

MBCEA News

Vol 20

October 2014

**Dear Sasha,**

I am thrilled to report that Membership at the MBCEA is at an all-time high due to a renewed emphasis on active Chapters, subsidized training and new programs such as the Accreditation Program for Assemblers. The Accreditation program is being called a game-changer for erectors. Five pilot programs are currently underway to bullet-proof and finalize the process. The MBCEA will use these pilots to develop a formal assistance program that will be available at no charge to interested members.



The accreditation program raises the bar for Erectors and adds a valuable tool that can be used in marketing their business. The program will officially kick off at the MBCEA Annual Conference on April 30, 2015. Next year's conference is at the Bahia Resort Hotel in San Diego - see side bar.

I am proud that we offer subsidized training and sometimes worry that not everyone truly understands what a good deal this is. To purchase the library of videos and training courses on your own would easily run into the thousands. To send your men to a local school for OSHA 10 or other required training is equally pricey. BUT the MBCEA subsidizes the cost of these trainings with money raised from dues and sponsorships. Classes are offered typically for just the price of lunch.

Another important component of membership, something I often take for granted, is the power of the friends and colleagues you will meet; the network of the MBCEA is truly its greatest asset. This alone is well worth the price of membership. My business is stronger because of the mentors I have had, the business relationships I have forged, the information and training I access at the MBCEA conference, at chapter meetings, etc. Jackie has written a few articles below on leadership and goal setting. Membership in the MBCEA is a powerful tool in your personal development and your business's success.

I would like to thank Steve Olson and Tony Fuentes for their work to get the Texas Southeast Chapter started. My hat is off to Mike Reynolds, Harvey Freeman, Michael Cain, Randy Gates and Troy Clark for running with the Rocky Mountain Chapter.

Conference 2015 April 30 - May 2, 2015



It's never too early to start planning. Next 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/>

Welcome New Members

Ace Builders, Inc.
Pete Yoder
154 E. Market Street
Nappanee, IN 46550
574-773-5959
574-773-3755 fax
Ace_builders@yahoo.com

Bay Insulation
Darren Rakowsky
1945 Arkansas Street

And I am looking forward to a successful Northwest kick-off hosted by Ben Ferguson. Gentlemen, you are doing the industry and this Association a great service. I applaud your efforts.

Sincerely,

Gary T. Smith
President, MBCEA

PS Last year we added a Classified section to our website. This service is free for members, slight charge to non-members. Lots of companies are looking for crews, foremen, etc. I urge you to check them out frequently.

METALCON News and Pix



Mike Reynolds, Tim Clark and Gary Smith

Loveland, CO 80538
720-530-0624
drakowsky@bayinsulation.com
www.bayinsulation.com

Carlson Enterprises, LLC

Jason Carlson
PO Box 67213
Topeka, KS 66667
785-423-3312
jcarlson@carlsonenterprises.info
www.carlsonenterprises.info

Chief Buildings

Mike Pugach
2038 Wild Star Way
Cast Rock, CO 80104
308-850-8858
308-389-6755 fax
Mike.pugach@chiefind.com
www.chiefbuildings.com

Clear Creek Construction

Bryan Robinson
201 N. Bryant
Edmond, OK 73034
405-740-3354
brobinson@clearcreekconstruction.com
www.clearcreekconstruction.com

Conewago Enterprises

Jeff Waddell
660 Edgegrove Road
Hanover, PA 17350
717-632-7722
717-632-5045 (fax)
jwaddell@conewago.com
www.conewago.com

Dillon Construction, Inc.

Dillon Harris
12902 Haynes Road, Suite 8

The MBCEA booth was the place to be at METALCON. Gene Mitchell offered a Bolting Techniques demo and the MBCEA board members spoke with prospective members regarding the benefits of the MBCEA.



Gene Mitchell

As a show special, we offered a free DVD set of our Quality and Craftsmanship Series (regularly \$500) FREE to all new members. The Board has authorized Sasha to extend this offer through 12/15.

