



Reaching New Heights, Together



METAL BUILDING
CONTRACTORS & ERECTORS
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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

Robert Tiffin, President

Jackie Meiluta, Program Manager

Britain Graver, Administrative Assistant

WELCOME NEW MEMBERS

ABD Construction LLC

Celso Alejandro Delgado
1238 Creekside Way 1238
Roswell, GA 30076
(678)779-0206

delgado@abdsteelworks.com

www.abdsteelworks.com

Anvil Steel Erectors

Javier Chavez
4842 South Knight Street
Wichita, KS 67217
(316)201-4720

javier@anvilsteelerectors.com

www.anvilsteelerectors.com

Brucha Corp

Maggie Christiansen
Papillion, NE 68046-7034
(531)210-0643

Greetings!

Since Hope is Not a Strategy; We Are Mapping Value for Our Members



During times of uncertainty, whether economic, regulatory, or operational, as a professional association we should lean into our structure, processes, and administration to provide stability, guidance, and resilience.

The following is a quick summary of the 2025 MBCEA Strategic Retreat, and a thank you to all your Chapter Presidents, your Executive Committee, and your Board, for their time, and their courage to speak up for what is working, and as importantly, that which is not.

Here's a higher-level look at what we did. If none of the roles, or the people, sound familiar, call me; I will be happy to share more!

Of the Members on The Executive Committee and The Board, we asked each to complete a priority map, that listed categories: Organization, Finance, Accreditation, Membership, Apprenticeship, Chapters and Collaboration with the Metal Building Manufacturers Association (MBMA). With additional guidance from David Leinbach (MBCEA Vice President) and Sasha Demyan; the priority map included a priority algorithm. This mapping guided the conversations and will ultimately prioritize programs that deliver the most value such as safety training, accreditation (like AC478), and financial stability. On the other hand, it makes us aware of overextending into unfamiliar areas during potential volatile periods.

Each category and its scores were evaluated for potential and vulnerabilities, identifying which programs are essential and those which may be paused, or dare I say it, sunset.

The following are brief summaries of the slide decks which fostered positive and collaborative results.

Mission Reaffirmation

Revisit our core mission (*to support the professional advancement and development of metal building systems contractors, erectors and our industry*) to

m.christiansen@brucha.com

Lunas Building Construction

Oscar Luna
110 Kelly Lane
DeSoto, TX 75115
(469)226-7333

lunasbuildings@gmail.com

www.lunasbuildings.com

Matrix Steel Buildings Ltd.

Luana Fernandes
1125 Colborne St E, unit 1
Brantford, ON N3S 0H4
Canada
(519)756-8669

luana.fernandes@matrixbuildings.com

www.matrixbuildings.com

Steelway Building Systems

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7825 Springwater Road
Aylmer, ON N5H 2R4
Canada
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jp.barker@gmail.com

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marybeth@yusi.ca

www.yusi.ca

ensure it still resonates.

Accreditation

Establish goals/mandate of Accredited Members.
Encourage members and committees to share best practices and local insights to leverage AC478 adoption by members.

Document and Standardize Processes

Clear administrative procedures and succession plans ensure continuity when leadership or staffing changes, either planned or unexpectedly.

Review/Adjust Financial Strategy

Develop financial scenarios for budgeting, investment and revenue spend of value adds. Leverage member feedback, industry trends, etc. to make informed choices.

Strengthening Member Communication

Transparent, frequent updates build trust. Use newsletters, webinars, and forums to keep members informed and engaged.

Invest in Technology and Flexibility

Digital, maybe even AI tools for project management, virtual events, and remote collaboration help maintain operations and member engagement.

Hope is not a strategy. The MBCEA Retreat delivered one. From key takeaways, a plan, and next steps bound with an adamant thread of a unanimous commitment to execute for the success of our association.

We are ready, with a clear, data-informed roadmap ensuring our resilience, our growth, industry relevance and as per our mission...continued value for you, our members.

Be Safe, Be Great,

Robert Tiffin

President, MBCEA

National Accounts Manager, Silvercote

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Next up in our free monthly webinar series...

