



**SBA**  
**NETWORK**

A publication for members of the Systems Builders Association

P.O. Box 117, West Milton, OH 45383 (800) 866-6722 - (937) 698-6153 Fax

## METAL BUILDINGS INSTITUTE™

A Subsidiary of the Systems Builders Association

### SBA ESTABLISHES INSTITUTE

As unveiled during the opening session of the Metal Building Contractors & Erectors Conference in Stone Mountain, Georgia, the SBA has established a new arm of the association. On May 13, the leadership of the SBA initiated bold action to form the Metal Buildings Institute™, a subsidiary of the SBA. It was a monumental decision, and one that will have far reaching, and long-term impact on numerous association programs and services. The Institute will be the metal building contractor and erector voice in many crucial areas of influence and need.

Specifically, the Metal Buildings Institute™ will be responsible for the following initiatives:

- Contractor Certification Program
- Management Training
- Erection Training
- General Education
- Safety
- Regulatory Issues
- Legislative Issues
- Liaison with Associations and Professional Societies
- The Metal Building Contractors & Erectors Conference

As for the Systems Builders Association, it will be responsible for:

- Administration and management of both the Systems Builders Association, and the Metal Buildings Institute
- Membership Growth and Retention
- Member Services and Programs
- Chapter Administration and Management
- Financial Controls

The current leadership will be responsible for both the SBA, and the Metal Buildings Institute™. The Institute will be an extension of the association, reaching out to professional organizations, legislative and regulatory bodies, and to building owners and users.

Your association's leadership determined that the "mental picture" of a contractor boasting that his or her company is certified by the Metal Buildings Institute™ is extremely positive. In addition, when working with legislators, regulators, municipal officials, architects, engineers, and other construction influencers, the image of the Metal Buildings Institute™ will be much more acceptable, effective, and understandable.

Through the Metal Buildings Institute™, the Systems Builders Association will leap forward with an aggressive crusade for integrity, quality, competence, and validity for those who proudly and professionally do business as metal building contractors and erectors.

The Metal Buildings Institute™ is a powerful "banner" for professional metal building contractors and erectors to carry with pride! It is a banner we will lift high as we enter into a new century filled with unlimited construction opportunities, and future growth for the metal building industry.

# INSTITUTE QUESTIONS AND ANSWERS

As a member of the SBA, you may have a question pertaining to the Metal Buildings Institute™. The Institute is a major part of SBA's long-range strategic plan to provide the highest possible level of benefits to its membership, and to promote our industry to the general public. Here are some common questions and answers about the Institute:

## ***Is the Metal Buildings Institute™ another organization that I will be asked to join?***

No. The Institute is a member service formed as an educational arm of the association, and will be operated by the association for the benefit of our industry.

## ***Will there be dues or fees associated with the Institute?***

No. There will be no dues associated with the Institute. Programs that already or would otherwise involve fees will continue to do so. For example, the contractor certification program is currently funded through fees paid by participants, and through financial support of the SBA. Those fees will continue to fund the certification program. Any programs involving fees are optional and will not be required for membership in the Systems Builders Association.

## ***How will the Metal Buildings Institute™ affect my business?***

There are two primary ways the Institute will impact you. First, you will have expanded educational offerings that are specific to the business you own and operate. Programs and services managed by the Institute will give you new opportunities to validate and recognize your professionalism and commitment to excellence. Second, those in related professions, such as architects, specifiers and manufacturers, will recognize the professionalism of our industry as a whole through these activities. On balance, the Metal Buildings Institute™ will raise the level of professionalism of the industry, and broaden public awareness, too.

## ***Why is the Institute formed as a subsidiary of the Systems Builders Association?***

The Metal Buildings Institute™ is a member service of the SBA, and has been formed as a subsidiary to re-

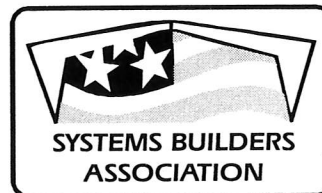
flect the scope of its activities. Many of SBA's existing services will remain under the umbrella of the parent organization. Benefits and services that will not fall under the umbrella of the Institute include the National Erector Resource Center, the MetalPro Insurance Program, website services, chapter support and development, membership recruitment and retention, and a variety of other activities. By forming the Institute as a separate entity, our access to the public is expanded, and the value to our members is enhanced. The subsidiary creates a clear definition of those SBA services directly related to education, training, and validation.

