

MBCEA News & Updates - October 2018



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Message from the President

I have just returned from another great METALCON. This "all things metal" conference is always a great place to reconnect with our friends and colleagues in the industry. Once again, MCA sponsored the Roofing Games. I would like to thank our members, Justin Waller, Jim Place, Andy Lee, Tom Frahm, John Iveson, Dylan Seyler, Jen Heimburger, Kevin Murphy, Steve Moore, Dan Halme, David Leinbach and Arnold Corbin, who volunteered their time as judges and LaFave's Construction, Dan Perkins Construction, Inc. and Thomas Phoenix International, Inc. who sent crews to compete. Events like these Roofing Games are vital to drive interest in our trade. My hope is we can continue to grow these games. I would love to see greater participation from our erectors and to explore ways we can partner with a local community college to really expand awareness. The competing teams have a great time and the winners walked away with quite a bit of cash. Congratulations to overall champions Matt Cox and Justin Hopta with Thomas Phoenix International, Inc.

The MBCEA Board takes advantage of our time together at METALCON to meet. We only have two face-to-face meetings each year - at our Conference and at METALCON. As always, we had a very productive meeting. I am pleased to report that our Association is in good shape. Our Finances are sound. Membership continues to grow. We are committed to growing our services and member benefits. The National Board has two openings for 2019 and we are now accepting nominations. You should have recently received an email calling for nominations to the National Board. I encourage all members to consider active participation. Even if you are not ready yet for the Board, you can still get involved at the Chapter or Committee level. We have committees focused on Labor and Education, Membership, Conference, as well as the MBI training initiatives such as Temporary Bracing. We always need members willing to serve as mentors. Please reach out to [me](#) or [Sasha](#) if you are interested or wish to know more.

Speaking of membership, did you know that 68% of our members are Contractors or Erectors? We love our Associate members but recognize the strength of the MBCEA is contractors and erectors. As you read this newsletter please ask yourself "am I doing enough to maximize my benefits with the MBCEA?" There is truth to the statement "you get out what you put in." Are you attending meetings? Taking advantage of training opportunities? Interacting with your peers and mentors? Committing to go to Conference next year?

The MBCEA has a lot to offer. Conference plans are underway and Sponsorship Opportunities, Building of the Year contest, and presentation suggestions are now open. Check out the Chapter News section - we have training offered somewhere every month! We are the best investment you can make to grow your business and train your team.

We would like to build a general knowledge base for our industry. Each month we will ask you one simple poll question, well technically two because one question is what part of the country you are in. Please take a moment to respond. This month's question is on pay rate for new hires:

[New Hire Pay Rate](#)

If you have an idea for the good of the association, please drop me a line.

Thanks and Stay Safe.

Regards,

Keith Wentworth
President, MBCEA
Vice-President, Dutton & Garfield

P.S. Save the date for Conference 2019: May 1-3 in Myrtle Beach!



WELCOME NEW MEMBERS!

A+ Construction

Charlie Brown
107 St. Joseph
St. Paul, KS 66771
620-212-4029

cbrown@aplusconst.com

C2C Construction Solutions LLC

David Kleps
110 Lomond Court
Utica, NY 13502
315-801-5185

dkleps@c2cconst.com

www.c2cconstructionsolutions.com

Deks North America, Inc.

Jim Sharp
2700 W. Roosevelt Road
Chicago, IL 60608
312-219-2110

Jim.sharp@deks.com.au

www.deks.com.au

DH Cameron Construction Co.

