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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

**Greetings!**

Last month I mentioned OSHA's new emphasis on hot weather work. I would like to give a big shout out to **Span Construction** for sharing their guidelines with membership. You can find this and so much more in the members only area.



As our project teams continue to meet and make progress on the new Metal Building Curriculum the idea of "erect-ability" continues to resonate. Our teams are a nice mix of contractors, erectors, and manufacturers. We have field personnel as well as leadership, engineers and ironworkers. Needless to say, some of their conversations go off track in weird and wonderful ways. A recent Temporary Bracing Committee meeting veered into pre-planning. I thought it might be interesting and worthwhile to share some of their thoughts.

The top complaint or *perhaps opportunity* is wherever possible, to include the erecting team in the design stage - *before ordering the building*. Small details can make a big difference in speed and quality of assembly, aka erect-ability of erection. We are talking about things like:

- Roof slope & panel type, low slope is much faster/easier than a 4:12 SSR
- Column to beam connection
- "Knee" plate design
- Vertical vs. Face connections vs. Horizontal/top connections
- Scru-bolts vs Self Drilling Screws (SDS) on intermediate girts
- Pre-punching on girts
- Roof and wall insulation options
- Permanent Bracing design and locations
- Modular erection vs "stick built"
- Continuous span vs simple span girts/purlins
- Roof and wall accessory types/sizes, curb types

We are not suggesting that erect-ability should trump design aesthetics but it is important that it be considered. And can save you money!

Our sister company, the Metal Buildings Institute has recently published Temporary Bracing Guidelines which offers these recommendations when ordering a building to assist the Metal Building Assembler in developing a safe and efficient erection plan for the building:

1. Request longitudinal bracing spacing consistent with the "5-bay rule" noted in the previous section. There are instances where the

**Jen Heimburger**, President  
**Jackie Meiluta**, Program Manager



The Metal Buildings Institute is the only place for training and information exclusive to the Metal Buildings Industry. MBCEA members receive access to the Quality & Craftsmanship training videos at no charge and receive discounts on other critical training such as Insulated Metal Panels and Temporary Bracing. Visit us on the web at [www.metal-buildings-institute.org](http://www.metal-buildings-institute.org).

Check out our new Temporary Bracing PSA on the [MBCEA YouTube Channel](#) or watch now:

[English](#)  
[Spanish](#)

To purchase your copy of Guidelines for Temporary Bracing, [click here](#). MBCEA members take 50% off the purchase price.

**Every contractor and erector should have a copy!**

- architectural and functional requirements of the building may not allow for vertical sidewall bracing at this spacing but temporary vertical X-bracing can be installed when this is the case.
2. Request that all strut purlins (purlins at roof bracing panel points or on each side of panel point locations of roof bracing) include flange braces at each frame line.
  3. Request that the top girt on all sidewall columns include flange braces at each frame line.
  4. Request a minimum of (1) line of purlin bracing at mid-span of all braced roof bays.
  5. Request a minimum anchor rod diameter of 1 inch and a minimum base plate thickness of 3/4" for all columns that are supported on grout beds (as opposed to directly supported on concrete foundation or previously cast leveling plates).

None of this is meant to be a comprehensive list or a be all and end all – just planting some ideas to keep everyone talking!

Happy Fall!

Jen Heimburger  
President, MBCEA  
President, Heimburger Construction

P.S. If you are going to METALCON, stop by the MBCEA booth and say hello!

P.P.S We are thrilled with the virtual offerings to date for the benefit of our members. Check out the continuation of the Succession Planning sessions below for September and November.

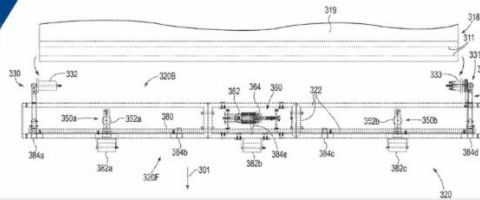
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## Safety Moment Coming Soon...

