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

[Sasha Demyan](#), Executive Director

[Jen Heimburger](#), President

[Jackie Meiluta](#), Program Manager

**The Building of the Year
Contest has been extended
to 3/3/23!**



You are encouraged to enter your projects with the goal of being honored at the 54th Annual MBCEA Conference in Nashville

Greetings!

Something I have always enjoyed is raising money for worthy causes. And what better way to support our industry than through a financial contribution to our training programs. Our organization is doing great work with experts in our field who donate their time and expertise. I like to think that we are presenting tremendous marketing opportunities to our industry colleagues to showcase their brands while contributing to the development of our educational tools.



I am thrilled to share that the Metal Buildings Institute's latest module, **Retrofit Roofing**, will be available later this summer. It provides contractors and erectors with a basic understanding of retrofit applications over existing flat, conventional-type roofs and existing sloped metal roofs. It will explain the types and methods, rather than specific installation instructions.

This informative new video will join our existing Quality and Craftsmanship training series, the only training exclusive to the metal building industry. If the Retrofit market is important to you, ensure your brand is recognized; become a **sponsor today!**

Conference will be here before you know it. Take steps today to register, book flights and your room, commit to a sponsorship, etc. The MBCEA Conference and MBMA Spring Meeting begins Monday, May 8, at 2 pm in Nashville, TN at the Renaissance Nashville Hotel.

The agenda is chock full, with something for everyone including your field personnel. New this year, is a friendly competition of "Builder Games" at the Welcome Reception. While you are connecting with old friends, your crew could be achieving fame, fortune and bragging rights for your brand.

Speaking of Fame and Fortune - the deadline for our prestigious Building of the Year Contest has been extended to 3/3. And we are now accepting applications for the Pioneers Club! Someone who has earned all of his bragging rights is Keynote Speaker, **Ken Thomas**. He will speak on the topic **Train as you Fight, Fight as you Train**. For those in leadership, confidence in your team's execution and abilities is built through training. Former Staff Sergeant Ken Thomas will share stories of the Task Force Rangers and their extraordinary examples of leadership and training.

May 8-10. This contest is open to contractor and erector members.

Enter now - for the Industry Prestige, Brand Recognition, Market Visibility, and to Exhibit your Expertise!

Visit www.mbceaawards.org to get started!



I look forward to seeing y'all in Nashville!

Jen Heimburger
President, MBCEA
President, Heimburger Construction

Conference Hotel Reservations

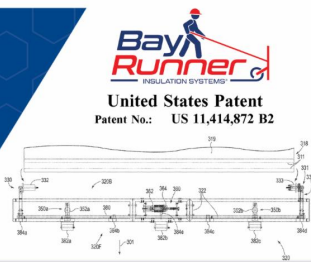
Reserve your Room before the Block is Sold Out!

Discounted block rate is \$256/night plus taxes and fees.

The cut-off date for reservations inside our room block is Monday, April 17, 2023, if any availability remains by that date. It is strongly suggested that you reserve your room early.

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Conference Attendee Registration is Open!

The 54th Annual MBCEA Conference will take place in Nashville from May 8-10. Below we provide a sneak peek into several of the sessions. If you want a closer look at the three-day Event Schedule, [click here](#) for the agenda. New this year will be an opportunity for friendly competition in our "Builders Games" during our Welcome Reception.

"Thank you and your team in making this one of the best events I have attended."

"Great meeting! As a first-time attendee I was impressed from start to finish - the content, networking, and group as a whole. Thank you for welcoming me. Looking forward to the next one."

Don't miss out! **Register today** to share in the great experience your colleagues are enjoying at our annual conference.

Pioneers Club Applications are now being accepted

Please **submit** the name of a colleague or yourself for selection to 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 **54th Annual MBCEA Conference at the Renaissance Nashville Hotel in Nashville TN on May 8-10, 2023**, to accept the prestigious award.



Less than a Dozen Exhibitor Booths Remain!

Exhibitor registration is now open for the 54th Annual MBCEA Conference and MBMA Spring Meeting, May 8-10, 2023, in Nashville. Attendees include decision-makers from metal building contractor and erector companies, manufacturers and suppliers. Display your latest products, advertise your services, let your potential customers know how you can make their lives easier! The exhibit hall will be open during mealtimes, giving you a full audience.



