

MBCEA News

Vol 23

January 2015



Appearance • Performance • Compliance
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Dear Sasha,

As I write on a snowy winter day, I want you to think for a moment about sunny San Diego. Are you feeling warm?

It is also the beginning of the year so let's also think about planning the development of our key people. I urge you to consider bringing one of your foremen or a leads with you to the MBCEA Conference in San Diego. This is a powerful message and motivator. It is also a critical step in building tomorrow's leaders.



The Conference Committee is so committed to this concept that we have significantly reduced the price for 2nd and additional attendees from one company.

We have put together a stellar package of classes and speakers with an underlying focus of "best practice from the MBCEA Network". Topics will cover: IAS Accreditation and a workshop on how to prepare, Contract Negotiations, Dealing with Conflict on the Job Site, Development of an Erector from HR evaluation to Job Site Documentation, Job Management thru Communication and Documentation, Healthcare Legislation, Understanding the P&L Statement, and even Mobile Technology and how it can improve on the job communications.

Tom Gilligan from Butler (and the MBMA) will speak on the State of the Industry, Jerry Gaston from Nucor will speak on the millennial generation, Atas will educate us on Transpired Solar Collectors, Silvercote will challenge our readiness in preparing for ever changing building requirements and energy codes and Chuck Howard, of Metal Roof Consultants will speak on Re-Roofing.

Conference 2015
April 30 - May 2, 2015



It's never too early to start planning. This year's conference will be bigger and better than ever. Plus the Bahia Resort Hotel is fabulous! Click the picture to be taken to the Bahia Hotel's website or click the link below to see a video highlighting the resort.

<http://www.bahiahotel.com/video/>

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Please complete a brief survey on
Conference 2016. It only takes a second!

What a line-up! These are all shining examples of our members coming together for the good of the MBCEA.

Speaking of tomorrow's leaders, I want to shine the light for a moment on Mike Reynolds, President-Elect of the MBCEA. If any of you have ever watched the MBI Quality and Craftmanship Training Videos you have seen a young Mike, working as a Foreman. Today Mike leads Systems Contractors Inc., an award winning, national erector based in Colorado. Recognized throughout the industry for his extensive knowledge and expertise in both structural steel and pre-engineered building systems, Mike Reynolds currently serves on the erection and safety advisory panels for several pre-engineered building system manufacturers, as well as the Board of Directors for the Steel Erectors Safety Association of Colorado (SESAC), Metal Building Contractors and Erectors Association (MBCEA), and Metal Buildings Institute (MBI).



Mike Reynolds, Tim Clark, Gary Smith

Reynolds is a wonderful success story for our industry. At a young age, he chose to get involved with the MBCEA; to invest the time to participate, to learn, to network. The company he worked for supported and encouraged his efforts. Today he is the major owner of that company and is developing tomorrow's leaders. He frequently says "my participation in the MBCEA has brought in millions of dollars of work for my company. The return on the investment is huge."

Welcome New Members

Abacus, LLC

Leonardo Alonso
2929 N. Central Avenue, Suite #1000
Phoenix, AZ 85012
480-399-8432
602-466-1933 fax
Leonardo.alonso@abacus.abengoa.com
www.abacuspm.com

American Western Steel, LLC

Michael Vivian
5750 N Sam Houston Pkwy E 512
Houston, TX 77032
713-550-4792
info@americanwesternsteel.com
www.americanwesternsteel.com

CWR Contracting

Guy Carrier
1116 Arthur Street W
Thunder Bay, ON P7E6L2
Canada
807-577-0068
cwrcontracting@hotmail.com
www.cwrcontracting.ca

Dominion Construction Group

Philip Clark
680 A Industrial Road
Warrenton, VA 20186
540-428-3612
540-428-3009 fax
philclark@dcgcontractor.com
www.dcgcontractor.com

Fast-E-Nal Erectors, LLC

Miguel Galaviz
3130 Boychuk Avenue #J
Colorado Springs, CO 80910

As 2015 gets underway, I encourage you to think about what you are doing to develop tomorrow's leaders.

I hope to see you at the MBCEA Conference in San Diego. I assure you, you don't want to miss it.

If you have something on your mind, please do not hesitate to reach out to any of us. Your comments and ideas are always important.

Sincerely,

Gary T. Smith
President, MBCEA

PS For those of you worried about my old ticker, I am recuperating and doing well. Thank you for your thoughts and kind words.

