

MBCEA News & Updates - March 2019



In This Issue

[Chapter News](#)

[Conference](#)

[Safety](#)

[Leadership](#)

[Technology](#)

[In the News](#)

Message from the President

I would like to extend my personal thanks to Butler, VP, and Behlen for including us in their recent Builder Meetings. These were great meetings with tons of information and education. MBCEA VP Art Hance, and Past-President Steve Webster joined me at the Butler meeting in Marco Island. We had great traffic at the booth with about 35 signing up to receive the e-newsletter and 5 new members signing up on the spot.



Wade and Barb Hobbs, Universal Erectors, MBCEA Treasurer and Southeast Chapter President, represented MBCEA at the VP meeting immediately following the Butler meeting and had about 20 interested parties sign up for the e-newsletter and one joining.

Dan Halme, Halme Builders and Northwest Inland Chapter President represented MBCEA at the Behlen meeting in Puerto Rico. He gladly awarded a free membership to a builder in attendance.

Jackie Meiluta, MBCEA and Gary Smith, Thomas Phoenix International and former MBCEA President mingled with the Ironworkers at IMPACT in Las Vegas.

These opportunities are a great way to promote the MBCEA and for us to learn from each other. We really appreciate being included.

Speaking of a great opportunity, registration will only be open a few more weeks for Attendees and Exhibitors for Conference 2019: May 1-3 in Myrtle Beach, SC! We have a fabulous agenda that includes:

- Educational sessions covering topics such as Change Orders, Basic Estimating Guidelines and Building Complexities of IMP's, Air Leakage, Structuring Your Company for effective Leadership and Succession and Daylighting.
- A highly relevant keynote presentation from Gene Marks called the Road the 2020: Your People, Technology and Taxes.
- A three-hour Train the Trainer boot camp led by our very own Gary T. Smith.

Also at Conference will be an update from a Committee near and dear to my heart: Labor and Education. Arnold Corbin, Jen Heimburger, Tom Myers, Tony Downs, John Iveson, Bryan Hargett, Dave Leinbach, Brittney Turner, Sasha, Jackie and I have been meeting every few weeks since last year to discuss ways we can collaborate with Technical Schools, appeal to young people, and promote our trade. We are making great progress and are anxious to share and hear your feedback.

The Labor crisis will not be solved with a magic pill, rather it will take effort, trial and error, and lots of different tactics to make a difference. It didn't start in a day and won't be solved in a meeting but together we can and will make a difference.

If you only attend one meeting or conference per year, ours is the one to be at! Register today.

Thanks and Stay Safe.

Regards,

Keith Wentworth
President, MBCEA
Vice-President, Dutton & Garfield, Inc.

P.S. It is interesting how popular this newsletter has become. Why not

P.P.S Please take a moment to respond to our monthly poll question. Last month we asked about volume. As expected our members don't come in one size. We are big and small: 40% indicated volumes less than 100,000SF, 20% volumes between 100,000-500,000, 20% between 500,000 - 1,000,000 and a further 20% have volumes in excess of 1,000,000.

Our labor committee (mentioned above) is focused on attracting young workers to industry. So this month's question asks you to indicate what you would pay a high school kid or recent graduate if they knocked on your door tomorrow. Assume no or minimal experience. We are really looking for a base entry level rate for a general laborer.

[Entry Level Rate](#)

Thank you for your participation.

WELCOME NEW MEMBERS!

Big D Builders, Inc.

Dennis Durrant
1510 E. Watertower St., Ste. 120
Meridian, ID 83642
208-888-2068
208-884-0535 fax
dennis@bigdbuilders.com
www.bigdbuilders.com

Birkshire Johnstone LLC

Chris Shearman
507 East Fairfield Drive
Pensacola, FL 32503
850-432-3115
chris@birkshirejohnstone.com

Briner Building, Inc.

Bryan Harshbarger
761 North Main Street
Bluffton, IN 46714
260-824-0120
bharshbarger@brinerbuilding.com
www.brinerbuilding.com

Commercial Siding & Maintenance Co.

Casey Wendelburg

One Development & Construction, LLC

Gary Dayharsh
68 Union Street
Westfield, MA 01085
413-485-4060
gdayharsh@one-d-c.com
www.one-d-c.com

Riedel-Wilks Building Structures, Inc.

