



Reaching New Heights, Together



**METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION**

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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
Jen Heimbürger, President
Jackie Meiluta, Program Manager
Britain Graver, Administrative Assistant

WELCOME NEW MEMBERS

AR Kreations LLC

Loriann Black
2134 Bentgrass Lane
Fort Mohave, AZ 86426
(760)490-2943

loriann@arkreationsllc.com

www.arkreationsllc.com

Butler Manufacturing

Jason Pollack
New Baden, IL 62265-1180
(618)791-4772

jpollack908@yahoo.com

www.butlermfg.com

Dowell Construction Company

Brent Dowell
316 Spring Circle Ste. B
Odessa, MO 64076

Hello Sasha,

Ah, the holiday season! Such a special time... and the end of my term as President of MBCEA. Next month, Robert Tiffin takes the helm. I am proud of what we have accomplished but know there is always so much more to do.

Robert will have his hands full, but he is more than capable. And, he has a strong team in Sasha, Britain, and Jackie.



I look forward to being able to focus on our curriculum for metal building assembly while Robert runs the Association. I have every confidence he will be a better leader than I was – he's a natural. Speaking of the curriculum - that project is ongoing and making progress. We kicked off Standing Seam Roofs and Wall Sheeting with two fabulous project teams - Thank you: Wes Young, Behlen, Aaron Rose, Sure Steel, Dan Mosley and Seth Collins, Dunn, Dave Leinbach, Kaiser-Martin, Chris Renninger, S&S Structures, and Nickolaas Kriek, Steelworx.

We understand not everyone can devote time to committee work, but there are other ways to support this project. The MBI is a 501c3 tax exempt organization. You can make a tax-deductible investment in the future of our industry by [clicking here to Donate Now](#).

Training videos are a frequent subject at our committee meetings - who has good ones? Who has them in Spanish? Who is being clever about the way they create them? Who is using drones to capture the best angle? Please respond to the poll below with a quick yes or no; you don't need to enter any info, just click the button - technology is wonderful! Full disclosure, if you say yes, you may hear from me in the New Year!

I want to give a special shout out to Varco Pruden. They have created micro videos for their roof details and other assembly procedures and put them on YouTube so anyone erecting a VP building has access to video training. Seth Collins from Dunn Building Systems then linked the micro videos to a QR code and embedded the QR code with the respective detail in their field drawings. It's a pretty amazing use of technology and I look forward to

(816)230-5535

dowellconstruction@comcast.net

Force Construction Co. Inc.

Clayton Force
990 N National Rd
Columbus, IN 47201
info@forceco.com

Guaranteed Supply Company

Peter Stewart
310 Perimeter Point Blvd.
Winston Salem, NC 27105
(336)399-0278
peters@gscnc.com
www.guaranteedsupply.com

Metl-Span Insulated Panels

Brian Garry
Sandy, UT 84092
(801)949-6756
brian.garry@nucor.com
www.metlspan.com

SNAP Steel Buildings

Payton Mitchell
6102 Timbermoss Court
League City, TX 77573
(832)588-1390
pmitchell@snapconstructionco.com
www.snapconstructionco.com

Therm-All Insulation, Inc.

Richard Bachman
Anthem, AZ 85086
(602)295-1639
rbachman@therm-all.com

seeing the next cool thing manufacturers and erectors come up with.

While we are on the subject of training, did you know the MBMA has an AIA-Approved course: Creative Design Alternatives Using Metal Buildings. This course qualifies AIA-member attendees for 1.0 LU/HSW CEUs.

This course is a PowerPoint designed for use as a lunch-and-learn at architectural firms or local AIA chapters. It also includes a script for the presenter. These are fabulous tools available to members that have an opportunity to present locally to architects. There is information in the **Members Area** – Architect Resources or you can follow up directly with Tony Bouquot. If you have been following my messages the last few months, we need to reframe the reputation and perception of our industry to the design community. I urge you to take advantage of this program and make a difference at the local level.

My last duty as President is to remind you to **renew your membership**, if you have not already done so. There is no better value for money than the MBCEA!

On behalf of all the MBCEA board and team, I wish you a safe and happy holiday and a prosperous New Year!

Regards,

Jen Heimburger
President, MBCEA
President, Heimburger Construction, Inc.

Are you creating Training Videos?

Yes - with drones

Yes

No



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Enter the 2024 Building of the Year Contest Now!

The MBCEA Building of the Year Contest gives us all a chance to showcase the advances and innovations our industry has made in recent years. Visit mbceaawards.org to submit your projects before February 26, 2024.



Pioneers Club Applications Now Being Accepted

Please **submit the name of a colleague or yourself** for selection into the MBCEA Pioneers Club.

The distinct purpose behind the creation of this important Pioneers Club is the association's determination to give credit and recognition to metal building contractors and erectors who have been such for at least 25 consecutive years.

Accepted applications will become a permanent part of the history of our industry. The celebrated people who are selected as members of the Pioneers Club will be asked to attend the 55th Annual MBCEA Conference at the Rancho Bernardo Inn in San Diego, CA on April 24-26, 2024, to accept the prestigious award.

