

MBCEA *all the news you need*



March 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!

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www.awipanel.com

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Wixom, MI 48393
484-513-9761

aalee@ejot.com
www.ejot-usa.com

MSG Associates, Inc.

Michael Goffredo
553 Nazareth Drive
Nazareth, PA 18064

Hello Sasha,

Last month we conducted a quick poll to see what topics were of most interest to you, our members. Surprisingly, responses were fairly evenly split. Tied for the lead at 24% each, respondents want more information on training and the labor shortage/labor development. Business development came in third with a 14% total, followed by accreditation at 13%. Last but not least was Covid with 11% of the vote.



Not saying we have a crystal ball but we have got you covered!

In many respects, **Training** and addressing the **Labor Shortage** go hand in hand. New recruits want access to training, want to know you have a robust training plan. We will focus more on workforce development issues next month, but this month we will recap our training efforts.

Many of our manufacturers and suppliers have supplied copies of their training or links to their training sites. These are all loaded in the MBCEA website along with in-house developed offerings from fellow contractor and erector members. Sasha continues to add new material and/or improve the organization and groupings. Please check back often.

Our Virtual Conference (April 28-30) has several great topics, to include Technology in Construction, Design/Installation of IMP's and Metal over Metal. We will also feature a joint roundtable with MBMA. I urge you to **check it out.**

Lastly, our Training Committee, in conjunction with the MBI and thanks to generous support from the Ketenbrink Education Foundation and sponsors, are working hard to complete the following projects:

- Updated Insulation video to replace the current Insulation video in the Quality and Craftsmanship Series
- Temporary Bracing Guidebook and field video
- Retrofit Video
- Crane Installation Video

As these become finalized we already know which ones we will tackle next. If you would like to participate on any of these projects, please let **Sasha** know.

610-365-5555
mikejr@msgainc.com
www.msgassoc.com

Petersen Brothers Construction Inc.

Jeremy Petersen
 1920 Highland Avenue East
 Twin Falls, ID 83301
 208-280-4631

jeremy@pbcbuilds.com
www.pbcbuilds.com

Redhawk Metal Buildings

Jeff Gunderson
 3070 Helsan Drive, Suite F
 Richfield, WI 53076
 262-388-9759

jeff@redhawkmetalbuildings.com
www.redhawkmetalbuildings.com

Service Partners

Chris Cline
 Glen Allen, VA 23060
 804-297-5771

ccline@service-partners.com
www.service-partners.com

Tri State Industrial

Walter Molosh
 12 Orben Drive #2
 Landing, NJ 7850
 973-328-8700

accounting@tristate-industrial.com
www.tristate-industrial.com

United Construction Group

Keith Jacobsen
 41 Dolson Avenue
 Middletown, NY 10940
 845-590-4895

keith@ucg.global
<http://ucg.global>

METALCON has put together a great program called MetalFocus with virtual training sessions that we all need. Details below.

I am always happy to know member companies want more **Business Development** information. This is central to our mission: the professional advancement of our members. We try to load this newsletter with important articles and information for the general good of your business.

With Business Development in mind and Covid, as well, we have a great keynote speaker at Conference to address Post Covid Opportunities and the Biden Administration. Also, MBCEA General Counsel **Josh Quinter** will lead a wide ranging discussion on Problem Solving Pandemic Related Issues and Beyond. If you only attend these two sessions at conference, you will get your money's worth!

Our Accreditation outreach continues to grow. We now host a bimonthly virtual roundtable and are actively developing promotional materials and whitepapers to help our accredited members take full advantage of this competitive edge. In fact we are so committed to this quality initiative that the Board recently agreed that we will expect this mark for our Contractor and Erector Board members.

I would be remiss if I did not give a shout out to our Chapters. They they host many fabulous training programs, business development speakers, and networking events. If there is not a chapter in your area, perhaps you can attend virtually or better yet, help start a local chapter! Chapter News is provided below.

I encourage everyone to attend our **National Conference** this year. If you have never attended before, this virtual event is a low investment in terms of money and time but will be worth it.

See you at the Conference!

Art Hance
 President, MBCEA
 President, Hance Construction



Registration is Now Open!