## ***How will the Institute help the SBA grow?***

This is a major, new vehicle for the enhancement of our industry. As a service for members of the SBA, the Institute will enable us to provide a higher level of service in some of the most crucial areas we face. For example, new training activities and educational opportunities, coupled with contractor certification, will help our members attract, train and retain workers. All of the programs offered through the Institute will be member services of the SBA.

## ***Who will set policy for this new Institute?***

The SBA Executive Committee will set direction, create programs, and establish policies. The activities of the Institute will be subject to the review and approval of SBA's elected officers.



## **DUES DISCOUNT**

The association's dues statements for 2001 will soon be in the mail. If you renew your membership on or before December 31, 2000, you will enjoy a 2% discount. We encourage all members to promptly return their dues statements so that we can expedite the renewal process, and more importantly, continue serving you and your company!

# LEADERSHIP FOR THE COMING YEAR

During the association's annual meeting in September, new officers and directors assumed their positions on the association's Executive Committee. If you have a question or recommendation for the association, you should contact any member of the SBA Executive Committee or management staff.

## SBA EXECUTIVE COMMITTEE

### PRESIDENT

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## ASSOCIATION COMMITTEES

The mission of the association's Operating Committees is to provide a quality, responsive, and responsible trade association for the total membership. The Committees are as follows:

Committee	Chairperson	Members
Executive	Roy Arnett	Ray Randolph Ray Barbieri Mary Farrar John Colton Dick Howard Tim Seyler David Arnold Steve Webster Tim Coppedge
Budget	Roy Arnett	Ray Randolph Ray Barbieri Mary Farrar
Strategic Planning	Mary Farrar	Roy Arnett Ray Randolph Ray Barbieri John Colton

Metal Buildings Institute	Roy Arnett	Ray Randolph Ray Barbieri John Colton Mary Farrar
Membership Recruitment, Retention & Services	Ray Barbieri	Tim Seyler Steve Webster David Arnold
Chapter Support, Development & Audit	John Colton	Tim Coppedge Dick Howard Ray Randolph
Safety and Insurance	Tim Seyler	Ray Barbieri Mary Farrar
2001 Metal Building Contractors & Erectors Conference	Roy Arnett	Mary Farrar Ray Barbieri Ray Randolph David Arnold
Certification	Dick Howard	(to be appointed)
Advisory Group	Bob Ketenbrink	Ken Gigstad Ken Palmer
Erector Specifications Project	Bob Ketenbrink	
Web Page Reconstruction Project	Alan Soule	

## INDUSTRY LEADERS RECOGNIZED

During the Metal Building Contractors & Erectors Conference, several industry leaders were recognized for their contributions to the association and industry.

### Director Service Award



Arnold Andrews



Alan Soule

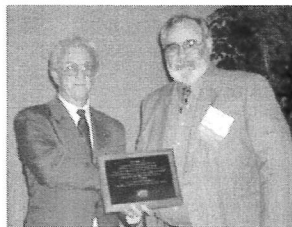


Bob Ketenbrink

### Pioneers Club Award



Mary Farrar  
Building Erection Services  
Olathe, Kansas



Doug Johnson  
Abat-Johnson Enterprises  
Las Vegas, Nevada

### Oil Can Award



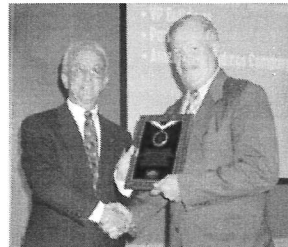
Arnold Andrews  
Insulated Panel Systems  
Houston, Texas

## CORPORATE SPONSORS THANKED

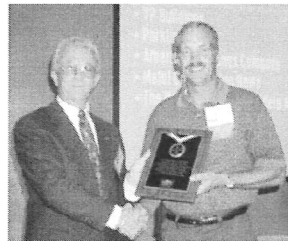
The Metal Building Contractors & Erectors Conference is made possible in great part as a result of the tremendous support received from corporate sponsors. During the opening session the following firms were thanked for their support with the presentation of a special sponsor plaque:



