

# MBDA in action



## from the president

I am certainly pleased to provide a few opening remarks for this activity report covering the past year as well as looking ahead to 1981-82.

Just a few short months ago, in fact at the conclusion of the MBSIE in New Orleans, I established membership as our Number One goal this year. We agreed in New Orleans that MBDA should gain one new member for every day of the 81-82 year, so that when we close our year next February our membership will total nearly 1,200.

I look upon this activity report as more than just a report of what has happened and what will occur in the months ahead. It very frankly is a useful and informative sales tool which should be made available to every prospective member.

During the past year, despite a staggering economy that certainly didn't help, MBDA managed to hold its own and to grow, in numbers and in the services it offers its membership. Insurance programs introduced for both employer and employees will, in almost all cases, save participants considerable dollars in premiums — some members have reported savings exceeding \$4,000 annually.

The point is that if more people knew our story, our membership would double overnight. Because it's true that the services we offer MBDA members can save the cost of a membership investment many times over, if the services are used.

The Board, members of our various committees, and staff continue to explore for new ideas with an eye toward broadening the benefits available to MBDA members, bettering our knowledge of laws governing the metal building systems business, and improving the industry itself.

There is no question of the distance we've traveled since the early days of the association. However, there is so much more to do.

Let's see what together we can accomplish. As an unified association, there are virtually no limits!

Jim Shook, President  
Metal Building Dealers Association  
1980/1981



# MBDA leadership directory

## officers



**PRESIDENT**  
*West Region*  
Jim Shook  
SHOOK BUILDING  
SYSTEMS  
130 Bastanchury  
Fullerton, CA 92635  
(714) 879-5601



**VICE PRESIDENT**  
*Chapter Support*  
Chairman  
*Southwest Region*  
Gary C. Burkleo  
HALLMARK  
BUILDERS  
4009 Clovis Road  
P.O. Box 16209  
Lubbock, TX 79490  
(806) 763-2381



**SECRETARY/  
TREASURER**  
*Insurance Trust*  
*Apprenticeship*  
Chairman  
*North Central Region*  
Herman Herkert  
BUILDING CON-  
STRUCTION, INC.  
P.O. Box 122  
2415 Parview Road  
Middleton, WI 53562  
(608) 831-0011



**PRESIDENT-ELECT**  
*Membership*  
*Services Chairman*  
*Mideast Region*  
Jack Steinberger  
STEINBERGER  
CONSTRUCTION  
COMPANY  
1333 Smith Street  
Logansport, IN 46947  
(219) 753-4944



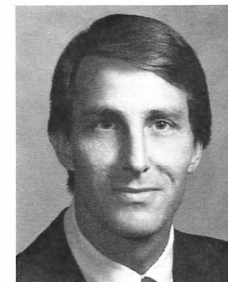
**Public Relations &  
Recognition**  
Chairman  
*Northwest Region*  
Robert L. Wright  
THE WRIGHT  
COMPANY  
34839 Pacific  
Highway South  
Federal Way, WA  
98003  
(206) 927-1393



**Energy Committee**  
Chairman  
*West Region*  
Kenneth L. Palmer  
PALMER BUILDING  
SYSTEMS, INC.  
16582 Gothard  
Street, Unit G  
Huntington Beach,  
CA 92647  
(714) 842-7474



**Membership**  
Development  
Chairman  
*Central Region*  
Bob Bell  
BELL BUILDING  
SYSTEMS, INC.  
The Bell Tower  
1331 N. Stewart  
Springfield, MO  
65802  
(417)864-5200



**Education**  
Committee  
Chairman  
*Southeast Region*  
W. Dean Thompson  
NORTHPORT  
BUILDING  
METHODS  
4445 Salisbury, Road  
Jacksonville, FL  
32216  
(904) 731-7200

## directors



**Government**  
Relations Chairman  
*Northeast Region*  
Robert Webster  
CHANNEL  
BUILDING CO.,  
INC.  
Musgrove Building  
Elm Square  
Andover, MA 01810  
(617) 475-1651

division chairmen



Independent Erectors  
 Arnold Toller  
 CASE ERECTION COMPANY  
 17 McMillan Way  
 Delaware Industrial Park  
 Newark, DE 19713  
 (302) 738-6064



Associate Members  
 John G. Lee  
 JOHNS-MANSVILLE  
 Ken Caryl Ranch  
 Denver, CO 80217  
 (303) 979-1000  
 ext. 4826

foundation chairmen

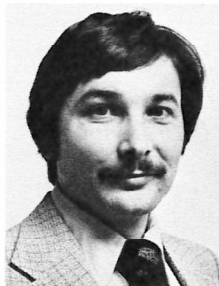


*Metal Building Dealers Scholarship Foundation*  
 Ray Randolph  
 RANDOLPH & SON  
 Box 'N'  
 Wolf Point, MT  
 59201  
 (406) 653-1021