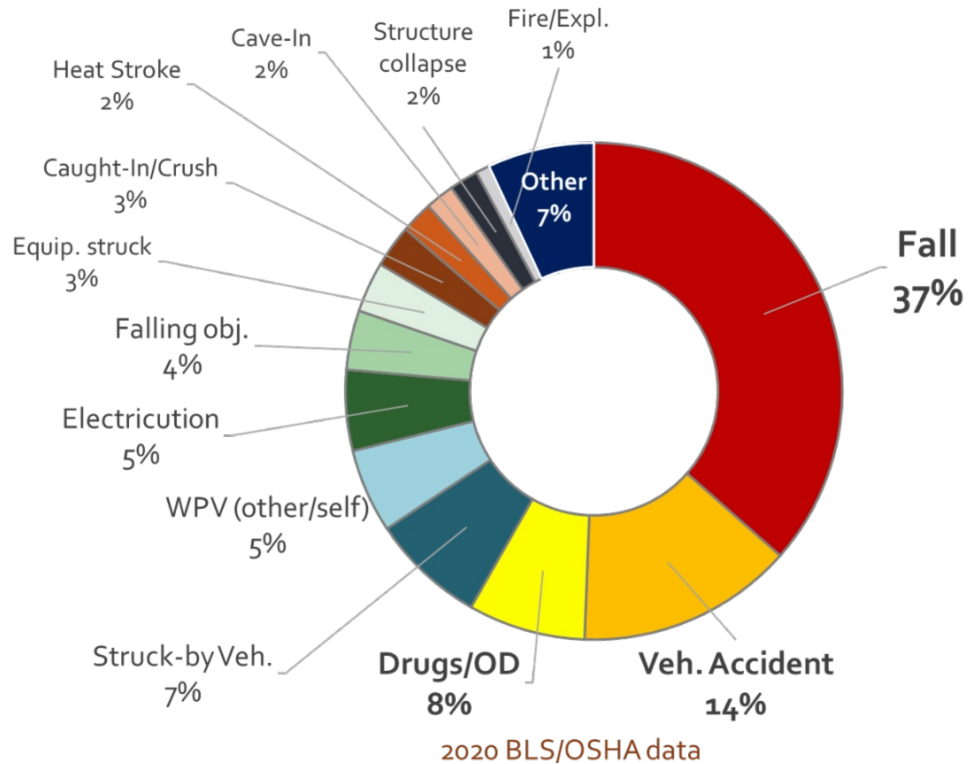
Starting in October, we'll be rolling out a new recurring addition to our newsletter... *Safety Moment*. Craig Shaffer, a Certified Safety Professional & construction safety director/trainer from the Harrisburg, PA area, will be sharing brief safety-related news, notes, reminders, refreshers, stories, & even answers to your OSHA-related questions. Of course, for him to answer your questions, you

need to submit them! You can either email Sasha ([sdemyan@mbcea.org](mailto:sdemyan@mbcea.org)) or Craig ([craig@safetyworksinc.com](mailto:craig@safetyworksinc.com)) directly. Unless you request otherwise, we will keep your name & company out of the mix.

Through this avenue, we hope to continue enhancing the value your MBCEA membership brings.

In the meantime, here's a little something to get the ball rolling...

## Causes of Construction Fatalities



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### Membership Drive Contest

Industry Members and Regional Reps, check your inbox! The **Membership Drive Contest** officially opened on 9/7/22. You have a chance win one of three gift cards at the 54th Annual Conference in Nashville in May, along with recognition for your brand! We want you to be the expert resource for your builders and customers so we're giving you the tools needed to encourage your builders to join the MBCEA. The resources are invaluable and membership is mutually beneficial!

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# IAS

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### AC472 & AC478 Accreditations for Improving Quality and Success in Metal Building Design and Construction - 10/19 12pm ET

The International Accreditation Service (IAS) is providing a free virtual educational session for architects on the IAS AC478 and AC472 Accreditation Programs on October 19. This training is hosted by the American Institute of Architects (AIA) Pennsylvania Chapter and will include architects in New Jersey and New York. MBCEA and AC478 Accredited member Art Hance will be participating in the Q&A.

This program provides architects with an overview of how the AC472 and AC478 accreditations for metal building design, fabrication and construction can be used to complement the building process. An in depth look at what is included in the accreditation process and why it is important for the safety and quality of the building will be covered. This program will outline why accreditation is important and can benefit the architect. 1 AIA LU|HSW Approved

#### Learning Objectives:

1. Learn about the growth and trends for metal building systems.
2. Learn about the only two accreditation programs that are helping design professionals identify qualified manufacturers and assemblers.
3. Learn when to specify accredited companies that design, manufacture and erect metal building systems
4. Learn how to identify and locate accredited contractors and manufacturers.

### REGISTER

#### 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.



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

### **REGISTER NOW!**

**AC478 - Route to Accreditation on 9/20 at 11 am ET**  
**National Roundtable on 9/29 at 2 pm ET**

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. We will not be hosting any roundtables this summer but will resume in September.