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Register to Exhibit at the 55th Annual MBCEA Conference

Exhibiting at the MBCEA & MBMA Conference will enhance your visibility to decision-making attendees and industry professionals. Our attendees want to see and hear about what's new in our industry - products, tools, technology, etc. Check out the [schedule, exhibit hall diagram, and register now!](#)



Conference Attendee Registration is Open

This is the premiere event for metal building contractors, erectors, manufacturers and suppliers. This year's conference will be a management-style retreat with more time for networking and management education. We will continue to have an exhibit hall and a golf tournament. Field personnel focused sessions will resume next year. This conference is co-located with the MBMA Spring Meeting. [Click here for the agenda, hotel information and to register.](#)

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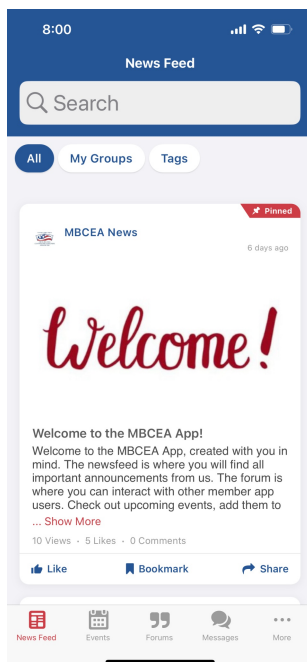
Wow! That was the quickest sell out of sponsorships for the Annual Conference! Thank you for all your support! Please be sure to visit the sponsor profiles in the 55th Annual Conference event on the MBCEA mobile app. Sponsors, if you haven't completed your profile form yet, please get it back to Britain as soon as possible.



MBCEA Announces a New Mobile App!

The latest benefit of membership can be found in our MBCEA app which will allow for year-round member engagement at your fingertips. The News Feed will contain important information about upcoming events, member benefits, and announcements. The forums are where you will be able to post an issue or question that you're facing, share best practices, and ask for resources. Direct message other app users. Register for events and save to your phone calendar. Advertising throughout the app will be made available via banners to our Industry Members. We'll also be using this as our event app. Download and engage! Note, this is linked to your MBCEA account so make sure you have one and know your password, or update it before downloading!

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

PROVE YOUR QUALITY WITH ACCREDITATION

Rallying around AC478 is the best way to elevate the professionalism of the metal building construction industry. AC478 is a quality assurance accreditation program for metal building assembly which is used to verify the competence of contractors and building erection companies. It is the only means to truly differentiate yourself from the competition.

MBCEA members get free consultative support and a mentor to help them through the program PLUS tons of free templates, tools, and documents related to AC478 in the Members Only Area— well worth the price of membership!!

Attend the January Roundtable to get all your questions answered and hear from those who have recently gone through the process.

Thursday, January 18 at 2PM ET - [Register Now](#)

Have questions? 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](#).



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What prompted you to start the
AC478 accreditation process?



"I wanted to be as good as we
say we are. All about continuous
improvement and improving our
efficiency in the field."

-Jarrod Turner, CEO
TBT Construction



Learn more about AC478 accreditation at mbcea.org

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"Infinite Banking: Wise Investment?"

Shannon Fowler - Iron Bridge W.C.

It's a strategy that's gained attention for its potential to build savings and offer self-financing opportunities by leveraging the cash values of whole life policies. The idea is often rebranded with various names like "bank on yourself," "perpetual wealth strategy," or "family banking."

At its core, infinite banking is viewed as a wealth-building secret known primarily among the affluent. It serves as an alternative to traditional banking or stock market investment. The approach is based on dividend-paying whole life insurance policies, which are notably more costly than term life

policies. Sometimes up to 20x more. These policies feature stable premiums and a guaranteed growth rate for their cash value component, making them appear as a "can't lose" option.

[Learn More](#)

MBCEA Chapters

Mid-Atlantic Chapter News

Great time at the Mid Atlantic Division Holiday Social where we presented Cade Hutchinson with this year's Scholarship of \$7500. The event was held at the beautiful and festive Peddler's Village where we ate, drank and everyone was Merry. **Special thanks to our Sponsors: ATAS International, Butler Manufacturing, Dominion Construction Group, NACOM Companies, Tell Doors, and Therm-All.**

[Click here for the photo album.](#)

We are happy to announce the 2024 board members for the MAD chapter:

Sarah Toth, President
Tom Olver, Vice President
Joe Allen, Treasurer
Sasha Demyan, Secretary
Dylan Seyler, Director
David Leinbach, Director
Josh Quinter, Director
Bruce McCardle, Director
Vince Borrelli Jr., Director
Gino DiBattista, Director



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discounts on other critical training such as Insulated Metal Panels and Temporary Bracing. Visit us on the web at www.metal-buildings-institute.org.

An informative module on Retrofit Roofing has just been released! Check out the promo! It is now available to purchase in English and in Spanish. While you're on the [MBCEA YouTube Channel](#) watch our Temporary Bracing PSA in either [English](#) or [Spanish](#).

To purchase your copy of Guidelines for Temporary Bracing, [click here](#). MBCEA members take 50% off the purchase price with your 2023 discount code. The discount code will also give members a \$200 discount on the annual subscription to the IMP and Retrofit Roofing modules.

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

Register now for our **New Member Roundtable on January 10**. They have been receiving great feedback! "I was on the call yesterday – very informative and worth the time!", says Chris Hertzog, President of A.C.E. Building Service. The [next one](#) isn't until January, but you may benefit from watching [October's session](#) on our YouTube Channel. Hint, it shows you how to create an account on our website!

"The joy of brightening other lives becomes for us the magic of the holidays."
W.C. Jones

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