Don Cameron
7056 B US Route 7
North Ferrisburgh, VT 05473
802-425-3782
802-425-3004 fax

builderdhc@comcast.net

www.cameronconstructionvt.com

Freeman Building Systems

Dan Freeman
 PO Box 725
 Wooster, OH 44691
 330-264-3424
 330-263-6611 fax

dhf@freemanbuilding.com
www.freemanbuilding.com

Matador Engineered Metal Buildings

Stacey Ferguson
 121 Industrial Blvd.
 Thomasville, GA 31792
 888-276-7976
 229-236-0780 fax

sferguson@matadormetalbuildings.com
www.matadormetalbuildings.com

Chapter News**Carolinas Chapter News:**

Construction Notebook Class #8 Waterproofing
 was held September 20, 2018 at Silvercote in
 Greenville, SC. [Read the recap!](#)

Carolinas Fall Golf Outing
November 8, 2018

Springfield Golf Club, Fort Mill, SC
 Deadline to [register](#) is 10/26.

**New England Chapter Upcoming Event:**

First-Aid/CPR Training
11/15/18 11:30AM-4PM

Certificate from National Safety Services will be issued upon course completion.

Holiday Inn and Suites
 265 Lakeside Ave
 Marlboro, MA

Special thanks to event sponsor [Silvercote!](#)

Mid-Atlantic Division News:

- **MAD Scholarship** - [Applications](#) are due October 31st. Mid-Atlantic Division members, please do not miss out!

Upcoming Events

- **November 9th** - [Annual Safety Refresher Training](#) at The Kaiser-Martin Group, Temple, PA
- **December 14th** - [Holiday Social](#) at the Sands Casino, Bethlehem, PA

- Registration forms went out October 17th. Reserve now for a great night of friends, food, live music, dancing and an all-around damn good time!

- [Sponsorship spots](#) are still available. Thank you to our current sponsors: [Butler](#), [SFS](#) and [Therm-all!](#)

Greater Ohio Chapter Upcoming Events:

The Ohio chapter has a training scheduled for Nov. 2nd at the Holiday Inn in Fairlawn, OH. Topic will be **How to comply with Energy Code & Use of Com-Check**. The trainer will be Dr. Lee Shoemaker from the MBMA. Lunch will be included with registration.

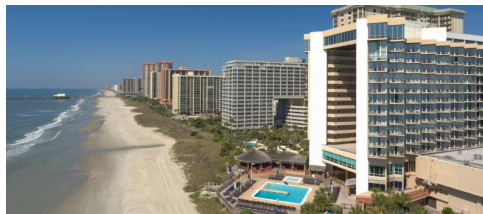
The annual Holiday Banquet will be on Jan. 10th at Jakes in Wooster, OH.

2019 Membership Incentive Program. New members joining before December 31, 2018 will receive 4 FREE SEATS TO ATTEND ANY TRAINING offered by the Greater Ohio Chapter during 2019. Please contact [Vic Miller](#) to join or with any questions!

ALL THINGS CONFERENCE

SAVE THE DATE! MAY 1-3, 2019, HILTON MYRTLE BEACH RESORT, SOUTH CAROLINA

Metal building contractors, erectors, suppliers and manufacturers will gather at the 50th Annual MBCEA Conference to learn from the experts, network with key industry people, visit with old friends, be introduced to the latest products, and discuss leading issues with peers. We will be co-located with the MBMA Spring Meeting and host the Metal Construction Hall of Fame Awards! Exhibitor and Attendee Registration will open in December so stay tuned for the announcement!



CALL FOR PRESENTATIONS!

Do you speak on a topic that is relevant to the metal building contractor and erector community? Past attendees have requested topics like Internal Business Operations, Air Infiltration Requirements, New Technologies, Apps, Programs Related to the Construction Industry, Industry and Construction Trends, Business and Economic Trends, Technical and Code Developments. Please contact [Sasha](#) if you can share your knowledge on one of these topics or another you feel would be of interest.

SPONSORSHIP OPPORTUNITIES ARE NOW AVAILABLE!

Get your brand in front of key decision makers in the industry! There are several [opportunities](#) available to enhance your prominence and visibility at the conference. Take advantage now as these fill up quickly and are on a first-come, first-served basis!