MBCEA's 52nd Annual Conference will be held Virtually on April 28-30!

This year we'll hold the virtual conference over the same three days we were scheduled to hold our face to face conference. We're disappointed we won't be getting together again this year, especially in Nashville, but have worked to condense the days for your convenience and provide as much content as possible along with networking opportunities. We'll again be using the Whova app, which allows you to visit one site in order to engage with attendees, check out the exhibitors' products, and watch all the sessions.

MBMA will hold their Spring Meeting in conjunction with our conference so we'll enjoy joint opening remarks and our very popular roundtable will be held together to address everyone's issues and ideas!

Join your industry colleagues for education, association, and an all-around great time!

Exhibitor and Attendee [Registration](#) is now open!

Contact [Sasha](#) for Sponsorship Opportunities!

2021 Virtual Conference Sponsors



Keynote: Post-Covid Opportunities and the Biden Administration: Issues, Challenges and Actions to



Grow Your Business Over the Next Two Years

The vaccines are here and Covid will soon be a thing of the past. So what does this mean for your company, your people, your partners and your community? What new issues will we be facing? What investments should we be making? How will the economy fare? What will our new administration in Washington do to help fund our way out of recession and how will that impact your operations? What are smart leaders around the country doing to navigate their companies towards growth and profitability over the

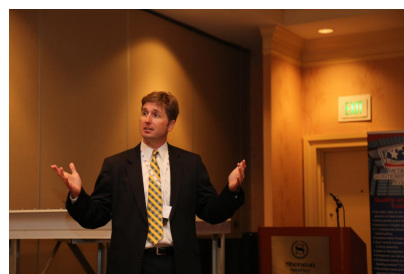
next two years?

Join nationally recognized journalist, best-selling author, and business owner **Gene Marks CPA** for a fast-paced, entertaining and data filled presentation where he will share with you the advice, lessons and actions being taken by his audience of more than half a million business owners, managers and leaders to deal with these issues and position their companies for success in the years to come.



Problem Solving Pandemic Related Issues and Beyond

Join MBCEA General Counsel **Josh Quinter** for a wide ranging discussion on addressing pandemic related issues in your contracts, vaccine mandates, protecting employees from COVID, dealing with work in the virtual environment, and beyond. The discussion will be lively as we talk about what should be part of the new normal, what is - whether we like it or not, and how to adapt.



Technology in Construction

Are you familiar with the technology and software that exists when it comes to project management, estimating, training, and day to day operations? Join your fellow contractor and erector members as they discuss:

- how they use BIM modeling in their business
- an overview of their project management software and how they're using technology in their operations
- how they incorporated CMIC software into their AC478 accreditation process
- how drones are used on projects and for training

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"In metal buildings, design is important, as well as cost and service. We get all three from Vulcan Steel Structures."

-Tom Davis, Tom Davis Construction Inc.



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Design/Installation of IMP's

Join Arnold Corbin, Metl-Span as he covers structural considerations, product limitations, erection sequencing and design and product combinations to avoid.

Metal over Metal

Dale Nelson, Roof Hugger, will talk about the retrofit market, pros and cons of metal over metal retrofits, how to compete against less expensive competitive products and the basic info you need to get accurate pricing.

Marketing with Media and OSHA Update

Linda Mastaglio with TWI will discuss how to make social media and marketing work for you followed by Craig Shaffer with Safety Works to talk about what's new with OSHA, especially important this year with the new administration. What's new, what's in the works, what to expect this summer, etc.

MBCEA Chapters

Carolinas Chapter News

Save the Date!

We will be sending out Spring Golf Outing information soon:

Date of Event: April 22, 2021

Range opens at 10am

Shotgun start at 11am

Location: to be announced soon

The Carolinas Chapter is delighted to provide you an opportunity to fulfill the North Carolina Licensing Board for General Contractors continuing education requirement.

NC Licensing Board for General Contractors Continuing Education 8 hour class

Class originally scheduled for February 25, has been rescheduled to May 20!

