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Conference 2020

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We encourage you to participate in our quick polls. These are anonymous and hopefully fun and insightful.

Last month we asked your outlook on business: 60% said business is booming, 24% business is slowing and 16% said no change, about the same.

This month we want to hear your thoughts on the coronavirus.

QUICK POLL: Coronavirus has my team...

Very concerned

Select

No worries / business as usual

Select

Already being impacted

Select



Greetings!

Well these are certainly interesting times. In the month since I last wrote, the world has seemed to turn upside down. I urge everyone to remain calm, use common sense and wash their hands! I know we are all inundated with information, please know that MBCEA leadership is also carefully monitoring the situation and will keep membership apprised of any decisions affecting conference and general operations as quickly as possible. The health and safety of everyone at our joint Spring Conference and Meeting is important to us, and we are working to make rational, well-informed decisions. As of now, the 2020 MBCEA/MBMA Spring Conference and Meeting will take place as scheduled. We are closely monitoring information from the local, state and federal officials as well as the Gaylord Rockies. We are also following the guidance of the Centers for Disease Control and Prevention (CDC) and World Health Organization (WHO). We will continue to provide updates as appropriate. Please refer to the [Conference web page](#) for additional information.

Before we started self-isolating, I had the pleasure of attending both Ceco and Butler's Builder Meetings, along with many of our members. Dan Halme represented MBCEA at Behlen's meeting and Wes Young at Robertson's. Metallic and Star were also ready to host us via our friends at Metl-Span before their meetings were cancelled. Nucor and ABC have invited us to speak at their upcoming regional meetings. These trips all started back in December. At the MBMA meeting I had the opportunity to speak about our special relationship and mutual goals. But never one to shy from an opportunity to make a good impression, I also played Beyonce's "All the Single Ladies" and politely reminded those same leaders it was time to seal the deal and take our relationship to the next level. Seal it they did! I cannot thank each of these companies and the MBMA enough for including us at these events. I know how precious time is, how tightly crafted is each agenda. There is so much ground to cover and so much information to share.

Butler, Ceco, Behlen, Metallic and Star provided MBCEA with a booth to promote membership and a platform to address their builders. This is absolutely fantastic and so very appreciated. There is no doubt we will continue to reach new heights together.

I would also like to share a personal epiphany. Those of you that know me know I am Butler through and through – nothing against the other manufacturers - that is simply my known

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

We will be issuing further recommendations on ways your company can deal with the pandemic. Please stay tuned.

universe. Showing up at a Butler meeting is as familiar and comfortable as a pair of old jeans. Well, guess what – going to Ceco was just as comfortable! I saw familiar faces and made new friends. The folks I met were as warm and as professional as anyone, anywhere. At the end of the day, this is a great industry run by a terrific bunch of folks. Sure there are competitive differences at the company level but people are people everywhere you go. There is much more that binds us than separates us.

Here's to friends – old and new and those we have yet to meet. I am happy to know you, happy we are in the metal building industry together!

Stay safe and wash your hands!

Sincerely,

Art Hance
President, MBCEA
President, Hance Construction

Conference Highlights

Metal Retrofit Roofing.... How to Make Money!

How would you like to know the “secrets” associated with not only hearing about metal retrofit roofing, but actually how to expand into this highly profitable construction related business as a contractor or supplier? The metal retrofit roof market has provided continual opportunities for contractors and suppliers in the commercial, government and institutional market from the late 1970's to current times. The demand far-outpaces the supply. The missing link to make this product dominant in the roofing market is an educated and passionate contractor. This seminar will teach the basics of what it takes to be *that* contractor who can dominate his market area with minimal competition and very attractive profit margins. Both “Metal-Over Metal” and “Add Pitch to Sloped” roofs will be described, with the benefits shown to not only the building owner but to the contractors and suppliers who can satisfy this un-tapped market. The instructors will share their over 80 years of collective experience in marketing, designing, and constructing metal retrofit roofs, and show how this business can be “recession-proof” and consistently profitable.

