



Ironworker Management Progressive Action Cooperative Trust

IMPACT Testimonials

North American IW / IMPACT Labor-Management Conference

"I would be remiss if I didn't express how extremely impressed I was with the 2009 Iron Workers/IMPACT Labor-Management Conference and more importantly, to how far and fast the Iron Workers International Union has come as a transformational organization. Though we all have much more to do to get our industry focused in the right direction, the work that the leadership of the Iron Workers, and all associated with the creation and strategic growth of IMPACT, deserve a sincere - job well done! It is truly a testament to what is right and what can, and should, be done to bring the union construction industry back to where it belongs."

Stephen Lindauer- CEO The Association of Union Constructors (TAUC)

"I think that anyone who attended this conference would have to admit that very honest, and straightforward labor-management dialogue was the driving theme of the conference...And in times such as these, that is exactly what people are looking for in their leaders. What the Ironworkers have clearly set forth is that "activities" should not be mistaken for "results". The more labor (and management) leaders who embrace this approach, the more market share will directly result."

Mark Breslin - President, Breslin Strategies Inc, San Ramon, CA

"Having arrived mid-week, the mood for the conference had already been established and I was very impressed with the positive and upbeat mood of everyone. Being an observer of the proceedings as well as a participant, the reason for such a positive outcome is one thing. Leadership!"

Mark Perzinski - Program Manager Richard J. Princinsky & Associates

"I was very impressed with the format and scope of topics that were covered. The televising of the days events after the fact was a nice touch and I thought everything had a very professional quality to it. The feedback from the participants I spoke to was very positive and upbeat. The special speaker ['00 Greco-Roman Wrestling Olympic Gold Medalist, Rulon Gardner] on Wednesday was awesome and inspiring."

Bill Schoenlein - Underwriting Marketing Director, People 1st Health Strategies

"I thought the meeting was very good, with great speakers and panels."

Gary Broad - President, Midwest Steel Inc, Detroit, MI



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"As a contractor, I was thoroughly impressed with the professionalism and content of the conference."

James Sever - Vice President PSC Crane and Rigging, Piqua, OH

Project Tracking Systems

"We appreciate the foresight that IMPACT has had on making these project tracking systems available to each Local Union in our area. IMPACT Direct and IMPACT Trac are both valuable tools that our Business Managers and Organizers utilize each day."

"By utilizing these valuable tools made available by IMPACT we can – Build our Industry and increase our memberships and our standing as one of the best Organizations on the face of this Earth."

George Kratzer- President District Council of Southern Ohio and Vicinity

"Our participation in [the IMPACT project tracking system] courses was our first experience seeing the hands-on work which will take place with IMPACT-Trac and IMPACT-Direct. We learned a great deal, and hope to use what we learned to have a better response time to deal with unplanned and planned outages and to obtain information for us and our signatory contractors about projects being performed in our jurisdiction."

Bob Walsh- Business Manager Local #40, New York, NY

"We like using the tracking systems to keep our signatory contractors abreast of the jobs out for bid, especially the smaller projects. The systems are also a very helpful tool for our organizer to allow him to get started on turning projects around in the early stages. We are very pleased with the systems provided by IMPACT."

Keith Hughes- Business Manager Local #549, Wheeling, WV

"On a daily basis I use the IMPACT Direct tracking system. If I notice any information and/or projects that are of value to my members I forward copies of the pertinent information. I have received feedback from some of my members stating they would not have known or followed a particular project unless receiving the information I forwarded."

Bill Ligetti- Executive Director Ironworker Employers Association of Western Pennsylvania



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“The data bases of information are a center piece in the efforts of Local #848 to regain market share and membership in the Carolinas. Where we use to see only one union bidder on a project, we now see as many as five....A few years ago, everyone thought the Carolinas were lost. With the assistance of the IMPACT Programs we are expanding by signing new contractors and taking in new members.”

David Gornewicz- District Representative District Council of Southeastern States

“Keep in mind that while the developers and engineers are planning, we too must be working on the same project. Through research tools provided by IMPACT and political action at the local level, the membership gained man hours in the field. IMPACT provides research tools for our Local Unions and signatory contractors in order to prepare for development and assist developers who will utilize our members and contractors.”

Dan Aussem- Executive Director Illinois Valley Contractors Association, LaSalle, IL

“The work was awarded to Ironworkers, first because I found out about it through the online service we have thanks to IMPACT.....The on-line tracking services are the best tool available to Ironworkers in a long time!”

Ira Crofford- Business Manager Local #482, Austin, TX

Davis Rebar continues to get great leads at the right phase of numerous industrial projects through Industrial Info (IMPACT Direct) are invaluable and countless. The other leads that come through the owners and contractors that we work with and the relationships that are built through their initial contact made possible by IMPACT Direct are invaluable and countless."

Roger Struble- Vice President Davis Rebar, Omaha, NE

“Supported by an industry fund, the effort (IMPACT) is paying dividends- unlike so many "recovery" programs that produce more talk than action... The job tracking systems combined with the group's aggressive marketing have opened many doors closed to ironworkers for years.”

Cockshaw's Construction Labor News & Opinion 8/06



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Regional Advisory Boards

"I want to thank you and all the IMPACT staff for your diligence and hard work. We know it is a difficult task to convert decades of complacency and old ways to new more productive methods and outcomes. We.....would like to thank you.....to help us attempt new ways of making the steel erection business a safer and more profitable business."