Blueprint Reading

November 20, 2025

12 - 1:30 PM ET

Topics to be covered:

- Drawing organization
- Detail callouts and nomenclature
- Connection callouts/bolt schedules
- Trim details and how to identify different trim conditions
- Bills of lading/parts lists

[Register Here](#)

[Sponsor this National Webinar](#)

SEO for Builders: A Blueprint to Outrank and Outperform

Fellow member Dominic Scalise with Growth Bureau presented to our members in this month's MBCEA Presents. It covered the key steps every builder can take to rank higher on Google, show up in AI search, and make sure clients find you before your competitors.

[Recording](#)

[Presentation](#)

[Key Takeaways](#)

Project Management Panel at Conference **Need your assistance!**

Based on the feedback from our 2025 Conference, MBCEA members are interested in learning more about Project Management software. We know many of you are using programs such as Procore, Bluebeam, Smartbuild, Sage, Autodesk, Monday.com, etc...so we're asking you to reach out to your representative, invite them to exhibit at the April 22-24, 2026 conference in Colorado Springs, and have the opportunity to present on their product. Perhaps you might even be interested in teaming up with your vendor to share how you utilize it.

This is the right venue to showcase practical tools that improve efficiency, collaboration, and project outcomes in the metal building industry. Whether it's scheduling, budgeting, document control, or communication—your insights can help others make informed decisions.

If you or your vendor are interested in participating, or you are simply willing to share contact information, please email admin@mbcea.org by October 20, 2025. Let's make this panel a valuable resource for our members!

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- Justin Sayer and James Capo
Ironrock Commercial Construction, LLC
MBCEA Member, Sanford, FL

AC478 - MEMBER SPOTLIGHT

Lefever Building Systems Achieves AC478 Accreditation

Safety. Quality. Honesty. Integrity.

Lefever is your on-time, on-budget building partner delivering the highest quality projects and services. Lefever Building Systems headquartered in Denver, Colorado and servicing the Mountain West states and the Southeast states (Texas to North Carolina), now holds the prestigious AC478 accreditation. Lefever specializes in Design-Build and Complex Projects for commercial and industrial customers. They consistently deliver superior quality building projects that are on schedule, within budget and are guaranteed to exceed customer expectations.



"When LBS decided to pursue the AC478 certification some time ago, we knew it would be a challenge and would involve a significant investment of time and resources," states Rick Taylor, President. "Now that we have been accredited, we realize what a great benefit this will be to our customers and LBS. We have always viewed LBS as a process and quality driven company and we have promoted that with our customers. Going through this process has shown us (both internally & externally) that we have significantly improved our processes, compliance, and consistent application of these standards to our work. Our teams are focused on using AC478 to apply these proven principles and processes to all projects and all customers. We are a better company all around and we will be able to maintain this continuous process of improvement due to our focus on and attainment of the AC478 process & principles. And this applies to many areas across our business including Safety, Training, Quality and Customer Experience."

For more information about the IAS AC478 accreditation program visit mbcea.org. For more information about Lefever Building Systems, visit lefeverbuilding.com.

Have questions about AC478? Contact [Jackie Meiluta](#) Check out the [AC478 section](#) of the [Members Only area](#) of the MBCEA website. Hear from your peers on the [MBCEA YouTube channel](#).

PROVE YOUR QUALITY WITH ACCREDITATION

AC478 Roundtable
Wednesday, November 19, 2025 - 2 pm ET

Please join us for an informative roundtable on our signature Quality initiative - AC478. On the fence about AC478? Check out the [MBCEA Youtube](#) channel for several testimonials.

Our panel of experts will entertain any/all questions on AC478. Dan Halme will discuss some issues

IAS sees during the assessment, specifically the letter of commencement for the concrete foundation.

