



MBCEA Network

A publication for members of the Metal Building Contractors & Erectors Association
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November 2002



Mary Farrar Assumes Presidency

Having been an active member of the association since 1972, Mary Farrar became the MBCEA president during the Metal Building Contractors & Erectors Conference in Cambridge, Massachu-

setts on September 20. She is the association's second erector president, and first woman president. In addition to her duties as MBCEA's top leader, she also becomes president of the Metal Buildings Institute.

Mary began her professional career in the metal building industry as a bookkeeper and office manager for Metal Building Sales & Erection Company in Kansas. She says her early day management skills were sharp due to the fact that at the same time she entered the work force, she was the mother of five children with only 5½ years between the oldest and the youngest.

Her very first airplane ride was a trip to the Metal Building Show in Florida, and she began her own company, Systems Erectors, Inc., in 1978. Mary attributes much of her success as a businessperson and erector to her fellow erector members of the MBCEA. "God love these guys, they just accepted me, or if they

didn't they hid it well. They always had solutions for my problems – why, it was like having my own board of directors who also understood my business," she states.

In 1988, Mary merged her company with Building Erection Services, and became the manager of the firm's metal building division. "Most of my trained people went with me in the move, and most are still with me today...14 years later," she exclaims.

What is President Mary's goal? "I am going to work very hard during my term as president to provide programming and educational information to help metal building contractors and erectors grow their companies," states Mary.

Mary Farrar is a respected industry leader. She is not only a veteran metal building erector, but also a very experienced volunteer association member and leader. With Mary at the helm, an expanded Board of Directors, the support of the membership, and the administrative and management involvement of the staff, the Metal Building Contractors & Erectors Association, and the Metal Buildings Institute are poised to make huge strides forward for the benefit and growth of the industry, the Association and the Institute.

Name Change Approved By Membership



For the majority of the association's membership, changing its name was highly desirable, and long overdue. That's why the overwhelming number of members voting decided that the name **Metal Building Contractors & Erectors Association** was the clear and preferred choice. "The new name more accurately reflects who we are," states MBCEA president, Mary Farrar. "In addition, the name relates more closely with the newly formed Metal Buildings Institute™," she added.

New membership plaques, stickers and decals will be produced and provided to all members. As for the association's Chapters, the Board agreed to provide them the opportunity to decide whether or not they change their names accordingly. For existing Chapters, if they wish to continue using Systems Builders Association, they have that option.

MBI Receives IRS Status

The Metal Buildings Institute™ has been granted 501c3 tax status by the Internal Revenue Service. According to the IRS, the fact that the Institute was organized for the express purpose of providing education and training programs for metal building contractors and erectors was the primary reason for granting the status.

By receiving the 501c3 designation, it will be easier for the MBI to apply for educational grants. In addition, all individual and business donations to the Institute for educational purposes will be tax deductible.

Erector Training Program Nears Completion

During the September Metal Building Contractors & Erectors Conference, the first training program produced by the Metal Buildings Institute™ was previewed. The program covered wall sheeting, and incorporated audio, still photography and video photography to describe the various tasks involved in properly and professionally installing wall sheeting. Available on CD Rom, all programs will be produced in English and Spanish.

During the September Conference, the program was evaluated by a diverse group of erectors, builders, manufacturers and educators, and was rated as being well produced. In addition, the program was determined to be "erector-friendly".

A team of erectors was primarily responsible for creating the wall sheeting training program. Bob Ketenbrink, Spacemark, Inc., Decatur, IL headed up the team that included Nick Runnebohm and Steve Beyer, Runnebohm Construction, Shelbyville, IN.

The concept of the training program is to breakdown the various aspects of erecting a metal building into tasks. These tasks then become the basic instructional ingredients of the program. It is possible the MBI will ultimately produce hundreds of programs.

The Wall Sheeting Program will be available from either the MBI or the MBCEA. If purchased through the association, MBCEA members will enjoy a \$75.00 discount. The Wall Sheeting Program will be available for association members from the MBCEA for \$125. Others may purchase the program directly from the MBI for \$200.

NAIMA and MBCEA

The North American Insulation Manufacturers Association (NAIMA) is currently finalizing a publication entitled, "Recommendations for Installing Fiber Glass Insulation in Metal Buildings." NAIMA has requested assistance from MBCEA to review the publication prior to printing. Seven MBCEA erector members are currently critiquing the brochure.