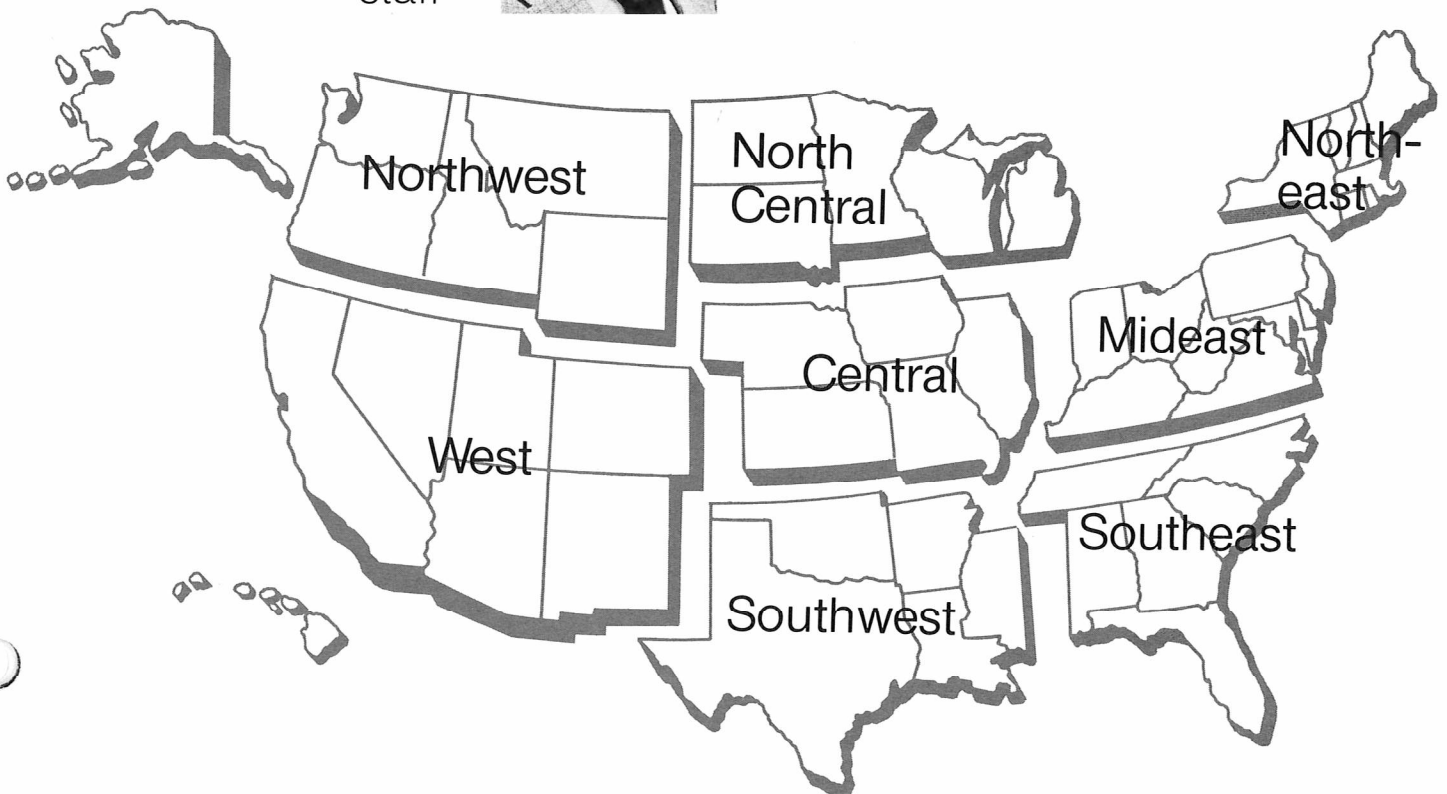


*Metal Building Dealers Insurance Trust*  
 Herman Herkert  
 (see listing above)

staff



EXECUTIVE VICE PRESIDENT  
 Christopher S. Long  
 METAL BUILDING DEALERS ASSOCIATION  
 1406 Third National Building  
 Dayton, OH 45402  
 (513) 223-0489





# chapter support program

Officers and committee members of MBDA's leadership volunteers, as well as members of the MBDA staff, work with only one goal in mind: to constantly serve the association as a whole and members on an individual basis.

There is, of course, a bigger goal: to improve MBDA and the metal building systems industry as a whole. It is on those premises that the MBDA operates its chapter support activities. MBDA has 38 state, regional, and local chapters, all of which strive to further MBDA national goals as well as work on an individual basis with each member of the association.

Every local group and its members are a vital force in discussing and organizing ways to confront local and regional problems, taking advantage of laws designed to better the building industry, and improving the image and prestige of the industry.

Chapter support chairman this year is Gary Burkleo, who notes that chapter membership, when joined with national membership, is one of the most significant benefits that can be offered to a metal building contractor.



## chapter leadership development seminar

Another important aspect of chapter leadership development takes place in our seminar which presents the countless programs and plans which are available to members throughout the year.

## chapter officers congress

The annual MBSIE is the site of the important Chapter Officers Congress at which chapter leaders meet with directors and staff to review the prior year's programs and activities in order to plan ahead for the future year.

