

MBCEA *all the news you need*



May 2021

Reaching New Heights, Together



**METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION**

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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!

Battle Creek Developments LLC

John Brackett
9300 Oregon 234
Gold Hill, OR 97525
(541)621-9127

john@battlecreekbuilt.com

Integrative Contracting Services LLC

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PO Box 4232
Vail, CO 81657
(970)219-6836

andy@icservicesllc.onmicrosoft.com

<http://www.ics.ventures>

Joiner Construction Inc.

Justin Joiner
PO Box 238
Ellinwood, KS 67526

Hello Sasha,

Hats off to everyone involved with our National Conference. We had great content, fantastic participation, and tremendous support. It was a great event. A special Thank You to the Exhibitors and Sponsors. Registered attendees will have access to most of the content for the next three months. Some content, like the awards ceremony is available now on [YouTube](#).



One of the common themes amongst the speakers and roundtable was the current supply chain issues. Greg Pasley, chair of MBMA spoke to this during the Opening Session. It seems as one crisis (the pandemic) winds down, another is looming, ready to hit you upside your head. Yes we are all frustrated with delays, price increases and back logs but know also that the boom is coming. I know of one Manufacturer who received 8 months of orders in the last two months.

As with all crises – only the strong will survive. My advice to MBCEA members is PREPARE. Prepare for the unexpected. Prepare for growth. Prepare your team, your equipment, your supplies, etc.

Sure no one likes delays, but rather than consider the delay a waste of time, change your mindset to consider the new found time an opportunity. Use this time to button-up your training, check your equipment, inventory your supplies. Consider your cash flow. Reevaluate your relationships – is your banker, your insurance agent, your equipment rental supplier committed to your business? There will be plenty of work for those who are ready. I urge you to get ready.

In other news, we need your help. We are pursuing an opportunity with NCCER to develop specific training for our industry. But they need your input before they will take the next steps. Please complete [this survey](#) – it will take you a few minutes but it is for a good cause.

Training is so vital not only to our ability to put up buildings properly but also to our ability to recruit and retain workers. A dedicated Metal Building Assembler training program at NCCER could be huge for our industry. I urge you to click the [link](#) and answer the questions right now.

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 1335 Revolution Circle
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I want to give a shout out to **Behlen** and **Bay**. We sent out a request to our industry members for help with promoting the MBCEA. Both now have a link and testimonial right on their home page of their website.

Lastly, I want to share how my company is using our quality accreditation (AC478) to our advantage. My intent is not to brag but to demonstrate all the ways this program enhances your reputation which is ultimately good for your bottom-line. I list my AC478 credentials on my website and in my signature line on all emails. My listing in the MBCEA directory clearly indicates I am accredited. I attach information about the IAS program to all bids I submit. I am currently working a complex building for a major manufacturer that I know for a fact, my AC478 status was the deciding factor between me and the competition. Maybe as you consider your preparations this year you will consider AC478.

Stay Safe!

Regards,

Art Hance
 President, MBCEA
 President, Hance Construction

How are you showing off your MBCEA Membership? Do you have the logo in your email signature line and on your website, showing your affiliation? Do you have it hyperlinked to www.mbcea.org so that others can learn about the benefits? If you're a manufacturer or supplier, are you encouraging your builders and customers to learn more and join? The logos are in the [Members Area](#) of our website. Download and use them!

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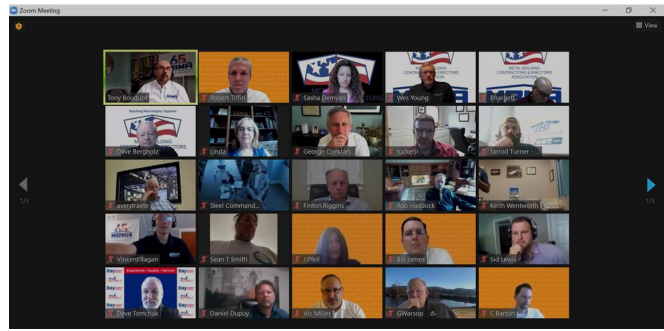


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Watch the Presentations on the Whova App!