In addition, MBI and MBCEA Executive Vice President, Chris Long recently met with the NAIMA Metal Building Committee in Chicago to review the educational and training efforts of the MBI and MBCEA. The NAIMA Metal Building Committee consists of representatives of CertainTeed Corp., Knauf Fiber Glass, Johns Manville Corp., and Owens Corning. To learn more about NAIMA, view their website: <http://www.naima.org>.

DUES ARE DUE

All members are encouraged to promptly renew their membership for 2003. Dues statements have been distributed to all member companies with a deadline of December 31, 2002. Should you have any questions regarding your membership, please contact Membership Manager, Jane Treiber.

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



VOLUNTARY CODE OF CONDUCT

The year 2003 will launch many new, exciting and beneficial programs and services for members of the MBCEA. One of these programs is a voluntary, *Code of Business Conduct*. The Code has been in development for two years, and features 10 voluntary guidelines by which contractors and erectors are to be governed in relationship with their clients. These guidelines include:

1. **Consultation Services**
2. **Negotiated Agreements**
3. **Bid Procedures**
4. **Truth in Advertising**
5. **Proposal Compliance**
6. **Product Installation**
7. **Responsible Conduct**
8. **Safety Compliance**
9. **Insurance**
10. **Responsible Employer**

MBCEA president-elect, Ray Barbieri chaired the committee that developed the Code. According to Ray, "The MBCEA Code of Conduct provides members with 10 very important reasons why a client should do business with us." "In today's world of unscrupulous businesses, it is very important for a company to waive a banner of quality and professionalism; the MBCEA Code of Conduct is such a banner," added Ray.



New Membership Manager

Jane Treiber, a veteran association manager has joined the MBCEA staff as Membership Manager. A 1976 graduate of The Ohio State University with a B. A. in Journalism, she will be responsible for maintaining the association's membership recruitment and retention activities under the direction of the Board of Directors.

Jane has an extensive professional experience in all aspects of association management, and has received three awards from the Ohio Society of Association Executives.

"I'm very pleased to be a part of the MBCEA team. With the recent name change, the MBI, and the enthusiasm reflected among the association's Board, I'm confident the MBCEA will grow as it expands its programs and services," stated Jane.

Wall Sheeting Training Module Order Form

Yes, I want to order the Wall Sheeting Training Module at the special MBCEA member price of \$125.00.

Send to:

Name _____ Title _____

Firm _____

Mailing Address _____

City, State, Zip _____

Area Code/Telephone _____ Fax _____

Email Address _____

Method of Payment

Check # _____ (Make checks payable to MBCEA)

MasterCard Visa

Card # _____ Expiration Date _____

Name on Card _____

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

Note: English version will be completed on or before December 30, 2002 with workbook. Spanish version will be available on or before January 30, 2003. Spanish version will automatically be provided to you at no additional cost. Module updates will be provided at no additional costs.



Award Winners Recognized

Winners of 2002 Building of the Year awards were as follows:

Span Construction & Engineering, Inc., Madera, CA
(Also received top recognition by being honored with The Building of the Year)

E. D. Parker Corporation, Benson, NC

TN Construction Company, Inc., Spartanburg, SC

Conco, Inc., Wichita, KS

G. F. General Contractors, Union, MO

Shook Building Systems, Mira Loma, CA

A.B. Systems, Inc., Rochester, MN

Frampton & Associates, Inc., Ladson, SC

Built-Wright Construction Company, Inc., Lexington, SC

Evans Building Company, Inc., Wichita, KS

Martin Construction, Blue Ball, PA

H. S. Williams Company, Inc., Marion, VA

Roland Construction, Inc., Stockton, CA

Smith Construction Co., Inc., Wichita, KS

Durable Steel Structures, Monkton, MD

Receiving recognition as inductees into the MBCEA Pioneer's Club were:

Gene D. Zartman, Zartman Construction, Northumberland, PA

Gino Demyan, Allentown Applicators & Erectors, Allentown, PA

Robert Ketenbrink, Spacemark, Inc., Decatur, IL

Receiving the MBCEA Oil Can Award was:

Tim Seyler, S & S Structures, Inc., Blandon, PA

Receiving recognition for service as a MBCEA director, officer and president was:

Roy Arnett, Sauerwein Construction Company, Inc., Wichita, KS



Gino Demyan receives his Pioneer's Club plaque from Mary Farrar and Steve Webster.



Gene Zartman proudly receives his Pioneer's Club plaque.



Bob Ketenbrink beams as he is inducted into the MBCEA Pioneer's Club.