## the three top chapters of the year

**Metropolitan Chapter of the Year**  
Air Capital Chapter, Wichita, Kansas

**Regional Chapter of the Year**  
Greater Northwest

**State Chapter of the Year**  
Nebraska Chapter of MBDA

# long-range planning council

In 1979, MBDA put to work a formal study group to recommend long-range goals for the association. That work continues today, refining and reexamining on a twice-a-year basis the original recommendations, detailed in a five-year, long-range planning document.

The need for long-range planning was quite evident because of the association's growth and development in the past few years. In 1981, however, the need for a structured plan is even more important.

The detailed plan created by the LRPC frankly seeks the highest level of achievement as MBDA's main purpose. As time passes, the LRPC will update the plan to reflect the changes, perception, and understanding gained from our experience, and to reflect any changes brought about by external forces.

Various topics examined by LRPC members in their sessions include leadership, membership, chapters, the association's image, MBSIE, government relations, divisions, education, energy, finances, and contractor operations.

MBDA continues to examine possible achievements of a high calibre because of the planning done today by the LRPC.

The 1980-81 Council members included:

**A.L. Williams, Chairman**  
Metrolina Builders, Inc.  
Charlotte, North Carolina

**R.J. Schaefer**  
Arizona Building System  
Phoenix, Arizona

**Vic Ireland**  
Dublin Building Systems  
Dublin, Ohio

**Brud Pickett**  
Pickett, Inc.  
Ft. Worth, Texas

**Harry S. Williams**  
H.S. Williams, Inc.  
Marion, Virginia

**Jerry Flory**  
Flory Construction  
San Leandro, California

**Richard A. Rogers**  
Architectural Building Systems  
Denver, Colorado

Members of the 1981-82 Council are:

**A.L. Williams**  
Metrolina Builders, Inc.  
Charlotte, North Carolina

**R.J. Schaefer**  
Arizona Building Systems, Inc.  
Phoenix, Arizona

**Howard Barss**  
H.W. Barss and Company  
Framingham, Massachusetts

**Harry S. Williams**  
H.S. Williams, Inc.  
Marion, Virginia

**Jerry Flory**  
Flory Construction, Inc.  
San Leandro, California

**Richard A. Rogers**  
Architectural Building Systems, Inc.  
Denver, Colorado

# education

Education is one of the most important aspects of MBDA's operations. The association conducts a number of on-going educational programs and carries out special educational projects in response to particular needs and opportunities.

One good example of such a special project was the **Metal Building Systems** text and reference book published jointly by MBDA and the Metal Building Manufacturers Association. More than 13,000 books have been distributed to builders, architects, financial institutions, schools and colleges, engineers, and corporate planners. The book is already established as the standard work.

The joint MBDA-MBMA committee responsible for the book stands ready to meet during the current year to consider possible changes in the text to reflect technological developments.

MBDA's primary educational thrust during the past year has been in the areas of apprenticeship and metal building systems course development. Also during the past year the Manpower Apprenticeship Committee was established as a body separate from, but related to, the Education Committee. Previously this group was a subcommittee within the Education Committee.

Members of the Education Committee in 1980-81 were:

**Ray Randolph (Chairman)**  
Randolph & Son Construction Co.  
Wolf Point, Montana

**Mike Schaff**  
Modsteel Builders  
Escondido, California

**Ken Palmer**  
Palmer Building Systems, Inc.  
Huntington Beach, California

Members of the 1981-82 education committee include:

**W. Dean Thompson, (Chairman)**  
Northport Building Methods  
Jacksonville, Florida

**Mike Schaff**  
Modsteel Builders  
Escondido, California

**Kenneth L. Palmer**  
Palmer Building Systems, Inc.  
Huntington Beach, California

**R.J. Schaefer**  
Arizona Building Systems  
Phoenix, Arizona

**Stanley Cotton**  
Central Building Systems, Inc.  
Worcester, Massachusetts

## apprenticeship

Last year was a milestone in the history of the metal building systems industry as MBDA's Manpower & Apprenticeship Program actually went into operation. Pilot programs were underway in Tampa and Orlando, Florida. For the first time in the industry's history Apprentice Metal Building Assemblers were at work in classrooms and on job-sites in central Florida.

The successful start-up of the Apprenticeship Program was a joint effort of MBDA's Manpower & Apprenticeship Committee and the Central Florida Chapter of the Associated Builders and Contractors. The MBDA committee developed the apprenticeship curriculum and oversees the program on a statewide — and, later, national — basis. The Central Florida ABC Chapter was responsible for implementing the curriculum, including obtaining facilities in vocational schools, colleges, and similar institutions; obtaining qualified instructors; handling registrations, and similar activities.

At the close of the program's first year MBDA's Florida State Apprenticeship Committee will review the operation with instructors and administrators, and make recommendations for curriculum and administrative changes. Similar reviews will be conducted at the end of each curriculum year. The state committee will report its evaluation and recommendations to the National Manpower & Apprenticeship Committee.

