

MBCEA News & Updates - April 2019



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Message from the President

Membership in the MBCEA continues to grow; we are on track to have 500 members by the end of the year. We like to think this is because we have fabulous benefits and great programs, but I suspect the actual answer is more nuanced. In recent years our Conference has become the best annual meeting for learning and sharing about Metal Buildings. The fact that we are co-located with the MBMA certainly serves to enrich the experience. The addition of the Metal Construction Hall of Fame completes the "all things metal building" Conference. If you have not yet [registered](#), please do so today.

Conference is special and certainly the place to truly grow your business and expand your network, but the local chapter associations are also a great forum for coming together right in your own backyard. This month we are highlighting one of the best kept secrets in the industry - the regional rep. You probably know membership in the MBCEA is a steal at \$495/year. Industry members, typically suppliers and manufacturers, are entitled to declare one chapter in which they will participate. Here's the secret, for a mere extra \$130/chapter, suppliers and manufacturers can have an embedded local representative at as many chapters as they wish.

Silvercote and Butler have regional reps that actively participate in 8 chapters; Therm-All has 6, Chief 5 and Ceco 4. What better place to rub elbows and exchange ideas than at a Chapter meeting or event?

In the last year our Chapters have come together to offer training or discussions on such diverse topics as Waterproofing, Bolting and Aligning, Recruiting, Aerial Platforms, Energy Codes and Com-Check. We also offer plenty of options to network in a more relaxed setting: clay shoots, golf tournaments and holiday socials. The supplier or manufacturer rep that attends these events becomes a trusted and valued friend, a go-to guy for troubleshooting and problem solving.

Industry Reps like Finton Riggins held the Carolinas Chapter together during a period of re-building. Tom Frahm has helped start Chapters, build chapters, worked on project

teams, and is always there to troubleshoot a problem. Triangle Fastener, Atas and SFS have provided much need meeting space. Reps from Bay, Silvercote and Therm-All can always be counted on for quality education and energy assistance. Jim Boyd, BIG Metal Buildings says, "Regional Reps have been the backbone of the Texas initiatives and have been instrumental in supporting the Texas Chapter with their time, talents and resources. We could not do it without the help of our regional reps." On behalf of our contractor and erector members, Thank You! We are better, smarter, and stronger because of your active participation in our local Chapters.

I remind all members of my challenge to recruit one new member this year, may I suggest you forward this newsletter to your favorite supplier rep? If you are an existing member and want to belong to more than one Chapter or if you are a potential new member and want to get involved, please call Sasha Demyan today. She can be reached at sdemyan@mbcea.org or (484) 239-3337.

Thank you and see you at the conference!

Regards,

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

P.S. It is interesting how popular this newsletter has become. Why not

WELCOME NEW MEMBERS!

Avantti Builders Group

Basil Mercado
600 West Virginia Street
Suite 201
Milwaukee, WI 53204
414-238-1561
bmercado@avantti-group.com

Bolt Bun LLC

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3982 Powell Road, Suite 11
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833-265-8286
will@bolt-bun.com
www.bolt-bun.com

Cypreco Industries Inc.

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MBCI - RR, CC

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770-948-0305 fax
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Penn Construction Group

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Rice Companies, Inc.

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Chris.rice@ricecompanies.com
www.ricecompanies.com

Svenska Builders Ltd.

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Alexander.carey90@gmail.com
www.svenska.ca

J G Steel Inc.

Jake Gentile
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530-812-5756
haliey@jgsteelinc.com

Tradesmen International

Gene Cates/Dean Pizzarelli
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865-558-0899
Gene.cates@tradesmeninternational.com
www.tradesmeninternational.com

Chapter News**Carolinas Chapter News and Upcoming Events:**

A fun and successful golf tournament was held in March in Greensboro, NC where \$4,260.35 was put towards the Scholarship Fund. Thank you to all the sponsors and players!