NOW ACCEPTING BUILDING OF THE YEAR ENTRIES

The Building of the Year Awards are a great way to recognize Contractors and Erectors for the incredible projects they complete. Their dedication to quality and safety, the interesting features, complexity and green building elements all come into play when judging these projects. The awards



2018 Building of the Year - Hoover Sportsplex Dunn Building Company
Birmingham, AL

ceremony will take place during the opening session where we'll be joined by MBMA members so plan now to attend this prestigious event. [Submit](#) your projects by February 15, 2019. New this year is a Reroof/Renovation/Addition Category by your request!

EXHIBITING AT THE CONFERENCE

Exhibitors, plan to attend to display your latest products and spend quality face to face time with your customers. The Exhibit Hall will be open during an extended lunch period and for an evening reception. There will be plenty of networking opportunities including a friendly golf tournament at the end of the conference. Watch your inbox for registration to open in mid-December!

HOTEL RESERVATIONS

MBCEA attendees and exhibitors should use this [reservation link](#) which will be good through April 8, 2019, unless the block is sold out before then. Or if you prefer to call in directly to reservations:

- Dial 1-800-876-0010
- Select the Hilton Option
- Provide the Reservationist with the group code: MBCE

Reserve early!

Construction Software

Are you using separate software applications for estimating, scheduling, risk management, and other activity? Does the estimating program talk to the financing program? Does scheduling talk to risk management? How much duplicate data entry and updates take place every day? That's a good way to introduce errors into the system and to waste time that could be spent better elsewhere. But what can you do?

Look into an enterprise resource planning (ERP) specializing in the construction industry. ERP systems began in the manufacturing sector, another area where multiple departments all had a hand in a single product. Today ERP solutions have been customized for a number of industries and departments such as distribution, services, banking, healthcare, education, utilities, insurance, and yes, even construction.

Today's ERP solution should help you spend time, resources, and labor wisely. At last year's Conference we had a new vendor exhibit called ABIS. They have recently added a blog on this subject and are offering a free ERP Selection Guide. Check it out [here](#).

Transition What You Delegate into Leadership Training

Delegation is more successful when it's thought of as recruiting long-term assistance rather than handing off a few immediate tasks, hoping they're done correctly, writes Dan Lovaglia. "What will serve you and others best is to equip ambassadors who will lead on your behalf without you being there," he writes.

Here are 6 time-tested steps that will help you shift from doubting to-do's to multiplying your leadership.

1. Write Down Your Ever-Growing To-Do List
2. Identify What Only You Can Do
3. Ask for Fresh Strategic Feedback
4. Group by Values and Initiatives, Not Tasks
5. Empower Ambassadors Instead of Sub-Contractors
6. Let Go and Let Your Team Lead

[Read more](#)

OSHA Seeks Members to Serve on Committee for Improving Construction Workers' Safety and Health

OSHA is accepting nominations for individuals to serve on the [Advisory Committee on Construction Safety and Health](#). The group advises the Secretary of Labor on developing standards and policies affecting the construction industry. OSHA is seeking employee, employer, state safety and health agency, and public representatives with experience and expertise in construction-related safety and health issues to fill 14 vacancies. Nominations must be submitted to www.regulations.gov or by mail or facsimile before November 16. For more information, read the [Federal Register notice](#).

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October Mobile Safety Moment by Craig A. Shaffer, CSP of SafetyWorks: Portable Ladder Safety

[Watch now!](#)



Using Foundations for Safety Leadership to Enhance Jobsite Safety Webinar - Thursday, 10/25, 2:00 pm ET

In this [webinar](#), Dr. Stefanie Johnson will provide a brief overview of Foundations for Safety Leadership (FSL), a highly interactive training module that teaches foremen and lead workers critical leadership skills and practices to use in their day-to-day interactions on the jobsite. She will introduce the new Spanish version of the FSL that includes both the original module as well as updates such as new scenarios and other resources including a train-the-trainer presentation. She will also briefly present the results of the evaluation study showing FSL effectiveness. A Spanish-language recording of this Webinar will also be provided following the event.