The NCI Family – A & S,  
Metallic, Midwest,  
Mesco, and MBCI



American Buildings  
Company



The Kansas SBA



VP Buildings



Metal Construction  
News



Owens Corning

Parkline  
(no photo)

The Illinois SBA  
(No Photo)

The  
**METAL  
BUILDING**  
Contractors & Erectors  
**CONFERENCE**  
*Sponsored by the Systems Builders Association*

**Circle your calendar and plan now  
to attend the next Conference.**

Keystone Resort & Conference Center  
Keystone, Colorado  
September 17-19, 2001



## LEADERS ACKNOWLEDGED POSTHUMOUSLY

In a heart-warming moment of the President's Awards Banquet, seven former leaders were posthumously acknowledged for their service to the industry, and to the association. President Ray Randolph, began the presentation by stating, "Although there are many others we could acknowledge, these individuals personify the true meaning of leader, contributor, and friend."

### Jim Murphy

Accepting the award on behalf of Jim Murphy was SBA member Al Kessel.



### Mike McGinnis

Accepting the award on behalf of Mike McGinnis was SBA member Bob Ketenbrink.



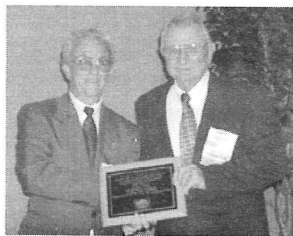
### Harry and Patsy Williams

Accepting the award was Don Taylor, H. S. Williams Company.



### John Evans

Accepting the award was Mrs. Betty Evans.



### Gilbert Leach

Accepting the award on behalf of Gilbert Leach was SBA member Arnold Andrews



### Al Williams

Accepting the award on behalf of Al Williams was son, John and grandson, Matt.

## SBA WELCOMES MANY NEW MEMBERS

The following new members have joined the association since the last SBA Network Newsletter:

### Akra Builders, Inc.

Paul Grunloh  
Effingham, IL

### Ameri-Tex Builders

Joe Torres  
Houston, TX

### BBI Bachtel Builders, Inc.

Bob Bachtel  
Linn Creek, MO

### Calahan Construction Company

Mark Janicke  
Denver, CO

### Central Construction Industries LLC

Howard Haggett  
Putnam, CT

### Commercial Building Services, Inc.

Robert Krull, Jr.  
Littleton, CO

### Dolase Brothers Company

George Currier  
Wichita, KS

### Donald J. Parks, Inc.

Kenneth Parks  
Randolph, NJ

### Eftink Construction Company, Inc.

Carl Eftink  
Sikeston, MO

### Front Range Erectors LLC

Philip Umling  
Aurora, CO

### H & P Builders, Inc.

Peter Hartley  
Chamblee, GA

### IMSA Building Products

Michael Regan  
Fontana, CA

### JDS Construction Corporation

Steve Schwada  
Lawrence, KS

### Metal Building Supply Company, Inc.

Robert Murray  
Houston, TX

### Metalmag

John Riester  
Grayslake, IL

### Oregon Pacific Construction, Inc.

Scott Brotherton  
Woodburn, OR

### R & S Sales Company, Inc.

Richard Lippeatt  
Newbury Park, CA

### Ramco Erectors, Inc.

Jon Murray  
Houston, TX

### RDM Sanders, Inc.

Rick Sanders  
North Pole, AR

### Riess Construction LLC

Patrick Riess  
Plymouth, NH

### Roof Hugger, Inc.

Dale Nelson  
Odessa, FL

### Sieve Contractors, Inc.

Leroy Sieve  
Washington, MO

### U S Door and Building Components

Tom Long  
Ocoee, FL

### United Panel, Inc.

Jim McGovern, Jr.  
Mount Bethel, PA

### United Rentals, Inc.

Karl Monger  
Wichita, KS

### Warnick Construction, Inc.

Bill Warnick  
Fort Worth, TX

# NORTH DAKOTA STATE COLLEGE OF SCIENCE UPDATE

By Roger Jensen

The Butler building has been completed and the first house was constructed in it during the spring semester. An additional bay was added last spring as part of student training.

An additional bay will be constructed soon as training for the next group of students.

Funding for the classroom addition has begun, and the addition is projected to begin in the 2002 school year. This will be the first time in North Dakota history that students have constructed their own school!

