



SANKS MECHANICAL

Assistant Business Manager Jerry Gontz and Business Agent Jim Keenan with Sanks Mechanical owners Marty and Joe Sankovich and their employees who are now all Local 19 members.

Sanks is a family-owned HVAC installation and servicing company, which has been operating throughout Philadelphia and the surrounding counties since it was formed in 2012. As co-owners, brothers Marty and Joe Sankovich started this business from the trunk of their car but have now grown to a staff of 25 employees. They worked with the union over the course of seven months to form a partnership.

"We started doing larger projects, so we had the organizers come out to talk to our guys and to us," said Marty. "(At first) we definitely had a different perception of working with the union. As a residential contractor, we didn't feel the union had rates that would appeal to what we do. As a non-union contractor, you're always concerned that something will be cost-prohibitive. But they made it really clear that they wanted us to succeed as a company."

Beginning back in 2018 when Organizer (now Business Agent) Jim Keenan heard about Sanks and how they were beginning to grow, he reached out and began the communication process between the union and company to discuss becoming a signatory contractor.

After some communication back and forth, Marty and Joe decided to take a meeting with Keenan and Assistant Business Manager Jerry Gontz. After the first meeting, Marty said that they really felt comfortable with them. That was the first of several interactions over a seven month period where Local 19 and the brothers found much common ground to build upon, which ultimately led to Sanks becoming a signatory contractor with the union.

"We thought, why not hear them out?" added Joe. "And it made sense."

"Marty and Joe share a lot of the same values and principles that we as an organization live by, and I knew right away it would be a perfect fit," said Jim Keenan. "After getting to know Marty and Joe a little bit more, we realized how small of a world it is; we knew a lot of the same people and they happened to be friends with some Local 19 members who were pivotal in Sanks signing with the union."

Another plus is being able to offer a more robust benefits package, which includes a pension and a health care plan that covers workers and their families.

Jerry Gontz stated that, "Marty and Joe are two owners who really care about their employees and one of the reasons for signing with Local 19 was so they could have access to some of the best healthcare benefits and retirement for their workers, which says a lot about them. They certainly want to grow their business, but they want to make sure the people working for them are taken care of also."

But the biggest benefit to going union? They've found it easier to hire more experienced, skilled workers. "That's number one, for sure," said Joe.

These are just two of the many added benefits for a company to sign with Local 19. Our union is proud to have contractors such as Sanks who care about the industry, but also their employees' well being. After the signing of Sanks Mechanical, overnight we gained immediate residential market share with Local 19 members working on their projects throughout the jurisdiction. Which makes us all proud to know that our members working for signatory contractors continue to build our region, just like we have for the last 134 years.