MBDA is awaiting formal approval of the standards that will establish "Metal Building Assembler" as an apprenticeship trade by the State of Florida. When this approval is obtained the association will apply for registration of similar standards in other states.

Members of the 1980-81 and 81-82 National Manpower Apprenticeship Committee are:

**Herman Herkert, (Chairman)**  
Building Construction, Inc.  
Middleton, Wisconsin

**Jeff Haas, (Florida State Committee Chairman)**

Universal Erectors  
Tampa, Florida

**William Carson**  
Associated Builders & Contractors of  
Central Florida  
Winter Park, Florida

**Terry DeWitt**  
Varco Pruden  
Memphis, Tennessee

**Bob Ketenbrink**  
Spacemark, Inc.  
Decatur, Illinois

**Jack Steinberger**  
Steinberger Construction Company  
Logansport, Indiana

**Ray Randolph (1980-81)**  
Randolph & Son Construction Company  
Wolf Point, Montana

**Bob Byrne**  
MBDA Special Projects Coordinator  
Dayton, Ohio

## metal building systems course development

With the help of the MBDA Education Committee, two new educational institutions are about to join the ranks of schools offering programs of metal building systems courses. The Oklahoma State University School of Technology, Stillwater, Oklahoma, and Lawrence Technical Institute, Detroit, Michigan, will soon be offering educational sequences based on MBDA developed curriculums.

These schools will join six institutions that have been offering metal building systems training for more than two years. Those schools are:

North Dakota State School of Science  
Wahpeton, North Dakota

Western Iowa Technical Community  
College  
Sioux City, Iowa



Southern Maine Vo-Technical Institute  
Portland, Maine

Milwaukee School of Engineering  
Milwaukee, Wisconsin

Pittsburg State University  
Pittsburg, Kansas

Sinclair Community College  
Dayton, Ohio

MBDA participated in the initial development of curriculums and course materials used by the various institutions. The association, through the Education Committee, performs a continuing curriculum maintenance function by remaining in contact with all participating schools to keep informed of their changing needs, and to keep the institutions constantly up-to-date on technological developments within the industry.

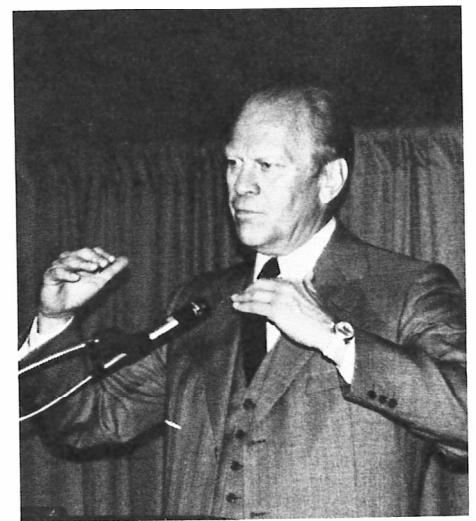
The metal building systems course development program, along with the manpower & apprenticeship program, is MBDA's investment in the industry's future. These educational efforts are planned to provide the steady influx of trained, motivated personnel the industry will need to maintain its growth.

# 16th mbsie

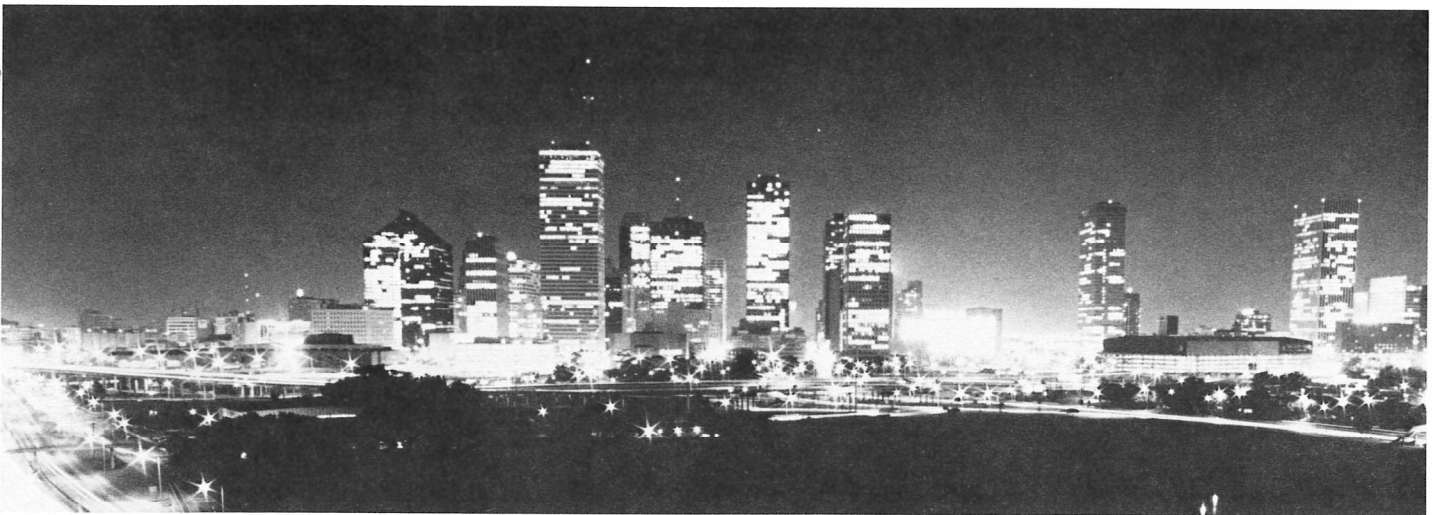
MBDA members and guests assembled in New Orleans February 19, 1981 for the 16th Annual Metal Building Systems Industry Exposition.