[Register for Roundtable](#)

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MBCEA Chapters

Carolinas Chapter News

MBCEA Carolina's Fall Scholarship Golf Outing

Warrior Golf Club

Tuesday October 28th

10am Shotgun Start (Box Lunch Included)

Awards and cocktail hour to follow

1300 Lake Wright Rd, China Grove, NC 28023

[Click Here to Register](#)

Northwest Chapter News

November 7, 2025

8:30 AM

Join us for a morning round of Sporting Clays followed immediately with our Fall Business Luncheon at Red's Fly Shop / Canyon River Ranch in Ellensburg, WA.

[More Information](#)

Ontario Chapter

November 5, 2025

2:00 PM

We are hosting a meeting for Metal Building Contractors and Erectors as it is an important step in strengthening our collaboration, training, and advocacy within our metal building industry.

We had such a great inaugural meeting, for this meeting; bring a co-worker, bring a contractor from your network, bring someone from our industry!

Agenda Highlights · Welcome and Introductions · Industry Updates (Safety Tariffs, Labour) · Education & Safety Initiatives · Open Member Discussion

[Click Here to Register](#)

Mid-Atlantic Chapter

Join us for our 18th Annual Holiday Social at the historic Glasbern Inn, Fogelsville PA on Friday, December 12, from 6:30-9:30 pm.

[Click Here to Register](#)

Our Golf outing was a great success. Held on September 19th 2025 at the Mountain Valley Golf Course in St. Clair PA, our event was well attended, we had great weather, and everyone had a great time. Our Third place team was from Schlosser Steel, our second place team from Silvercote, and our first place team was PDL Building products. We would like to thank all of our sponsors, volunteers, and participants. The proceeds from our events help us further fund our scholarship annually.

[Click Here to View Pictures](#)

Texas Chapter

The Texas MBCEA Chapter has been officially organized in September 2025. Stay tuned for upcoming events to be announced.

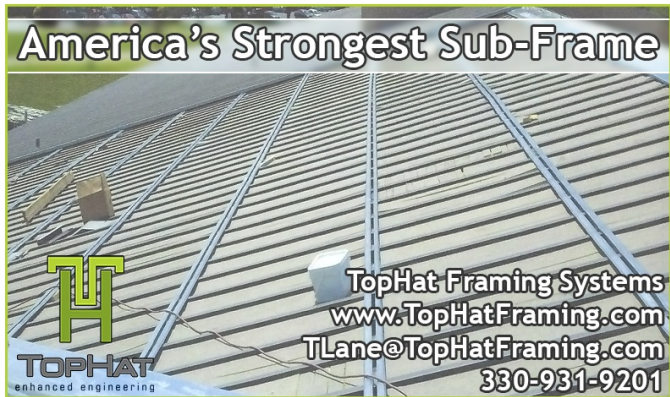
Midwest Chapter News

We are awarding five \$2,000.00 scholarships for the 2025 spring semester.

We also have a few open positions on the modest chapter board. Anyone who is interested in being involved please reach out to chad@marbuildingsolutions.com

[Scholarship Application](#)

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“Livin’ on a Prayer”—and on Record Highs □□ **by Shannon Fowler, Ironbridge Wealth Council**

Markets are singing a familiar tune this quarter, with stocks, bonds, and even gold hitting new highs. But as any Bon Jovi fan knows, what sounds upbeat can hide a few sharp notes beneath the melody. The latest IronBridge Wealth Counsel *Q3 Market Update* unpacks why investors are feeling optimistic, what’s fueling the rally, and where caution (and discipline) still matters most. From the Fed’s “Part Deux” rate cuts to gold’s record-breaking comeback, this quarter’s insights are worth a closer listen.

□ [Read the full update](#) for a clear, level-headed look at today’s markets—and what it means for your next move.

JOIN US AT

METALCON
OCTOBER 21 - 23, 2025
LAS VEGAS, NEVADA, USA



METAL BUILDING CONTRACTORS & ERECTORS ASSOCIATION

Be sure to visit with these MBCEA Member Exhibitors at METALCON!

