Plumbers Local Union 78 is proudly celebrating 125 years chartered with the United Association. I can’t begin to imagine what it was like 125 years ago, to be a plumber with your putty wagon pulled by a horse or mule. Our industry has changed in so many ways, it’s astonishing. Many of our young members most likely have never heard the term “putty wagon”.

Change, it’s inevitable, the one constant in the world. We are celebrating our 125th Anniversary with the United Association on September 16, 2017, and as I sit and ponder that fact, I look back at the change that has taken place, in only my short 38-year career and I ask myself, where do we go from here? The obvious change in our industry of course, is brought to us by changing technology, opening the industry to newer lighter materials, technics, tools and codes which will translate to the need for less skilled craftpeople to complete today’s projects. When I started my career, this Local Union had well over 3000 plus members and more than 70 percent market share, when I became Business Manager this Local Union had 1600 plus members and 15 percent market share. Where do we go from here? We cannot continue on the same path we’ve taken over the past 38 years; we need to change our way of thinking, we need to realize that just doing high rise construction with the occasional hospital or school will not sustain us over the next 40 years. In our 125th year most of the projects being approved for construction in Los Angeles are wood structures, to be more specific 70 percent of the construction in Los Angeles is wood structure. Our market share in wood construction is less than 1 percent leaving us with 15 percent from that remaining 30 percent of all projects in Los Angeles. I realize with all the construction happening today it lends the appearance that everything is great and I’m here to tell you everything is great. We have almost full employment and our membership is growing, at almost 2000 members now. But where do we go from here? I’ve heard it said that we lose more market share when work is good than when work is bad. The true question in front of us is, is our market share increasing? Increasing and broadening the market share is the only way to, not only sustain our existence but to grow our existence. Remember we only have 15 percent of the market, the high-rise construction is about 70 percent and we still fight every day to hold on to that. I don’t see much growth beyond that, when the slowdown comes that is one of the first markets to be affected.

The low hanging fruit is the wood construction market but it’s also the most competitive, virtually eliminating our contractors from bidding the projects. We need change! We need to add another classification to our dispatch book. We need to train in this type of construction. We need new contractors familiar with this type of construction to aggressively go after these projects and we need to have an agreement they can use that allows them to be aggressive. Our service and repair market is another area we have very little market share which will provide an opportunity for huge growth. This is change we need, and looking beyond this year, it is needed to grow Local 78 and sustain us in the typical slow times.

Organizing is where we go from here! My vision for Local 78 in the next few years is focused on reaching into new markets, expanding where we have little or no market share and of course to fight every day to protect and keep the markets we do have. We need to embrace the change, we need to embrace organizing as the life line that it is. The time is now, the work is available and the efforts we are utilizing to secure the high rise projects will also be utilized to focus on the low rise wood construction. We can talk and plan all we want, but without a thorough organizing plan it will fail. We have a good team of officers in place, a team that will grow with the growth of the Local. New markets are emerging, some with the advancement of new technology and some from environmental necessities, either way we need to be the leader in these markets and capture the work they create. Our involvement in the organiza-
tions that govern the industry is a vital path we’ve taken to ensure
we have a voice in all changes. We need to be in a leadership role
to not only adjust and capture the changes as they occur but to
ensure the changes coming forward make sense to the industry,
our membership and the public. Our obligation to secure employ-
ment for our members is predicated on the fact that we are there
first, claiming and fighting for what should already be our scope
of work. As plumbers in the field you see it every day, other
crafts infringing on our scope of work. We fight every day to
hang on to our scope of work and claim new scopes as they
emerge. We sit in code hearings, on standards committees and
industry committees for the sole purpose to protect the lively
hood of our membership and the industry we serve in. We will
continue to pursue, control, anticipate and embrace change to the
advantage of our great local union.

Point of personal privilege, I would like to recognize brother
Matthew Navarro who represented himself and Local 78 in the
National Apprentice Contest this year after winning both the State
and Regional contests. Although Matthew did not win the entire
contest, he did compete at the highest level and until they an-
nounced the winner it was truly unsure who won. Matthew did
win the copper project contest sponsored by the Copper Institute.

Please join me in congratulating Mathew for a job well
done, we are very proud of him!

The 125th Anniversary Celebration is upon us and I
look forward to seeing my brothers and sisters at our event.
Please, make every effort to join us for the celebration Sat-
urday, September 16, 2017. There will be food trucks,
games, prizes, music and a magician, a promise of fun for
all. We will even have a dunk tank to raise money for the
UA Charitable Fund Trust for hurricane relief, where I will
take my turn along with a few of the Local Union Officers.

