

MBCEA *all the news you need*



July 2021

Reaching New Heights, Together



**METAL BUILDING  
CONTRACTORS & ERECTORS  
ASSOCIATION**

### Quick Links

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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

[Art Hance](#), President

[Jackie Meiluta](#), Program Manager

## WELCOME NEW MEMBERS!

### Trimak Buildings Systems

Kenny McIntosh

2502 Frontage Park Place

Plant City, FL 33563

(813)800-4766

[gene@trimakbuildings.com](mailto:gene@trimakbuildings.com)

<http://www.trimakbuildings.com>

**How are you showing off your MBCEA Membership?**

**Do you have the logo in your email signature line and on your website, showing your affiliation? Do you have it hyperlinked to [www.mbcea.org](http://www.mbcea.org) so that others can learn about the benefits?**

## Hello Sasha,

Americans tend to work longer hours and take fewer vacations than their counterparts. Yet, taking a vacation offers many health benefits. Studies have shown that taking time away from the job can have physical and mental health benefits. People who take vacations have lower stress, less risk of heart disease, a better outlook on life, and more motivation to achieve goals.



### Things to consider:

Stress can contribute to heart disease and high blood pressure. For both men and women, the New York Times reported, taking a vacation every two years compared to every six will lessen the risk of coronary heart disease or heart attacks.

Neuroscientists have found that chronic exposure to stress can alter your brain structure and bring on anxiety and depression. When you take a vacation, feelings of calm arise and relieve stress, which allows the body and mind to heal in ways that it couldn't if it were still under pressure.

According to a Gallup study, people who "always make time for regular trips" had a 68.4 score on the Gallup-Heathway's Well-Being Index, in comparison to a 51.4 Well-Being score for less frequent travelers. One study found that three days after vacation, subjects' physical complaints, quality of sleep, and mood had improved compared to before vacation. These gains were still present five weeks later, especially in those who had more personal time and overall satisfaction during their vacation.

Many who return from vacation are more focused and productive. Studies have found that chronic stress can make it difficult to achieve certain tasks and cause memory problems. Taking time off can be like getting a tune-up for the brain, improving your mental health and cognition.

Employees who take regular time to relax are less likely to experience burnout, making them more creative and productive than their overworked, under-rested counterparts.

So what are you waiting for? I urge you to take some time off and please encourage your workers to do the same. Stay Safe and Have Fun!

If you're a manufacturer or supplier, are you encouraging your builders and customers to learn more and join?

The logos are in the [Members Area](#) of our website. Download and use them!

**MBCEA**  
METAL BUILDING CONTRACTORS & ENGINEERS ASSOCIATION

**Grow Your Business  
Train Your Team  
Expand Your Network**

**BE A PART OF MBCEA**  
The only association solely dedicated to MBCEA, the contractors and erectors of the metal building industry.

**Membership Pays for itself!**  
**We Will Help You Gain a Competitive Edge with AC478 Accreditation!**

The most quality metal building companies there are in the market only because they are in the market only to grow the industry and customer base. This accreditation gives end customers, architects, engineers and contractors the confidence that they are entering a company that has gone through a rigorous process of planning, quality and safety.

Steel Structures, Inc. is proud to be an AC478 Accredited Member of MBCEA.

AC478 Accredited Member

CONTACT:  
Suzanne Dreyfus  
Executive Director  
www.vulcansteel.com  
(844) 259-2337

**JOIN US TODAY!**

Regards,

Art Hance  
President, MBCEA  
President, Hance Construction

P.S. Please take a moment and complete this **BIM Survey**. The purpose of the survey is to determine what assistance and guidance contractors need with BIM. The input we receive will guide MBMA in developing appropriate educational aids for metal building contractors.



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-Tom Davis, Tom Davis Construction Inc.



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### Stay Safe from Cybersecurity Threats

Cyber-attacks are a growing threat for small businesses and the U.S. economy. According to the **FBI's Internet Crime Report**, the cost of cybercrimes reached \$2.7 billion in 2020 alone.

Small businesses are attractive targets because they have information that cybercriminals want, and they typically lack the security infrastructure of larger businesses.