Seminar leaders: Dale Nelson, Roof Hugger and Chuck Howard, Metal Roof Consultants

Energy Codes and Metal Buildings: IECC 2018 and ASHRAE 90.1-2016

Join Bill Beals for a review of everything you need to know about the latest metal building envelope requirements in the IECC 2018 Code and ASHRAE 90.1-2016 Standard, including:

- Air barrier requirements.
- Metal building insulation systems that satisfy all code requirements.
- Compliance options.

This session is registered with the American Institute of Architects. Attendees will earn 1 AIA LU/HSW credit. Certificates of completion are also available upon request.

Presenter: Bill Beals (Therm-All)

OSHA/SAFETY – 5 THINGS YOU BETTER KNOW...

In the time we have together, we'll discuss 5 safety topics you better have a handle on to help keep your competitive advantage...

- Who's running your job? (OSHA's expectations of your competent person)
- OSHA update & areas of emphasis in 2020
- Sources of most-frequently cited OSHA construction violations
- How planning & training help to prevent these fines
- Tips for managing OSHA inspections

Of course, we'll have time for Q&A along the way. Hope to see you there – safe travels!

Craig A. Shaffer, CSP
Safetyworks, Inc.

Social Media for Your Business: @attractive or @risk?- Robert Tiffin, Silvercote and George Constantine, Venable

Social media can be a valuable part of how we communicate and a key part of how work gets done. Being engaged allows you to do at least four important things: connect with existing and new audiences, discover new ideas and trends, bring attention and traffic to your work, and build/enhance your brand.

Social Media brings with it potential legal issues; from adherence with privacy laws, to content ownership, to intellectual property infringement, even to human resources issues.

Come participate as George and Robert play out a Point-Counter-Point (a la Saturday Night Live) of Social Media in

WELCOME NEW MEMBERS!

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MBCEA Chapters

Carolinas Chapter News



We had over 40 in attendance at **Construction Notebook Class #10 Metal Building Fasteners Training** on **February 13, 2020** at Metal Fastening Systems located in Stanley, NC.

The Construction Notebook Classes are an excellent way to gain knowledge in new and existing areas of the metal building industry. Please take advantage of these informational and hands-on training opportunities.

[Click here](#) for our most recent Carolinas Chapter newsletter for more information on the Metal Building Fasteners Class

We are now soliciting applications for 2020 MBCEA Carolinas Chapter College Scholarship

These scholarships are open to any child, step-child, or grandchild of an active employee of a dues paying member of the MBCEA Carolinas Chapter or Lifetime Member. Associate Members' employees who work in the Carolinas area are also eligible. Preference is given to students who are seeking 4-year degrees in engineering or construction-related fields. However, applicants of any field of study are considered.

Please [click here](#) for further information.

Our Spring Golf Tournament was tentatively scheduled for April 30, 2020 (date will probably change)

[Mallard Head Country Club](#)
185 Mallard Way
Mooresville, NC 28117

Proceeds benefit our Scholarship Fund.
Registration forms to follow.



2020 Awards Entries

The Carolinas Chapter is soliciting entries for our Building of the Year and Safety Awards. Awards will be presented at the Saturday night banquet on July 18th, 2020 during our Annual Summer Meeting.

Deadline for entries is May 8th, 2020

Click the links below to submit an entry for:

[Building of the Year](#)

[Safety Award](#)

2020 Annual Summer Meeting

July 16-19, 2020
Sonesta Resort Hilton Head Island
130 Shipyard Drive
Hilton Head Island, SC 29928



Thank you for your continued participation and support of the Carolinas Chapter. We will be making announcements for upcoming events as more information is available.

Ohio Chapter News

Energy Code / Com-Check & Air Infiltration Testing

Friday, April 17, 2020 (9am to 1pm)

Messer (Corporate Office)
643 W. Court Street
Cincinnati, OH 45203

Whether you are a general contractor, erector, building designer, architect, or engineer, the current energy code can be intimidating. That is why we've invited **Dr. W. Lee Shoemaker Ph.D. / P.E.** of the **Metal Building Manufacturers Association (MBMA)** to come explain the ins and outs of meeting the new energy code and give a crash course on operating the **COMcheck** program.

In addition, **Vince Sagan, Senior Staff Engineer** with the **MBMA** will also be providing a brief presentation on "Air Infiltration" testing that is making its way through the new building codes

Register Now!