Fraternally yours,
Douglas A. Marian
Business Manager/Financial Secretary-Treasurer

BUSINESS AGENT REPORT

Education is the key to survival

Now more than ever education is the key to our survival.
As we enter this record breaking growth of greater Los Angeles
we need to stay focused on what separates us from the competi-
tion, our commitment to education and training. Business Man-
ger Doug Marian and myself have very high standards for Local
78’s apprenticeship and we will not accept mediocrity! We
want our apprentices to be the best in the United Association
which means we will turnout only the best journeymen. We
simply cannot achieve this with school alone. We need to make
sure we are teaching apprentices on the jobsite as well. If you
are a journey worker you should have a vested interest in their
success as one day they will likely be paying your pension.
These apprentices are the future foreman, general foreman and
superintendents of our industry and we need to give them a well-
rounded apprenticeship.

2017 Apprenticeship Contests

This year’s contest was held at UA Local 393 in San Jose,
California. Local 78 apprentice Matthew Navarro won the Lo-
cal contest in March against some tough competition. He went
on to represent Local 78 at the state competition. This year’s
competition was a tough one. There were nineteen plumbers
from across the state. The competition was comprised of five
tests, general knowledge, isometric drawing, cast iron project,
copper and threaded pipe. Matt did extremely well during the
competition, so well that he was crowned State Champion! Af-
fter the competition, all of the judges and proctors commented on
the great craftsmanship Matt displayed. Next up for Matt was the
regional competition where he competed against the other
state winners from our region.

This year’s 2017 District 5 Regional Apprenticeship Con
test was held at Local 342 in Con-
cord, CA. Contestants for the region-
al competition hailed from Alaska,
Arizona, California, Colorado, Ha-
waii, Idaho, Nevada, New Mexico,
Oregon, Utah, and Washington. As
the winner of the State Contest Matt
represented California. The contest
was tough and the competitors were
even tougher. Matt showed poise,
knowledge, and skill during the 2-
day competition. He was the show-
case of all the physical tasks and
people gathered and praised his
craftsmanship and his attention to
detail. Matt’s hard work payed dividends as he was crowned 2017
Regional Champion for Plumbing.

Local 78 could not be more proud of Matt. As the 2017 Re-
gional Champion for Plumbing he represented our Local and the Re-
gion at the National Apprenticeship Contest in Ann Arbor, MI during
the annual Instructor Training Program (ITP) at Washtenaw Com-
unity College. The competitors for this competition come from 3 na-
tions, The United States, Canada, and Australia. The contest focused
on many facets from the plumbing industry. Contestants had to have
knowledge of safety, CPR, rigging, solar and everything in between.
Matt did a fantastic job during the competition and he won the award
for the best copper project for the plumbers. Although Matt did not
come home with a first place win he did very well, and should be
commended on a great run to end his apprenticeship and begin his
new journey as a journeyman. Matt represents what Local 78 strives
for in all our apprentices. He mixes great craftsmanship, great grades
in school, a great work ethic, and a sense of pride for his local and
the plumbing industry. I hope his run at the title for best plumb-

Jeremy Diaz
Business Agent
Jeremy Diaz Cont’d

ing apprentice in 3 nations is inspiring for the younger apprentices and motivates them to be better and try to capture the title. If you see Matt at the upcoming membership picnic or the union meeting please shake his hand and congratulate him for his hard work, his determination, and his accomplishments.

City of Los Angeles
We are still working on implementing the apprenticeship program for the City. Remember having the county backflow is a good certification to have. So keep an eye out for the next time the City offers the test. If you are having any issues at the City please do not hesitate to contact me.

LAUSD
Soon we will be opening up negotiations, I will keep you posted on the progress as more information becomes available. We are also continuing to work on getting the vacation pay issue resolved. If you have any questions please contact me at the hall.

Certifications
The work boom is now upon us! We need to stay vigilant about keeping our certifications up to date and current.

Certification that will be in demand will be Medical Gas, OSHA 10 and 30, TWIC, Backflow and welding. We are looking for Plumber welders, so if you have any welding experience or looking to try something new, welding would be a good choice. The A&J has welding bays available for practice if you are interested. If you plan to work on the Inglewood Stadium you WILL need an OSHA 10, if you want to be a foreman you WILL need an OSHA 30 no exceptions, and you must be able to pass a drug test.

I hope you to see you all at our 125th Anniversary Picnic on Saturday, September 16, 2017 at Los Angeles Trade Tech.

Fraternally yours,
Jeremy Diaz
Business Agent

Mark Your Calendar

- October 12, 2017
- November 9, 2017

Meetings are held at the Los Angeles/Orange County Building and Construction Trades Council building located at 1626 Beverly Boulevard, Los Angeles, CA 90026-5784. The meeting starts promptly at 5:00 PM.
Brothers and Sisters,

As we head into the month of September the work picture is looking exceptional! I know we are always reminding you to keep up on your certification’s but today more than ever it is very important to do so. If your P1 Plumbers NITC card is expired you will not be allowed to travel into another jurisdiction to work. This means if the company you work for has a job in another local unions jurisdiction you will not be allowed to travel which may mean you may find yourself on the out of work list. As of right now we have 40 Plumbers on Book 3, this means that they do not currently have an active P1 Plumbers NITC card. As a result these individuals have to wait until we empty Book 1 before they can go to work.

