



MBCEA News

October 15, 2013

Dear Sasha,

This is a great newsletter for me to write. October is off to a great start! First, I am thrilled to share that Mary Farrar, MBCEA past president extraordinaire was inducted into the Metal Construction Hall of Fame. We had a great show at METALCON. Thank you to everyone who helped make it a success. And capping the week, last Friday I had the distinct pleasure of meeting a great group of contractors and erectors interested in starting a Midwest Chapter. Read below for details.

As always, if you have something on your mind, I want to hear from you at gtsmith@thomasphoenixintl.com.

Sincerely,

Gary T. Smith

Midwest Chapter News

The MBCEA is all about Chapters - but why are they so important? MBCEA Chapters are social forums where you can network with other contractors and erectors in your geographic area. They are philanthropic - several chapters raise money for scholarships or support local charities. And perhaps most importantly, they are the most cost-effective means to keep up



with ever-changing regulations, building materials/methods and to access low cost training. A typical chapter has two social events per year - perhaps a Golf outing in the summer and a Holiday event in the winter. They also then arrange for industry speakers - maybe someone from OSHA or an attorney specializing in construction law, a building or insulated panel manufacturer. Lastly and perhaps most importantly, they coordinate (and subsidize) required training e.g. OSHA 10, Rigging 1, etc. and certification for your men.

So last Friday, the Midwest chapter held their kick-off. More than 20 companies attended an open house meeting and another 20 or so expressed interest but were unable to attend. MBCEA President, Gary Smith, flew to Kansas City for the event and spoke at length about the successes in the Carolinas, Mid-Atlantic and New England chapters.

Andy Huber, A.L. Huber, Inc. in Kansas City, Steve Butler with Dynamic Fastener in Kansas City, Kelly Burk of Burk Erectors in Springfield, MO, Kelly Burk, Jr. also with Burk Erectors in Springfield, MO, Bill Johnson with Evans Building in Wichita, KS and Sandy Fowler of GF General Contractors in St. Louis were all instrumental in getting this first meeting off the ground. Jeff Fox from L&L Insulation and Thad Carley of Carley Construction Co. are also lending a hand. They are all committed to making this a very successful Chapter with lots of benefits for their members.

Quite a few people have asked how they can help. New Chapter President Andy Huber said it best, "help spread the word." As you conduct your everyday business, mention the MBCEA, mention the work on this chapter and contact us and let us know you are interested.

Our first training session and next meeting will not be until the spring but for now we need to build a strong list of interested companies. If you are not a member of the MBCEA, join - we are offering a 50% discount for new members and a portion of all dues goes to the Chapter. Contact [Sasha Graver](#) at National or [Shannon Fowler](#) in the Midwest and let them know you want to be included.

MARY FARRAR INDUCTED INTO METAL CONSTRUCTION HALL OF FAME

*"Challenges are usually opportunities just waiting to happen."
Mary Farrar*

Mary Farrar has been active in the metal construction industry since 1972. She started as a payroll clerk for Metal Building Sales & Erection Company working from 10-2 on Tuesday and Thursday. The name of the company says it all - and so did Farrar. She advanced to office manager and later helped to keep things going, with the help of some good ironworkers.



Farrar started Systems Erectors in 1978 and ran it until 1989 when she merged with a large pre-cast erector in Kansas City, Building Erection Services Co., Inc. For the next 21 years she served as their Division Manager, Metal Buildings.

Farrar retired *the first time* in 2010, when BES was sold to a local steel fabricator who did not plan to market metal building work. After a year and

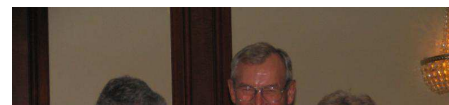


MBI President Tim Seyler, Mary Farrar, MBCEA President Gary Smith

a half of travel and goofing off, in the summer of 2012, she was approached by a young man who was looking to expand his business into metal buildings. They met, struck a deal, and by September of 2012, she was out beating the bushes for work again. Farrar explains it simply, "It is fun contacting all my old customers etc. The amount of work out there today, compared to when we wound down in 2010 is unbelievable. So I'm back to Division Manager, Metal Buildings, just for a different company."

In addition to her role as Division Manager, Metal Buildings, Farrar is a tireless supporter of the metal building industry. She has been active in the MBCEA since the 70's. She first served on the board of the Midwest Chapter of the MBDA which morphed into SBA and finally MBCEA. During the early years she served as national chairman of the Independent Erector Division of the Association and then after erectors became full-fledged members of the MBCEA was on the national board of MBCEA.

She served as national president of the Metal Building Contractors and Erectors Association from 2002-2004. During her tenure, she changed the structure to put the association on sound financial footing. She worked with other



board members to establish the Metal Buildings Institute and obtain 501(c)3 status as an educational non-profit so we could receive tax deductible grants and contributions to develop the training our industry needed so badly.



Farrar was instrumental in the creation of the Craftsman DVD series. Besides Bob Ketenbrink's large contribution to the association for this purpose, she was able to obtain a \$50,000 grant from the International Ironworkers Union.

