

MBCEA *all the news you need*



March 2022

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

[Jen Heimburger](#), President

[Jackie Meiluta](#), Program Manager

WELCOME NEW MEMBERS!

Betco, Inc.

Chasity Turner
228 Commerce Blvd
Statesville, NC 28625
(704)872-2999

cheryl.potter@betcoinc.com

www.betcoinc.com

Build Right Steel LLC

Scott Troutt
7002 Pelham Road
Greenville SC 29615
607-425-8824

scott@buildrightsteel.com

Pro Erectors LLC

Oscar Pineda

Hello Sasha,

The world seems to be spinning out of control. War in Ukraine, supply chain problems, inflation, etc. It is hard to keep up. No contractor or erector needs to struggle alone when they are a member of the MBCEA. Our network includes colleagues and mentors with many years of experience and best practice, and we freely share this knowledge with each other. This access to knowledge is perhaps the single most important reason for becoming a member.



There is no better place to learn from the best than at the MBCEA Annual Conference. If you have not yet registered, there are links below. It is a not to be missed event.

Our full schedule begins on April 27 with Chad Williams delivering the keynote. Serving his country proudly through multiple deployments as a U.S. Navy SEAL, on SEAL Teams One and Seven, Chad honed the qualities and values of our nation's best. Today Chad is a bestselling author of his book, SEAL of God and an in-demand keynote speaker. Drawing from his experiences as a SEAL, Chad captivates listeners as he illustrates and instructs the SEAL mindset and ethos that involve mental toughness, discipline, teamwork, leadership, safety and motivation.

Opening day concludes with a Welcome Reception and Construction Hall of Fame Awards. This lovely outdoor reception is an opportunity to catch up and visit with old friends. I am really looking forward to speaking in person after Zoom these last two years. The Hall of Fame is always special as we recognize our industry leaders.

Thursday, 4/28, has something for everyone. MR-24 Installation from Butler, SSR Installations tips from Behlen, Barrier Back-up Systems from ATAS, Spray Foam Insulation Systems from Preferred Solutions, Temporary Bracing from MBI, AC478, and SSR from Nucor – and that's all before lunch! The afternoon has IMP training with Metl-Span and Josh Quinter will offer tips on Recruiting and Retaining Top Talent.

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Colorado Springs CO 80925
(719)505-0259

ProErectorsLLC@Yahoo.com

Quality Erectors LLC

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info@qualityerectorsllc.com
qualityerectors.services.com

Raeco Builders LLC

Thomas Jurgens
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Smartland Construction OH LLC

David Nulick
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Highland Hts OH 44143
440-253-9337

David.n@smartland.com
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Worldwide Steel Buildings

Jeff Snell
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Peculiar MO 64078
(800)825-0316

jeff@worldwidesteelbuildings.com
www.worldwidesteelbuildings.com

On Friday Clifton Reazor of Roof Curb Systems will present Building Technology – Drivers for the Future, David Hirte of AkzoNobel will speak about Paint, Ben King will cover Installation of Kingspan Series Wall panels, Shawn and Dustin Haddock of S-5! will discuss PV Installation and Snow Retention, and Rob Haddock will speak on Metal Roofing and Solar PV: Environmental Capitalism. Friday also features our Golf Tournament.

We have several vendor showcases. This is your opportunity to speak directly with suppliers, to see what is new, discuss business, make deals and redeem offers in a personal and friendly environment.

Our schedule also includes two of our fan-favorite Round Tables. This open mic format is your opportunity to speak up and be heard. We field a panel of experts and turn the floor over to membership. We ask questions, we discuss solutions, we solve problems. We have one scheduled for just contractors and erectors and a second that includes manufacturers and suppliers. It should be great!

There is so much to do; we strongly encourage you to bring your team. I look forward to welcoming you in Tucson!

Regards,

Jen Heimburger
President, MBCEA
President, Heimburger Construction

P.S. A special shout out to everyone that stepped up to join a project team to craft the first 5 Modules of our New Metal Building Assembly Curriculum. You guys rock!

35 YEARS OF EXPERIENCE YOU CAN TRUST



"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.



53rd Annual MBCEA Conference

April 27-29, 2022

**You have less than a month to register!
Deadline is April 13!**

[Hotel reservation cut-off is April 5!](#)

The schedule has been finalized and we are excited to continue to offer separate tracks for field personnel and management. But the offerings have grown and we're using this as a test year to provide product specific training for your field personnel. [Check out the agenda and register your team!](#)

Loews Ventana Canyon Resort Amenities - get ready to enjoy!

- Two heated pools, hot and cool pool and dry sauna
- Ping Pong table by the pool deck
- Two tennis courts
- Full-service Lakeside Spa and Fitness Center
- Two Tom Fazio designed championship Golf Courses with Driving range
- Nearby hiking at the Ventana Canyon Trailhead
- Guided hike on Friday-Sunday by lobby area at 8:30AM
- Telescope + Stargazing on Friday and Saturday 7pm-8pm at the Tennis Courts (Based on weather)
- Live Music at Cascade Lounge on Friday and Saturday nights from 7pm-10pm
- Fire pit and lounge seating, plus corn hole on Cascade Terrace (based upon availability)
- Blues, Brews, and BBQ Brunch on Sundays from 11am-2pm
- Tortoise Enclosure
- Window Walk Nature Trail

- Pet Friendly
- Onsite Avis Rental car company

CLIPS & ACCESSORIES
 We manufacture and supply roof clips and accessories.