Deadline to register is Thursday, May 6, 2021. We look forward to seeing you at the Asheville Event and Dance Centre located at 291 Sweeten Creek Rd. Asheville, NC 28803 for the first class of the year on May 20, 2021. There will be two more opportunities to take our class: August 19, 2021 in Greensboro and October 21, 2021 in Mooresville. Please take advantage of this one day learning opportunity to satisfy the continuing education requirement.

Click [here](#) for the Registration Form.

Save the Date for the Summer Meeting to be held **July 15-18, 2021**, at the Sonesta Resort Hilton Head Island.

Mid-Atlantic Chapter News

Our training schedule has been set for 2021! You'll find the full schedule with links to registration forms for upcoming events on the [events page](#) of our website.

Special thanks to ATAS International for hosting us at our recent First Aid/CPR class, where we were able to have about 20 chapter members receive certification.



METALFOCUS - A Safety Program, Presented by METALCON

METALCON has partnered with MBCEA member, Safety Works, Inc. to present a series of 10 one-hour virtual courses that goes beyond traditional OSHA-10 safety training to address situations that are unique to metal jobsites.

Course Schedule:

COURSE 1	February 18	OSHA's Steel Erection Standard (29 CFR 1926 Subpart R)
COURSE 2	February 25	Fall Protection Planning
COURSE 3	March 4	Hot Work & HW Permits
COURSE 4	March 12	Rigging Safety Considerations (not a rigging certification class)
COURSE 5	March 19	Crane Ops & Lift Planning
COURSE 6	March 25	Supervisor Safety Responsibilities
COURSE 7	April 1	Project Safety Planning
COURSE 8	April 8	Job Safety Analysis (JSA)
COURSE 9	April 15	Incident Reporting & Investigation
COURSE 10	April 22	Managing OSHA Inspections

[Register Now!](#)

Construction Law Corner by Joshua Quinter, Offit Kurman

Top Ten Mistakes Contractors Make In Their Construction Contract

I am often asked at the end of speaking engagements and in other social settings about the common mistakes contractors make in their agreements. I'm typically reticent to answer because the reality is that there are so many variations in contract language now that it's hard to classify a decision to accept any specific version as a "mistake". This being said, there is some common subject matter at the heart of litigation fights over contract clauses. These themes provide some insight into how to evaluate your next agreement. In the humorous spirit of David Letterman, "here's the construction contractor's top ten list":

10. Choice of law language that requires application of the law from a jurisdiction other than where the project is located. This can make things like mechanic's lien claims, which are dependent on the law of the state where the project is located, a little more tricky.

9. Allowing other terms and condition to preempt scope of work language from the proposal. When these impact scope, they impact cost and time.

8. Agreeing to language that requires you to continue working when there is a disagreement over a change order or payment. This usually makes a small problem and big one.

Read the rest of [the Mistakes](#) Josh calls out!.

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Prove your Quality with Accreditation

Save the date for our next virtual AC478 roundtable on Friday April 9, at 2PM EST.

The AC478 Accreditation program is the most comprehensive quality assurance accreditation of its kind for metal building assembly. It is administered by the IAS which is a sister company to the ICC, responsible for creating the IBC codes. It focuses on several key areas:

- Documented safety program and training program
- Documented management system
- Onsite jobsite assessment
- Annual verification of compliance
- Job-Site Specific Plans
- Annual Internal Audits and Management Reviews to ensure continuous improvement



This assures owners that the erector they have chosen follows a comprehensive quality driven metal building assembly program that is

assessed annually.

AC478 accreditation provides a benefit to the public by helping to identify contractors who are committed to safety and quality workmanship; who maintain a high level of integrity. AC478 is a standard to which all MBCEA members can aspire, be measured, and held accountable.

MBCEA is committed to this quality assurance initiative for all members. Read our White Paper [here](#). If you are considering accreditation, contact **[Jackie](#)** today.

Not sure about AC478, check out our **[YouTube!](#)**

Click the links to read the **[Criteria](#)** and **[Rules](#)**.

METAL BUILDINGS INSTITUTE™

Crucial to the success of any contractor or erector is a well-trained team. The MBCEA is your best source for training developed by members and freely shared with fellow members. The MBI is your only source for training videos that cover every aspect of metal building erection.

The MBI makes the Quality and Craftsmanship Training Series available free of charge to members of the Metal Building Contractors and Erectors Association.