PPS We are already planning Conference 2016. We have a brief survey, only 3 questions that we urge you to take, even if you have never attended our conferences. Please [click here](#) to take the survey

Accreditation Update

For the last year, the MBCEA has been working on an independent accreditation program that differentiates and recognizes those contractors and erectors that are committed to safety, training and education. The goal of this program is to level the playing field for *the good guys*.

Accredited entities will need to demonstrate that they have the personnel, organization, experience, knowledge, quality procedures and commitment to assemble metal building systems in accordance with specified requirements. This accreditation will provide a benefit to the public by helping to identify contractors who are committed to quality workmanship. Accredited Assemblers will be able to

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719-392-4706 fax
info@fast-e-nalerectors.com
www.fast-e-nalerectors.com

Five Star Construction Steel Erector, Inc.

Kerry Cooley
16316 66th Avenue NW
Stanwood, WA 98292
360-652-5531
360-652-0764 fax
Kscooley1@frontier.com

Heath Steel

Dave Karst
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Fort Collins, CO 80522
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Dave.karst@heathsteel.com
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Joe Park Construction, LLC

Lori Fisk
PO Box 527
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509-452-5194 fax
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www.joeparksconstruction.com

Kaufman Construction & Development

Sandra Bush
7711 Martin Way E
Olympia, WA 98516
360-491-5230
360-491-5296 fax
sandra@kaufmancd.com
www.kaufmancd.com

Kingspan Insulated Metal Panels

Daniel Foltz

market themselves as having achieved the qualifications of a contractor specialist in the metal buildings industry.

We know this program is not for everyone but it has been written such that the average erector can and should apply. Accreditation is the ultimate proof that you are doing the right thing!

The IAS has announced a Public Hearing on 2/9 to review and ultimately approve our program. We need your support as we head to the finish line. We need to demonstrate to the IAS that this program has general acceptance.

There are two ways that you can show your support:

1. We have created a simple [poll](#). Click yes and register your support. This is easy and takes one second!
2. Download [the letter](#), modify as you see fit and send to jmeiluta@comcast.net or MBCEA, PO Box 4308, Bethlehem, PA 18018. Letters must be received by January 19, 2015. Note: anyone can write a letter. You can be a company or an individual; an erector, manufacturer, supplier, etc.

You can see more information at www.isaonline.org.

To read the complete criteria - [click here](#)

The Code Man's Top Tips for Understanding Commercial Energy Codes and Metal Buildings [Part 2](#)

Now that we've reviewed what I covered in the beginning of my May MBCEA conference presentation, we can move on to ensuring that you understand how to meet your state's latest energy code.



The key to compliance is in the prescriptive roof and wall assemblies.

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www.kingspan.us

Maverick Steel, Inc.

Ron Williams
64905 East County Road 42
Byers, CO 80103
303-822-8949
303-822-9425 fax
Mav1@netecin.net
www.mavericksteelerectors.net

S.L. Shaw Co., Inc.

Lee Shaw
PO Box 67
Bakersfield, CA 93302
661-342-7106
661-873-1571 fax
lee@slshawcompany.com

Silvercote Lamination

John Jackson
10048 Deer Creek Street
Highlands Ranch, CO 80129
303-877-8606
John.jackson@silercote.com
www.silercote.com

Stronghold Building and Supply, Inc.

Joshua Lieberman
PO Box 633
Ft. Pierre, SD 57532
605-223-2500
605-223-2315 fax
josh@lcincorporated.com

Warnick Metal Building Erectors, LLC

Billy Warnick
4018 Clay Avenue
Fort Worth, TX 76117

Takeaway #3: What to Know to Ensure Compliance: The 2012 IECC Prescriptive Assemblies

Zone 4 walls = **R13 continuous insulation (Board/Thermax) + R13 Fiberglass OR U-Factor of 0.052 (installed R-Value of 19.2)**

Other options

1. The OptiLiner™ (Liner System) R30 (9" fiberglass) and foam tape = U-Factor of 0.049
2. Insulation board (thickness dependent on R-Value per inch)
3. Insulated panel (thickness dependent on R-Value per inch)

Zone 4 Roof = **R19 + R11 Liner System with thermal block OR U-Factor of 0.035 (Installed R-Value of 28.6)**

Other options

1. Long Tab Banding (Filled Cavity) R25 + R19 with Thermal block = U-Factor of 0.029
2. Insulation board or insulated panels (thickness dependent on R-Value per inch)

Takeaway #4: Metal Building Assembly Descriptions

Now that you know where to find the prescriptive assemblies, let's take a closer look at the most common system used to meet the wall and roof assemblies.