Save the Date! - Wednesday, 11/14, 2:00 pm ET - Predicting Exposure to Hazards Using the CPWR Exposure Control Database [Webinar](#)

MBMA Releases Two New Case Studies: Roofing and Solar and Vehicle Sales and Service

The [Roofing and Solar](#) case study introduces the reader to the benefits of metal roofs, including their long lifespan, attractiveness and cost effectiveness, among others. The report looks at a number of buildings with metal roofs, highlighting the benefits for each. When solar panels are installed on top of the roof, the benefits of metal roofing become even more apparent. Standing seam metal roofs allow the installation of solar panels without the need to penetrate the roof itself and typically have an expected lifespan that is even longer than the solar panels. This makes for a longer-lasting roof with a watertight barrier.

[Vehicle Sales and Service](#) highlights the many benefits of metal buildings for a variety of types of dealership and service centers, including automobile, motorcycle, agricultural equipment, aviation and recreational vehicle facilities. The ability of a metal building system to cost-effectively provide large clearspan spaces and offer flexible layouts makes them ideal for these types of businesses. An automobile dealer, an auto body service center and a motorcycle dealer are profiled in the report.

[Read more](#)

MBMA Announces Online Continuing Education Course: "Specifying the Latest in Metal Buildings"

The Metal Building Manufacturers Association (MBMA), in partnership with the American Institute of Architects (AIA) and Architectural Record magazine, released a continuing education course titled "Specifying the Latest in Metal Buildings." This new course is now available through Architectural Record's Continuing Education Center website and also via their App. It provides one Learning Unit credit for AIA members.

"This new course provides industry professionals with an overview of metal building systems as well as the tools to specify a high-performance building system that will meet and exceed the owner's design expectations," says Tony Bouquot, MBMA's general manager.

Designed for building and construction professionals, the course highlights the single-source, integrated project delivery approach of metal building systems. This approach provides efficiency and economy as well as sustainability for commercial building projects. The course goes on to present the relevant items that should be addressed in a standard specification process. In addition to the AIA, a number of other organizations provide learning credits for the course, including the American Institute of Building Design, the International Association for Continuing Education and Training

and multiple Canadian architectural associations.

[Read more](#)

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In the News

Dylan Seyler of **S&S Structures** [talks about his decision](#) to work in this industry.

[MBMA Appoints Tony Bouquot as General Manager](#)

Crossland Construction Company, Inc. was the general contractor and erected the Public Service Co. of Oklahoma's transmission line and station service center buildings featured in [Metal Construction News September 2018 issue](#).

Harrison, Walker and Harper LP's project, Sterlite Corp., Ennis, TX, was featured in [Metal Construction News September 2018 issue](#).

J&M Steel Solutions Inc. was the erector of the Newmont Mining Corp., Oasis, NV, featured in [Metal Construction News September 2018 issue](#).

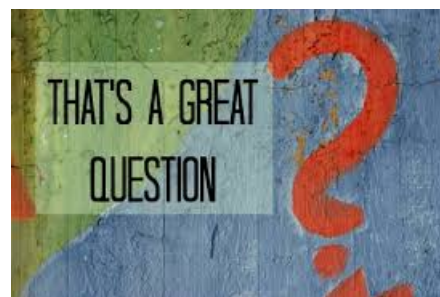
[ATAS International Launches New Comprehensive Website](#)

We want to hear from you!

The MBCEA is dedicated to the professional advancement of our members. We need to know what is important to you, what kinds of things you are interested in, what you need.

[Sasha Demyan](#), Executive Director
[Keith Wentworth](#), President
[Jackie Meiluta](#), Program Manager

Please connect with us!



Quote of the Day

"Luck is what you have left over after you give 100 percent."

- Langston Coleman

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