"Super Business Spectacular" was the theme for the five-day meeting, which featured speeches by former President Gerald Ford and Olympics star Bob Richards, exhibits of products from more than 100 suppliers to the industry, and seminars and workshops covering a wide range of subjects of concern to those in the metal building systems industry.

The annual MBSIE offers the industry a once a year opportunity to exchange experiences and opinions with business colleagues, and to obtain the latest information on developments in the economics and technology of metal building systems. The meeting is fun, too, and has been the starting point for many long-term friendships among people from throughout the United States, Canada and other foreign countries.







## 17th mbsie

Houston, Texas, capital of the metal building industry, the home of oilmen, urban cowboys, and one of the most dynamic business environments in the world is the site for the 1982 Metal Building Systems Industry Exposition.

MBDA members and guests will enjoy the facilities of the Albert Thomas Convention and Exhibit Center and the Hyatt Regency Houston and the Sheraton-Houston hotels from February 12 through February 16.

Like past expos the 1982 meeting will feature programs to help builders, suppliers, and independent erectors operate their businesses more effectively. Conference participants will explore new procedures and building practices, means of coping with an uncertain economy, how to meet the challenge of spiraling interest rates, and many other subjects of concern to the industry.

Suppliers to the industry regard MBSIE as a prime showcase for their products and services. In 1982 it's expected that well over 100 exhibitors will show their wares in displays

occupying more than 50,000 square feet. The exhibits are the best means for builders and erectors to survey the full range of resources available to them through suppliers, and to discuss their needs with a large number of supplier representatives in a very short time.

Knowledge is the key to creativity and success for every businessman. And for members of the metal building systems industry MBSIE is one of the best means for keeping current with all developments that affect the industry. The modest investment that MBSIE 17 represents will yield big returns throughout the business year.



# public relations and recognition

By recognizing individual accomplishments of members MBDA also recognizes the progress of the industry, and such recognition helps bring this progress to the attention of those outside the industry. Thus, public relations and member recognition are closely related.

Each year MBDA gives special honors to members who have contributed to the association and to the industry through outstanding achievements, by years of service, and often for both.

The highlight of MBDA's awards program is the announcement of the "Building of the Year Awards." The achievements of "Building of the Year" winners are solid proof of the continuing progress of the metal building systems industry. They demonstrate that modern metal buildings are attractive and energy efficient, while still offering economy and speed of construction.

MBDA also recognizes the personal accomplishments of its members through the Pioneers Club, the honorary group for those who have been in the industry a quarter of a century or more, and by the Oil Can Award, given to those members who have "lubricated the association's machinery" by devoting extraordinary time, effort, and energy to MBDA business and projects. MBDA's 1980-81 award winners were:

## buildings of the year

### **Auto Dealership**

Dalton Building Service, Inc.  
Columbia, Missouri  
For: Kelley Motor Spectrum

### **Church building**

Lugbill Supply Center  
Archbold, Ohio  
For: First Baptist Church

### **Office building**

Superior Construction, Inc.  
Albuquerque, New Mexico  
For: Quixote Office Plaza

### **Sales-service building**

Ferguson Construction Company  
Sidney, Ohio  
For: Koenig Equipment

### **Hangar building**

Benchmark Building, Inc.  
For: Turbo West Corpac

### **Medical building**

A.B. Systems, Inc.  
Rochester, Minnesota

### **Recreation building**

Sun Construction Company, Inc.  
Greenville, Ohio  
For: Darke County (Ohio) YMCA

### **Shopping Center building**

Rarig Construction  
Cayucos, California  
For: Alliance Square Commercial Center

### **Retail building**

Kenneth S. Sullivan Company  
Madison, Wisconsin  
For: American TV Company

### **Warehouse building**

Amalgamated Building Company  
Columbus, Ohio  
For: Restaurant Food Supply Company

### **Manufacturing building**

Building Systems Division of Findorff  
Madison, Wisconsin  
For: Electronics Manufacturing

### **Office building**

Denver Commercial Builders, Inc.  
Denver, Colorado  
For: office plaza

## construction practices award

Ruscilli Construction Company  
Columbus, Ohio  
For: developing a system to raise precast panels

### **Ecology building**

C.C.I. Builders, Inc.  
Colorado Springs, Colorado  
For: Mountain View Electric Association

## new members of the pioneers club

Charles L. Revelle, Jr.  
Gordon L. Mattson  
Wilfred H. DeVore

## oil can award winners

Bill Carson  
Lew Nathanson

# government relations

At a time when the legislative and regulatory activities of government are impacting business and industry with constantly increasing severity it is important for the construction industries and individual contractors to have an effective voice speaking for them in Congress and the various federal agencies involved with construction.