Liner System: Walls

Liner System wall testing was performed by Owens Corning and can be used for code compliance. Values are NOT found in ASHRAE tables.

It's important to understand that the wall values as described in the IECC 2012 code are suggested methods to meet the U-Value for that climate zone (i.e. R-13 plus R-13 Continuous). The overall U-Value for this combination is U-.052. Most builders do not realize that any system Hot Box tested with a U-Value equal to or better than any climate zone U-Value is also allowed.

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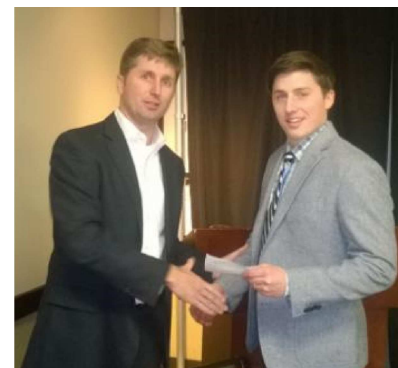
Rocky Mountain Upcoming Events

OSHA 10 class at Miller Safety February 19th and 20th. Cost for MBCEA members will be \$200 each for the first 4 employees a company sends and \$100 for each additional Employee. Non MBCEA members - \$250/pp

Clay Shoot Tournament June 19th 8 am at Kiowa Creek Sporting Club.

For more information, to get involved or to register for either of these events, please contact Gerard (Harvey) Freeman at freeman@coloradoprosteel.com

Mid-Atlantic News



The first MAD scholarship was awarded on December 5th at the Annual Holiday Social at Longwood Gardens.

Rick Clark, an employee at Schlosser Steel Buildings, Inc. is

pursuing a Masters Degree in Structural Engineering at

This information can be found in Chapter 4 section C402.1.2 of the IECC 2012 Code.

Liner System: Roof

My most frequently stated tip for better understanding prescriptive roof assemblies is to remember that the assemblies assume a standing seam roof with a thermal block is used. Though it's fairly straightforward, builders often forget about this underlying assumption.

I hope you've found these top takeaways from my MBCEA presentation helpful. Remember to sign-up for Therm-All's commercial energy codes newsletter [HERE](#) or visit our blog: <http://therm-all.com/Blog.php>.

For complete article (with graphics) - [click here](#)

About Bill Beals

Bill Beals, District Manager of Therm-All Insulation, is a 28-year veteran of the metal building industry. Bill is a contributing member of several committees, including the Metal Building Manufacturers Association (MBMA) Energy Committee and the National Insulation Association (NIA) Laminators Committee. Bill also belongs to the International Code Council (ICC) and is often invited to share his extensive energy code knowledge through presentations at industry conferences, most recently including The 45th Annual Metal Building Contractors and Erectors (MBCEA) Conference. Bill has contributed to many articles and reference guides, and authors Therm-All's bi-monthly commercial energy codes blog called "The Code Man".

[Follow Bill Beal's Blog](#)



7 Ways to Great Leadership in the New Year - Without Uttering a Single Word

by Terry "Starbucker" St. Marie

Lehigh University. He was awarded \$5000 to be used towards his degree. He is a shining example of the quality and caliber of good people in our industry.

Clark, is a NCEES certified Engineer in Training focused in structural engineering. He joined Schlosser Steel Buildings, Inc. in Hatfield, PA in 2013. He is married with a child. He says, "I love my job. SSBI is one of the best metal building contractors in the region. I want us to be one of the best in the country."

His application included the following comments: By having engineers, erectors, detailers, and fabricators all working for the same company, SSBI offers the unique ability to provide not just a metal building, but a finished product. I seek to add another level of expertise to our metal building team. I seek the skills to become an innovator. I seek the ability to set my company apart.

"This scholarship, used towards my Master's Degree will help me achieve these goals."

Please join MAD in wishing Rick much success!

Construction Trivia

By Josh Quinter
(jquinter@kaplaw.com)

The construction industry is a great way to earn a living and offers the





I always appreciate this time of year because a new year is approaching, which gives us a chance to reflect on our leadership over the past 360+ days, and make important resolutions for improvement in the future.

While many of these resolutions will focus on the words we need to use (both in speech and on paper) to be better leaders, I'd ask you to think today about the other, more subtle messages that we send every day through our actions (or inactions) in the workplace.

These messages can strongly reinforce our words, or render them ineffective or meaningless. Every great leader needs to develop a strong self-awareness of their non-verbal communication, and use it consistently, so they can "walk the walk" as well as "talk the talk".

