



MBCEA Network

A publication for members of the Metal Building Contractors & Erectors Association
P.O. Box 117 • West Milton, OH 45383-0117 • 800-866-6722 • Fax: 937-698-6153 • www.mbcea.org

June 2003

\$250,000 Training Program Announced

Members of the MBCEA are taking great pride in an industry project being undertaken by the association. In a partnership with the Metal Buildings Institute and Global Digital Solutions, a training program directed to metal building erectors, and featuring state-of-the-art, interactive DVD medium will be ready for viewing and purchase during the MBCEA Chicago Conference (see separate Conference article). Global Digital Solutions is a California-based company that specializes in interactive program design and production.

Technical direction for the training modules was provided by some of the industry's leading contractors and erectors, and trade specialists including:

- Mary Farrar, Building Erection Services Company, Olathe, KS
- Bob Ketenbrink, Spacemark, Inc., Decatur, IL
- Billy Witcofski, Wil-Shar Steel Erectors, Rogers, AR
- Steve Beyer, Runnebohm Construction, Shelbyville, IN
- Tonya Billington, Building Erection Services Company, Olathe, KS
- Nick Runnebohm, Runnebohm Construction, Shelbyville, IN
- Tom Frahm, Butler Manufacturing Company, Kansas City, KS
- Ken Buchinger, NCI, Houston, TX
- Rod Borcharding, Lasco, Inc., Decatur, IL
- Orris Schlabach, Northeast Structural Systems, Inc., Mt. Eaton, OH
- Mike Reynolds, Systems Contractors, Inc., Denver, CO
- Fred Richard, Evans Building Company, Wichita, KS
- Sandy Fowler, G F General Contractors, Union, MO
- Tim Seyler, S & S Structures, Blandon, PA
- Ray Barbieri, RJB Contracting, Inc., Torrington, CT
- Charles Cottrell, North American Insulation Manufacturers Association, Alexandria, VA
- William Strenth, Pittsburg State University, Pittsburg, KS
- Carl Riblett, Kansas State University, Manhattan, KS
- Marcus Vegh, Global Digital Solutions, Laguna Hills, CA
- Marlowe Rondoni, Global Digital Solutions, Laguna Hills, CA
- Todd Thomas, Metal Buildings Institute, West Milton, OH
- Chris Long, Metal Buildings Institute, West Milton, OH

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The
**METAL
BUILDING**
Contractors & Erectors
CONFERENCE

Sponsored by Metal Building
Contractors & Erectors Association

A Very Special Conference!

The Palmer House • Chicago, Illinois
September 25-27, 2003

**Complete
Schedule of
Events on
Back Cover**

This year's Conference is special in many respects. Of utmost importance will be the valuable educational opportunities for those who proudly call themselves metal building contractors and erectors. The workshop and seminar topics are ones of strategic importance and will focus on both management and technical issues.

In addition, the Conference will include a celebration of the Metal Building Contractors & Erectors Association. Our association has enjoyed 35 years of service to the industry. The Palmer House Hilton was one of the original facilities in which association founders signed the original organization charter in February 1968. The 2003 event will bring together many of the industry pioneers, and in the true sense of the word, be a reunion of significant celebration.

You are encouraged to join with your peers in Chicago for a valuable, timely, and enjoyable educational and social experience. By attending this Conference you will reap tangible dividends for both you and your company!

(continued on page 4)



Training Program

(continued from page one)

Following a poll of these contributors, it was determined that as a group, they represented in excess of 400 years of experience in the construction industry with a high percentage in the metal building industry.

Filming of the first module began on May 13, in Lowell, Arkansas. Several members of the association were present to participate in the erection of a structure for the Fellowship Bible Church.

For a number of years, development of a training program specifically directed to metal building erectors has been recognized as a top priority by all trade associations in the industry. Other approaches have been investigated and have failed to materialize for a variety of reasons including cost of production and cost of delivery. For those who attended the 2002 Metal Building Contractors & Erectors Conference in Boston, you viewed a prototype CD program created by the



Standing (left to right): Fred Richard, Bill Strenth, Rod Borcharding, Orris Schlabach, Tom Frahm, Mary Farrar, Steve Beyer, Sandy Fowler, Todd Thomas, Mike Reynolds, and Marcus Vegh.

Seated (left to right): Nick Runnebohm, Tonya Billington, Tim Seyler, Charles Cottrell, Chris Long and Bob Ketenbrink.



(left to right): Mike Reynolds, Orris Schlabach, Charles Cottrell, and Sandy Fowler develop outline for one of the twelve initial training modules.

MBI. It was because of this prototype that the more advanced DVD program was identified and pursued.

The DVD program will be easy to operate, requiring no more technological skill than one would need to watch movies or play video games at home. The only equipment needed is a DVD player and television monitor.