**MBCEA's 52nd Annual Conference
 was held Virtually on April 28-30!**

If you registered for the conference but missed a session or want to re-watch one, please use the Whova app to access each recorded presentation. We began Day 1 kicking off with an introductory talk by Art Hance of the MBCEA and Greg Pasley of the MBMA, along with the awards ceremonies for both. There were some **amazing** projects recognized, and congratulations to all of the winners! Check out the Building of the Year **[Awards Ceremony](#)**.



The next speaker was this year's Keynote – Gene Marks. Wow, his talk was 75 non-stop minutes of information, so if you watched it, I hope you were taking notes! If you weren't able to catch it live, we have the replay in the Whova app that can be accessed by registered attendees.

Gene talked a lot about the post-Covid business world, and the business climate under the Biden administration. He gave excellent tips on beating the coming inflation; 6 actions to take to deal with growing supply chain disruptions; the coming impact of the new Labor Secretary, and how higher minimum wages, the Pro Act, and how coming changes to overtime rules and non-compete agreements may affect your business; and also offered some practical advice on current tax credits available for businesses who experienced a downturn last year due to Covid. In other words, how to stay in business and be more profitable, so if you missed it, be sure to watch the replay!

Next was the joint roundtable, and as always, our members enjoyed learning from each other, discussing current issues affecting them and offered solutions.

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Day Two of Conference was Great!!

Day 2 of the 52nd Annual MBCEA Conference and MBMA Spring Meeting kicked off with the Technology in your Business talk. If you were able to attend, you saw insights into several businesses who are using project management software to help better track and manage each project more efficiently, saving time and money. You also saw how incredibly fast BIM software helps you make on-the-fly changes, keeping things moving on-site and reducing downtime. They also discussed the amazing benefits you can get from using drones, such as project monitoring, training, quality control, and even safety oversight. If your business is not yet using these things, you should reach out to those presenters and find out how they have benefitted from these technologies.

If you missed the presentation, be sure to check out the Whova app for the replay. You will definitely benefit from the presentations from the first two days. Be sure to check those out. By the way, we forgot to tell you how awesome you all did with attendance on the first day- our Keynote Speaker, Gene Marks had almost 200 people viewing on Whova. That is almost twice the amount of attendees who came to the events last year, and we are glad to see more of you took advantage of the virtual sessions this year. Remember- if you missed it, you can still see the replays as a registered attendee.

The sessions ended today with Arnold Corbin from Metl-Span covering best practices for design and installation of insulated metal panels, while Dale Nelson from Roof Hugger talked about the benefits of metal over metal re-roof solutions and the time and costs that can be saved compared to a complete re-roof. Lastly, many people took advantage of the social hour with interactive networking "tables", allowing folks to catch up with their fellow members across the country whom they haven't been able to see for the last two years. A lot of connections were made in the rooms I was in and it was a lot of fun! Can't wait until next year when we are live again and in-person in Tucson, AZ!!



What a Conference!

Well, the final day of this year's 52nd Annual MBCEA Conference and MBMA Spring Meeting was no disappointment! We started with a social media/marketing expert, Linda Mastaglio of TWI. She and her amazing team have been handling all of the social media for the MBCEA and MBMA and she had some great tips for your social media. They are simple things, but SO important, such as check your links! Nothing is worse than a potential customer trying to click your link and it goes nowhere! When posting, always post a graphic, picture or video - we are visual people. And be sure to use a scheduler - plan ahead and get your posts scheduled so when things get busy, your social media is still working for you. Robert Tiffin also talked about Silvercote's social media, so you can see how they do it when creating your social marketing program.