According to a recent SBA survey, 88% of small business owners felt their business was vulnerable to a cyber-attack. Yet many businesses can't afford professional IT solutions, have limited time to devote to cybersecurity, or they don't know where to begin.

[Continue reading](#)

## TOOLBOX TALK: Mental Health & Suicide Prevention as a Safety Priority

In construction it is typical for us to discuss physical safety on a daily basis. For many years, the focus of our work plans has been on keeping ourselves and our co-workers safe from bodily harm. What we have not typically talked about is our mental health, and now is the time to include mental wellness as part of our overall total worker safety.

You might be shocked to know that construction workers have the highest suicide rate of any other occupation. We typically focus our safety discussions on going home safely at the end of the day but perhaps consider an occasional mental health check in your toolbox talks, to help make sure they return to work tomorrow safely as well.

[Download the Toolbox Talk](#)



## Diversity in the Construction Industry

Diversity & Inclusion (D&I)—or the lack of it—is not a new topic in the construction industry. For decades now, the majority of construction participants have been white. There has been significant Hispanic representation (30.7% in 2018), particularly in the laborer ranks, but disproportionately small inclusion of other ethnicities.

According to the Bureau of Labor Statistics, African Americans, who amount to some **12% of the US workforce**, comprised only 6.2% of all construction workers in 2018. Asians make up about 6% of the workforce but only 2% of construction workers. Women, who **according to the US Department of Labor** amount to 47% of the workforce, fill only 9.9% of construction jobs.

[Keep reading](#)



## Want to get your name brand in front of more potential customers?

MBCEA's Member Directory averages about 630 page views a month! The public, and our members, are actively using it to find suppliers, manufacturers, builders. So we've built in some advertising opportunities you may take advantage of.

Here's [the link](#) to the Member Directory on our website. Check it out!

Advertising information:

- Ads run on a quarterly rotating basis
- Size of ad is 728 x 90 and created by you
- For the [main landing page](#), at the bottom, cost is \$500/quarter
- For the [map view](#), at the bottom, cost is \$450/quarter
- For the [Manufacturer/Supplier category view](#), cost is \$500/quarter for the top/heading spot. Cost is \$400/quarter above a letter (see A).

Ready to place your ad? Contact Sasha for an invoice!

## Yoga Can Lessen Physical Toll of Construction Labor

Because it improves strength and flexibility, yoga offers a way for construction Laborers to reduce their likelihood of sprains and strains on the job.

A series of twists, lunges, inversions and body bends that incorporates balance and breathing, yoga poses – **they're called asanas** – stretch muscles as well as **soft tissues** like ligaments and tendons. Stretching improves flexibility, and **being more flexible** allows joints to move through their full range of motion. This reduces risk for injury when engaging in routine construction tasks. For example,



the Big Toe Pose, which builds upper body strength, can make tying rebar less stressful. These stretches are simple and can be done anywhere.

Yoga poses also release lactic acid, a byproduct of muscle use that leads to **stiffness and pain**. Lactic acid buildup is unavoidable; everything Laborers do – lifting, hoisting, reaching, carrying, even sitting – contributes to the build-up. Backaches, stiff necks, shoulder strains and tendinitis result, sometimes contributing to costly workers' compensation claims. Yoga can relieve stiffness and pain, reducing lost workdays, containing health care expense and enhancing one's overall quality of life.

Yoga has many styles and intensities. Hatha yoga is good for beginners because of its slower pace and easier movements. Ashtanga is more physically demanding because it involves constant movement. Bikram – also known as Hot Yoga – is particularly good for anyone who does not want to give up the sweating that comes with most other forms of exercise.

**Check out Yoga with Your Boots On!** Or do a quick search for Yoga + Construction



## MBCEA Chapters

### Carolinas Chapter News



**MBCEA Carolinas  
Summer Meeting 2021**  
is taking place right now at the  
Sonesta Resort Hilton Head Island  
130 Shipyard Drive  
Hilton Head Island, SC 29928

<https://www.sonesta.com/us/south-carolina/hilton-head-island/sonesta-resort-hilton-head-island>

Highlights will be covered in the August issue!