The first DVD modules will cover the following construction tasks:

- Wall Sheeting
- Insulation Installation
- Windows, Doors & Accessories
- Flashing, Trim and Gutters
- Planning, Staging and Material Handling
- Standing Seam Room Installation
- Primary and Secondary Framing
- Roof Penetrations
- Tools of the Trade
- Roof Sheet Lap Seam
- Transitions and Internal Gutters
- Train-the-Trainer

Each module will feature an individual test to assure competency, and will be available in both English and Spanish.

The Institute's Board of Directors and staff has personally contributed in excess of \$30,000 to help launch the program. In addition, many MBCEA members have provided both financial support, and in kind services. The North American Insulation Manufacturers Association contributed \$12,000.



Billy Witcofski, Wil-Shar Steel Erectors being filmed by program producer, Marcus Vegh.



Keith Wood, Wil-Shar Steel Erectors was one of the "stars".



Jamie Gonzales, Wil-Shar demonstrates his professional construction talents.



Technical Director, Bob Ketenbrink provides direction to producer, Marcus Vegh.

(more photos on page seven)

Support the Training Program

All MBCEA members are encouraged to support the program by:

- 1) Making a tax deductible contribution to the MBI. 2) Tell others to contribute, and
- 3) Purchase the training program in September.

Yes, I want to make a tax deductible contribution to the MBI in the amount of \$ _____

Name _____ Title _____

Firm _____

Mailing Address _____

City, State, Zip _____

Area Code/Telephone _____ Fax _____

Email Address _____

Method of Payment

Check # _____ (Make checks payable to MBI)

MasterCard Visa

Card # _____ Expiration Date _____

Name on Card _____

Send your contribution to: MBI, P. O. Box 117, West Milton, OH 45383-0117



The 2003 Metal Building Contractors & Erectors Conference Details

VALUABLE WORKSHOPS

Financial Workshop



*Charles Silver
Vice President
M. Silver & Company, Inc.
Raleigh, North Carolina*

Charlie Silver has been consulting to the design, engineering and construction industry for 25 years. He has trained more than 10,000 people during his 28-year career, and has worked in 46 states, and 5 continents. He has trained people in both English and Spanish.

Following his Opening Session address, Charlie's financial workshop will deal with very specific things that you can do in a down market to improve sales for both the short and long term. He has found that when slower times set in, it is best to go back to the basics of the business to generate more sales. When the market is good, many poor techniques will work just because of the market. When the market turns, those poor techniques no longer work. By focusing on basic skills, Charlie will give you some solid ways of building your business!

IBC 2000/2003 Design Considerations & Implications for the Building Systems Contractor



*Michael Carpenter
President
Training & Development Consultants, Inc.
Smyrna, Georgia*

A former Armco Steel Corporation executive, Michael Carpenter has contracted for professional services with nearly every major metal building manufacturer for training and management consulting services. His participation in the Conference is made possible through the support of American Buildings Company.

This workshop will help you discover the many important considerations and detailed specifications that influence the design and cost of building systems. The session addresses how those considerations impact your process and procedure in gaining permits for construction. The workshop will compare and contrast IBC 2000 to the expected changes in the IBC, and the traditional model building codes and design standards such as UBC, BOCA, ASCE7 AND others.

Roof Penetrations That Stand the Test of Time



*Ken Buchinger
Corporate General Manager
Product Development and Product Installation
NCI Building Systems
Houston, Texas*

Kenny Buchinger is responsible for product testing, improvements, and development for NCI Building Systems. In addition, he is in charge of the company's Erector Certification Program that trains erectors in the proper installation techniques of the company's metal roofing systems. He is in charge of inspecting and approving projects for Weathertightness Warranties. Prior to joining NCI in 1988, he erected metal buildings, architectural roofing systems, and structural steel for 12 years.

This workshop will cover the correct materials and methods to use in making roof penetrations at curbs, pipes and lightning protection. Kenny will not only show you what not to do, but also what to do!

Safety Workshop



*Barry Cole
Miller Safety Consulting, Inc.
Denver, Colorado*

Safety is important for a number of reasons including the well being of personnel, maintaining or lowering insurance costs, increasing productivity, and just because it is the right thing to do. Barry Cole, an executive of Miller Safety Consulting, Inc., Denver, Colorado is no stranger to the metal building industry. He is an experienced safety veteran, and not only knows safety requirements and issues, but also knows safety products and procedures.

This session is directed to both the erector and the contractor. It takes both to assure a safe and sound construction site, and to carry out an effective safety program.

Speakers & Industry Guests Forum

Too often when attending a conference, attendees leave without getting all of their questions answered. Not so with this conference! The final session will feature a forum of workshop speakers and invited industry guests. If you have an unanswered question, bring it to the forum, and it will be answered.