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## **MBCEA Chapters**

### **Mid-Atlantic Chapter News**

Thank you to Arnold Corbin, Technical Services Manager at Nucor Insulated Panel Group for presenting "**Tricks of The Trade to Address Common Problems in Metal Building Assembly**" on 8/18 to a crowd of 66 people!! If you missed this informative review of tips, tricks and techniques for your most common problems, order the **recorded session** on MBCEA's **Products and Services page**.

Our **7th Annual MBCEA Mid-Atlantic Division Sporting Clays Tournament** will be held at **Lehigh Valley Sporting Clays** in Coplay, PA on **Friday, November 11, 2022**. This will be a great opportunity to network, socialize and have fun. Prizes are to be won along with a 50/50 raffle. Deadline to register is 10/28! See the **registration form** for more information.

Thank you to **ATAS International, Butler Mfg., Dominion Construction Group, Nucor Building Systems, Silvercote, Tell Doors, and Therm-All** for sponsoring this event. Station Sponsorships at \$125 are available and we're happy to accept any additional event sponsors at \$550!

**Save the date for our Holiday Social - 12/2/22 in Peddlers Village, Lahaska PA!**

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### **Greater Ohio Chapter News**

We are happy to announce our next "**GO MBCEA**" Chapter Event will be at **Top Golf Cleveland, Ohio, Thursday, September 29, 2022**, at 6 pm. There will be a modest fee of \$25.00 per person to attend.

Please email **Orris** if you're able to attend. Space is limited!

Cocktails & Dinner will be sponsored by Silvercote & Greater Ohio MBCEA Chapter.

**Mark your calendars for the following event:**

**November 3** - Meet and greet and membership drive in Columbus, OH. Full details coming out soon.

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## **Construction Law Corner - Josh Quinter, Offit Kurman**

### **Five Important Contract Clauses in an Inflationary Market** Tight contracts are another tool to combat inflation

Inflation is here to stay for a while. While many predicted it would be a transient visitor, the most recent economic reports show it continues to rise and is reaching levels we have not seen in the United States for decades. In addition to planning for increased fuel costs, rising commodity prices for construction materials, and other impacts on the bottom line, it's time to consider how to make some changes to your construction contracts to help address the ongoing problem. Here are five clauses you should give considerable thought to revising; and if they are not in your contract, add them in before your next project.

**Five clauses** as published in August 2022 MCN Issue

## **Business Management Series - Shannon Fowler, Commonwealth Financial Group**

### **Tips to Recession-Proof Your Business**

A common definition of a recession is two consecutive quarters of negative GDP growth. While the debate rages on in the media and in Washington about whether we are currently in a recession, heading for a recession, or if we should altogether redefine what a recession means, business owners should be preparing for the very real possibility.

Since 1950, recessions have lasted from two to 18 months — a duration that can potentially put a significant amount of stress and strain on a business. Right now, the key for business owners is to keep things simple. Focus on the areas of your business that are necessary for its long-term health, which are your employees, cash flow, and operations.

Read the [full article](#) to see how to maintain staffing and manage cash flow. Sign up for Shannon's upcoming [Succession Planning meetings](#), free to MBCEA members.

For membership access to *Addressing the Known Unknowns: Building a Plan to Address Legal Liability* presented by Josh Quinter and Shannon Fowler on 6/15/22, please visit our [Products & Services page](#).



**Succession Planning 101:  
Using the financial and legal tools needed to set up the deal  
9/28/22, 12 pm ET Teams Meeting**

Most erection and construction companies delay talking about succession planning or avoid it altogether. This generally is because getting a handle on the tools needed can feel overwhelming. This session will take the guesswork out of understanding what tools are available in terms of financial planning and legal structures to best serve your succession plan. Join long time MBCEA volunteer and advocate Shannon Fowler of Commonwealth Financial Group and MBCEA's general counsel Josh Quinter as they cover critical components of succession planning. Topics like key man coverage and other insurance products, using trusts to manage tax liability, setting up proper corporate forms to keep more of your money while also limiting liability, buy-sell agreements, and avoiding claims flowing out of the succession plan itself. No subject is off limits and questions are welcome! We look forward to seeing you on September 28<sup>th</sup> at 12:00 EST.

Register [here](#).

