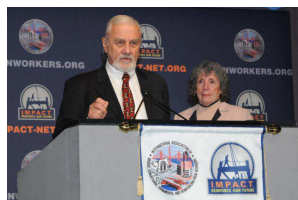


**MBCEA News**

Vol 13    March 2014

**Dear Sasha,**

I know this winter seems like it will never end but spring is almost here and that means the Conference is just around the corner. We have extended the early bird deadline, but need you to act now. If you have not yet registered, what are you waiting for? Click the links on the right and let us know you are coming. Just a heads up, the hotel will only honor the Conference rate if you book by April 12.



Calling all industry partners -we still have a few sponsorship opportunities left. This is a great way to enhance your prominence and visibility to decision-making attendees and industry professionals. Event sponsorships are available for functions such as breakfasts, luncheons, receptions, and the golf tournament. These sponsorships are perfect for giving companies individual attention and providing your company with added name recognition while reinforcing your message and your brand.

You may need to put your reading glasses on but notice anything special about my picture above? Yep, that's me and Mary Farrar on stage at the ironworkers IMPACT Conference! Mary and I were invited by Kenny Waugh, Director Industry Liaison to participate. We joined I.W.I.U. General Treasurer Ron Piksa in an open round table focused on opportunities in the Pre-engineered Building Market. I must say it was an honor and an interesting experience to mingle with hundreds of ironworkers from across North America at their "Victory Through Leadership" conference. For highlights, check out this [you tube](#). There was a general consensus that major infrastructure and construction projects are expected to increase across North America in 2014. Iron Worker General President Wise, in his opening remarks, noted that both workers and companies benefit from investing in quality safety programs and training opportunities. Sound familiar?

Got something on your mind, drop me a line. I love to hear from you.

Sincerely,

**Gary T. Smith**  
**President, MBCEA**



**Conference 2014**  
**May 1-3, Boston**  
**Keynote speaker:**  
**Derek Sanderson**

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[gtsmith@thomasphoenixintl.com](mailto:gtsmith@thomasphoenixintl.com)

## New OSHA Record Keeping Rule Looming

A new record keeping rule that will substantially change how work site injuries and illnesses will be reported by construction companies is being considered by the Occupational Safety and Health Administration. If adopted as proposed, the new regulation will substantially impact construction companies.

Under the proposed change, OSHA would require electronic submission of the same injury and illness data that are already required under Part 1904 of the Act. The new rule would apply to employers with more than 250 employees and those contractors deemed to be working in industries of high injury and illness rates with 20 or more employees.



OSHA's stated intention with the new regulation is to allow those who study the incidences of work place injuries the ability to access the data more easily and to allow for public dissemination of the information on the world wide web. OSHA also hopes to track compliance more easily by moving to this system.

Despite the stated intentions, there are potential problems with this rule which could impact employers immensely. The largest problem centers on the issue of privacy. Employers are presently permitted to maintain these records internally. While OSHA is emphasizing its position that the records are being kept anyway, the indirect suggestion that OSHA reviews them regularly and that it's not a large change is inaccurate. OSHA personnel don't often see these records except in cases where an investigation is undertaken or in an even rarer case of the records being requested for survey purposes. In addition to the fact that the government would now have easy access to this wide array of private information, employers are rightfully concerned by the intention to place this sensitive information on a web site for public consumption.

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[eamcdonald@cecobuildings.net](mailto:eamcdonald@cecobuildings.net)  
[www.cecobuildings.com](http://www.cecobuildings.com)

Other possible effects give cause for concern. Public exposure of this information opens companies up to "secondary prosecutions" when individuals other than OSHA review the records and point out perceived problems. This leaves open the possibility of such third party reviews being used as a weapon. In a related sense, such an approach could lead to substantial harm to a business' reputation and, more importantly, discourage companies from reporting the injuries. Finally, the rhetorical question of how much implementing the new system will cost - both for the government and private companies - must be considered.

The public comment period on the new regulation recently expired and the publication of the new rule is looming. Issuance of the final regulation should be monitored by employers and preparations for its impact should be considered now.

Joshua C. Quinter  
**Kaplin | Stewart**  
 (610) 941-2521  
[jquinter@kaplaw.com](mailto:jquinter@kaplaw.com)

### Lock Up Your Laptop

The portability of a laptop may be its greatest asset, but it is also a great liability. With laptop theft on the rise, be sure your personal and business documents are protected.

Take these precautions, especially when taking your laptop on the road.

Cable it. Security cables for laptops can be purchased for under \$50.00 - a worthwhile investment for protecting your hardware and ensuring your personal information does not wind up in the wrong hands.

Password protect your laptop, or any other computer you work on. Logging off your laptop provides more security than simply shutting it down, and a secure password makes it more difficult for thieves to access your, and your company's, confidential information. You can also set your computer to go into sleep mode when not in use and to ask for a password upon resuming use.



### CECO Building Systems

Tim Schrock  
 PO Drawer 2387  
 Rocky Mount, NC 27804  
 252-407-1800

[Tim.schrock@cecobuildings.net](mailto:Tim.schrock@cecobuildings.net)  
[www.cecobuildings.com](http://www.cecobuildings.com)

### Gonzales Construction

Armand Gonzales, Sr.  
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 Tarzana, CA 91356  
 818-758-2490  
 818-996-3955 fax

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[www.gonzalesconstruction.com](http://www.gonzalesconstruction.com)

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 972-554-3939 fax

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[www.pjcallaghan.com](http://www.pjcallaghan.com)

### SFS Intec, Inc.

Andy Lee  
 PO Box 6326

Be aware of who's around you. Whether you're in a café sipping tea in London or a latte in New York, be aware of the people around you. Others might easily view your screen display - including your security login and passwords.