The National Construction Industry Council is that voice. NCIC is an organization of 31 trade associations representing various aspects of the construction industries. As a founding member of NCIC the MBDA has been a leader in providing this solid representational base for the metal building systems industry.

NCIC is the largest single organization of construction industry trade associations, and carries considerable authority and impact when expressing the industry's views to legislators and regulatory agencies. Among the council's major projects is the National Construction Industry Legislative Conference, which brings together 3,000 people, including representatives of the construction industry, representatives of federal regulatory agencies, and more than 200 Senators and Representatives to exchange views on pending legislation and proposed regulations affecting construction.

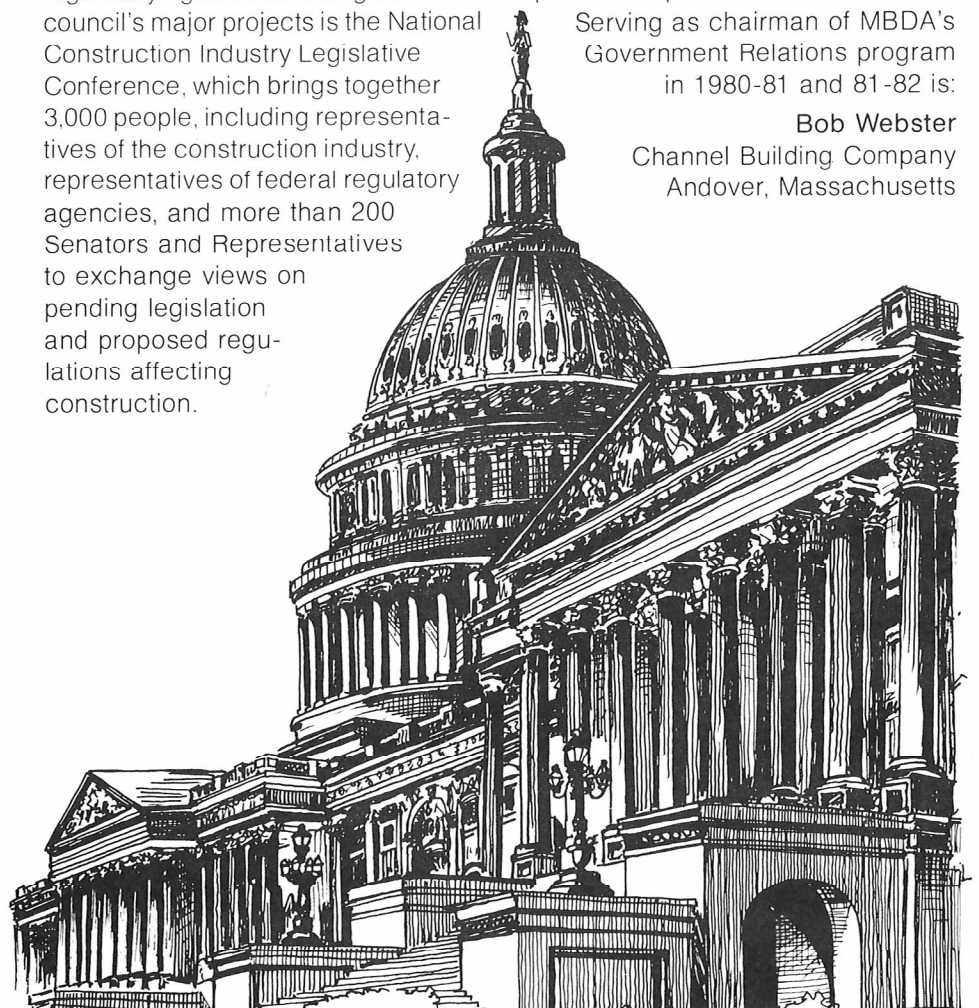
In addition to working through NCIC the association also informs its membership of significant legislative and regulatory developments on the national and state levels through **Building Momentum** and, when necessary, through special reports and bulletins.

This "early warning" system is designed to give MBDA members ample time to express their personal views on pending legislation or proposed regulations.

Strong as the voices of the association and the NCIC are, individual expressions of opinion by MBDA members to their representatives in Washington and the state capitals are still the industry's most powerful government relations tool. Through its communications program the association supplies members with the valuable information needed to give these expressions of opinion the greatest possible impact.

Serving as chairman of MBDA's Government Relations program in 1980-81 and 81-82 is:

**Bob Webster**  
Channel Building Company  
Andover, Massachusetts



# scholarship foundation

In the 1980-81 association year the MBDA Scholarship Foundation awarded 36 scholarships totalling \$6,600 to students attending the six institutions that offer metal building systems programs. Scholarship awards ranged from \$100 to \$350.