Underway for the fall session is a 4,000 square foot metal building that the students are starting now. They have just finished the footings and are forming the walls. This will be the home for the high school construction program of the Southeast Vocational Center (which is a good feeder program for the college courses). The vocational center is covering the costs for the building, and our students are doing the work.

The high-fork lift donated by Bob Ketenbrink has been reconditioned, and repainted, and looks like it was just delivered from the factory. We use it everyday, and the students all get certified in forklift operation before they leave the program.

The main problem we face is that our Freshman students seek summer employment in the construction industry, and the employers like them so much that the many students don't return. We hope to line up some scholarships for the second year students to help encourage them to return to finish their degree.

If any SBA members wish additional information, you can contact me via my email:

[rojensen@plains.nodak.edu](mailto:rojensen@plains.nodak.edu).

## ASSOCIATION LEADERSHIP MEETINGS

The SBA operating committees and Executive Committee meetings are scheduled as listed.

<b>Location</b>	<b>Date</b>
Newport Beach, CA.....	January 25-27, 2001
Dayton, OH .....	May 17-19, 2001
Boston, MA .....	July 19-21, 2001
Keystone, CO .....	September 16-17, 2001

# RANDOLPH AND ARNETT EXCHANGE GAVEL

Since February, 1969, the tradition of exchanging the presidential gavel has been carried out by the association. At the conclusion of this year's President's Awards Banquet, President Ray Randolph received a standing ovation for his work as the association's top leader. Following his well-deserved acknowledgement, he presented the SBA gavel to incoming President, Roy Arnett.

President Arnett proudly accepted the gavel and stated, "Our future is bright. Let's join together. Let's unite. Let's show the industry, and the world the true meaning of an association of companies dedicated to serving each other for the betterment of the whole."



## GEORGIA SBA GREAT HOST!

Thanks to the Georgia SBA, attendees of the Metal Building Contractors & Erectors Conference received a warm, southern welcome complete with Georgia smiles, peaches, pecans, and of course, peanuts! Georgia SBA president Doug Baldwin and his team really went all out to make people feel welcome.

Here's a tip of the hard hat to everyone who played a part in being such a superb host!

## GOLF AND RAIN!

Who was the person who stated that it doesn't ever rain on a golf course? They most definitely didn't participate in the Conference golf classic in Stone Mountain! For those brave and dedicated golfers who played, it was an experience to record in SBA's history book.

Although the day was extremely wet, it was also fun, challenging, and truly an experience. Thanks to the sponsors, and to Sandy Fowler, and John Kleekamp, the event was successful in spite of the inclement weather. Thanks to everyone who supported the event.

# BUILDING OF THE YEAR WINNERS

The following SBA members were recognized for their achievement in construction during the year 2000:

Built-Wright Construction Company, Inc.  
 Conewago Enterprises, Inc.  
 Building Erection Services  
 Abat-Johnson Enterprises, Inc.  
 Roland Construction, Inc.  
 DCB Construction Company, Inc.  
 Kessel Building Systems of Erie  
 A. R. Kessel, Inc.  
 Evans Building Company  
 Smith Construction Co., Inc.

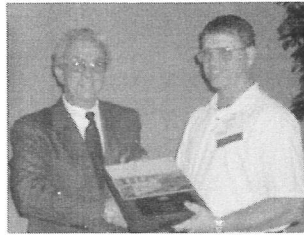
Conco, Inc.  
 TN Construction  
 G. F. General Contractors, Inc.  
 Darland Corporation  
 Precision Erection Company, Inc.  
 E. D. Parker  
 Agate, Inc.  
 Arizona Building Systems  
 Shook Building Systems, Inc.  
 Palmer Building Systems Corporation



Lawrence Markey  
 Built-Wright Construction  
 Company



Earl Raymond  
 DCB Construction Company,  
 Inc.



Robert Reber  
 Conco, Inc.



Dale Meece  
 Precision Erection Company,  
 Inc.



Mary Farrar  
 Building Erection Services



Al Kessel  
 A. R. Kessel, Inc.



George Ferise  
 TN Construction



Pete Karubos  
 Agate, Inc.



Doug and Betty Johnson  
 Abat-Johnson Enterprises



Robin Roberts  
 Evans Building Company



John Kleekamp  
 G. F. General Contractors



Dave Manarin  
 Arizona Building Systems



James Hoagland  
 Roland Construction, Inc.