Hundreds of companies rely on the MBI Quality and Craftsmanship Training Series to train their employees. Thousands of young men and women rely on this training for essential job knowledge and skills.

If you have any questions or require any additional information, please do not hesitate to contact MBI Executive Director, Sasha Demyan at 484-239-3337 or sdemyan@metal-buildings-institute.org or visit the **[MBI website](#)** for more information.



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New MBCEA Website and Members Area - Please create your account!

We have a brand new look and updated technology in an effort to better serve all our

members.

In order to get the most out of your member experience, you will need to create a new login. Your previous username and password will not work on the new website.

Please follow the steps below or watch this short [how-to video!](#)

Membership & Account Access

Is Your Company a Member?

If you are an employee of an MBCEA member company, we invite you to set up an online account to:

- Access the Member's Only Area
- Register for Events
- Update your Member Profile
- View and Pay Invoices
- Review Transaction History

CREATE AN ACCOUNT

Applying for Membership?

The members of MBCEA invite and encourage you to join! By working together, we can achieve our mission to maintain and enhance our industry as a whole.

Visit our [Benefits of Membership](#) page to learn more about the resources we offer to help grow your company.

VIEW MEMBERSHIP INFORMATION

With your login, you will be able to:

- Register for events
- Update your profile information
- Track event attendance
- View/Pay invoices
- Access Members Only Resources
- ...and more!

To create your new login, follow the instructions below.

- [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. Be sure to update your profile!

If you have any questions please [contact us](#).

Ready to join MBCEA?

We are excited to have you as a new member! To get started:

- Click [here](#) and follow the instructions for your appropriate member type.

We hope you enjoy all that your new website has to offer!



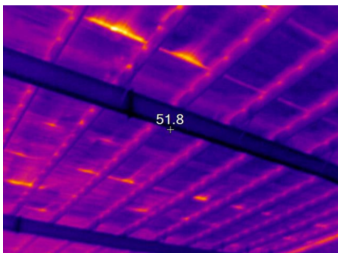
Participate in Air Leakage Testing!

To increase energy conservation, energy codes and standards have been stepping up the effort to reduce air leakage, moving toward a requirement for whole building tests to ensure an adequate air barrier in addition to, or in place of, the prescriptive requirements for materials and assemblies.



In order to help prepare builders, contractors, and erectors for upcoming code requirements, the Metal Building Manufacturers Association (MBMA) is performing these tests and developing a best practice guide. Four buildings have been tested to date and more are needed with the following characteristics:

- Plan area of 5,000 to 20,000 ft².
- Conditioned interior space.
- Compliant with 2012 IECC or ASHRAE 90.1-2013 or later editions.
- Lower U-value / higher R-value insulation systems, such as filled cavity, rigid board continuous insulation, insulated metal panels, and spray foam insulation.



There are many benefits to participating as you will read in [this document](#). Check out the [webinar](#) that was presented during our virtual conference this year for more information. Please consider assisting and contact Vince Sagan, Senior Staff Engineer, MBMA at vsagan@mbma.com or 216-241-7333.



In the News / Member Spotlight

[Metal Construction News - 2021 Top Metal Builders - Entry Due by March 19, 2021](#)

[MBCEA's General Counsel, Josh Quinter, Offit Kurman writes "Changes to Your Post-Pandemic Contracts" in MCN's February Issue](#)

[S-5! Free Webinars and Training](#)

[MBCEA Member, Halme Builders is profiled in MCN's February Issue in "Working Public Works"](#)

[METALCON 6-Part Business Academy - Register for session 3 on April 2, 2021](#)

[MCA Announces 2020 Chairman's Award Winners which includes MBCEA Member Span Construction and Engineering](#)

[MBMA Releases new guidebook for Metal Buildings - "Common Industry Practices"](#)

[ATAS International and BRIGHTSMITH Coaters Congratulates Graduates from Leadership Program](#)

[ATAS International and BRIGHTSMITH Coaters Congratulates Graduates from Leadership Program](#)

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."

"A wish that every day for you will be happy from the start and may you always have good luck and a song within your heart." - Irish Blessing

3/15/2021

Constant Contact

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