**Save the Date for the Carolinas Chapter Annual Summer Meeting!**

June 27-30, 2019
Sonesta Resort Hilton Head Island, SC
[Reserve your room](#) by 5/27/19

New England Chapter Upcoming Events:**Upcoming Seminar- Insulated Panels and Energy Code Compliance**

A discussion on the current requirements and trends we are anticipating for future building envelope thermal performance with Metl-Span's Arnold Corbin on **April 18th @ 6PM @ Fratello's Italian Grille, 155 Dow Street, Manchester, NH 03101**. A great event to take your favorite architect to! Please keep an eye out for the flyer.

NEC Scholarship Applications are now being accepted. Applications due May 10th. Up to \$5000.00 to be awarded.

Save the Date for the 29th Anniversary MBCEA New England Chapter Golf Tournament @ Lake of Isles (Foxwoods Casino), 1 Clubhouse Drive, North Stonington, CT 06359 on **July 18, 2019**. Tournament will be sponsored by RJD Associates, Inc. We had a fantastic turnout last year and hope to repeat that again this year.

Mid-Atlantic Division News and Upcoming Events:

Thank you to SFS for hosting Core Rigging and Crane Signal Safety Training by SafetyWorks in February. Eight attendees were certified.

13 Chapter Members received OSHA 10 certification in April at The Kaiser Martin Group.

On April 12, the Annual OSHA Refresher was presented to 10 chapter members at SFS.

May 17: [Aerial/Platform/RTE](#) - Ahern Rentals, Bordentown NJ

June 7: [First Aid/CPR](#) - ATAS International, Allentown PA

June 21: [Annual Golf Outing](#) at Riverview Country Club, Easton PA

July 8-12: [Let's Build Construction Camp For Girls](#): This is a great local opportunity for girls ages 14-18. Consider sponsoring the camp and/or signing up to volunteer! The camp runs from Mon 7/8 to Fri 7/12 (from 8:00 am to 4:30 pm each day), and is held at the Bethlehem Area Vo-Tech School this year. Even if people can only donate a few hours of time, it would be helpful. However, if anyone wanted to spend the entire week with the campers, that works too!



Greater Ohio Chapter Upcoming Events:

Energy Code & Com-Check
Presented by W. Lee Shoemaker Ph.D., P.E.
Friday, May 10, 2019
9 am - 1 pm
Hilton Garden Inn @ Levis Commons
Perrysburg, OH
Sponsored by: [Therm-All](#)
[Registration Form](#)

Save the Date!

Annual Golf Outing to be held in July in Medina, OH. More information to follow.

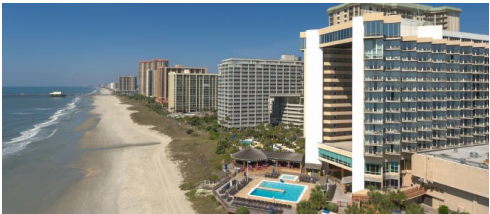
Rocky Mountain Chapter Upcoming Event:

MBCEA Rocky Mountain is getting ready again for our **annual clay shoot**. Last year was a great year and we are looking forward to having a great time again. Please mark the date of **June 14th** for this year's event. We are raffling another shotgun and looking for sponsors to help with the event. Please contact Mike Cain with any questions. [Register here](#).

ALL THINGS CONFERENCE

SEE YOU AT THE CONFERENCE!
MAY 1-3, 2019, HILTON MYRTLE BEACH RESORT, SOUTH CAROLINA

Metal building contractors, erectors, suppliers and manufacturers will gather at the 50th Annual MBCEA Conference to learn from the experts, network with key industry people, visit with old friends, be introduced to the latest products, and discuss leading issues with peers. We will be co-located with the MBMA Spring Meeting and host the Metal Construction Hall of Fame Awards! See the list of [exhibitors](#). Check out the [Schedule of Events](#).



THANK YOU TO THE SPONSORS WHO HELP MAKE THIS EVENT POSSIBLE!



