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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 Heimburger, President

Jackie Meiluta, Program Manager

Britain Graver, Administrative Assistant

WELCOME NEW MEMBERS

Dupont

Jim Ash
2 Tullamore Drive
West Chester, PA 19382
(302)559-4932
jim.ash@dupont.com
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Elevon Group LLC

Dustin Harmon
6013 Road 1011
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www.elevongroup.com

National Erector's Group, LLC

Greetings!

One of the things I like best about the MBCEA is the access to so many smart people who do what I do, only better. Most active members will say, "the value to my business is worth so much more than the price of membership." The key word of course is **active**. Like any association, group or committee, you get out what you put in. Our conference roundtables are where the active members shine.



If you have never been to our National Conference, picture a large room full of contractors and erectors – you know, people just like you – where anyone can pose a question about anything: safety, training, modular erection, whether to put the roof or the walls on first, etc. And everyone else can answer. Of course, we have a panel of experts on hand but these sessions are open mic, anything goes. And man oh man, do we hear great stuff!

This summer I have been highlighting some of the things we heard at conference this year. This month let's focus on Safety.

To be effective, safety needs to be built into the culture of the company. It can't just be a book on the shelf; everyone needs to be on the same page. If the boss or owner does not take it seriously, then no-one will. One contractor shared that he has a 100% hard hat policy, no exceptions. Of course, there came a day that he arrived at the jobsite with an important client and did not have a hardhat. He had to ask permission to come on site. This infraction haunted him for weeks. But the important thing was that he asked the foreman before entering the work zone. He owns the company so he could have just marched right in, but he respected the rules and respected the authority of his foreman.

Another important part of company culture is to make sure everyone is on the same page. Take the time to educate your team about incident ratings; make them understand recordables and OSHA violations. Bring it home to them by sharing how these figures affect your ability to secure projects – which impacts your ability to give them work/keep them employed.

One novel risk mitigation tactic was shared by Dunn

Robert Edge
16525 Massey Hope Street
Midlothian, VA 23112
(401)486-4191

risk@nationalerectorsgroup.com
www.nationalerectorsgroup.com



Did you know that MBCEA members get 15% off at ClickSafety.com with the discount code in the [Training Section of the Members Area](#)? Several OSHA and Construction Courses can be found!

Pledge your Support to MBI/NCCER Curriculum

DATE AND TIME

07/14/23 -08/15/23

This program is a \$1M investment in the future of our industry.

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Building Company. Seth Collins reviews old errors or things that went wrong at his pre-plan meetings. The team then discuss how to prevent similar things from happening on this job. I can imagine some good natured ribbing about past mistakes but by repeatedly talking about them, you can ensure that they don't happen again.

Love this idea: Tucker Cope, C. Tucker Cope & Associates, makes "wanted" posters (e.g. FBI most wanted criminal) of any guy with a safety infraction. This visual embarrassment is a strong incentive to not do anything wrong/dumb but also a reminder to the co-workers to pay close attention to the wanted guy to minimize any future transgressions.

Another company uses a point system. You are given 1 point for any infraction, 10 points equals a termination. Workers can eliminate points by taking classes or doing something right. At the end of the year (or project) anyone with zero points gets a raise or bonus.

We always talk about safety and training as two separate things but a well-trained crew is by definition safer because they know and understand the proper way to do things. Training specific to our craft Metal Building Assembly has always been limited. The MBI Quality and Craftsmanship is a good introduction but it is very rudimentary. The Manufacturers and Vendors offer training unique to their products but core metal building assembly training has always been limited. Until now!

MBCEA, MBI and NCCER have embarked on a new initiative to create a complete Metal Building Assembly Training program that goes deep enough to qualify as a formal apprenticeship program and is robust enough to create craft workers skilled in the unique needs of metal buildings.

Safety and building integrity will be emphasized in every module. The program will be available in Spanish and English. It will not rely on textbooks and other outdated ways of learning but will be presented in a slick interactive online learning experience with a hands on component either in a class room or in the field. If you want to get involved, please click on the poll to the left and let us know.

What are you doing at your company to promote a culture of Safety? Have an idea to share, we would love to hear it.

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

If you haven't participated in our April or July **New Member Roundtables**, you're missing out! Are you sure you are familiar with ALL the Member resources, benefits and opportunities that exist with your membership? The next one is scheduled for 10/11/23, so be sure to [register!](#)

In the meantime, watch the [latest session](#) on our YouTube channel!

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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!!

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](#).

Most importantly, [sign up](#) for our next AC478 Roundtable to be held on 9/14 at 2 pm ET!

Merit Builders

Merit Builders is a nationally recognized, independent erector that has served the metal building industry since 1987. In that time, Merit Builders has constructed hundreds of structures and many between half a million to one million square feet, for all types of uses and industries. They were the first company to achieve accreditation.