Peter Schuller receives his Building of the Year awards.



Bill Johnson is acknowledged for quality construction.



Bill Smith (left) and Alan Smith (right) proudly receive their Building of the Year plaques.

Award Winners Recognized (cont.)



David Stephens was a Building of the Year award winner.



Mark Reynolds, another Building of the Year award recipient.



The MBCEA Oil Can Award was presented to Tim Seyler.



Dale Parker, another awarding winning contractor.



Sandy Fowler joins the Building of the Year winner's circle.



James Hoagland, a winning California contractor.

Metal Building Contractors & Erectors Association Board Expands

During the Annual Meeting of Members in September, a new and expanded Board of Directors assumed office. Serving the association as officers and directors are:

Mary Farrar, President
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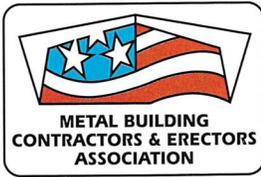
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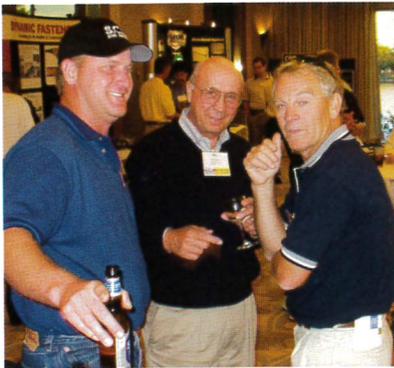


Cambridge Conference Highlights

"The Metal Building Contractors & Erectors Conference conducted in Cambridge, Massachusetts, September 19-21, was a tremendous success," states MBCEA Vice President, Steve Webster. "Other than Cleveland topping the Red Sox, the event was highly successful," he adds.

MBCEA president Mary Farrar, on behalf of the entire association, extends her personal thanks to everyone who made the Conference the success it was. Sponsors. Exhibitors. Speakers. Attendees. Board. Staff.

Here are a few pictorial highlights of the 2002 Metal Building Contractors & Erectors Conference:



Mike Reynolds, Al Kessel, and Earl Raymond discussing business?



Robin Webster (right) visits with Brenda Mullaney during one of many receptions.



Joan and John Colton visit with MBCEA president, Mary Farrar.



Fenway Park was a blast thanks to the New England SBA!



The New England Connection! Marty Barnes, Steve Webster, Pat Riess, Mary Farrar (???), Ray Barbieri, and Lori Morrow.



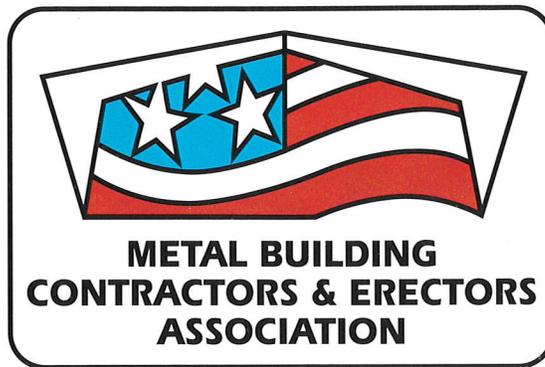
Attendees visit with the staff during registration.



The MBCEA Board deliberates during one of their many meetings.

More Conference Highlights...





MEETINGS CALENDAR

Meeting	Date	Location
Metal Building Contractors & Erectors Association (Committees and Board)	January 9-10, 2003	Marriott Houston Intercontinental Airport Houston, TX
Metal Buildings Institute (Committees and Board)	January 9-10, 2003	Marriott Houston Intercontinental Airport Houston, TX
Metal Building Contractors & Erectors Association (Committees and Board)	April 10-12, 2003	Marriott Airport Hebron, KY
Metal Buildings Institute (Committees and Board)	April 10-12, 2003	Marriott Airport Hebron, KY
Metal Building Contractors & Erectors Association (Committees and Board)	July 17-18, 2003	Marriott Airport Kansas City, MO
Metal Buildings Institute (Committees and Board)	July 17-19, 2003	Marriott Airport Kansas City, MO
Metal Building Contractors & Erectors Association (Committees and Board)	September 24-25, 2003	The Palmer House Chicago, IL
Metal Buildings Institute (Committees and Board)	September 24-25, 2003	The Palmer House Chicago, IL
The Metal Building Contractors & Erectors Conference	September 25-27, 2003	The Palmer House Chicago, IL