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**Succession Planning 101:  
My company isn't worth what I thought and it's time to pivot  
11/9/22 12 pm ET Teams Meeting**

The plan many metal building contractors have for succession planning is to work until they are ready to retire and then sell their company. While the thought process of living off the proceeds of the sale in retirement is a logical one, construction companies are notoriously difficult to value and often are not as marketable as owners anticipate. There are a multitude of reasons for this disconnect that, if understood, can be tackled with a good plan. This program will explore the common problems in the valuation process, how to combat those challenges, and alternative plans for succession planning when pivoting is required because of an unexpected poor valuation. Join long time MBCEA volunteer and advocate Shannon Fowler of Commonwealth Financial Group and MBCEA's general counsel Josh Quinter as they discuss strategies to properly posture your company for a strong valuation, assessing the timing of retirement and sale of a company, and what to do when you can't sell the company. The discussion will be lively and informative. We look forward to seeing you on September 28<sup>th</sup> at 12:00 EST.

Register [here](#).

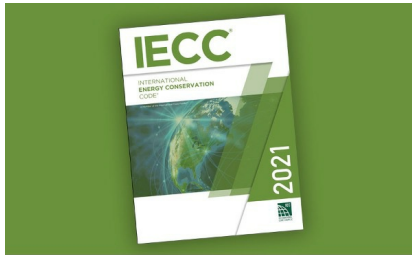
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## Commercial Energy Code Update: IECC 2021/ASHRAE 90.1-2019

By: Bill Beals

The International Energy Conservation Code (IECC) and the American Society of Heating and Air-Conditioning Engineers (ASHRAE), together with the American National Standards Institute (ANSI) and the Illuminating Engineering Society (IES), published a new energy code cycle in January 2021: IECC 2021/ASHRAE 90.1-2019. The new code cycle is the latest edition in a long series of updates spanning many years. In fact, the original ASHRAE standard was published in 1975. Since then, multiple editions have been adopted throughout the U.S., with each cycle containing increasingly stringent requirements. Due to the complexity in each new code cycle, contractors often find themselves wondering, “what do I need to do to meet code?” While the answer to this question depends on a variety of factors, such as project location and budget, there are a few basic tips to help builders navigate the latest energy code cycle and get their projects up to code.

**Read on** for the changes you should know.

## METAL CONSTRUCTION NEWS

## 2022 MCN Project Excellence Awards

The Metal Construction News Building and Roofing Awards are celebrating their 35th year, and have showcased the innovation and excitement of the metal construction industry.

Projects that were completed after Jan. 1, 2021 are eligible in the following categories:

- Metal Buildings
- Metal Roofs-New
- Metal Roofs-Retrofit
- Metal Walls-New
- Metal Walls- Retrofit
- Metal Craftsmanship

For more information, download the entry form [here](#). DEADLINE: Sept. 23, 2022



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-Tom Davis, Tom Davis Construction Inc.



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## Free Passes to METALCON '22

MBCEA has 10 free passes to give away! Just [click here](#) to register before 9/30/22!

Check out all the [educational sessions](#) planned over the three days from October 12-14, 2022. Plan your route through the [Exhibit Hall](#) and stop in and say hi at Booth #219 in the Metal Building Marketplace.



## Save up to 34% on OSHA 10 Training

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## Top Courses for Fall Protection

Falls are a leading cause of work-related injuries and fatalities. Adhering to OSHA standards and safety best practices can reduce the number of falls and help keep employees safe. Keep you and your team safe in the workplace with the [Facts of Fall Protection](#) →

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## Have you missed any of the Mid-Atlantic Chapter's online sessions that were opened up to the National membership?

They were recorded and access for a nominal fee is available through our [Products and Services page](#) to logged in members. We encourage you to take advantage of these well-received informative programs. So far the list includes **Project Estimating, Negotiating Contracts, Leadership, Marketing your Company, and Common Problems in Metal Building Assembly.**

## It's now easier than ever to request your crew sourcing needs!

Do you have overlapping projects and need assistance? Do you have a gap in your schedule due to a project delay? Are you selling a piece of equipment or hiring? Our goal is to keep everyone working and provide assistance when needed. These posts are not for bid requests and we encourage you to use the [Member Directory](#) to locate fellow members in your project area. But if you're in a jam and you need your fellow members, visit [this page](#) to submit a post.



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**Six New Members Join a Growing MBMA**

**American Buildings Honors many MBCEA Member Builders for Excellence in Design**

Crossland Construction Co. has two projects focused on in the July MCN issue - **Innovation**

**Campus building** and **Washburn Indoor Athletic Facility**

**Paramount Metal Buildings and Halme Builders employees are featured in MCN Site Scene**

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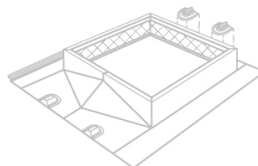
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