Next came Craig Shaffer to talk about upcoming changes to OSHA with the new administration. He reviewed them - from new safety regulations, to increases in inspections, fines, and other potential changes that you need to be aware of. Lastly, Josh Quinter, who is the MBCEA General Counsel, talked about some of the legal challenges and changes your businesses will face in the post-Covid19 world. This is timely FREE legal advice that you need, and can implement immediately to protect your business. These sessions were terrific, and just like the first two days, if you missed any of it, it is all available for replay in the Whova app. Make sure you catch any of the sessions you may have missed because they all contains ideas and information that you can apply to your business right now.

So this year's Conference is over, but remember that next year we will be back LIVE, and IN-PERSON in Tucson, AZ from April 27-29. We can't wait to get back together with you!! In the meantime, this year's sessions were amazing, and we want to make sure that you get to take advantage of all of the great content that was provided, so don't forget to check out the replays in the app, and we'll see you in person next year!! Note that all the content will remain available to you in the Whova mobile app for 6 months and the Web app for 3 months.

I'd also like to take a minute to personally thank all of you for your support and participation. I had so much fun reading through all the discussions on the community board, looking at all the pics, and visiting with you during the Social hour. I was glad to see so many faces on the Roundtable too! We couldn't have pulled it all off without the support of the speakers, the exhibitors and the sponsors, along with the joint support of Tony and the MBMA! So, again, thank you. - Sasha

MBCEA Chapters

Carolinas Chapter News



The MBCEA Carolinas Chapter held its annual **Spring Golf Outing** on **April 22, 2021** at:

**[Cleghorn Golf & Sports Club](#)
**[at Tryon Resort](#)
**183 Golf Circle
Rutherfordton, NC 28139******

We had 8 teams play in this event to raise money for our Scholarship Fund. Thank you to our sponsors and participants. We appreciate your generosity and support!

MBCEA Carolinas Summer Meeting 2021

The Metal Building Contractors & Erectors Association
Carolinas Chapter Annual Summer Meeting

July 15-18, 2021

Click below for

[Registration Form](#)

[Sponsor Form](#)

[Credit Card Authorization Form](#)

Deadline to register is June 5th, 2021

**This year's meeting will be held at the
Sonesta Resort Hilton Head Island
130 Shipyard Drive
Hilton Head Island, SC 29928**

[Click to reserve your hotel room](#)

Please book your room before June 5th, 2021



Greater Ohio Chapter News

Mark your calendars for our annual golf outing scheduled for **Friday, August 13th** at Bunker Hill Golf course in Medina, OH. Full details will be sent out shortly. We are looking for sponsors! If you would like to be part of it, please contact Vic Miller, vic.miller@silvercote.com or Orris Schlabach, orris@northeasterelectors.com.

We are working on a training day for Insulation best practices, and a Clay shoot for later this year. Watch for full details, dates, and locations!

New England Chapter News

May 20 - Free Virtual Event - Air Tight? Get it Right! presented by Vincent E. Sagan, P.E., F.ASCE, Senior Staff Engineer for the Metal Buildings Manufacturers Association (MBMA). Learn more about whole-building air leakage testing, including code requirements, the testing process, test results from recent tests of metal buildings, including one in Massachusetts, and best practices to pass a test. He will discuss the ongoing air leakage testing project, managed by MBMA, and supported by NAIMA, DASMA, and MBCEA, which consists of whole-building air leakage testing of recently constructed metal buildings, determining methods to meet air leakage limits, and publishing a guide with recommendations for contractors of best practices.

Register Now!

30th Annual Golf Outing to be held September 2!

This year we have decided again to hold our tournament at **Lake of Isles** at *Foxwoods Casino Resort*. We have had great success over the last few years and feedback has been overwhelmingly positive. This has made our decision for one more year at this premiere golf resort an easy choice. This event is a major fundraising opportunity each year to help our mission to promote the Metal Building Industry in New England and nationally. The funds help provide education and training to our members for little or no cost.

