



Reaching New Heights, Together



METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION

Quick Links

[Board of Directors](#)

[Member Directory](#)

[Members Only](#)

[Products & Services](#)

[MBCEA Conference](#)

We want to hear from you!

Let us know what is important to you; what kinds of things you are interested in; what you need.

Sasha Demyan, Executive Director

Robert Tiffin, President

Jackie Meiluta, Program Manager

Britain Graver, Administrative Assistant

Plan your Visit with Exhibitors

We have 58 vendors, all relevant to your business prepared to share their latest products and services with you at the May 7-9, 2025, conference in Charlotte. Check out their profiles in the MBCEA app now.

Ace Clamp - PMC Industries
ACT Building Systems
All Weather Insulated Panels
Anchorright
ATAS International
Bay Insulation
Betco, Inc.
Bim Built Innovations
Brucha Corp

Hello Sasha,

Uncertainty.

In the METALCON Online presents *Steel and Metal Tariffs*

Uncovered of March 19th the word spoken in consensus in describing our present economic conditions, was “uncertainty.”



There are schools of thought, and idioms that describe an action in times such as these; “control that which you change.” This concept encourages us to focus on aspects of our life that you can directly influence while accepting those beyond our control. This can lead to a sense of empowerment and reduced anxiety by directing energy and efforts to decisions and actions that can yield positive outcomes.

Projections for the second quarter of 2025 show another period of mixed performance. As members of the MBCEA, to navigate effectively we can and should focus on (respective to your interest) a few strategies, with the most valuable being “stay informed.” Keep a close watch on economic indicators such as interest rates, inflation and construction trends. Other strategies to consider:

- Adopting new technology (i.e. BIM or AI to improve project planning, even execution)
- Accreditation (AC478 will set you apart from others for key customers)
- Diversify suppliers (source across “multiple” suppliers and mitigate risks associated with supply disruption or new costs (tariffs))
- Sustainability (emphasize practices and materials, as it may appeal to new environmentally conscious customers)
- Transparency (clearly communicate changes, as this builds trust and can facilitate smoother negotiations)
- Collaborative marketing (partner with industry members to promote the benefits of metal building systems)

This year will be about maximizing our ability to shape a desired result. A simpler breakdown of what we can and should do:

C.H.I. Overhead Doors
 Campana Building Consultants
 Central States Building Works
 Chief Buildings
 Cumberland Sales Company
 D.I. Roof Seamers
 Design Components
 Donovan Group
 Dynamic Fastener
 Easy Building Designer
 EXPI-DOOR Systems
 FALK Panel
 Global Building Products
 Green Span Profiles
 Guaranteed Supply Company
 GWY LLC
 Innovative Clean Energy
 International Accreditation
 Service
 Kingspan Insulated Panels
 Konecranes
 MakoRabco
 MBCEA Carolinas Chapter
 McElroy Metal
 Metal Sales Manufacturing
 Metallic Products Corp
 Metl-span Corporation
 Moffitt Corporation
 NORBEC Architectural
 Nucor Buildings Group
 Osprey Safety Systems
 OTH Pioneer Rigging
 Phenix Construction
 Technologies
 Plyco Corporation
 R-Seal
 Replications Unlimited
 Roof Curb Systems
 Roof Hugger
 S-5!
 Salem Fabrication Technologies
 Silvercote A Service Partners
 Company
 Standard Sheet Metal
 Tell Doors & Hardware
 Therm-All Insulation
 Thermal Design
 Trac-Rite Door
 Triangle Fastener Corporation
 VP Buildings
 Wood's Powr-Grip
 Wurth Industry USA

- Identify our control points (actions, choices, attitudes)
- Accept what we cannot change (external events, past events, other's behaviors)
- Focus on our center of influence (mentors, friends, experts)
- Practical tips (set goals, seek support)

A time-tested strategy in times of uncertainty is to strengthen collaboration and leverage networking. Have you engaged in our **LinkedIn** posts ([MBCEA](#)), and more importantly our MBCEA App? Engaging with industry peers and deeper involvement with associations to share insights and concerns can lead to innovative solutions that can provide a resilience to external, uncertain forces. Participating in webinars, workshops and roundtables can help you stay informed about the latest issues, like the (hourly) reality of tariffs, and options for the next best steps for you, and your business. A time-tested strategy and return on investment is actively, yes actively, participating in our Annual Conference. This is our 56th year and is May 7-9, in Charlotte. We look forward to seeing you there!