Based in Rocky Ridge, MD, David J. Gochenaur, President of Merit Builders, Inc., said, “The metal building and assembly industry has changed considerably in the last 30 years. We believe accreditation will help our industry deliver better quality in-place products—and that’s good for everyone: the manufacturers, the erectors, customers, and the public.”

To learn more about Merit, visit <https://meritbuilders.com/>. To learn more about AC478, contact **Jackie Meiluta** or visit <https://www.mbcea.org/ac478>.

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The advertisement features a black and white photograph of a construction worker on a roof. A red banner is overlaid on the top left, and the RCS logo is centered. Contact information is at the bottom.

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The advertisement shows a large building with a metal roof being retrofitted. The Roof Hugger logo is prominent in the bottom right. Text describing the service is in the top left.

Artificial Intelligence is Coming to a Project Near You

Joshua Quinter, Principal - Offit Kurman

Recent news cycles have been replete with reports on the improvements in artificial intelligence and what it means for our world moving forward. While many of those articles deal with concerns that machines with AI will be smarter than humans and take over the world, that deeply technical and philosophical argument is best left to more intelligent people than me to discuss. On a smaller scale, it is important for those in the construction industry to pause and consider the impact of AI on the industry though. Its widespread introduction is undeniably coming. This makes preparation critical.

It's plausible that machines will replace people to do jobs that workers don't really want to do or that are too dangerous. In some respects, cloud technology and the use of tablets on job sites today was already a big step towards computers controlling project management. Once AI moves beyond collecting and organizing data to making judgments based on it, machines might be in a position to take over large portions of project oversight. Because the law is not ready to deal with these issues, construction industry professionals should start thinking through how to deal with them through adjustments to their contract documents, written policies (company and project specific), and other documents.

[Learn More](#)

Mid-Year Energy Code Update

William Beals - Therm-All Insulation, Inc.

Over the past few months, I've attended various industry meetings around the country, immersing myself in all things energy codes. Many of the discussions centered around updates in the IECC 2021/ASHRAE 90.1-2019 ('21/'19) energy code cycle, which will have a significant impact on metal buildings. In this mid-year update, I'll share some of the insights I've gleaned throughout my travels. I'll also review some of the challenges and opportunities that the most recent code changes present for metal building contractors and designers.

Make no mistake about it: You should become familiar with the latest code requirements even if your state or jurisdiction is a few code cycles behind. Adoptions are constantly made, and you'll be better positioned to service your future projects if you know what's on the horizon. Let's dive in.

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

CHEMICAL SAFETY IS LURKING...

Did you know that chemical safety violations hover around the top-10 OSHA most frequently cited for contractors?

They do. Although generally not as expensive or flashy as the big-ticket citations for fall protection, excavation, scaffold, ladder, & electrical, a fine of a few thousand dollars is still expensive for things as simple as missing container labels or safety data sheets (SDS).

Your employees have a right to know what hazardous substances they use, why they are hazardous, and what they need to do to protect themselves. It's simple but important, and that's what this program is about.

The term "hazardous substance" is quite broad. Fed. OSHA defines it as, "Any chemical classified as a physical hazard or a health hazard, a simple asphyxiant, combustible dust, pyrophoric gas, or hazard not otherwise classified." There are exceptions to this definition, but really just about everything that we use on the job falls within this definition.

Here are the basics:

1. Container labels – Make sure your containers have a label that clearly states its contents & appropriate hazard warnings. Manufacturer original container labels must provide additional information, like pictograms, hazard statements, & precautionary statements.

Remember that secondary containers (ex: fuel safety cans) and even bulk items like concrete, steel, IMPs, and wood will require labels.

2. Safety data sheets (SDS) – Employers must maintain an SDS for each hazardous substance to which its employees may be exposed, and these SDS must be readily accessible to the employees. Often hard copies are kept in a jobsite binder, although many companies have begun using technology as a simpler method of SDS maintenance & availability.

Regardless of what method you use, make sure any potentially exposed person on the job – which could include employees of your client or other site contractors – can access your SDS without delay or barrier (such as having to ask permission).

3. Written policy – Federal OSHA requires employers to maintain a written chemical hazard communication program that puts into writing how the employer complies with this standard's various provisions (labeling, SDS maintenance, training, non-routine tasks, etc.). A hazardous



chemical inventory list must also be assembled. This is a list of all hazardous substances for which an SDS is maintained.

4. Train – Finally, it is important to train your personnel. Remember to hit the key points of this program – what they are exposed to, why the substances are considered hazardous, and what is needed to protect themselves. They should also understand where your written hazcom policy is kept, its contents, & their responsibilities under the program.