Scott Riedel
420 7th Avenue G
Huntington, WV 25702
304-523-5452
304-523-8789 fax
sriedel@riedel-wilks.com
www.riedel-wilks.com

Safeway Steel Buildings, Inc.

Stephan Michaels
1559 Laskin Road
Virginia Beach, VA 23451
757-287-1846
stephanm@powerbiltsteel.com
www.safewaysteel.com

SPACE Building Corp.

8660 Lambright Road
Houston, TX 77075
713-991-2202
713-991-4747 fax
cmw@commercialsidingtx.com
www.commercialsiding.com

KBL Buildings Inc.

Karina Vieira
1319 Green Forest Court, Suite 407
Winter Garden, FL 34787
407-298-9782
407-521-1538 fax
carmen@kblbuildings.com
www.kblbuildings.com

Koehn Building Systems

Steve Koehn
PO Box 180
600 N 14th St
Rich Hill, MO 64779
866-943-7751
417-395-4303 fax
steve@koehnbuildings.com
www.koehnbuildings.com

Robert DiCroce
412 Richmond Street
East Taunton, MA 02718
508-823-7777
508-823-2222 fax
kidspace@hotmail.com
www.spacebldgs.com

Tri State Building LLC

Frank Petty
14 Dearborn Street
Newport, RI 02840
401-662-1032
tristatebuildingri@gmail.com

Varco Pruden

Andy Tuzinski
501 River Street
Forty Fort, PA 18704
570-417-2537
Andrew.tuzinski@vp.com
www.vp.com

Chapter News

Carolinas Chapter Upcoming Events:

Construction Notebook Class #9: Bolting

Technology held February 21, was a great success with 55 participants. Chad Larson, President of LeJune Bolt Company had a very informative and interesting presentation with demonstrations that got the participants actively discussing connections and importance of tightening bolts correctly. Special thanks to [Bay Insulation Systems](#) for sponsoring the class and [Garanco, Inc.](#) for sponsoring breakfast. Read more about the class and upcoming events in the [Carolinas February Newsletter](#).



Plan To Attend the Upcoming Spring Scholarship Golf Outing Thursday, March 21, 2019

[Registration/Sponsorship Form](#)
[Credit Card Authorization Form](#)

Proceeds benefit our Scholarship Fund
[Bryan Park Golf](#)
6275 Bryan Park Road
Greensboro, NC 27214

Save the Date for the Carolinas Chapter Annual Summer Meeting!

June 27-30, 2019
Sonesta Resort Hilton Head Island, SC
[Reserve your room](#) by 5/27/19

New England Chapter Upcoming Events:

Upcoming Seminar- Insulated Panels and Energy Code Compliance

A discussion on the current requirements and trends we are anticipating for future building envelope thermal performance with Metl-Span's Arnold Corbin on **April 18th @ 6PM @ Fratello's Italian Grille, 155 Dow Street, Manchester, NH 03101**. A great event to take your favorite architect to! Please keep an eye out for the flyer.

NEC Scholarship Applications are now being accepted. Applications due May 10th. Up to \$5000.00 to be awarded.

Save the Date for the 29th Anniversary MBCEA New England Chapter Golf Tournament @ Lake of Isles (Foxwoods Casino), 1 Clubhouse Drive, North Stonington, CT 06359 on **July 18, 2019**. Tournament will be sponsored by RJD Associates, Inc. We had a fantastic turnout last year and hope to repeat that again this year.

Mid-Atlantic Division Upcoming Events:

April 4 & 11: [OSHA 10](#) - The Kaiser Martin Group, Temple PA
 April 12: [Annual Safety Refresher](#) - SFS, Wyomissing PA
 May 17: [Aerial/Platform/RTE](#) - Ahern Rentals, Bordentown NJ
 June 7: [First Aid/CPR](#) - ATAS International, Allentown PA

The Proven Solution

Grow your business with Roof Hugger! Our sub-framing systems are designed to fit over any existing metal roof for easy and efficient installation of new metal roofs.