DYNAMIC FASTENER





KEYNOTE SPEAKER HIGHLIGHT: Gene Marks, The Road to 2020: Your People, Technology and Taxes

A past columnist for both The New York Times and The Washington Post, Gene now writes regularly for The Guardian, Forbes, Inc. Magazine, Entrepreneur Magazine and Fox Business. Through his keynotes and breakout sessions, Gene helps business owners, executives and managers understand the political, economic and technological trends that will affect their companies and-most importantly-the actions they can take to continue to grow and profit.



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OSHA Promotes Fall Protection Resources

Fall hazards continue to be problematic in the safety industry.

With falls leading OSHA's top 10 list of violations year after year, the agency is bolstering its efforts to increase awareness about its fall prevention resources.

The agency has developed a collection of compliance assistance resources to address falls in the workplace, the leading cause of worker fatality in the construction industry. These resources, which continue the goals of the Department's Office of Compliance Initiatives (OCI), encourage and facilitate compliance evaluations.

Falls can be prevented if employers plan ahead to ensure the job is done safely; provide the right equipment; and train workers to use the equipment safely. OSHA is working with industry stakeholders to provide informative compliance assistance resources.

[Read on](#) for these resources as published by the EHS Today Staff.



Webinar - Nonstandard Work Arrangements in the U.S. Construction Industry

Wednesday, April 24th, 2019 at 2:00pm EST: Temporary workers, day laborers, workers provided by contract firms, and contingent workers are all in nonstandard work arrangements and may be at a disproportionate risk for occupational illness and injury. This presentation will describe different forms of work arrangement in the construction industry and analyze demographic and employment differences between standard and nonstandard employment in construction. [Click to register.](#)

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METAL BUILDING CONTRACTORS & ERectors ASSOCIATION

Take ownership when teams fall apart

Wayward or rebellious teams need leaders who will admit to problems, own the issue and seek help in fixing it, writes Lolly Daskal. "The best leaders treat problems as opportunities to do things better the second time around," she writes.

As a leader, you want to think that your team would never turn on you, but it does happen—even to the most confident and competent of leaders. Maybe drama from another part of the organization has spread, or a charismatic team member has developed a grudge against your leadership, or you've inherited (or unwittingly created) a bad situation. Whatever the reason, it's both discouraging and demoralizing when you find yourself with your team in mutiny—refusing to do what you ask, or going in their own direction, or excluding you from things you need to know and decide.

The way you respond in such a situation is critical. Here are the steps you can take to regain your team's trust and commitment:

Facing a labor shortage, construction tries to rebrand

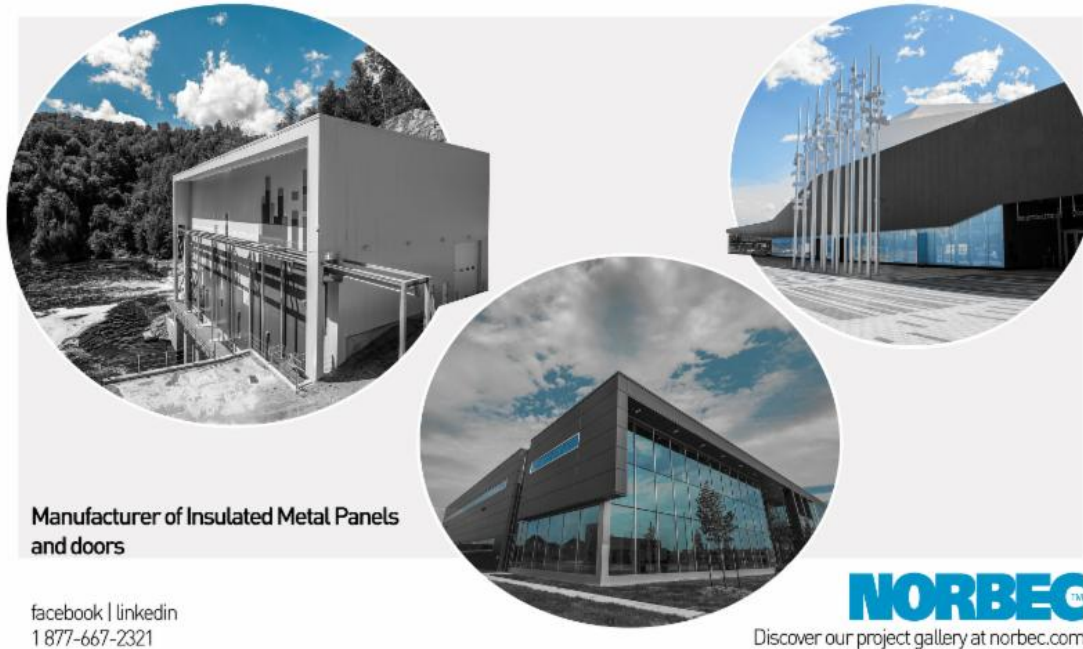
On a recent morning in downtown Denver, a group of high school kids sat in a classroom taking a quiz. The students were on a field trip to the Construction Industry Training Council of Colorado, to learn about apprenticeships. Executive Director Cori Gerlitz gave the sales pitch.