This is a rather administratively intense program to maintain, and there are many additional requirements beyond this brief overview. But doing the legwork upfront & getting your program off the ground is more than half the battle. Good luck!



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METALCON Live! Webinar - Register Now!

RC Antal, Director of Insulated Metal Panels, at ATAS International, Inc. will be presenting an in-depth look at bidding and estimating for IMP panels on July 26, 2023. This presentation will be live on Zoom at 1 pm EST or you can watch on-demand on YouTube at 4 pm EST.

[Click here to register](#)



MCA <<<<<

METALCON LIVE! AND MCA PRESENTS...

BIDDING AND ESTIMATING INSULATED METAL PANELS

JULY 26, 2023
Live on Zoom at 1pm est
On-demand on YouTube at 4pm est

PRESENTED BY
RC Antal
Director of Insulated Metal Panels, ATAS International, Inc.

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MBMA is Asking for Our Participation!

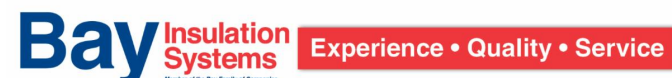
One-Question Quarterly Survey to Rate your Metal Building Supplier

Last quarter, the MBMA launched a new quarterly survey: Net Promoter Score or NPS. NPS is a simple one-question survey that asks, “How likely are you to recommend your metal building supplier to a friend or colleague?” The survey is a great tool for metal building erectors to provide feedback to their suppliers and for suppliers to measure how they are doing and how they can improve.

MBMA is pleased to be working with MBCEA on the survey. The survey link will again be emailed directly to MBCEA members from Ljerka Marini, MBMA’s Statistical Services Manager. Erectors will have the opportunity to rate up to five different suppliers each quarter.

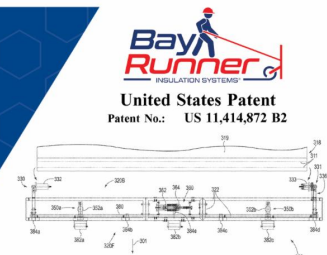
Results of the survey will be compiled into a general report with an industry-average NPS. All MBMA members and all participating MBCEA members will receive a copy of the general report. Additionally, MBMA members that get at least five ratings will receive their company-specific NPS. As an added thank you, participating MBCEA members will also receive the latest monthly MBMA Business Conditions report.

If you have any questions on the NPS survey, feel free to reach out to Tony Bouquot directly at tbouquot@mbma.com. Thank you in advance for your participation.



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MBCEA Chapters

Mid-Atlantic Chapter News

Fantastic turnout for the Annual MAD golf event on Monday June 26th @ Burlington Country Club. **See winners here.** **See and share pictures here.** The 50/50 was won by Don Jost (DJ Architecture) and he donated it back to MBCEA. The door prize was won by Gary Miller with ATAS. This is our main fundraising event for the year and thanks to the support of our members we filled every sponsorship for the event. Special thanks to Therm-All, Atas, Butler Manufacturing, Nucor Building Systems, Silvercote, Thomas Phoenix International Inc, Tell Doors, Bay Insulation and Chief Buildings.

Interested in AC478 accreditation? Join us on **Thursday July 27th @ 11 am** for a [zoom meeting](#) with Jackie Meiluta to learn about the program and how you can truly differentiate yourself from the competition. 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.

Carolinas Chapter News

Follow the Carolinas Chapter on LinkedIn for updates

Stay tuned for an update from the Annual Summer Meeting, currently in progress in **Hilton Head, SC at the Westin**. This event has been held consistently over the years, and maintains a strong following. We can't wait to share the details of this year's event as it's the largest attended yet!

New England Chapter News

The New England Chapter Annual Golf tournament sponsored by Metl-Span is being held on **July 20, at Red Tail Golf Club in Devens, Mass.** With almost 100 golfers registered, this event will be a great success!

Greater Ohio Chapter News

Our [7th Annual GO-MBCEA Golf Outing](#) is scheduled to be held at Bunker Hill Golf Course in Medina, OH on Thursday, August 17th.

This is our last [call for sponsors](#) as we are still in need for the following:

- (1) Main Co-Sponsor
- (5) Exclusive Hole Sponsors
- (6) Contest Hole Sponsorship



Please reach out to me directly for your sponsorship needs, at (330) 842-9778 or by email vic.miller@silvercote.com.

Thank you to the following companies for their pledged support of this very important event:

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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.

An informative module on Retrofit Roofing has just been released! **Check out the promo!** 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.

Every contractor and erector should have a copy!

In the News / Member Spotlight

[2023 MBMA Student Design Competition Opens July 15th](#)

"Whatever makes you uncomfortable is your biggest opportunity for growth." - Bryant McGill