The foundation selected the MBDA scholars on the basis of curriculum content, grade point average, class rank, and recommendation of the scholarship committees at each participating institution. The scholarship committees forwarded all applications to the foundation, along with their recommendations for the top six candidates from the respective institutions. The MBDA Scholarship Foundation, now in its fifth year of operation, was established to help create greater interest in and awareness of the metal building systems industry among students in colleges and career-oriented vocational-technical institutions. Funds for the scholarship program come from individual companies within the industry, MBDA, and other interested trade associations.



The number of scholarships that can be awarded each year depends upon the size of the scholarship fund and the number of institutions participating in the program. Because most schools involved in metal building systems training are career-oriented institutions with relatively low tuitions, the modest scholarship payments actually cover a large share of a student's instructional fees for a term. Members of the Scholarship Foundation Executive Committee for 1981-82 are:

**Ray Randolph, Chairman**  
Randolph & Son Construction Company  
Wolf Point, Montana

**Mike Schaff**  
Modsteel Builders, Inc.  
Escondido, California

**Kenneth Palmer**  
Palmer Building Systems, Inc.  
Huntington Beach, California

**R.J. Schaefer**  
Arizona Building Systems  
Phoenix, Arizona

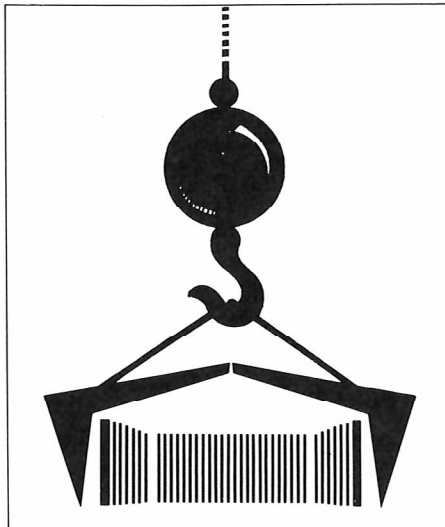
**Stanley Cotton**  
Central Building Systems, Inc.  
Worcester, Massachusetts

# independent erector division

Over the past two years, the independent erector members have provided important leadership to the association under the chairmanship of Robert Ketenbrink.

During the coming year, the division will continue to maintain close contact with the MBMA construction committee, in a liaison to provide valuable data and operating information for creating new and different programs to assist all MBDA members.

At chapter meetings, educating local members remains an important duty of the erector division, and the erector chapter meetings in Florida and Texas continue to provide opportunities to formulate and finalize plans and programs.



Members of the 1980-81 Independent Erectors Executive Committee were:

Robert Ketenbrink, Chairman  
Arnold Toller  
W. Jeff Haas  
Thomas Lehman  
Lynn Schlitz  
Rob Haddock, Alternate

Members of the 1981-82 Executive Committee are:

Arnold Toller, Chairman  
Case Erection Company  
Newark, Delaware

Charles Brown  
LaRue, Texas

Lynn Schlitz  
Pre-Fab Erectors, Inc.  
Southgate, California

Rob Haddock  
Seven States Steel Company  
Colorado Springs, Colorado



# associate member division

People who supply products and services to our industry are important to the MBDA. Today, 168 of these people are associate members of the organization.

John G. Lee of the Johns-Manville Sales Corporation is chairman of the associate member division this year.

Of course, the highlight of their efforts from year to year is the exhibition of products featured at the Metal Building Systems Industry Expo. That event is always planned beginning almost a full year ahead of time, and valuable input from the associates assure continuing expo improvement.

And in addition to planning for the exposition, the division participates in numerous activities, including helping to find and enlist new members, and examining new procedures and methods.



Members of the Associate Member Executive Committee for 1980-81 were:

Ron Wright, (Chairman)  
Al Richey  
Jim Barrett  
A.R. Ginn  
Larry Leep  
John K. McGowan  
John LaLonde  
John Coburn  
Paul Arnold  
John G. Lee

Members of the 1981-82 committee are:

**John G. Lee, (Chairman)**  
Johns-Manville Sales Corp.  
Denver, Colorado

**Ron Trevathan**  
Clecon, Inc.  
Houston, Texas

**A.R. Ginn**  
Metal Building Components  
Houston, Texas

**Larry Leep**  
Chief Industries, Inc.  
Grand Island, Nebraska

**John K. McGowan**  
Stauffer Chemical Company  
Edison, New Jersey

**John LaLonde**  
Republic Builders  
McKenzie, Tennessee

**John Coburn**  
Moncrief Lenoir  
Houston, Texas

**Paul Arnold**  
Armco  
Middletown, Ohio

**Richard Chattin**  
Buildex  
Fullerton, California

**David Hofstetter**  
Parkline, Inc.  
Winfield, West Virginia

## member services

MBDA members have access to a wide range of services and benefits that are available at reduced or no cost. These services range from the personal convenience and money-saving benefits of a car rental discount plan to a comprehensive group insurance program.