Entry Form

Sponsorship Form



Signing day held for students entering skilled trades

High-school graduates in Pennsylvania who are pursuing careers in carpentry, electrical work, masonry and other skilled trades had their own signing day courtesy of 84 Lumber and the nonprofit SkillsUSA. Students signed letters of intent and also received scholarships for the start of their training in apprenticeships or trade schools.

Full Story: Pittsburgh Post-Gazette (tiered subscription model) (5/10)

Don't forget we have Career Day Presentations ready made for you!

Construction Law Corner by Joshua Quinter, Offit Kurman

Five Ways to Manage Legal Risk Outside Your Construction Contract

I have reviewed, analyzed, and negotiated too many construction contracts to count over my career as a construction lawyer. It's incredibly rewarding work since it presents an opportunity to avoid larger, long term issues for my clients. No matter how hard one tries, however, perfect contracts don't exist. A written contract is nothing more than an agreement as to how risk will be allocated between the parties. Almost by definition, a good contract results when all sides compromise and carry some risk. There can also be unexpected problems after the contract is negotiated. As a result, companies in the construction industry need to consider other steps they can take to limit their legal liability. Here are 5 to think about:

1. Understand the goals all the parties have on the project. I talk with my team about understanding the "why" all the time. While it's anathema for a lawyer to say the contract does not always govern, written agreements are not set in stone. They can be adjusted if the parties determine there is a better way to meet the objective. If there is an opportunity to help the other side reach their goal and it presents a win-win, change the contract and move on.

[Click here](#) for the other four!

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AC478 - Spotlight on Kaiser-Martin Group

When 3 generations of custom builders joins forces with an industry leader in steel commercial construction and cold storage building... the possibilities are endless.



The Kaiser-Martin Group is a merger between two trusted construction companies; bringing together the best of both companies in order to better facilitate the needs of the industry and clients. From planning to concept to design to build, they make sure every detail is addressed, conceptualized and built to the utmost levels of quality.

As a premier builder of structural steel, pre-engineered steel, and other types of construction, The Kaiser-Martin Group have built steel buildings in all sectors to include retail, industrial, ecclesiastical, offices, warehouses, etc.

President, Dave Leinbach decided to pursue IAS accreditation for Metal Building Assembly (AC478) to be recognized for their commitment to quality, safety and training. He is glad they did. He says "Accreditation has truly made a difference in our company culture. Everyone is on the same page; there is a laser focus on quality and continuous improvement."

If you have questions or are considering accreditation, contact **Jackie** today.

MBCEA is committed to this quality assurance initiative for all members.



Did you know, one of your key benefits of membership is FREE access to the MBI Quality and Craftsmanship Training Series?

For additional information please visit our website at <http://metal-buildings-institute.org/> or contact Sasha Demyan at 484-239-3337.



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!



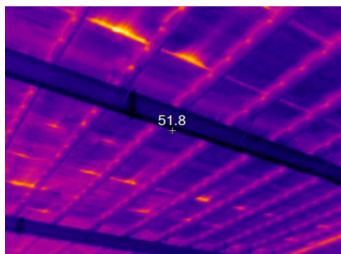
Participate in Air Leakage Testing!

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.

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In the News / Member Spotlight

[MBCEA Members receive discount to MCA's Virtual Summer Meeting June 14-16](#)

[ATAS Announces 2020 Sales Team of the Year](#)

[Metl-Span offers IMP Trained Class Webinars](#)

[MBMA Introduces 2021 Student Design Competition](#)

[MBMA Announces 2021 College/University Architecture Faculty Workshop](#)

[New Wall Applications with ATAS Metal Panels](#)

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

[METALCON 6-Part Business Academy - Register for session 4 on June 2, 2021](#)

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."

"Far and away the best prize that life offers is the chance to work hard at work worth doing." – Theodore Roosevelt

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