The MBCEA would like to thank The Colorado Coalition, formed by New Tech Machinery and S-5!, for their wonderful Opening Night Party, with live music, food, drinks, and the NFL Denver Broncos cheerleaders. We all had a wonderful time.

Thursday morning, Michael Cain, Big Johnson Construction in Fort Morgan, CO, Harvey Freeman, Pro Steel, Inc. in Black Forest, CO and Mike Reynolds, Systems Contractors, Inc. and Systems Builders, Inc. in Thornton, CO had organized a Chapter kick-off meeting.

Gary Smith presented a powerpoint on the benefits of membership. If you would like a copy of this presentation please email sgraver@mbcea.org.

Friday morning, Gary Smith and Sandi McCracken presented a workshop on how to gain Accreditation. Their presentation titled "The Value and Process of Becoming IAS Accredited" was one of the METALCON Special Education Offerings. Smith and McCracken tag teamed the background and rationale of this exciting new program for Assemblers of Metal Buildings.



Sandi McCracken

They pointed out that there is not, currently, a single Certifying or Accreditation process by which Contractors and Erectors of Metal Building Systems can pursue, or be held accountable. The new program raises the bar for Erectors and adds a valuable tool that can be used in marketing their business. A team of MBCEA members, representing all facets of the Metal Building Industry has been meeting since March to draft an accreditation program that will differentiate those contractors and erectors that are committed to safety, training and education; that perform at a higher level.

Houston, TX 77066
281-537-1300
281-537-1306 fax
dillon@dillonconstruction.net
www.dillonconstruction.net

ECHO tape

Risa Edelstein
5645 Daniels Street
Chino, CA 91710
800-461-8273
risae@echotape.com
www.echotape.com

Halme Builders

Dan Halme
PO Box 1167
Davenport, WA 99122
509-725-1200
509-725-8600 (fax)
dan@halmebuilders.com
www.halmebuilders.com

Industrias ConstruTec S.A.

Eduardo Vargas
PO Box 565-1150
San Jose, Costa Rica
011-506-2290-5111
011-506-2290-5110 fax
evargas@construtec.cc
www.construtec.cc

Intertek / Architectural Testing

Daniel Wise
130 Derry Court
York, PA 17406
717-764-7700
717-764-4129 (fax)
dwise@archtest.com
www.archtest.com

Keystone Steel Buildings, LLC

Gary Bonacci

The IAS is currently reviewing this draft. Five erectors are piloting a program over the next few months to bullet proof the process. Additional workshops, similar to the one at METALCON will be offered around the country to educate the industry about IAS Accreditation and this particular program. The MBCEA hopes to receive IAS approval in early 2015 and will officially launch the program at the MBCEA Annual Conference April 30, 2015, in San Diego.

For a copy of that presentation, [please click here.](#)

Check out Gary at <https://www.facebook.com/photo.php?fbid=607406982703589>



Steve Olson and Andy Huber

64 South Kings Creek Road
Burgettstown, PA 15021
800-877-9159
412-579-7070 (fax)
g.bonacci@hotmail.com
www.keystonebuildings.com

Metal Roof Innovations

Dustin Haddock
8655 Table Butte Road
Colorado Springs, CO 80908
719-495-1906
719-495-0045 (fax)
dhaddock@s-5.com
www.s-5.com

Miller Safety Consulting

Troy Clark
12071 Tejon Street, Suite 200
Westminster, CO 80234
303-477-1044
troyc@millersafety.com
www.millersafety.com

Rigid Global Buildings

Sean Holland
10 Inverness Drive E., Ste. 220
Englewood, CO 80112
303-585-0406
303-799-3677 fax
Sean.holland@rigidbuilding.com
www.rigidbuilding.com

Whitney Manufacturing, Inc.

Charlie Emde
4304 N.E. 1st Street
Pryor, OK 74361
918-825-6062
918-825-6038 (fax)
charlie@whitneymfg.com
www.whitneymfg.com



Steve Webster and Tim Clark



World Development Group, Intl.