EXHIBITORS

On Thursday and Friday, September 25 and 26, the Conference will feature exhibits of leading product and service providers. Thursday's exhibit session will include a food buffet, and Friday's exhibit time will include a breakfast buffet in the morning, and a reception in the evening.

Unlike many big "trade shows," Metal Building Contractors & Erectors Conference exhibits are more accessible, and related specifically to metal building construction. This Conference allows you more time to spend with companies that serve metal building contractors and erectors! If they are exhibiting at the Conference, they are highly involved in the metal building industry.

SPONSORS

The association appreciates the special support it receives from its special sponsors. These fine people make it possible to produce a quality event at a reasonable cost to attendees:

- American Buildings Company
- NCI Building Systems
- VP Buildings
- Kansas Systems Builders Association
- Owens Corning
- *Metal Construction News*
- *MetalMag*
- *Metal Marketplace*

AWARDS BANQUET

The Saturday evening Awards Banquet is open to all Conference attendees. Not only will you be treated to some fine dining, the program is always an event to

enjoy. Contractors and erectors are recognized for outstanding construction projects, and industry leaders are acknowledged for their contributions. And, in Chicago, we'll also recognize industry pioneers, and association founders! It's a fun evening, and a time to sit back and enjoy time with your industry friends.

OWENS CORNING GOLF CLASSIC

For those who enjoy time on the links, the Owens Corning Golf Classic will be the place to be on Friday, September 26. The Golf Classic will be conducted on a challenging, but "contractor & erector" friendly course. Make sure you sign up to play. It's a fun event for all players.

HOTEL & CONFERENCE INFORMATION

To confirm your lodging accommodations, call the headquarters hotel:

Palmer House Hilton
17 East Monroe Street
Chicago, IL 60603
(312) 726-7500 Extension 3

The deadline to receive the special Conference room rate of \$169.00 is September 1, 2003. If you want detailed information about the Palmer House Hilton, check out www.hilton.com on the Internet. It is a fabulous hotel with a grand and colorful history.

Registration:

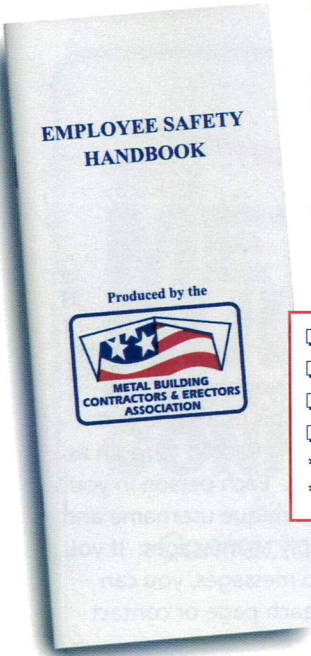
You can register via the MBCEA website: www.mbcea.org. To enjoy the "early bird" registration discount, make sure you register on or before September 10, 2003.

Employee Safety Handbook Updated

Thanks to the help of Tonya Billington, Safety Director, Building Erection Service Co., Inc., Olathe, Kansas, the association's popular Employee Safety Handbook has been updated. This handy publication is a best seller, and is used by literally thousands of erectors throughout the United States and Canada.

According to Ms. Billington, "With so many laws, the book is well rounded, and a great tool for our foremen in pre-engineered, pre-cast, and ornamental."

Make sure you order a supply for your personnel!



EMPLOYEE SAFETY HANDBOOK

Produced by the



- Quan. 10 - \$ 20.00*
 - Quan. 20 - \$ 35.00*
 - Quan. 30 - \$ 50.00**
 - Quan. 50 - \$ 75.00**
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Send to: MBCEA, P. O. Box 117, West Milton, OH 45383-0117

New Business Tool for MBCEA Members

As a member of the Metal Building Contractors & Erectors Association (MBCEA), you have a new tool that can be used for your business. MBCEA has developed a new website (www.mbcea.org). After you log in to the website, you will have access to these "Members Only" services: Toolbox Talks, and Online Community. Let's discuss how to access these new services:

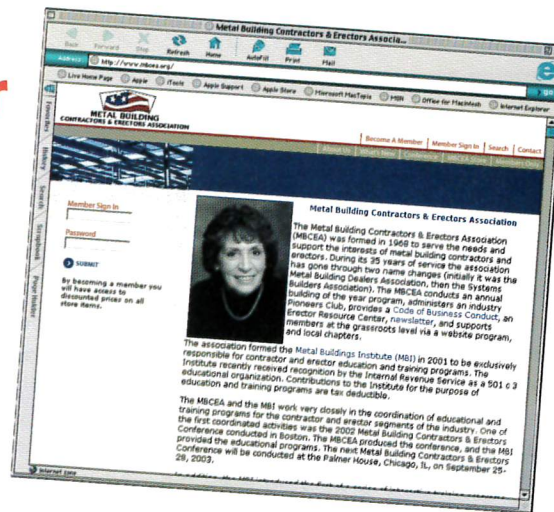
To log in you must use the username and password that was provided to you from Membership Manager, Jane Treiber via mail. Once you are logged in you can click on the Navigation Button titled "Members Only". You will see that there are two sub-navigation categories: Toolbox Talks and Online Community.