Recently we have had a couple of incidents on job sites where union brothers were fighting. There is no excuse for this type of behavior. Fighting will not be tolerated. If you find yourself in this type of situation, I implore you to be the bigger man, and walk away. Go and talk to your foreman or general foreman let them know of the situation. We are supposed to be union brothers and sisters, we need to look out for each other and help one another when needed. Local 78 is experiencing a growth and as a result we have a lot of brand new apprentices. When you see them on the jobsite please take time to make them feel welcome. Remember when you were a young apprentice it can be a little overwhelming. If you see anyone having a hard time please help them out.

Today we are blessed with an abundance of work, please remember that the reason we have this work is our contractors. We work for the contractors, we are partners. Remember the jobs are bid so tight that it is hard for the contractors to make money. Each day give them an honest day’s work, do not be late and offer them no less than a good eight hours; do your best not to miss work. These jobs are on a tight schedule, and when you’re late or miss work you effect the contractor’s ability to adhere to the schedule. Remember if they make money, you make money.

The Rams Stadium has finally started. They currently have about 10 guys onsite. We do not expect to see a huge ramp up right now as the schedule has been pushed back a year. The Oceanwide project has finally started to man up they are at around 35 plumbers on the jobsite. At the peak we should see around 80 plumbers. The Circa project has around 70 plumbers, and the Aven project has around 37 plumbers, Apex II has 25 plumbers the Onni project has 25 Plumbers, LAFC Stadium has 50 plumbers, Metropolis R2 & R3 have around 35 plumbers, and Holland Partners, the 2-27 stories, have around 25 plumbers on the jobsite. These are some of the bigger projects that are going on at this time. We have started assigning Job Stewards on a few projects so please cooperate with them.

We will be starting negotiation’s for the Housing Authority in the near future, and I am happy to say negotiations for the Convention Center are in the finishing stage. I am continuing to visit the jobs in our area so if you see me on your jobsite come over and say hi.

As a reminder our next membership meeting is September 14, 2017. If you cannot make the meeting please be sure to attend the Local 78 membership picnic on September 16, 2017, we will be celebrating 125 years as a Local Union.

Fraternally yours,

Scott Pearson
Business Representative

REMINDER * REMINDER * REMINDER

♦ Call the Hall as soon as you get laid-off. Your sign in date may qualify you for unemployment dues.
♦ Keep your phone number, mailing address and especially your email address current with the Union Hall.
♦ Save The Date: 2017 membership picnic will be held on September 16, 2017.
I hope all is well with everyone. It has been a busy few months. We have been actively helping out councilman Gil Cedillo. We have attended several precinct walks and a debate between Cedillo and Ali. The debate was very heated between the two of them as well as the audience. We are hoping to see Gil Cedillo victorious as he is very supportive to labor and Plumbers Local 78.

I recently attended a Plumbers 911 meeting with District Council 16. It looks like we are going to get the ball rolling and begin a focused effort on obtaining service contractors. It is important that we capture the service market again. Having Plumbers 911 is a progressive way to getting contractors to become signatory with us, recently I have met with several contractors who have showed strong interest in Plumbers 911. I believe this program is really giving us some leverage to getting these contractors to come on board with us.

Work is really starting to pick up and in the near future it appears we are going to have our books empty. I really need all of your help in finding qualified plumbers. If anyone knows experienced plumbers please have them reach out to me at c.cheek@uaplumber78.com. We are looking to bring in new apprentices especially those with some experience as well as qualified journeymen. The best thing we can do right now is increase our membership so that we can meet the needs of our contractors. By gaining membership, we grow our supremacy and the strength of our contractors. The greater our supremacy, the more bargaining strength we have. The more bargaining strength we have, the more money and better working conditions we have and the more success our contractors enjoy.

Lately I have been meeting with several contractors trying to sign that strictly do wood frame construction. I have met with most of the contractors that are working in downtown Los Angeles; Plumbing Solutions, Sunrise Plumbing, and Century West just to name a few. Also, I have been sitting down and talking to contractors that do LAUSD work. I spoke with a new non union contractor called Prime Construction. They have a lot of county work through the JOC program. They have not decided if they are going to just use apprentices or sign a Master Labor Agreement.

In closing, I hope everyone has a great ending to their summer. With the upcoming holidays, please be safe and responsible.

Fraternally yours,

Chris Cheek
Organizer
SAVE THE DATE
SEPTEMBER 16, 2017

125th Anniversary Celebration!

The Officers and Members of United Association Local 78 will be celebrating the local’s 125th Anniversary. Please plan to attend the Family Picnic and Carnival at Los Angeles Trade Technical College!