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Only a few Exhibit Booths remain!

Exhibiting at the joint **MBCEA Conference & MBMA Meeting** will enhance your visibility to decision-making attendees and industry professionals. Our attendees want to see and hear about what's new in our industry... products, tools, etc. The Conference will feature exhibit times that include food buffets and cocktails to maximize attendance.

Thank you to our Conference Sponsors!





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-Eric Darby
Roofer

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Construction Law Corner - Davis Bucco Makara & Dorsey

HAS OUR ‘NEW NORMAL’ MADE CONTRACTUAL DELAY LANGUAGE OUTDATED?

The past two years have seen a significant increase in the issues impacting project schedules and causing project delays. COVID, supply chain issues, labor shortages and now war in Ukraine are creating volatility for construction scheduling and pricing. Such volatility is unfortunately becoming the ‘new normal’ for the industry. Contractors should evaluate how they will mitigate the delay risks associated with this ‘new normal’ because traditional delay language may no longer provide sufficient protections. As discussed below, Contractors can address this delay issue by identifying, more specifically, the anticipated delay risks in the contractual definition of “excusable delays” while also including more specific, separate procurement activities in the project schedule.

A Contractor’s risk for late project delivery, and/or missing project milestones, are often mitigated with a contractual ‘force majeure’ or delay provision. These provisions define between the parties what is generally known as an “excusable delay”. An “excusable delay” often entitles a contractor to additional time, and in some cases more money, to perform the work. It is well settled in many jurisdictions that the parties to a construction contract shall be held to their contractual arrangements in allocating the risk of delays anticipated or foreseeable at the time the contract was entered. When evaluating a contractor’s entitlement to an extension of time for performing its work, courts and arbitrators will evaluate not only what delay risks were anticipated or foreseeable at the time the contract was entered, but also how the contract’s delay language defining “excusable delay” chose to address that anticipated risk. Therefore, where an excusable delay provision remains silent on a foreseeable or anticipated delay risk, it is likely that provision will be interpreted as attributing the risk of that anticipated delay to the contractor. The reasoning is that, despite the foreseeability of this delay risk, the parties chose to proceed with defining “excusable delays” without addressing that risk. Where an “excusable delay” provision relies upon a general ‘catch all’ provision, such as “delays beyond the Contractor’s reasonable control”, the Contractor is even more so at the mercy of contractual interpretation, and the litigation that may be needed to achieve a favorable interpretation.

[Read the rest of the article for examples and recommendations.](#)

Here are 9 elements of good strategy



MBCEA Chapters

Mid-Atlantic Chapter News

The MAD **CPR/Basic First Aid** course has been rescheduled to **Friday, March 25**, due to inclement weather and will be held at ATAS International in Allentown, PA. Check the expiration date on your current certification card and sign up for another 2-year certification. Get your new employees certified. For more information, visit our [Event page](#).

New member, David Nulick with Smartland, called MAD Treasurer David Leinbach's Project Estimating - Strategies and Tips class valuable and resourceful. About a dozen members benefited from this chapter event held virtually on **3/11**.

Register now for **Contract Drafting and Negotiation** to be held virtually on 4/7/22!

2022 Sponsorship Opportunities are now available!

New England Chapter News

First Aid Training will be held on **May 18, 2022** at the Holiday Inn in Marlboro, MA. Flyer will be going out later this week.

2022 Scholarship Application period is now open. Please submit [applications](#) prior to May 10, 2022.

Save the date! The **31st Annual New England Chapter Golf Tournament** will be held at the Lake of Isles Golf Course @ Foxwoods on **July 21, 2022**.

Greater Ohio Chapter News

COMCheck training seminar is scheduled for April 22, with Dr. Lee Shoemaker from MBMA. Location is Messer Construction training room in Cincinnati, OH location. Start time is 9 am. Contact Orris@northeasterectors.com to register.

Save the date for our annual golf outing scheduled for August 5, at Bunker Hill golf course in Medina, OH. 2022 Sponsorship Opportunities Available.

Carolinas Chapter News

The Carolinas Chapter is accepting Scholarship Applications from now until April 15, 2022.

Our Scholarship Program is open to any enrolled college student or college-bound high school senior. 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. Associates Members' employees who work in the Carolinas area are also eligible. [Click here for more information.](#)

Carolinas Spring Golf Outing

May 5, 2022

Cramer Mountain Club
100 Hidden Pastures Drive
Cramerton, NC 28032

<https://www.cramermountainclub.com/>

Registration forms to follow



Carolinas Summer Meeting

July 14-17, 2022

Sonesta Resort Hilton Head Island
130 Shipyard Drive
Hilton Head Island, SC 29928

[Click to reserve your room](#)

Registration, Sponsor and Awards forms to follow

5 ways to master your daily schedule

Productive schedules are structured, focusing on one task at a time and include goals or tasks for the next week, month and year, writes Mary Kelly. "When you focus on your most important work, delegate the rest, and produce exceptional or satisfying results, you know the best ways to use your time," Kelly writes.