Uncertainty ahead does not mean a batten down the hatches, or a full stop. Every day you adapt to new influences, use this adaptive nature of your business, and flex with some of the strategies above! Control that which you can, and let go that which you cannot; it's a great and historical strategy, for certain!

Be Safe, Be Great,

Robert Tiffin

President, MBCEA

National Accounts Manager, Silvercote

Member Directory Update!

Organization Overview is now visible in all directory listings so be sure to review your [Company Profile](#) and complete that field. While there, complete any other blank fields (including your logo) so you have the best chance of being found as the public and other members search for companies like you and the services you provide. The member directory has an average of 1,500 views per month so take advantage of this member benefit!

CLIPS & ACCESSORIES

We manufacture and supply roof clips and accessories.



PROVEN Metal Roof RETROFIT SOLUTIONS

Sub-framing systems to fit over any existing metal roof
Schedule more jobs with our prompt fabrication and shipping
Install without disrupting the building occupants



WELCOME NEW MEMBERS

3C Industries

Braden Miller
601 Miami Street Suite 201
Urbana, OH 43078
(937)741-2768

braden.miller@3cindustries.com
www.3cindustries.com

American Buildings - A Nucor Company

Kayleigh Bumbarger
Terrell, TX 75160
(972)210-9150

kayleigh.bumbarger@americanbuildings.com
www.americanbuildings.com

Beam General Contracting

Dustin Crittenden
1812 Tillery Place Suite 100
Raleigh, NC 27604
(919)906-0482

dustinc@jdbeam.com
www.jdbeam.com

Building Structures & Industries, LP

Jim Bailey
6333 Airport Freeway
Fort Worth, TX 76117
(817)222-9166

jbailey@bsi-dfw.com

Component Construction Company

Randy Haefli
6333 Airport Freeway
Fort Worth, TX 76117
(817)834-6274

randy@ccc-dfw.com

Diamond Steel Building Construction LLC

Daniel Cardenas
12049 West Aster Drive
El Mirage, AZ 85335
(843)286-9994

diamond.steel.d@gmail.com

DK Steel Structures South LLC

Cornelius Hosch
3848 Sun City Center Blv STE 104
RUSKIN, FL 33573-6843
(813)924-9618

vince.hosch@dksteelstructures.com
www.dksteelstructures.com

MK STEELBUILT

Michael Kleeves
11878 E Crescent St
Desert Hot Springs, CA 92240
(760)771-7847

mike@mksteelbuilt.com
www.mksteelbuilt.com

Muleshoe Buildings LLC.

Ryan Rhodes
1264 BUSINESS 71
COLUMBUS, TX 78934
(979)484-1437

ryan@muleshoe.me
www.muleshoebuildings.com

Solid State Steel LLC

Clement Stalnaker
8173 State Route 534
Middlefield, OH 44062
(330)600-1389

team@solidstatesteel.com
www.solidstatesteel.com

WSC Construction LLC

Mark Watson
21966 Interstate 10 Suite B
Vidor, TX 77662
(409)781-3801

mark@wscconstructionllc.com
www.wscmetalbuildings.com

GET SEALED AND
SUPPORTED WITH THE ONLY
ROOF CURB SYSTEM.



OUR CUSTOMERS HAVE THE LAST WORD

WWW.VULCANSTEEL.COM

(800) 258-3369

SALES@VULCANSTEEL.COM

VULCAN
STEEL STRUCTURES, INC.