"Really great work – wonderful venue, good discussions, really valuable networking. Worth the time and travel to participate."

"Just wanted to thank each of you for your hospitality this past week in Tucson. We had a great time and most importantly, made some new business acquaintances that should prove to be mutually beneficial."

Exhibitor Information

While you're at it, register for the MBCEA/MBMA Golf Tournament to be held at the end of the show on Wednesday afternoon, May 10, at the **Gaylord Springs**. Learn more on our **Event page**. A few **sponsorship opportunities** are still available.



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Accreditation for Metal Building Assembly

REGISTER NOW! - Virtual Roundtable
Thursday, April 6, 2023, 2 pm ET

Newly accredited members will share their experience - why they chose to pursue this prestigious mark, how they prepared, how difficult or easy it was, etc. We will also have a panel of accredited contractors and erectors available to answer your questions.



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!!

Unsure where to begin? **Attend the roundtable**, contact **Jackie Meiluta** or spend a few minutes in the **AC478 section** of the **Members Only area** of the MBCEA website.

AC478 Member Spotlight

The Metal Building Contractors and Erectors Association (MBCEA) announces that T.B.T. Construction Services Inc., headquartered in Columbia Station, Ohio, and servicing Northern Ohio, is the second metal building assembler based in Ohio to obtain the prestigious AC478 accreditation administered by the International Accreditation Service (IAS). AC478, Accreditation for Metal Building Assemblers Inspection, is a standard to recognize metal building assemblers committed to excellence.



Achieving this accreditation demonstrates that T.B.T. Construction Services has the personnel, the organizational skills, vast experience, knowledge, management procedures, and commitment to assemble metal buildings in accordance with code, specifications, costs and deadlines. Requirements for this accreditation include documented management systems, rigorous safety training, quality managers, OSHA training, documented safety plans, site-specific plans, and other documentation.

TBT Construction Services is a General Contractor and Butler Builder near Cleveland, Ohio. “We design, build, maintain, and modify metal buildings” says Jarrod Turner, CEO. “This AC478 Accreditation helps prove that we are as good as we say we are!” Founded in 1999 by Timothy B. Turner and his wife Karen, TBT Construction Services will be celebrating 25 years in the industry next year. Jarrod and his two brothers Bryan and Brad have been in the company since their teens (Possibly longer), and they are honored to continue to be a family owned and run business. TBT Construction has served the Northern Ohio community over the years by offering a full range of construction services for industrial, commercial and community markets. Services include in-house building design and supply, steel erection, foundations, maintenance, modifications, and repairs. Their attention to their customers, superior-quality building products, and attention to detail are backed by a tradition of excellence. TBT construction has always been focused on providing the best quality and performance for their customers. “The expectation is perfection.”

In recent years Jarrod has had the privilege of serving on the Butler Advisory Council, Greater

Ohio and National MBCEA Boards, as well as assisting with the MBCEA Code, Training, and AC478 Committees.

For more information about AC478, visit the [IAS](#) or [MBCEA](#) website. For more information about TBT, visit <https://tbtconstruction.net/>



INTERNATIONAL
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SERVICE®

Route to Accreditation for AC478 Webinar - 4/3/23, 11 am ET

This free, hour-long webinar is for individuals from companies interested in pursuing AC478 Accreditation for Metal Building Assemblers from the International Accreditation Service (IAS). The webinar will provide an overview of the entire application and accreditation process from the beginning to end. The steps discussed cover everything from requesting a quote to the issuance of an accreditation certificate.

[Register Here](#)

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MBCEA Chapters

Mid-Atlantic Chapter News

The Mid-Atlantic Chapter was happy to host **Five Key Contract Clauses** virtually this month for all MBCEA members. **It was recorded and is available for a small fee to those who missed it.**

Effective contracts drafting and review is one of the most important risk mitigation techniques a company can undertake. While one cannot cover every contingency on a project, there are key clauses – and specific disputes about those clauses – that regularly come up in construction disputes. This program will help you identify the key areas of your contract that can impact job profitability and risk allocation on things like personal injury and property damage. MBCEA General Counsel Josh Quinter will offer the insights he has gained from 20 years of courtroom experience, including the areas to be more concerned with in your contract and practical tips on how to address problematic contract clauses.