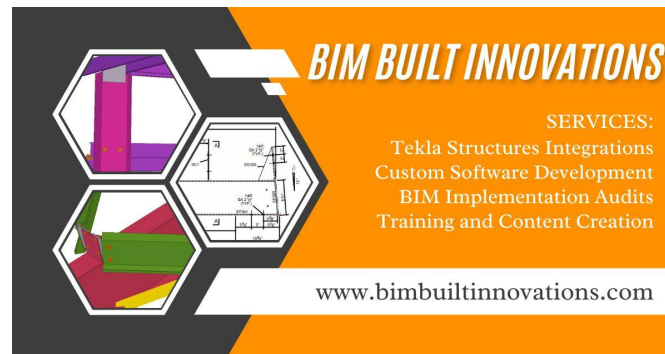
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Brucha Corp
Butler Manufacturing
C.H.I. Overhead Doors
Central States Building Works
ClearSpan Fabric Structures
D.I. Roof Seamers
Dynamic Fastener
EXPI-DOOR Systems, Inc

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Metallic Products Corp
NORBEC Architectural
Nucor Buildings Group
Plyco Corporation
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Roof Hugger, LLC
R-Seal
S-5!
Silvercote
Steel Dynamics, Inc.
Tell Manufacturing
Trac-Rite Door
Triangle Fastener Corporation
Varco Pruden
Wood's Powr-Grip

Meet MetalCoffeeShop at METALCON 2025!

The Coffee Shops™ crew will be on the ground live from this year's METALCON show. MetalCoffeeShop®, the metal-focused site in The Coffee Shops™ family, is dedicated to being a digital space for the metal construction industry to meet, learn and grow together.

[Learn more](#)



Technical Corner: Reviewing Specifications and Contract Requirements

Before mobilizing to a project, every builder or erector should take time to review the specifications and contract language—not just the drawings. Many projects include testing, inspection, and reporting requirements that can fall on the installer if not clearly excluded. Items such as bolt tension verification, weld inspection, anchor pull testing, or water and air infiltration testing are often buried within Division 01, 05 or 13 specifications. Just as important, **the structural notes on the design drawings frequently outline inspection and testing criteria** that may be assigned to the contractor of record and be pushed down to the erector. If your proposal or contract doesn't specifically exclude these responsibilities, you may be held accountable for their cost and coordination.

Understanding who owns these tasks—testing agencies, the general contractor, or the erector—is critical. Clear communication during preconstruction ensures that all parties share the same expectations before work begins. The takeaway: **review the structural notes, specification sections, and referenced standards carefully; document exclusions in writing; and confirm testing responsibilities early.** A short review at **bid time** can prevent expensive misunderstandings once the steel starts going up.

Calling all Subject Matter Experts That means YOU!

The curriculum for the new Metal Building Assembly training program is rapidly being developed and we're looking for those of you with practical knowledge to join a review team. Each subject goes through two passes with Subject Matter Experts (SME's) so we can make sure the content is complete, meaningful and representative of all geographic regions as well as all manufacturers and suppliers. We have a technical writer who actually does the drafting – the SME's are there to make sure things make sense, flow properly, highlight important tips of the trades, etc.

Please email Britain at admin@mbcea.org if you'd like to join the Framing, Framed Openings, Exposed Fastener Roofs, or Standing Seam Roofs committee.

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The Metal Buildings Institute is the only place for training and information exclusive to the Metal Buildings Industry. Visit us on the web at www.metal-buildings-institute.org.

MBCEA members receive free access to the Quality & Craftsmanship 101 11-module video series, \$200 off the annual subscription to the 102 IMP and 201 Retrofit Roofing Modules, and \$150 off the Guidelines for Temporary Bracing. The discount code can be found on our [Training page](#).

Every contractor and erector should have a copy of the guidelines and access the training!

In the News / Member Spotlight

[Mark Bus of ATAS Receives Forty under 40 Award](#)

[International Accreditation Service \(IAS\) Celebrates 50 Years of Excellence with Gala and Dinner Event](#)

[Architectural Students Have a Delicious Array of Choices with Bluebird Market Folio](#)

"Autumn is a second spring when every leaf is a flower." - Albert Camus

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