"Most of the projects that we erect are not your typical pre-engineered metal buildings, but are much more complex. They especially do a great job on complex projects. We really like erecting their buildings."

- Justin Sayer and James Capo
Ironrock Commercial Construction, LLC
MBCEA Member, Sanford, FL

We're looking forward to seeing you at the conference!

Registration is closed. The exhibit hall has sold out. The agenda is set. The awards ceremony is being planned. A unique and fun "builders games" event is in the works. Now you just need to make sure the MBCEA app is downloaded on your phone and start exploring! We'll see you there!

Thank you to our sponsors who make this all possible:



Next up in our free monthly webinar series...

Code Updates

Thursday, May 22, 2025 - 12 pm ET

Energy codes updates and IBC (International Building Code) updates and how it relates to Metal Building by Bill Beals, Therm-All.

[Register Here](#)

[Sponsor this National Webinar](#)

PROVE YOUR QUALITY WITH ACCREDITATION

AC478 Roundtable

Thursday, May 15, 2025 - 2 pm ET

Please join us for an informative roundtable on our signature Quality initiative - AC478. On the fence about AC478? Check out the [MBCEA Youtube](#) channel for several testimonials.

When: May 15, 2025, at 2PM ET



Where: Zoom

What: Our panel of experts will entertain any/all questions on AC478 as we explore the requirement for a Site Specific Plan.

[Register for AC478 Roundtable](#)

Have questions about AC478? Contact **Jackie Meiluta** Check out the **AC478 section** of the **Members Only area** of the MBCEA website . Hear from your peers on the **MBCEA YouTube channel**.



Bay Insulation Systems Experience • Quality • Service
Member of the Bay Family of Companies

Introducing...
BAY RIDER™

Formerly the Owens Corning ELAMINATOR® Insulation System

Click here or scan the QR code to learn more!

www.BayInsulation.com



METALWALK®

designcomponents.com | 800.868.9910

Construction Law Corner - The Odd Case of the Statute of Repose

Joshua C. Quinter, MBCEA Counsel
Quinter Corbett, PC
jquinter@quintercorbett.com

Most people who have been involved in the legal process are aware of the statute of limitations. Almost as many are unfamiliar with its distant cousin the statute of repose. They serve similar purposes – which is to make legal claims untimely – by way of different mechanisms. While understanding the reasons as to why they both exist is an interesting intellectual exercise, understanding how they apply is more important.

Statutes of limitations serve to set the time frame in which a legal action can be initiated after an injury happens. The statutes vary depending on the type of claim being made by the plaintiff. For instance, a tort claim for personal injury or property damage is typically shorter. Contract claims tend to be longer. In each instance they are determined by state law and can vary from state to state. The statutes of limitations in Pennsylvania are 2 years for torts and 4 years for contracts.

[Read More](#)

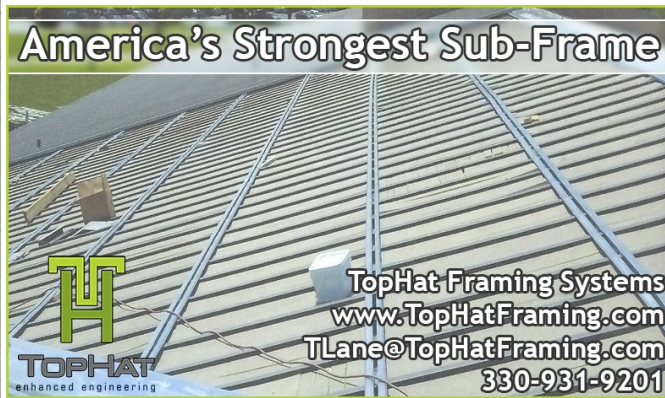
Apprenticeship Corner - The Dummy's Guide to How Apprenticeship Works

Joshua C. Quinter, MBCEA Apprenticeship Committee Chair
Quinter Corbett, PC
jquinter@quintercorbett.com

In last month's Apprenticeship Corner, we provided a brief history of apprenticeship. It's a practice that dates back to the Middle Ages and has provided invaluable skills to people all over the world. Let's explore how such a program works in the modern age.