### Greater Ohio Chapter News

Our **5th Annual GO-MBCEA Golf Outing** will be held **Friday, August 13th** at Bunker Hill Golf course in Medina, OH. Full details and registration forms will be sent out shortly. We are looking for sponsors! If you would like to be part of it, please contact Vic Miller, vic.miller@silvercote.com. [Click here](#) for Sponsorship Details!

We are working on a training day for Insulation best practices, and a Clay shoot for later this year. Watch for full details, dates, and locations!

## New England Chapter News

### 30th Annual Golf Outing to be held September 2!

This year we have decided again to hold our tournament at Lake of Isles at *Foxwoods Casino Resort*. We have had great success over the last few years and feedback has been overwhelmingly positive. This has made our decision for one more year at this premiere golf resort an easy choice. This event is a major fundraising opportunity each year to help our mission to promote the Metal Building Industry in New England and nationally. The funds help provide education and training to our members for little or no cost.

[Entry Form](#)

[Sponsorship Form](#)

## Mid-Atlantic Chapter News

**Our 15th Annual MAD Golf Tournament sponsored by Butler Mfg. will take place on 7/23/21 at Golden Oaks Golf in Fleetwood, PA. Teams are due to the club by Friday, 7/16, so let Sasha know today if you will be playing!**

Save the date for the following event!  
8/5/21 - Contract Drafting and Negotiation

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## Handling Sensitive Employee Data

Identity theft is a growing crime in this country and the liability risk of employers is increasing along with it. The reason is all the sensitive personal information collected from employees, job applicants, customers, independent contractors, business partners, patients and others.

The Federal Trade Commission reports that every year, millions of Americans fall victim to identity theft. And according to some studies, improperly handled employee records were the greatest contributor to identity theft in the workplace.

Companies must keep personal information about employees, customers and others confidential and secure - or risk liability for negligence.

To protect your business, strive to take as many of the following 10 steps as possible:

[Continue reading](#)

## Construction Law Corner by Joshua Quinter, Offit Kurman

### A Rise in Consequential Damages Claims

As a construction lawyer, I do my best to track trends in the industry. One of the tools I use to do so is a periodic evaluation of what I am working on over the course of the last 6 months. If my work is predominantly contract review, for example, that development suggests a general willingness of owners and banks to invest in projects and a corresponding increase in work for clients. By tracking this information, I can better advise clients on how to grapple with the challenges they will face in the near future.

One of the more recent trends is unique and worth pausing on for a few moments: I have seen a recent rise in claims for consequential damages. While construction contracts have addressed consequential damages for decades, the number of lawsuits in which the issue has become significant seems to be on the rise. This may not be unexpected given the impact the pandemic has had on the industry. Companies – whether they be owners, contractors, or otherwise – are running

more lean. Timelines are also shorter as a result of pandemic related delays. Tighter cost structures, fewer personnel, and less time lead to smaller margins for error and cause a cascading effect with damages.

Consequential damages are the measure of damages that go beyond the contract itself. The classic examples of a direct damage would be a breach of contract claim against the owner for failure to pay for work performed or the claim against the contractor for the cost to repair defective workmanship. A consequential damage is more akin to lost rental income claims by the owner because the project is delivered late. Many construction contracts have clauses that create a mutual waiver of consequential damages; but my recent cases have involved different carve-outs to allow certain kinds of consequential damages claims or one-way consequential waiver clauses.

As a practice tip, the trends I am seeing suggest you should pay closer attention to the consequential damages clauses in your contracts. Regardless of the reason, these types of damages are being sought more often in construction litigation cases. Give thought to the kinds of consequential damages that might occur on your project and how the contract deals with them. If the risk has a potentially large amount of damages attached to it, consider addressing it specifically in the contract at the time of contract formation. At a minimum, don't just skip by that clause without at least thinking about the risk exposure and developing a plan to address it.

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## AC478 - Bob Breeding General Contractors

Bob Breeding General Contractors, LLC is a true family, owned and operated business, headquartered in Maryland and serving the Mid-Atlantic region. "Born to Build" refers to their three generations of steadfast commitment to their clients. With more than 50 years of experience, they pride themselves on providing the highest quality self-installed, pre-engineered buildings in the area.