Encrypt your data. There are programs available that encrypt the data in your hard drive, making it nearly impossible for others to access your information. Encryption software allows you to encrypt and password-protect more sensitive documents and e-mail.

Install firewall software. If you plan to send e-mail and surf the web, whether from home or on the road, install firewall protection to protect your laptop from any security breaches or virus attacks. Use the hardware and software necessary to keep your information safe if you plan to go wireless in your company, your home, or on the road.

A little common sense goes a long way!

JACQUELINE MEILUTA \* 201 ASSOCIATES, LLC

## Carolinas News

DEADLINE EXTENDED TO MARCH 20TH: for March 27th event MBCEA Carolinas Scholarship Scramble--Ballantyne--Charlotte, NC



The MBCEA Carolinas Chapter 2014 Spring Scholarship Scramble will be held March 27th, 2014 at the Ballantyne Golf Club in Charlotte, NC. This is the 4th one for our chapter and the proceeds benefit our Scholarship Fund. Shotgun start for golf is at 1:00pm.

Even if you don't play golf, we have a barbeque scheduled at 5:30pm. Please come join us. [Click to register](#)

The MBCEA Carolinas Chapter in conjunction with Guardian Building Products will offer an Insulation Class to learn about installing Guardian's Energy Saver insulation system starting promptly at 9:00am on March 27th, 2014 (same day as the Scholarship Scramble). The class will finish in plenty of time before the Spring Scholarship Scramble starts at 1:00pm, so for those of you playing golf, you'll have time to do both if you so choose.

The class will be held at:

The Ballantyne Hotel

Spring Street & Van Reed Road  
Wyomissing, PA 19610  
[us.construction@sfs.biz](mailto:us.construction@sfs.biz)  
[www.sfsintecusa.com](http://www.sfsintecusa.com)

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38301 County Road 452  
Leesburg, FL 34788  
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352-589-5067 fax  
[wwentoninc@aol.com](mailto:wwentoninc@aol.com)



**Is it time for you  
and your customer  
to split?**

"Firing" a customer sounds wrong but sometimes it is the best and only choice. Meet

10000 Ballantyne Commons Parkway  
Charlotte, North Carolina 28277  
Phone: 704-248-4383

The class is free to you, all you have to do is fill out the attached [registration form](#) and email it back to me by March 20th, 2014 end of day.

This is to ensure that we have enough materials available for the class. Please email registrations to: [carolinas@mbcea.org](mailto:carolinas@mbcea.org)

See the following webpage to book a room at a discounted rate, if you should need one:  
<http://exclusives.lc.com/charlotte/ballantyne-setcat10>

We look forward to seeing you there.

## Mid-Atlantic News

The Mid-Atlantic Division is holding a full-day Training Extravaganza on Thursday, April 10, in Bethlehem PA. At last, a chance to get your certificate of training for "all the little things" like the new-- Globally Harmonized System(old MSDS) -Cutting Torch Safety-Hot Work Safety---Controlled Deck Zone-Connector Safety-Fall Hazards Safety-all in one day...AMAZING!

The courses will be presented by Gary Smith of Thomas Phoenix International and President of MBCEA. Complete and return the [Registration Form](#) by April 2.



the Demander, the Abuser and the Dodger:

The Demander is the client who takes advantage of your services. No matter how much you deliver, he demands more and wants to pay less. As you move heaven and earth to please him, your profits are dwindling away.

The Abuser is abusive to you and your staff and regularly saps your energy. The longer you deal with this person, the more you lose. Think of the extra hours listening to this customer complain, trying to please him, dealing with your staff on each minor transgression. Think of how demoralized this customer makes your staff. All of this adds up to many dollars per hour. What price are you willing to pay to retain this customer?

The Dodger is the client who avoids paying for services rendered or products delivered. If he has a history of paying late or has fallen far behind, you probably don't need him. He's playing with your money! If you continue to extend products or services without being paid, you may be putting your business at risk.

Before you fire a customer, do consider other benefits. If an account is unprofitable, is there another purpose the client is serving? A local bank providing a small loan to a retailer may not generate much return, but the customer may "talk up the bank" to everyone who comes into the store, and refer many good customers. If the customer was an early supporter of your business or continues to bring new customers to you, consider that as well.

If you conclude you would be better off without a customer, be as tactful and diplomatic as possible. Explain that you are not in the position to meet certain service expectations without raising your costs; that you have worked to satisfy a complaint or provided full restitution and there is nothing more that can be done;



Setting Steel

*Quote of the day:*

Strive not to be a success, but rather of value"

Albert Einstein

or that you must discontinue providing goods and services until those outstanding invoices are paid.

**Then use the time and energy you save to market yourself to new and better clients.**

JACQUELINE MEILUTA \* 201 ASSOCIATES, LLC



Got something on your mind, we want to hear from you.

Sasha Graver, Executive Director

[sgraver@mbcea.org](mailto:sgraver@mbcea.org)

Gary Smith, President

[gsmith@thomasphoenixintl.com](mailto:gsmith@thomasphoenixintl.com)

Interested in being the next member spotlight? Have content or news to share with your fellow members? Do you want to advertise to MBCEA members and readers? Contact Jackie Meiluta at [jmeiluta@comcast.net](mailto:jmeiluta@comcast.net)

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