Apprentices are paid employees that go to school part time and obtain on-the-job training from skilled craftsman in order to learn their trade. The approach is designed to provide theoretical knowledge in the classroom that workers can then apply practically at work with the guidance of a more senior person to oversees them. The ratios of both classroom time to on-the-job training to complete the program and apprentices to journeyman in the field vary by program. These are typically governed by federal and/or state law depending on where the program was approved.

[Read More](#)



America's Strongest Sub-Frame

TOPHAT
enhanced engineering

TopHat Framing Systems
www.TopHatFraming.com
TLane@TopHatFraming.com
330-931-9201



We Solve America's Shortage In Metal Building Labor

SAVE MONEY
We will save you money on expensive equipment

EXPERIENCED CREWS
In Nucor, Metallic, American, MR 24, Butler

ALL 50 STATES
WE PAY YOUR FLAG

Our Average Team Has Been Together For 8 Years

RedIron CONSTRUCTION
redironconstruction.com - 225. 228.1359

A small-business guide to avoiding and managing tariff costs

by Gene Marks

4/8/25

(This column originally appeared in the [Philadelphia Inquirer](#))

Are you upset about tariffs? Many of my clients are. But the smartest business owners I know put aside their emotions and instead focus on the task at hand: minimizing tariffs' impact on their businesses. How? Here are nine ways.

There are numerous "free-trade zones" throughout the U.S. There are also many organizations offering "bonded warehouses." Both **strategies offer** similar benefits: deferring or even avoiding tariffs altogether.

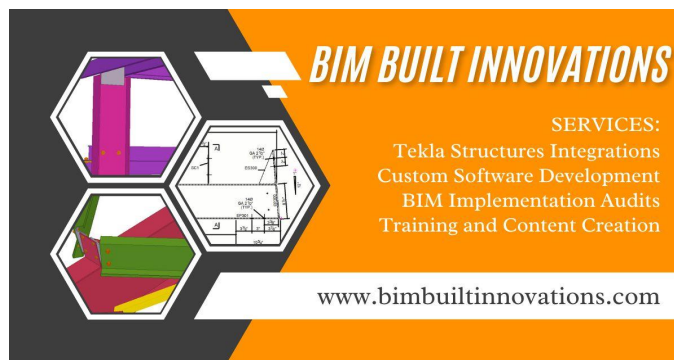
Using this approach, the inventory that you buy is shipped directly to one of those locations. No tariffs are paid until the inventory is taken out of the warehouse and shipped to your location. My clients who are doing this are betting that President **Donald Trump**'s administration will be negotiating their currently imposed tariffs, and rates will decrease before they need the inventory.

Companies that sell their products internationally can avoid tariffs altogether by receiving and then reshipping their products directly from a bonded warehouse.

The federal government provides free consulting advice to businesses looking to buy and sell overseas through the **U.S. Commercial Service**, **Export Import Bank**, **International Trade Administration**, and **Small Business Administration**.

The **World Trade Center of Greater Philadelphia** (WTCA) provides assistance both to members and nonmembers through its many educational programs and direct services. The WTCA helps local businesses find materials in more tariff-friendly countries, matches companies with prospective suppliers, and can even arrange face-to-face visits with interested parties.

[continue reading this article](#)



MBCEA Chapters

New England Chapter News

Sign up Today - 34th Annual MBCEA New England Chapter Golf Tournament

Thursday, July 17, 2025

Falmouth Country Club

630 Carriage Shop Road East Falmouth, MA 02536

www.falmouthcountryclub.com

We would like to thank Metl-span for sponsoring the tournament again this year.

[Register Here](#)

[Sponsor Here](#)

We are now accepting applications for the MBCEA- NEC 2025 Scholarship(s).