Our First Aid/CPR Training on 3/10 is sold out at 50 registrants! Thank you to ATAS International in Allentown, PA for hosting us. If there is more interest we'll look at scheduling a second date.

Arizona Chapter News

ATAS International is hosting a **Panel Installation Seminar** at their Mesa, AZ plant on April 26 - 27, 2023. Sign up to learn more about ATAS wall panels and best practices during installation.

Carolinas Chapter News

Save the date for the 2023 Annual Meeting to be held July 13-16,

New England Chapter News

Scholarship applications are now being accepted for the 5th Annual MBCEA New England Chapter Secondary Education Scholarship! One or more scholarships will be awarded totaling up to \$5,000 to student(s) selected by the Committee to promote our industry and benefit our members. Encourage your employees with eligible students to apply! **Learn more here!** Application deadline is 5/10/23.

Greater Ohio Chapter News

A big congratulations to fellow "GO" Chapter Members **TBT Construction Services & C. Tucker Cope** for gaining **AC-478** accreditation through the International Accreditation Service.

Save these dates!

- **Controlled Decking Zone & Turn of the Nut Method**
 - Friday, April 21st
 - Columbus, OH
 - Cost: \$20.00

 - **GO MBCEA Chapter Happy Hour**
 - Friday, July 14th
 - Location TBD

 - **7th Annual GO MBCEA Golf Outing**
 - Thursday, August 3rd
 - Media, OH

 - **Energy Code Update & COMCheck Training**
 - Thursday, September 21st
 - Cleveland, OH
 - Cost: \$20.00
-

WELCOME NEW MEMBERS

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Kansas City, MO 64130-2348
(913)884-7000
dsteed@bayinsulation.com

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Cumberland Sales Company

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(615)833-7884
wayne@cumberlandsalesco.com
www.cumberlandsalescompany.com

Peak Building Systems

Ryan Clark
747 Sheridan Blvd #2C
Lakewood, CO 80214
(419)277-2522
ryan.clark@peakbuildingsystems.com
www.peakbuildingsystems.com

Replications Unlimited

Matt Wasiak
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mwasiak@repunlimited.com
www.urestonepanels.com

Stocks & Taylor Construction, Inc.

Edward Stocks
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(252)975-5855
bstocks@stockstaylor.com

Metallic Building Systems - OH

Jimmy Brock
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www.metallic.com

Orlando Metal Building Erectors

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SAFETY MOMENT – Craig A. Shaffer, CSP – SafetyWorks, Inc.

OSHA RECORDKEEPING REMINDER

Just a quick reminder of some Federal OSHA injury & illness recordkeeping obligations. Although not exciting, these requirements are important and can be expensive to ignore.

Failure to keep, post, & report OSHA injury & illness records can result in fines of up to \$15,625 per violation if you're caught. While these fines are rarely *that* expensive, they usually still result in a fine totaling a few thousand dollars... which is a lot for a few pieces of paper!

(Note: Requirements may differ for those of you governed by state OSHA plans.)



1. Most of us need to keep OSHA injury & illness records. Specifically, if your entire company had more than ten (10) employees at any time during the last calendar year, you must keep injury/illness reports, the OSHA #300 Log, & the OSHA #300A Summary Log. <https://www.osha.gov/recordkeeping>
2. Even if you had no OSHA-recordable incidents last year, you would still need to keep & file the #300 & #300A Logs. (You would just enter zeros on the totals lines of the forms.)
3. Some people wait until the end of the year to fill out their logs. While this is necessary for the #300A Summary Log, this is not permissible for entries on the #300 Injury & Illness Log. At any point during the year, your #300 Log is expected to be current within seven (7) calendar days. This means that if you experience an OSHA-recordable incident, you have seven days to enter it onto your log.
4. By the way, not every injury is OSHA-recordable. While it is important to record all injuries & illnesses that meet the definition of "OSHA recordable" (see OSHA recordkeeping link in #1), it is just as important to not record those that do not meet that definition. The practice of over-recording does you no favors.
5. The #300 Log (Log of Work-Related Injuries & Illnesses) must be filed for at least 5 years following the year of record. The #300A Log (Summary of Work-Related Injuries & Illnesses) must be completed, signed by a company executive, & then posted from Feb. 1 through Apr. 30 of this year. Afterward, it must then be filed with the #300 for the required retention period.
6. Finally, for those with establishments having 20 or more employees last year, you must also electronically report your recordkeeping data to OSHA via their Injury Tracking Application