Bill and Jan Smith  
 Smith Construction Company



Ken Gigstad  
 Darland Corporation



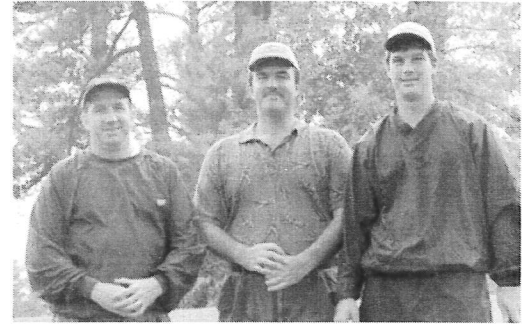
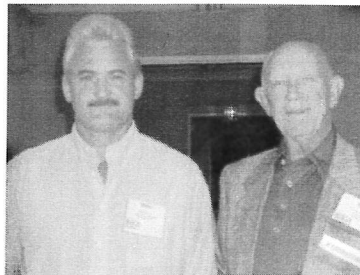
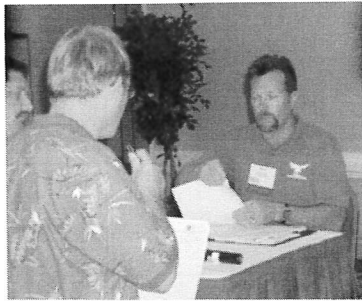
Ken and Judy Palmer  
 Palmer Building Systems



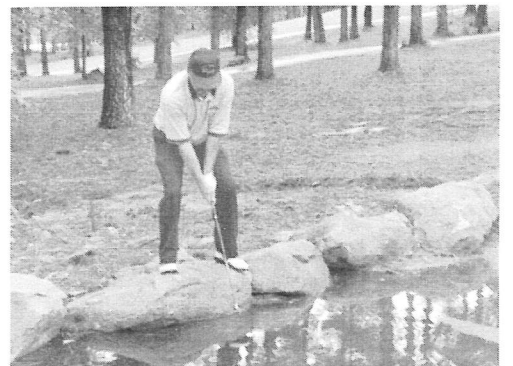
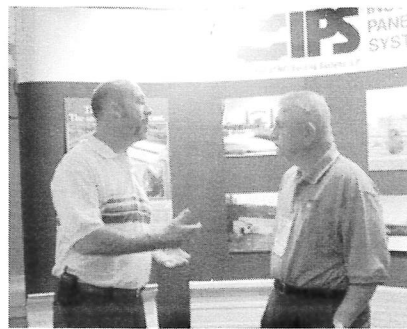
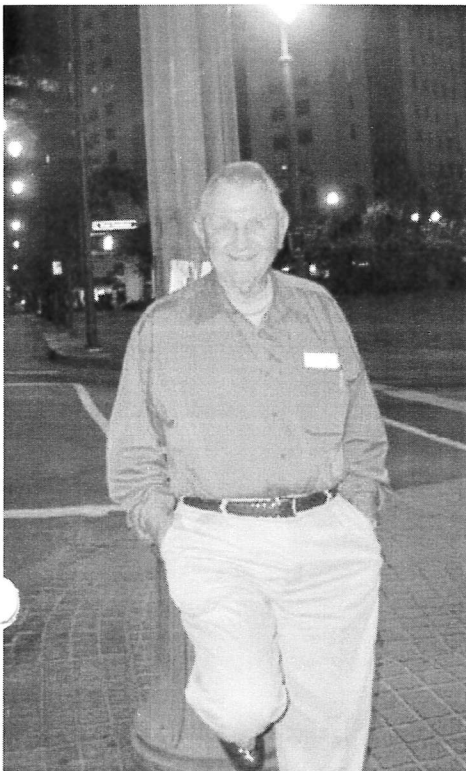
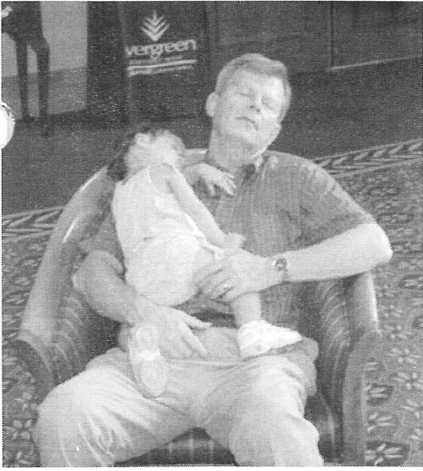
# CONFERENCE VOTED TO BE VALUABLE, EDUCATIONAL, AND ENJOYABLE!