[Scholarship Packet](#)

Northwest Chapter News

Save the Date - June 13, 2025

Location: T-Mobile Park – Home of the Seattle Mariners

1pm – 5pm Metal Building Envelope Symposium (at the Mariner's Stadium)

Subject Matter Experts will present and be available throughout the night to provide comprehensive information on:

- Insulated Metal Panels
- Batt Insulation
- Rigid Board Insulation
- WA & OR Energy Codes
- Air Barriers
- Vapor Barriers
- Tax Benefits
- How to address unreasonable architect/design professional specifications

Light afternoon refreshments provided. \$100/person - Members receive discounted rate (\$50/person) when they bring prospective members.

5pm till the End of the Game... That's Right, it's Game Night!

Join us after the symposium to watch the Seattle Mariners battle the Cleveland Guardians – **and in**

a private suite!!

- Paid entry into the Symposium includes your ticket to the game.
- 2 Drink tickets
- 1 Meal ticket
- PLUS, it's fireworks night. Stay late after the game for the festivities.

Sponsors Needed - Sponsors receive 1 free entry to symposium, 1 game ticket, 1 VIP parking pass, 2 drink tickets, 1 meal ticket, recognition, dedicated signage, and a great big Thank You.

- Symposium Advocate - \$1,000 (4 available)
 - Afternoon Refreshments - \$1,000 (1 available)
 - Game Time Food & Drinks - \$1,000 (3 available)
-

Greater Ohio Chapter News

We are thrilled to announce that we've officially signed the contract for the upcoming MBCEA Sporting Clays Event at **Black Wing Shooting Center** on May 15, 2025!

This all-inclusive experience will feature a full day of activities, networking, and friendly competition, including:

- ✓ Lunch & Safety Briefing
- ✓ Sporting Clays Experience
- ✓ Appetizers & Beverages to Follow

Email larry.heckman@chiefind.com for more details and registration information!

Hope to see you all there!!!

Carolinas Chapter News

Spring Scholarship Event - Sporting Clays

Thursday, April 24, 2025

\$125 per person

Register by April 18, 2024

Shane's Sporting Clays

6319 US-158

Summerfield, NC 27358

[Click to Register](#)

Carolinas Summer Meeting - Save the Date: June 19-22, 2025

Registration coming soon

For sponsorship opportunities reach out to Reggie Moore (rmoore@brentongrey.com)


Westin Hilton Head Island Resort & Spa

2 Grasslawn Avenue

Hilton Head Island, SC 29928

Rocky Mountain Chapter News

Save the date for our Trap Shoot: June 6, 2025



CRANE TEC Design, Manage, Install.

For all of your overhead crane needs.

crane-tec.com

Visit our site for equipment, services and project gallery.
For immediate results call
1-800-755-6378



D.I. ROOF SEAMERS.
diroofseamers.com | 1-888-343-0456

Our equipment can seam
-any panel
-any seam type
-any manufacturer

With over 30 years experience,
we have the knowledge and
expertise to make sure you get
the right seam, everytime!

-Easy to order!
-Unmatched customer service!
-Technical help available 7
days a week!

METAL BUILDINGS INSTITUTE™

The Metal Buildings Institute is the only place for training and information exclusive to the Metal Buildings Industry. Visit us on the web at www.metal-buildings-institute.org.

MBCEA members receive free access to the Quality & Craftsmanship 101 11-module video series, \$200 off the annual subscription to the 102 IMP and 201 Retrofit Roofing Modules, and \$150 off the Guidelines for Temporary Bracing. The discount code can be found on our [Training page](#).

Every contractor and erector should have a copy of the guidelines and access the training!

In the News / Member Spotlight

[METAL ROOF INSTALLATION MANUAL NOW AVAILABLE IN ENGLISH AND SPANISH](#)

[ATAS Expands its Portfolio with Metalwërks Architectural Plate Systems](#)

[Staff Enhancements at MBMA](#)

[New Spec Writer Tool Launched by ATAS](#)

"April showers bring May flowers, but they also bring renewal and growth."

Mandy Harrison

MBCEA | PO Box 3429 | Bethlehem, PA 18017 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!