ROOF HUGGER

sales@roofhugger.com
www.RoofHugger.com

800-771-1711

LSI GROUP INC.
METAL BUILDING COMPONENTS
Logan Stampings - Roof Hugger - BPO

METAL BUILDING CONTRACTORS & ERECTORS ASSOCIATION

ALL THINGS CONFERENCE

**REGISTRATION CLOSSES APRIL 8! SIGN UP NOW TO ATTEND!
 MAY 1-3, 2019, HILTON MYRTLE BEACH RESORT, SOUTH CAROLINA**

Metal building contractors, erectors, suppliers and manufacturers will gather at the 50th Annual MBCEA Conference to learn from the experts, network with key industry people, visit with old friends, be introduced to the latest products, and discuss leading issues with peers. We will be co-located with the MBMA Spring Meeting and host the Metal Construction Hall of Fame

Awards! [Exhibitor](#) and [Attendee Registration](#) is open now! Check out the [Schedule of Events](#). There are just a few [sponsorship opportunities](#) remaining!



THANK YOU TO THE SPONSORS WHO HELP MAKE THIS EVENT POSSIBLE!



KEYNOTE SPEAKER HIGHLIGHT: Gene Marks, The Road to 2020: Your People, Technology and Taxes

A past columnist for both The New York Times and The Washington Post, Gene now writes regularly for The Guardian, Forbes, Inc. Magazine, Entrepreneur Magazine and Fox Business. Through his keynotes and breakout sessions, Gene helps business owners, executives and managers understand the political, economic and technological trends that will affect their companies and-most importantly-the actions they can take to continue to grow and profit.

EXHIBITING AT THE CONFERENCE

Exhibitors, plan to attend to display your latest products and spend quality face to face time with your customers. The Exhibit Hall will be open during an extended lunch period and for an evening reception. There will be plenty of networking opportunities including a friendly golf tournament at the end of the conference. Complete the [Exhibitor Registration](#) and see the [Exhibit Hall Diagram](#).

HOTEL RESERVATIONS

MBCEA attendees and exhibitors should use this [reservation link](#) which will be good through April 8, 2019, unless the block is sold out before then. Or if you prefer to call-in directly to reservations:

- Dial 1-800-876-0010
- Select the Hilton Option
- Provide the Reservationist with the group code: MBCE

The block is nearly sold out!



**FOR METAL BUILDINGS
YOU DON'T WANT ROOF CURBS,
YOU NEED
ROOF CURB SYSTEMS™**

Ask us how we know...

800-683-5848 | **RCS** | ROOFCURB.COM

Safety First - Tips to assist in safe metal building construction

By Mark Robins, Senior Editor, Metal Construction News

Building a metal building is always a dangerous and sometimes even a life-threatening activity. It involves using industrial machinery, heavy and/or difficult-to-handle beams and other structural components, and sometimes working at great heights. The combination of these factors means safety should be a requisite priority.

When it comes to safety concerns, metal buildings are unique in terms of stabilization and diaphragm. "We've seen a lot of contractors who want to make an impression and get the big iron in the air to prove they are getting things done," says Jeff Wilson, manager of the steel division, Crossland Construction Co.Inc., Columbus, Kan. "But, the devil is in the details. The small iron has to be installed first to be 100 percent safe.

I know several erectors that lost the entire building because they didn't take the time to install the small stuff."

What else is unique about metal buildings and safety? Metal buildings are relatively lightweight structures with long spans that tend to deflect and require substantial thought to lift and temporarily bracing. Also, "Most other trades work in a more-or-less static environment with predictable hazards," says Joseph Allen, project manager, safety and training manager, Thomas Phoenix International Inc. (TPI), Eastampton, N.J. "Pre-engineered erectors create a building from the ground up, so the work area and elevation is constantly changing. We use an incredibly diverse number of tools and heavy equipment to perform our work."

[Read on](#) for safety tips for safe metal building construction from the November 2018 MCN magazine.



Webinar - The National Campaign to Prevent Falls in Construction: Getting Ready for the 2019 Safety Stand-Down

Wednesday, March 20, 2019 @ 2:00pm EST (1 hour) Falls are the top cause of construction fatalities and account for 1/3 of on-the-job injuries and deaths in the industry. In 2012, CPWR, NIOSH, and OSHA together launched a national construction fall prevention campaign. This hour-long webinar will bring together leaders from all three organizations to showcase the past successes of the campaign and its major event, the National Safety Stand-Down, as well as to highlight plans for 2019. This year's Stand-Down is scheduled for May 6th-10th. [CLICK TO REGISTER](#)

New Solution to Protect Against Hearing Loss

Repeated overexposure to noise causes permanent hearing loss and other health issues (see CPWR's [Noise and Hearing Loss Prevention Training Program](#)). [Non-electronic Level-dependent Hearing Protectors](#) use a special membrane to filter out louder noises, without masking lower-level noises that are important for safety and communication, such as back-up alarms and coworker's voices. To find this and other solutions for jobsite hazards visit [Construction Solutions](#).