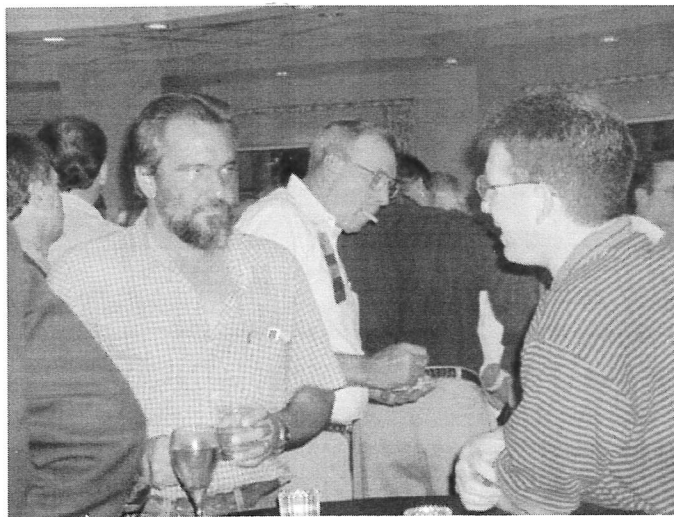
More than 300 industry builders, erectors, and product providers converged in Stone Mountain, Georgia for the inaugural of the Metal Building Contractors & Erectors Conference. The post-Conference survey results indicate that the event was a success. Already the association is using the input from the attendees, exhibitors, and sponsors to make next year's Conference bigger and better.

One thing is for certain. The 2001 Conference will offer an expanded program for erectors! Here is pictorial coverage of the Stone Mountain Conference. Enjoy!









## **INDUSTRY COOPERATION AT WORK For Metal Building Certification**

Meeting with representatives of the Metal Building Manufacturers Association and the Associated Builders and Contractors (Metal Building Council), the SBA has continued working toward an expanded, unified certification program for builders.

SBA Certification Committee Chairman Dick Howard hosted a meeting last month in Atlanta to discuss the plan. While there were no formal actions taken at the meeting, there was substantial progress made and the groups will meet again later this year.

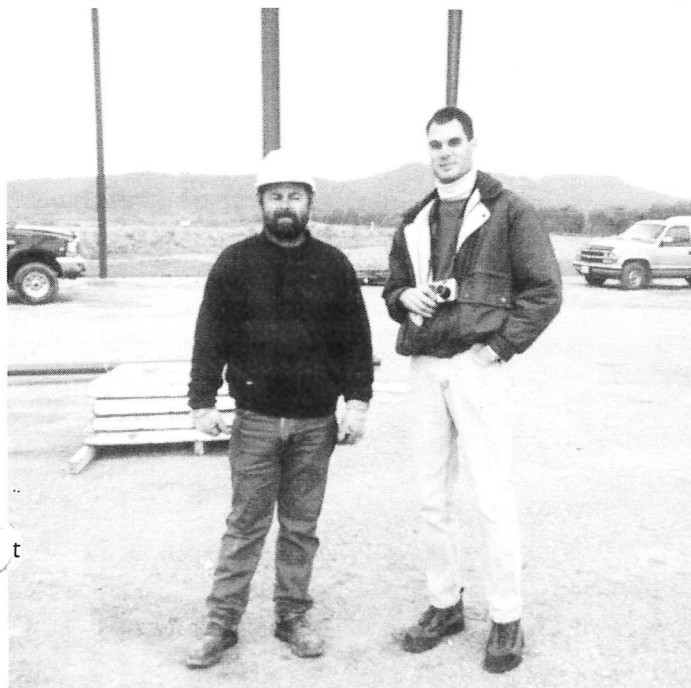
The meeting was designated as the Policy Level Exploratory Steering Committee, which came about as a result of discussions among the three organizations. The intent is to find common ground among the groups in establishing an enhanced certification program for metal building contractors and erectors that will be recognized and supported at all levels within the industry.