Mary Farrar was never one to let grass grow under her feet. She has an impressive list of accomplishments:

- She started the local chapter of the American Subcontractors Association and served as board member and president of the chapter and later served on the national board as a member of the Ethics Committee and Industry Liaison Committee.
- Worked through the Missouri and Kansas legislatures for 'fairness in construction contract language'.
- Testified at the national Congressional level on "women's access to capital issues".
- Active with the International Ironworkers Union on metal building erection issues.

In addition, Mary Farrar is a founding member of another impressive group, the C200. In 1982, a handful of the most powerful women in business gathered in Los Angeles to raise \$200,000 for The National Association for Women Business Owners, a network dedicated to women entrepreneurs. Once the group raised the funds for NAWBO, the members recognized the collective strength of the informal community they had created. Ultimately the founders conceived a broader agenda that became today's Committee of 200, with a membership that has far surpassed the original goal. Today the Committee of 200 is a membership organization of the world's most successful women entrepreneurs and corporate innovators. C200 has more than 400 members who collectively generate more than \$200 billion in annual revenues.



When asked to comment on her career she had this to say:



"The most important thing to me about the metal construction industry is without a doubt the people I have met and interacted with, both my 'union ironworker employees' and the many associates I have. The most exciting part of my work (besides the thrill of watching steel fly in the air) is the relationships. I have more dear friends in this industry than anyone has a right to and I am grateful for that every day."

She was even more eloquent when asked of what she was most proud, quickly numbering:

1. My family, getting my kids raised and now reaping the rewards - Grands and Great-grands.
2. To have had a hand in developing MBCEA into what it is today. We were an organization on its last legs in 2002 and we worked very hard to get that turned around and get back on solid financial footing.
3. I hope I have passed along to younger contractors what I have learned.
4. I worked hard at the legislative level through ASA and other organizations to get fair construction contract language from both owners and large general contractors.

Mary Farrar's advice to young people starting small businesses is to use all the educational tools that you can. "And there are so many out there. Your trade association is always a wealth of knowledge. Every business book you can pick up - read. Get involved with your peers. My MBCEA erector buddies were my own personal board of directors even though my company was too small to have a real board."

When asked how being a woman may have affected her career, Farrar replied "Gender was (I don't think) never an issue with my peers. And I certainly never sat around and thought about the fact that I was doing something unusual. I was a founding member of the Committee of 200 and there were plenty of women there that made me look like a piker. But definitely in those days, women's access to capital was a huge issue. You almost had to have husband, dad, brother - somebody behind you and of course I never did so it was hard."

When we asked MBCEA leadership for insight and comments on Farrar, they all came back with phrases such as "great leader", "smart businesswoman", "mentor", etc. but there were also a few comments like "loves the casinos" and "could always be



found at the slot machines". Hopefully this gives you some insight into Mary Farrar who is most of all the proud mom of 5, grammer of 17 and great gram of 16 soon to be 18. Her house bulges at the seams at holiday time, with spouses, in-laws and all the others, they are 55 strong now.

MBCEA News is proud to share her honor with you.



METALCON 2013

Quite a few MBCEA members and prospective members flowed through our demonstration booth at METALCON. In one end of the booth, we had literature on our Quality and Craftsmanship Training Series(now available online), Safety Handbooks and Apprenticeship Program. We also greeted many new prospective members. At the other end of the booth, we had a forklift operator, the ever smiling Vern Seyler of S&S Structures,

demonstrating state of the art equipment for lifting and installing insulated panels.

METALCON is always a great learning experience for all who attend. I would like to think the MBCEA booth was a positive addition to that experience.



Carolinas Chapter

MBCEA Carolinas Chapter announces their Fall Meeting on Wednesday, October 23, 2013. Please let us know if there are any topics or concerns you wish to be covered so we can relay those concerns to our speakers for discussion. Our schedule is as follows:

8:00am-1:00pm Informal Golf Outing with Members and Guests
3:00pm-5:00pm Meeting Session
5:30pm-6:30pm Refreshments/Networking hour
6:30pm-8:30pm Dinner and Special Guest Speaker

Our speakers are:

- Dan Walker (MBMA) has been very engaged with the NC Department of Insurance the past couple of years representing the MBMA (and its members) to make modifications to the NC energy code to make more sense as it applies to the builders and erectors as well as keeping this code similar to other energy code standards.
- Daniel Dittman, PE, CMVP has been the Chief Mechanical Code Consultant with the NC Department of Insurance since November 2011. Prior to this, he performed design review functions for state owned buildings while employed by the Department of Insurance (DOI) and State Construction Office (SCO). He completed 300+ reviews for NC Building Code compliance, constructability, and adherence to published design guidelines. Daniel has extensive field experience from construction administration duties performed during the contractor's installation of the office's design packages, and the work was primarily performed in North Carolina.
- Perry Safran (Attorney) of Safran Law Offices, a full-service law firm that has been at the forefront of the ever changing construction industry for the past 40 years, strategically located in Raleigh, NC so they can better serve the local, regional, and national construction industry.

Please come join us! Email [Meredith Miller](mailto:Meredith.Miller@mbcea.org) for more information. Click here for [Registration](#).

**Save
50%**

Have you ever considered joining the MBCEA? Now is the time to do it. The Board of Directors has approved an unprecedented half price new member discount. Once you [join](#), get involved, attend a chapter meeting, network with your peers and competitors. Membership in the MBCEA is a sound investment in your future!

Offer Expires: December 15, 2013

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