(ITA) electronic portal. Deadline to make your submission is Mar. 2nd.
<https://www.osha.gov/injuryreporting>

There's a lot to know about this topic, and this article only serves as a general reminder. If you have questions about OSHA recordkeeping, now is the time to ask... it gets expensive when you ask too late.

Construction Law Corner - Josh Quinter, Offit Kurman

Business Valuations Are A Value Proposition Beyond the Sale of Your Company

Business valuations serve more purposes than simply determining what the sale price is for your company. Seeing their value beyond that process requires a shift in mindset though. A short explanation may provide some more clarity on this issue.

In the context of the sale of a business, valuations are used as tools to determine the accuracy of the sale price. The buyer wants to make sure they are not overpaying; and the seller wants to make sure they are not giving the company away cheaply. The purpose is limited to verifying the financials and worth of the company. Conversely, a whole new set of opportunities arise when valuations are viewed from a broader and more strategic perspective.

Spoiler alert: Shannon Fowler and I will be presenting on this subject matter at the MBCEA Conference in May. In advance of that program, **read on** for some other reasons to perform business valuations...



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Conference Highlights:

Keynote Speaker, Keni Thomas, will speak on the topic Train as you Fight, Fight as you Train . For those in leadership, confidence in your team's execution and abilities is built through training. Join former Staff Sergeant Keni Thomas as he shares stories of the Task Force Rangers and their extraordinary examples of leadership and training.

Rigging & Crane Signal Person will cover basic rigging concepts, sling/rigging hardware selection, inspection, proper use, hitches, rigging plans, and safe rigging practice. Also includes Standard hand and verbal signaling for mobile cranes. Documentation of the completion of the 8-hour course will be provided. Bring your field personnel for this beneficial training.

Succession Planning Roundtable Discussion will help you learn from others and provide insight on ways to start or improve your own succession plan.

We'll cover more next month but check out the full agenda [here](#) in the meantime and get [registered!](#)



The Metal Buildings Institute is the only place for training and information exclusive to the Metal Buildings Industry. MBCEA members receive access to the Quality & Craftsmanship training videos at no charge and receive discounts on other critical training such as Insulated Metal Panels and Temporary Bracing. Visit us on the web at www.metal-buildings-institute.org.

Check out our new Temporary Bracing PSA on the [MBCEA YouTube Channel](#) or watch now:

[English](#)
[Spanish](#)

To purchase your copy of Guidelines for Temporary Bracing, [click here](#). MBCEA members take 50% off the purchase price with you 2023 discount code.

Every contractor and erector should have a copy!

In the News / Member Spotlight

[Metal Construction News 2023 Top Metal Builders](#) - submit your company by 3/17/23

[Metal Construction Hall of Fame](#) - Call for Nominees is open through 3/10/23

[MBMA Architecture Students Score with Jacksonville University Folio](#)

[MBMA Celebrates 2022 Award Winners](#)

[MBMA Announces 2023 Board of Directors](#)

[2022 MBMA Annual Report Now Available](#)

[Image Building Systems' project Bell Bank Park in Mesa, AZ is a Project Focus in MCN January 2023 issue.](#)

[Buildings by Design and Pro Steel Erectors' project Rock Creek Curling Center in Lafayette, CO is a Project Focus in MCN January 2023 issue, and a Building of the Year recipient in 2022.](#)

[Fleming Steel Erectors' project USA BMX in Tulsa, OK is a Project Focus in MCN January 2023 issue.](#)

Let the beauty of what you love be what you do - Rumi