New England Chapter News

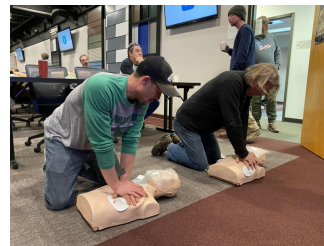
Special thank you to Rob Zerrillo, from Liberty Electrics Products for his

presentation on Heat Tracing held on February 20th at the Holiday Inn in Marlboro, MA. We had over a dozen members in attendance for the lunch seminar.

We are now accepting applications for the 3rd Annual MBCEA New England Chapter Secondary Education Scholarship. Please [click here](#) for further information.

Save the date!
30th Annual Golf Tournament
Lake of Isles Golf Course at Foxwoods
July 16, 2020

Sign up now for [2020 Sponsorship opportunities!](#)



Mid-Atlantic Division News

January and February were very busy with two multi-day training sessions taking place. We covered Core

Rigging and Crane Signal Safety; Emerging Safety Supervisors and Competent Persons; GHS and Controlled Decking Zone; Equipment Training; OSHA 10; and First Aid/CPR, with many local members taking advantage of this training.

Regarding the training the chapter offers, member David Leinbach says, "As a business owner and a company that is concerned with Safety and Training; the training that MBCEA provides my Company pays for the membership fee 10 times over. There is no reason that anyone involved in the PEMB business should not be a member. Truly a membership that pays for itself."

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8 ideas to get more women on board in construction

Women continue to make up only a small portion of the construction workforce, but measures can be taken to make the industry more attractive. Jenn Goodman examines eight steps companies can take, starting with more inclusive job listings and proactive recruitment. [Read more in Construction Dive.](#)

Webinar: OSHA Workplace Safety Inspections: What You Need to Know

If OSHA knocked on your company's door, would you be ready? Do you know what might put you at increased risk for an inspection? Do you know what to expect during the inspection? And, after? Join us during this webcast to get answers to your questions on the OSHA inspection process.

A March 25 [EHS Today-hosted webinar](#), sponsored by J.J. Keller & Associates, Inc.

A Big Infrastructure Deal Faces a New Hurdle

(Bloomberg Opinion by Conor Sen) -- Democrats and Republicans seem to disagree about almost everything with one exception: the need to repair and upgrade America's shaky infrastructure. Although it's difficult to envision big legislation passing in an election year, Democratic House Speaker Nancy Pelosi says she intends to try. One thing working in favor of a large infrastructure bill is that both parties have grown increasingly comfortable with running huge budget deficits. But that doesn't answer a pressing new issue: In the tightening and evolving U.S. jobs market, it might be hard to find enough construction workers. In other words, if money was an obstacle before, now it might be a labor shortage.

[Read more](#)

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Air Leakage Testing is Coming, Are you Ready?

ASHRAE has set standards for maximum air leakage of a metal building and it is likely that those standards will become more stringent. Soon, it may be necessary to perform a whole building blower door test to verify compliance. Those changes will require special attention to air leakage concerns during construction. When that time comes, will you be ready?



MBMA and NAIMA are teaming up to get out ahead of the requirements by completing testing on a variety of metal buildings and insulation systems. If you'd like to be on the leading edge of this work and participate, the MBMA can offer the testing at no charge.

Please contact Vince Sagan at the MBMA office, vsagan@mbma.com or 216.241.7333

In the News / Member Spotlight

Check out our members' employees from Crossland Construction Co. Inc., Commercial Metal Building Services Corp., and Galbraith Pre-Design Inc. being featured in MCN's Site Scene!

The image shows a large-scale metal roof retrofit project on a commercial building. The roof is partially covered with new metal panels, while other sections are still under construction, showing the underlying structure and some equipment. The text 'The FIRST STEP in Metal Roof Retrofit.' is prominently displayed at the top. Below the image, the 'ROOF HUGGER' logo is shown in red, and the contact information '800-771-1711' and 'RoofHugger.com' is provided at the bottom.

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

"Site Scene" has begun 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."

Quote of the Day

"May your troubles be less and your blessings be more and nothing but happiness come through your door."