Full Story: Productive Leaders



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BoomNation is the newest tool in connecting workers and employers in the skilled trades industries across the country. We offer a platform for workers to connect with each other to build up their networks, while finding jobs with employers.

Click here to see an article in [Design and Build with Metal](#) about our platform.

We are currently offering discounts to MBCEA members for job postings. Contact us at sales@boomnation.com and let us get you connected with workers in our exclusive blue collar community.

The Complete OSHA Training Solution

Get the OSHA 10 & 30 Training You Need! For a limited time, [OSHA 10-Hour Construction](#) is only \$50. [OSHA 30-Hour Construction](#) is available along with [OSHA 10 in Spanish](#).



MBCEA Members receive 15% off ClickSafety Online Courses. Grab the discount code and contact in the [Training section](#) of the [Members Resources](#).

Why great leaders default to action

Taking action on visions and goals can build your confidence and courage as a leader, provide learning experiences and expand your sense of what's possible, writes Gregg Vanourek. "Without taking action consistently, even when we don't feel fully ready, we're prone to missing big chances, including opportunities for breakthroughs," Vanourek writes.

Full Story: Gregg Vanourek

AC478 Member Spotlight Dunn Building Company



Since 1878, Dunn has been a construction leader throughout the Southeast. From turn-key construction to very complicated, specialized services such as concrete foundations, pre-engineered/steel buildings, metal siding and roofing and roof coatings, Dunn Building Company is the leader in design-build construction for major industrial markets throughout Alabama and the Southeast.

Dunn is consistently ranked the #1 metal building erector in the state of Alabama. Their reputation as an industry leader is a product of their ability to design, furnish and erect first-rate pre-engineered building solutions. It's a reputation built with a network of solid relationships in the metal building industry, and an equally solid workforce of experienced ironworkers.

Dunn has proven this commitment to quality through IAS Accreditation for AC478. Andrew Edwards, president of Dunn Building Company, LLC jumped at the opportunity to pursue AC478 accreditation. "I believe all metal building companies should want to adhere to a higher standard, and we are very proud to be the first contractor in Alabama to achieve AC478 accreditation." said Edwards. "I view this as another opportunity to continue to expand the Dunn Fundamentals' culture of safety, quality and efficiency. Our customers will continue to benefit from our performance."

For more information about the IAS AC478 accreditation program visit www.mbcea.org. For more information about Dunn Building Company, visit <https://www.dunnbuildingcompany.com/>.

Accreditation for Metal Building Assembly

AC478 is for contractors and erectors who assemble metal building systems. It was designed to complement AC472, which is the quality program for metal

building manufacturers.

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

The AC478 Accreditation program is the most comprehensive quality assurance accreditation of its kind for metal building assembly. At our March roundtable, Dan Halme, Halme Builders shared how he has integrated a Metal Building Assembly Checklist into his standard QC process. Download a copy of the [checklist here](#).

MBCEA members get free consultative support, templates, tools and a mentor to help them through the program – well worth the price of membership!!

We hope you will join the Accreditation Committee on Thursday April 28, at 11AM at the National Conference. Accredited members will be on hand to answer your questions and share their implementation story.

Unsure where to begin, contact [Jackie Meiluta](#) or spend a few minutes in the AC478 section of the Members Only area of the MBCEA website. We have simplified the information and provided everything you need to get started.



The advertisement features a photograph of a building's roof undergoing a retrofit. A large, dark blue banner at the top reads "PROVEN Metal Roof RETROFIT SOLUTIONS". Below this, three lines of text describe the service: "Sub-framing systems to fit over any existing metal roof", "Schedule more jobs with our prompt fabrication and shipping", and "Install without disrupting the building occupants". The photograph shows a worker on a roof with a "ROOF HUGGER" sub-framing system installed. A sign for "LSI GROUP METAL BUILDING COMPONENTS" is visible on the roof. At the bottom left, the contact information "sales@roofhugger.com" and "www.RoofHugger.com" is displayed. The words "ROOF HUGGER" are written in large, bold, red letters across the bottom of the image.

In the News / Member Spotlight

[4th Generation Family Member Named Heath Steel President - Tony DeMario](#)

[MBMA Welcomes Five New Members](#)

[ATAS Introduces New Metal Wall Panel Profile](#)

[MBMA Announces 2021 Student Design Competition Award Winners](#)

**Submit your Company for the Metal Construction News
2022 Top Metal Builders!**

In the May 2022 issue, *Metal Construction News* will publish its list of Top Metal Builders. They identify the largest metal building contractors and erectors as measured by square footage and tonnage. This is a great way to raise the profile of your company and help differentiate you from your competitors. Deadline is 3/18/22. Enter [here!](#)

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

MBCEA | PO Box 3429, Bethlehem, PA 18017

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