DATA TRENDS

According to CPWR's Data Center, 2017 ladder fatalities declined 13% from the year before. While any downward trend is positive, construction workers still accounted for 58% of the work-related fatalities involving ladders among U.S. workers, despite construction making up only about 6% of the total U.S. workforce. To learn how to prevent construction falls and find materials and resources, including new hard hat stickers for this year's Safety Stand-Down, visit [stopconstructionfalls.com](#).

Need help picking a clip for your Metal Roof?

We can help

bpd™

866-766-3254

www.wegotclips.com

METAL BUILDING CONTRACTORS & ERectors ASSOCIATION

Managers are the release valve for stressed-out workers

Good leaders are like plumbers in that they allow employees to blow off steam when the pressure builds, writes Terry St. Marie. "Teammates must feel comfortable walking into your office, or calling you on the phone, to express their anger or frustration, or to bring you bad news," he writes. [Terry St. Marie blog](#)

Entertain Bad Ideas to Find Good Ones

When employees bring ideas to you, thank them and ask questions that may reveal new information, writes David Dye. "Once you've clarified the focus and given them more information, invite them to keep thinking and to share what they come up with," Dye writes. [Let's Grow Leaders](#)

Manufacturer of Insulated Metal Panels and doors

facebook | linkedin
1 877-667-2321

NORBEC™
Discover our project gallery at norbec.com

This Is How Microsoft's HoloLens 2 Will Soon Significantly Change Your Business

Do you remember that scene from The Matrix where Neo and Trinity are being chased and they stumble upon a helicopter? Neo asks "Can you fly that thing?" Trinity says "Not yet." Trinity then makes a call to Tank back on the ship and "requests" the instructions which are then "downloaded" to her and well...as she puts it: "Let's go!" Trinity now knows everything she needs to know to fly a helicopter. Problem solved.

Crazy, right? Not so much. The Matrix, made back in 1999, was only foreshadowing some of the technology that is now, in 2019, becoming reality. Augmented reality.

Microsoft HoloLens 2, the company's new augmented reality headset, essentially plugs into that Matrix. Except today we call it the cloud. And its potential uses will change the way many of us do business in the very near future.

Augmented reality is not the same as virtual reality. In a virtual reality environment, you're sitting in a room somewhere with a headset that's creating a fake world. In an augmented reality environment, you're in the real world, except your headset is enhancing it with more information to help you navigate the world better.

HoloLens 2 is that headset. There are competitors, of course. But Microsoft's hardware, which was demonstrated at the Mobile World Congress earlier this week, is leading the pack. When it's released later this year I predict it will be snapped up by many companies and developers eager to build applications for it. At \$3,500 the price is almost reasonable. And because it's been re-designed for better weight distribution and comfort (some say it fits like a baseball cap) it'll be more easily adopted by companies who will take advantage of its many potential uses. What kind of uses?

Continue reading this article by Gene Marks (Keynote Speaker at the MBCEA Conference) originally appearing in Inc. magazine.

In the News

[ATAS Now Offers BIM Objects on Website](#)

[MCA Honors Jonathan Rider and Mark James for Distinguished Service](#)

Join the Discussion in our New Facebook Group

We're creating a Facebook group for members only so you can share tips, resources, successes, etc. We learn from each other. We support each other. We continue to grow as we continue to influence the perception of metal buildings in a positive way as a whole. It can be invaluable to connect and learn from other business owners on a frequent basis. Share how the MBCEA is helping you. Assist a new member in navigating the benefits. Make your own post that you have crews available or are looking for work. Share this invite with the rest of the people in your organization.

[Join Group](#)

We want to hear from you!

The MBCEA is dedicated to the professional advancement of our members. We need to know what is important to you, what kinds of things you are interested in, what you need.

[Sasha Demyan](#), Executive Director

[Keith Wentworth](#), President
[Jackie Meiluta](#), Program Manager

Please connect with us!



Quote of the Day

"The key to success is not through achievement but through enthusiasm." - Malcolm Forbes

MBCEA | 484-239-3337 | sdemyan@mbcea.org | <http://www.mbcea.org>



MBCEA | PO Box 3429 | Bethlehem | PA | 18017