**Bob Breeding**  
GENERAL CONTRACTORS, LLC.

Last year, they formalized their training program and commitment to their workers with a registered Apprenticeship program. This year's focus is achieving AC478 accreditation to prove their commitment to quality. Andrew Breeding says " We are looking to take our business to the next level. We believe this investment in AC478 is the way to make that happen."

## AC478 Accreditation Metal Building Assembly

**Greg Pasley, Ph.D., P.E., Chief Operating Officer Bluescope Buildings says "AC478 is a great complement to AC472, we encourage builders to pursue this quality mark."**

Walter Mershon, IAS has a busy summer with quite a few MBCEA members seeking accreditation. If you are on the fence, you may want to ask yourself "what am I waiting for?" This important mark of quality is becoming more widely known, desired and respected.

If you are interested in this program and/or are considering accreditation, you will not want to miss:

- **Metalcon Live** will be hosting an informative session on Aug 11 at 1PM.
- MBCEA roundtable on Friday, September 10, at 2PM ET.

**MBCEA is committed to this quality assurance initiative for all members.**

## Update your Company Listing in the Member Directory!

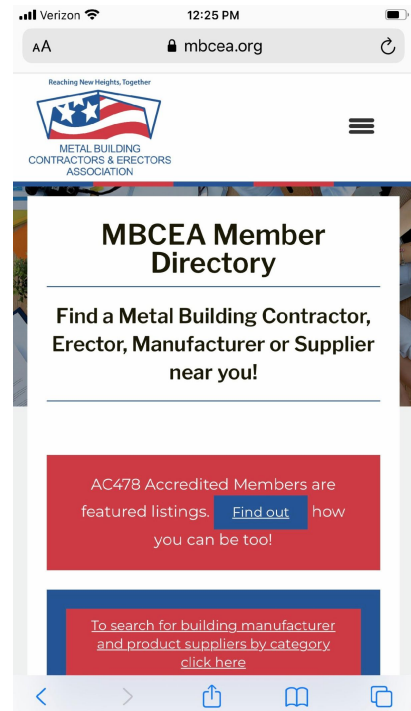
As you read above, MBCEA's Member Directory averages about 630 page views a month. Are you putting your best foot forward? Do people know who you are and how to find you? Have you uploaded your logo so you are identifiable? Have you entered your social media platform links? Is your website listed and your address correct? Have you chosen all the "Primary Business", "Product Industry/Category", "Specialize In" fields that cover the work you do? Are we missing any options in those categories that you would like us to add?

AC478 Accredited members are Featured Listings, which means they show up first on all results pages and are able to display a company overview in their profile. Take advantage of that benefit!

**If you haven't created your login yet to the new website, please follow the steps below or watch this short [how-to video!](#)**

- [Follow this link.](#)
- Enter your email and follow the prompts.
  - If the email entered is connected to your profile, you'll be prompted to set your new password.
  - If we do not have the email on file in our new system, you'll be prompted to create a new account.

Once you've logged in, you'll be taken to your Member Compass - our new website's portal for you to update your profile, see events that you are registered for, pay invoices, and more. If you have any questions please [contact us](#).







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OCTOBER 6-8, 2021**

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## In the News / Member Spotlight

[MBMA Student Design Competition](#)

[New Rapid-LOK SL Coping Manufactured by ATAS](#)

[MBMA Updates Environmental Product Declarations](#)

[ATAS Products are now listed in MasterSpec](#)

[ATAS announces Project of the Year Award Winners](#)

[Walter Behlen added to Metal Construction Hall of Fame](#)

[New ATAS Online Education Course](#)

**METALCON 6-Part Business Academy - [Register for the next session on September 1, 2021](#)**

## Would you like to feature your employees on the job in Metal Construction News?

**"Site Scene"** began in the February 2020 issue of MCN. Employees of several MBCEA member companies are featured. Check it out and see if you recognize them! Send in photos of your employees on the job!

**Click here** to read what to include, where to send them, and a common sense reminder in order to "reward and recognize the people on the job site who make this industry go."

**"Don't worry about the world coming to an end today. It is already tomorrow in Australia." – Charles Schulz**

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