"What's the average salary for first-year apprentices in the construction industry?" she asked the group. As dramatic game show music played, the kids punched their guesses into an app on their phones. The answer popped up on a screen: \$15 per hour. And that was an old number, Gerlitz told them. "I've got people who are coming into the school right now, no experience, they're making anywhere from \$15 to \$17 an hour, depending upon their trades," Gerlitz said.

Wages are rising because employers are desperate for workers like masons, pipefitters and electricians.

"It is absolutely at crisis level," Gerlitz said. In Colorado, she said, the industry will need at least 30,000 new workers within the next several years. [In a recent survey by the U.S. Chamber of Commerce and USG Corp.](#), which makes building materials, 70 percent of construction firms nationally said they were struggling to make deadlines because they can't find enough workers.

[Read more](#) for some reasons for the shortage and how the industry is trying to change perceptions in this Marketplace article by Amy Scott.



Mark Bryant: Bringing Smarter Technology to Jobsite Monitoring, One Cloud-Linked Sensor at a Time

Frustrated by the state of sensor platforms for tracking jobsite conditions, Mark Bryant set out to build his own. He reasoned that anyone could cobble together some off-the-shelf sensors, but ingesting all that data and getting useful, actionable information was the real challenge to be overcome.

As chief information officer at Edmonton, Alberta-based PCL Construction, Bryant has long been an advocate for bringing high technology to the jobsite. But construction has a reputation as a technology-adverse industry, and Microsoft engineers working on the Azure Digital Twins cloud-based analytics platform were initially skeptical of Bryant's proposal. The tech giant had sought other clients for its Internet of Things platform, but Bryant's ambitious plans intrigued them. "PCL's use case wasn't in our realm of thought, we weren't even thinking of construction. They thought of that themselves," recalls Julie Morin, solution lead and global black belt for IoT at Microsoft Canada. "They didn't fit the traditional mold of what we were looking for. [Bryant and his team] used the tech in ways Microsoft had never thought about and built something original—they really were pioneers."

[Continue reading](#) this article by Jeff Rubenstone, Engineering News-Record.

In the News

[MBMA and NAIMA Release New Acoustical Performance Report](#)

[ATAS Names 2018 Sales Team of the Year](#)

[MBMA Welcomes Two New Members](#)

MBMA Media Channel

Check out the great video resources on [MBMA's YouTube Channel!](#) There's a fantastic series on "How Metal Buildings Compete in Today's Construction Market" and a new video created to reach young people to get them interested in a career with metal buildings.

Join the Discussion in our New Facebook Group

We're creating a Facebook group for members only so you can share tips, resources, successes, etc. We learn from each other. We support each other. We continue to grow as we continue to influence the perception of metal buildings in a positive way as a whole. It can be invaluable to connect and learn from other business owners on a frequent basis. Share how the MBCEA is helping you. Assist a new member in navigating the benefits. Make your own post that you have crews available or are looking for work. Share this invite with the rest of the people in your organization.

Join Group

We want to hear from you!

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

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



Please connect with us!



Quote of the Day

"If you think you are too small to be effective, you have never been in the dark with a mosquito." - Betty Reese

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