So let's make these 7 resolutions for the new year for great leadership, that don't involve uttering (or writing) a single word:

- **Make More Eye Contact** - Nothing says "I'm paying attention to YOU" better than actually looking someone in the eye. Looking at the floor, the wall, or worse yet, at your iPhone, sends a message of disinterest, even if it's totally unintentional.
- **Keep An Open Door** - Much has been said about the benefits of "an open-door policy", but it's one thing to talk about it, and another thing to actually keep your door open. Better yet, why even have a door at all?
- **Use Your Smile** - You know the saying "a picture says a thousand words"? If a leader is trying to project positivity, humility, graciousness, optimism, openness, and a general good nature, smiling whenever possible is a great place to start.
- **Be Aware of Your Posture** - Body language can speak volumes. Slumped shoulders and rounded backs are never good ways to project authority and control (hint: practice this in front of a mirror and you'll see what I mean).
- **Go "Old School" With Handshakes & Back Pats** - These "old style" gestures, when done with proper consideration of the particular sensitivities of the persons involved, can make a real difference. For example. I'll always remember the bosses that would enter a room for a team meeting and shake every hand in the room before they started, or the ones who would give their encouragement or praise with a hand on my shoulder.
- **Be On Time, Always** - Consistent punctuality sends a strong structural message to the rest of the team - it's a critical part of "leading by example", especially when it comes to keeping all the trains running on time, and meeting deadlines.

opportunity for workers to offer tangible improvements to the world around them. Working in the industry comes with risks though. In some cases it can mean injury; and in others it can mean, unfortunately, death. Many worthwhile steps are taken to protect workers and allow them to go home at the end of each shift in modern construction. While not even these steps can always prevent an accident, they have gone a long way to decrease construction fatalities.

OR PERSONAL FALL ARREST SYSTEM IS IN PLACE

Can you name the construction project with the highest known number of fatalities in history?



Join the discussion on MBCEA's LinkedIn page



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

Sasha Graver, Executive Director sgraver@mbcea.org

Gary Smith, President
gtsmith@thomasphoenixintl.com

Have content or news to share with your fellow members? Contact Jackie Meiluta at jmeiluta@comcast.net

Did you notice the Silvercote ad at the top of this newsletter? We have other advertising opportunities. Contact Sasha for more info.

- Become a Wanderer (Simple Presence) - Doing things like walking the halls, getting your own coffee, making your own copies now and then, stopping by all the office birthday celebrations, or sitting in on a team meeting you were not required to attend are all ways to simply be "there". Frequently getting out of the office and into the field is another excellent habit, even if it's a series of quick "drop bys". Teammates will notice you made the effort.

Be conscious of these 7 resolutions over the next year as you lead, and watch how your team responds. Then I bet, in 12 month's time, you'll be reflecting on your best leadership year ever.

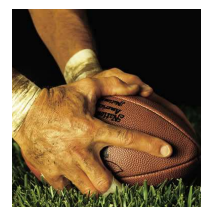
Lead well, and Happy New Year!

[The post 7 Ways To Great Leadership In The New Year - Without Uttering a Single Word appeared first on Terry "Starbucker" St. Marie.](#)

Terry "Starbucker" St. Marie is a native Midwesterner now living in Portland, Oregon. I've been in the business world for over 32 years in various leadership positions, most recently as the SVP of Operations for Bresnan Communications, a cable TV operator in the Rocky Mountain west. Since 2010 I've been out on my own as a business consultant, strategist, coach and angel investor - [see my "hire me" page](#). I'm also honored to have been recently named one of the Top 100 Leadership and Management Experts by Inc. Magazine.

I'm also the co-founder of a new online magazine focused on Oregon entrepreneurs, BuiltOregon.com, which launched in December 2014.

My career's biggest passion has been the practice of what I call More Human Leadership. It's a philosophy that is unabashedly personal - all about positivity, purpose, empathy & compassion, humility, and love. [This site centers](#) on what it means to be a More Human leader, and the fantastic benefit that can spring from it, the Success Trifecta - a successful company, a happy team, and a fulfilled YOU.



QUOTE OF THE DAY

"The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand."

Vince Lombardi

**FREE
DVD's**

Interested in becoming a member of the MBCEA? Join today and receive a free set of the Quality and Craftsmanship DVD series at no charge. This series is normally \$500 (\$350 for members) and well worth every penny!

Offer Expires: January 31, 2015 (while supplies last)

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