Dennis Hellenberg- President Tri-States IW Employers Association, Mt. Vernon, IN

"I am always a little cautious about how effective it will be to give up an entire day to attend a Regional Board meeting. But you guys surprised me last year with a good meeting and surpassed my expectations this year. The information on pensions, drug testing, insurance and workers comp, and the owner's roundtable were all informative and give me a mental boost that our efforts are worthwhile- we can make the mission of IMPACT a reality. Thanks for all your work to improve our unions and contractors."

Pat McLaughlin- cHe Fabricating Corporation, Columbus, OH

Marketing

"Local 848's plan for expansion hinges on the continued success of marketing the IMPACT programs. Our projected growth would not be possible without a centralized drug testing program, marketing grants, and the continued success of the project tracking systems. A few years ago, everyone thought the Carolinas were lost. Now, we are expanding by signing contractors and taking in new members. This can only be attributed to the successful marketing to signatory contractors through IMPACT's PRIME Program."

David Gornewicz- District Representative District Council of Southeastern States

Training

"We all met a year ago in Concord when Dick [Zampa] put on the foreman class with Rick Sullivan and Jim Creegan; I think you agree with all of us that 30 minutes into the materials we all knew we were onto something important. This class is a proven winner and it is making a definite "impact" on the industry here in the Bay Area."

Mike Daly- Trustee Local #377, San Francisco, CA



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“Thank you for an excellent [Standards of Excellence/Survival of the Fittest] presentation. We entered the weekend with our eyes wide open and I'm glad to say all delegates left Regina with a new and improved attitude.”

Bert Royer, Business Manager Local #771, Regina, SK Canada

"The foreman training course was excellent. It is good to see payback to the local from the contributions we are making to IMPACT. "

Doug Campbell- Superintendent Central Steel, Snohomish, WA

"The new welding training materials produced by the National Fund and IMPACT are state-of-the-art and with workbooks and CD-ROMs greatly enhance the instructor's ability to teach welding."

Dennis Klingman- Manager of Technical Training Lincoln Electric, Cleveland, OH

Membership Growth & Organizing

"If the General Officers and the General Executive Board have the courage to implement change for the good of our International with programs like IMPACT, then it's our responsibility as Officers and Members to support them."

Michael McDonald- Business Manager Local #27, Salt Lake City, UT

"The English/Spanish Construction Glossary has not only improved my ability to communicate with my apprentices, but foremen on the job sites have found this also very useful."

Tom Graff- Business Manager Local #848, Charleston, SC

Performance, quality and safety led to the signing of the agreement between DeJean and the ironworkers. "We are very pleased with the performance of the ironworkers. The ironworkers are the only union craft we employ, everybody else is open shop."

Greg Harrison- Superintendent DeJean Companies, Houston, TX



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"IMPACT Trac however, radically upgrades our access to the information we need to build our share of the market and sustain our trained workforce.....For the first time as an Organizer, I can rely on information regarding states, bidding and contacts. The highly accurate data allows for scheduling of job visits over wide geographical areas and eliminates wasted effort. I am particularly impressed by the accuracy of the contact information, which in most cases gives you the project manager you need to speak to on the first try."

Daniel Prince- President/Organizer Local #377, San Francisco, CA

Safety- Insurance Programs

"Bosworth Steel Erectors believes their enrollment in the IMPACT Drug Testing and insurance program has enhanced its long term relationship with its (insurance carrier). This is paramount in controlling compensation costs....."

John Bosworth- President Bosworth Steel Erectors, Dallas, TX

"I wanted to let you know how impressed I was with the meeting last December of the IMPACT Safety & Health Roundtable. It was a privilege to witness the energy and determination of this outstanding group."

Graham Brent- Executive Director National Commission for the Certification of Crane Operators (NCCCO)

"I would like to express my thanks to IMPACT for helping Cole Steel to resolve an insurance issue regarding classification codes that will result in substantial savings to our company. Insurance costs are a major concern of a steel erection contractor, and I am glad that IMPACT has established a relationship with the insurance industry to help contractors deal with such matters."

Charles Cole- President Cole Steel Inc, Pocatello, ID

"I would like to express my sincere thanks to IMPACT for their assistance in expediting the amendment of the California 1710 Structural Steel Erection Standard to reflect new technologies and procedures....."

Robert Simmons- Chief Technical Officer, ConXtech, Hayward, CA



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IMPACT Substance Abuse Program

“I am pleased to announce that Schuff Steel has 100% ironworker participation in all of Region IX. [The substance abuse] program serves as a selling point for us when discussing a “Drug Free Workforce” with general contractors. We hope our fellow ironworkers realize how crucial this program is in helping to provide a safe place to work.”

Paul Benson, Regional Field Safety Manager Schuff Steel Company, Phoenix, AZ

"When Region VI began participation in the IMPACT Substance Abuse Program, we felt that having the expertise and assistance of a first rate Employee Assistance Program as part of the process was important to the success of the program and to the Ironworkers that may need some help. Workers Assistance Program is the firm we chose to provide these services, and IMPACT awarded Region VI a grant to pay their fees. This grant has funded a vital link to the Substance Abuse Program. Thanks IMPACT!"

Marvin Ragsdale- President District Council of Texas and Mid-South States