Members receive full return on their MBDA membership investment by making use of as many association services as possible. Some members have reported that the savings from a single program or service have more than covered their membership investment.

Many of those who have enrolled in the new insurance programs offered for the first time in 1980 are reporting thousands of dollars in direct savings. These programs feature a number of special options, such as four life and accidental death or dismemberment coverages with benefits ranging from \$7,500 to \$75,000; two comprehensive medical plans with maternity and dental coverage available; long-term disability coverage; and accidental death and dismemberment coverage without conventional term life insurance.

The association's Member Services Committee for 1980-81 and 1981-82 are: Chairman, Jack Steinberger; and members Carl Clemenson, and John Wolgemuth. Members of the newly-formed MBDA insurance trust are: Herman Herkert, chairman, and Jack Steinberger and Vic Ireland.

Here is a complete listing of publications and services available to members of MBDA.

## MBDA publications

**Metal Building Systems** — Published jointly by MBDA and MBMA this 214-page book is the definitive text and reference work of the industry. \$7.95

**Building Momentum** — This is the association's official publication. First copy free to members.

**MBDA Membership Roster** — A comprehensive listing of every MBDA member. Helps you keep in touch with your business colleagues. First copy free to members.

**MBDA National By-Laws** — A reference resource of the rules by which your association operates. First copy free to members.

**MBDA Code of Business Conduct** — Display this statement of your business principles in the office, on the job site, and include it as part of your proposals or promotional programs. First copy free to members.

**Business Management Survey Report** — An annual report profiling the industry and the "average" contractor. Helps you measure the performance of your business against industry norms. First copy free to members.

**Travel and Entertainment Digest** — Travel and entertainment are major parts of a contractor's business. This is a digest of the major tax laws that apply to T & E expense in a small business. First copy free to members.

**Fate Checklist** — Helps you keep track of the four key elements of the design/build theory: Functionality, Aesthetics, Technology, and Economics. First copy free to members.

**MBDA Activity Report** — A compilation of the association's activities for the previous year. First copy free to members.

*continued*

**Independent Erector Roster** — A directory listing MBDA's independent erector members. An invaluable tool for locating a qualified erector who subscribes to the same high business standards you do.

First copy free to members.

**Erector Newsletter** — The semi-annual newsletter of the Independent Erector Division of MBDA.

First copy free to members.

**Standard Construction Contract** — MBDA's Standard Contract is a universal construction contract that can be readily modified to suit the requirements of a specific job. The document uses the universal CSI number system.

One to nine copies \$3.00 each.  
Ten or more copies \$1.50 each.

## honors and awards

**Building of the Year Award** — Given in recognition of outstanding buildings in 15 categories.

**Ecology Building of the Year Award** — Recognizes outstanding achievements in energy conservation in construction.

**Construction Practice of the Year Award** — Given in recognition of innovative new construction methods.

**The MBDA Hall of Fame** — Personal recognition of individuals who have contributed time, energy, and lifelong effort to improving the industry.

**Pioneers Club** — Honors builders and erectors with 25 consecutive years of experience in the industry.

**Chapter of the Year Award** — Recognizes MBDA chapters for activity and productivity.

## discounts

**Car and Truck Lease Discounts** — MBDA has arranged for special leasing discounts for members through one of the leading car and truck rental and leasing firms.

**Automobile Rental Discounts** — Members receive discounts of 40 percent on both time and mileage from a major automobile rental firm.

## group insurance programs

**Major Medical** — Protection from catastrophic medical expenses is available to members and their employees at group rates.

**Long Term Disability** — Protects members and their employees who are unable to work because of sickness or accident.

**Death & Dismemberment** — Provides cash payments to members, their employees, or designated beneficiaries in the event of death or loss of limbs.

**Errors & Omissions Coverage** — Protects members against financial loss, up to \$1,000,000, from design/build disputes and damages.

## other services

**Employee Investment Plan** — A service members can use and offer to their employees. This savings-investment plan lets participants build long-term financial security with regular modest contributions.

**Employee Evaluation & Testing** — Offers MBDA members access to the same type of employee testing and evaluation procedures used by large businesses in selecting new employees and evaluating existing employees.

**Small Business Tax Control Service** — This library of facts for the busy businessman, compiled and edited by an experienced tax attorney, is contained in a single binder. Monthly supplements keep the reference up-to-date.

**Metal Building Systems Industry Exposition** — MBSIE is the industry's annual convention and showcase of new technology. This annual event is held in February. It is scheduled for Houston in 1982, Tampa in 1983, Phoenix in 1984, Houston in 1985, Phoenix in 1986, and San Antonio in 1987.

**Workshop & Seminar Tapes** — An extensive collection of cassette recordings of MBSIE seminars and workshops, and other programs of special significance to the industry is available for sale to members.

Prices vary with program.

**MBDA Membership Plaque** — Proudly display evidence of your MBDA membership by placing the MBDA Plaque prominently in your office.

One plaque free to members.



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