Toolbox Talks

Once you click on Toolbox Talks, you will have access to 52 Toolbox Talks - one for every week of the year. There are printable versions available as Microsoft Word Documents by clicking on the "Print this Toolbox Talk" at the bottom of each one. Once you click on this, a window will open with the MS Word document in it. You can then print this file.

Online Community

By clicking on the "Online Community" link, you will be directed to the MBCEA bulletin board system. The Online Community is organized into Categories, Forums and Topics. Each Category has different Forums, and within each Forum you can post and reply to the different topics that you the member(s) create. The Online Community was designed to let you, the member, network with each other to share your



problems, concerns, and knowledge. The following is a list of each Category (In Bold) and Forums that can be used to post topics:

Erector Resource Center

- Need an erector
- Erector needs project
- Equipment
- Tools & Materials
- Education & Training
- Construction Practices
- General Business
- Legal
- Safety/OSHA
- Products
- Insurance

Contractor Resource Center

- General Business
- Legal
- Education & Training
- Safety/OSHA
- Insurance
- Products

Legislative/Regulatory

- Negative Zoning
- Building Codes
- State Legislative Issues

Market Research

- Industry Statistics
- General Market Information

Member Service Regions

- Carolina's
- Kansas
- New England

To be able to post or reply to messages, you must register a username and password. This username and password must be different than the one used to login as a member to the association website. Each person in your organization can register their own unique username and password to be able to post and reply to messages. If you need help on posting or replying to messages, you can always click on the "Help" link on each page or contact Michael Overbay at the MBCEA office.



Training Program

(continued from page three)



Men at work!



Demonstrating the proper and safe way to erect a metal building.



Mike Reynolds, Systems Contractors Inc. reviews the "Tools of the Trade".



The building begins to take shape!

The **METAL BUILDING** Contractors & Erectors **CONFERENCE**

Sponsored by Metal Building
Contractors & Erectors Association

"MBCEA... Celebrating 35 Years of Service - 1968-2003"

BE THERE OR BEWARE!

The Palmer House • Chicago, Illinois
September 25-27, 2003



The
**METAL
BUILDING**
Contractors & Erectors
CONFERENCE

*Sponsored by Metal Building
Contractors & Erectors Association*

2003 Metal Building Contractors & Erectors Conference

Schedule of Events

Take a look at the schedule of events. You will readily see that this is a conference designed by metal building contractors and erectors for metal building contractors and erectors!

Wednesday, September 24

1:00 pm – 5:00 pm	Association/Institute Committee Meetings
6:00 pm – 9:00 pm	Association/Institute Leadership Dinner

Thursday, September 25

8:00 am – 12:00 noon	Association/Institute Board of Directors Meeting
10:00 am – 6:00 pm	General Registration
1:00 pm – 2:30 pm	Opening Session featuring Charlie Silver
2:30 pm – 3:00 pm	Break
3:00 pm – 4:30 pm	Workshop: Financial Issues - Charlie Silver
4:30 pm – 8:00 pm	Exhibits with Food Buffet

Friday, September 26

7:30 am – 12:00 noon	General Registration
7:30 am – 9:00 am	Exhibits and Breakfast Buffet
9:15 am – 11:15 am	Workshop: IBC 2000/2003 Design Considerations & Implications for the Building Systems Contractor - Michael Carpenter
10:00 am – 5:00 pm	Spouses Program (Introduction to Chicago)
11:15 am – 6:00 pm	Golf Classic
7:30 pm – 9:00 pm	Exhibits and Reception <i>(includes Building of the Year Award judging)</i>

Saturday, September 27

7:30 am – 10:00 am	General Registration
9:30 am – 11:30 am	Workshop: Roof Penetrations That Stand the Test of Time - Ken Buchinger
11:30 am – 1:30 pm	Free Time
1:30 pm – 3:30 pm	Workshop: Safety Issues - Barry Cole
3:30 pm – 4:00 pm	Break
4:00 pm – 5:00 pm	Forum of Speakers and Industry Guests
6:30 pm – 7:30 pm	Awards Banquet Reception
7:30 pm – 9:30 pm	Awards Banquet

(Schedule may be subject to modification)