The SBA Certification Committee has been working for two years on a plan to enhance the value of its certification program. Due to the renewed focus on industry certification, the program has begun to experience heightened interest resulting in a steady flow of new applications. The number of SBA 2000 certified companies is expected to exceed 80 by the end of the calendar year.

## STAFF VISITS PROJECT

In early October, SBA staffers' Debra Welhener, and Michael Overbay visited a jobsite in Piketon, Ohio. The new storage building for JNC, Inc. was manufactured by American Buildings Company, and was being erected by Spacemark, Inc., Decatur, Illinois. The purpose of the visit was to provide specific information to the two regarding the actual construction of a metal building system.

The building size was quite impressive; a 250' x 400' x 28' structure. Spacemark superintendent, Carl Holstlaw provided a personalized tour of the job, and responded to various questions. When asked about the project and the process, Michael stated, "The project was quite impressive, and the personnel were true professionals who made it look easy." Debra was also impressed. She stated, "Having a visual helped me better understand what it's all about." Michael serves as the association's Marketing Manager, and Debra is the Membership Manager.



## BUSINESS AND LEGISLATIVE NEWS

### Workers Compensation

By: Michael Bernay

WorldLink Insurance Services, Inc.

"Fremont takes \$450 million reserve hit" "Reserve situation could grow worse at Superior National". All of the above were recent headlines regarding the workers compensation insurance industry. None of this is good news for builders and erectors who must evaluate their own workers compensation coverage. The options are getting more limited and more expensive.

#### Do the Math

Insurers that provide workers compensation in California are paying \$1.56 in claims and operation expense for each \$1.00 taken in as premium during the 1999 fiscal year. Claim costs have increased 12% annually over the past 5 years and are continuing to climb. Many industry analysts believe the worst has not yet arrived and are predicting similar results across the country.

#### What can you do?

MetalPro is the SBA endorsed insurance program that is available from your local agent administered by WorldLink Specialty Insurance Services, Inc. They are actively writing workers compensation coverage for builders and erectors across the country. The coverage is underwritten by an A+ XV insurance Company with local loss control and claim services.

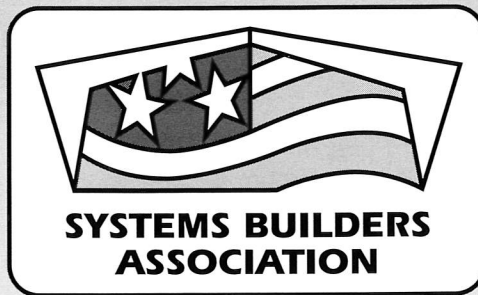
Take the time to call them directly or have your insurance agent contact them to discuss your specific needs. They know your industry and will assist your agent to reduce your costs in this ever-changing insurance market.



Toll Free: (888) 975-3565

[www.worldlinkinsurance.com](http://www.worldlinkinsurance.com)





**PLUS**

# METAL BUILDINGS INSTITUTE™



A Subsidiary of the Systems Builders Association

**...when one and one definitely equals more than two!**

For those who call themselves professional metal building contractors, and erectors, there are two supporting organizations you should put on your company's team...the **SYSTEMS BUILDERS ASSOCIATION**, and the **METAL BUILDINGS INSTITUTE™**.

The **SBA** provides specific programs and services to metal building contractors and erectors...business insurance, local chapter representation, cost of doing business surveys, wage and hour surveys, internet resources, and much, much more.

The **METAL BUILDINGS INSTITUTE™** is a subsidiary of the **SBA**. It is responsible for the industry's training, safety, regulatory and legislative issues, liaison with construction industry trade associations and professional societies, and the production of the annual *Metal Building Contractors & Erectors Conference*.

As an **SBA** member, your association and the **METAL BUILDINGS INSTITUTE™** combine their resources to crusade for integrity, quality, competence, and validity for all professional metal building contractors and erectors.

**The Systems Builders Association and the Metal Buildings Institute™**  
**A Powerful Banner You Can Carry With Pride!**



It is a banner all metal building contractors and erectors should lift high as we enter into a new century filled with unlimited opportunities, and future growth of the *Metal Buildings Industry*.

Send for complete information.  
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