Carl Ragosta
PO Box 692428
Orlando, FL 32869
800-583-4190
877-459-9095 fax
cragosta@wdgint.com
www.wdgint.com



Northwest News

It's official! The Northwest Chapter of the MBCEA is ready to launch.

Mark your calendars for December 2nd, 2014

Join Ben Ferguson and Gary Smith at the Courtyard by Marriott Seatac Area, 16038 West Valley Hwy, Tukwila, WA 98188 (425.255.0300) for an informative and fun meeting. Additional details coming soon!

Interested in getting involved? Contact [Sasha](#).

Steve Olson, Josh Quinter and Tim Clark



Tim Seyler and Sasha Graver



Gene Mitchell and Troy Lengel



Rocky Mountain News

Immediately following a successful Rocky Mountain Region Chapter kick-off, local MBCEA members organized and elected Harvey Freeman of Pro Steel Inc. as their inaugural President. Supporting him are Michael Cain of Big Johnson Construction as Vice President, Randy Gates of Heath Steel as Treasurer and Troy Clark with Miller Safety as Secretary.

The new officers have been busy. They have already planned their first training session. Hazcom (GHS) training (Hazcom training card will be issued) and the classroom portion of Aerial Lifts will be offered on November 24th from 8 am to 12 pm at Miller Safety Consulting's office at 12071 Tejon St., Suite 200, Westminster, CO 80234 for only \$40/pp to MBCEA members.

Breakfast will be provided. Please RSVP to Randy Gates at rgates@heathsteel.com by November 17th.

The Government Cannot Terminate

Construction Contracts At Will

The Federal Claims Court recently ruled against the United States government on claims that it improperly terminated a metal building contractor on a U.S. Coast Guard project. The claim arose when a plethora of problems out of the control of the contractor, K-Con, Inc., caused it to deliver the project late.

By way of additional background, K-Con Building Systems, Inc., was awarded a Federal Supply Schedule contract by the General Services Administration to erect a prefabricated metal building for the Coast Guard. The contract contained a clause which required that an officer of the GSA would have to determine whether the cause of delays put forward by the contractor were "excusable" or not.

K-Con's work was set back on a number of occasions due to a world-wide shortage in steel, weather related issues, and complications in the coordination of specific portions of the building design caused by the Coast Guard according to the contractor. Communication regarding these issues occurred regularly between representatives of K-Con and the Coast Guard and the project completion date was even extended on a number of occasions.

Eventually, the Coast Guard became impatient about the delays and elected to terminate K-Con. They argued they had the authority to do so due to the inadequacy of K-Con's work. Conversely, K-Con argued it had no control over the delays and could not be terminated as a result. The Federal Claims Court held that the termination was improper regardless of fault because the proper protocol called for in the contract was not followed. Since the parties agreed that an officer of the GSA had to make a determination of whether the delays were "excusable" before termination occurred - and that the GSA review never took place - the termination was improper.

This decision is a unique one. While it begs the question of whether the Court sought a specific outcome and found a way to justify it, the logic behind the decision makes a larger point. Participants in the construction industry are well advised to read their contracts and follow the claims protocol outlined in them. The failure to do so may result in claims be waived or dismissed.

Joshua C. Quinter
[Kaplin | Stewart](#)
 (610) 941-2521 (phone)
jquinter@kaplaw.com



Carolinas Chapter News



FALL MEETING/GOLF OUTING

Forms can be found on our [website](#):

Networking Meeting: To provide an opportunity for area Architects and Engineers to come and network with area Contractors, Erectors, and Vendors of the pre-engineered metal building industry. Each firm will be given time, if requested to address their firm to the group. Afterwards, there will be an open forum for questions and answers about the pre-engineered metal building industry.

Golf and Awards presentation immediately following.

Please make plans to attend!

To gain better control, learn to let go



Every business can benefit from a leader's laser focus and passionate attention to detail. However, when passion turns to obsession, productivity and morale are at risk.

Passion or micro-management? When owners can't let go, companies fail to grow. Opportunities stall at the feet of an owner who insists on knowing every trivial thing, attending every routine meeting, meddling in the every day tasks of competent staff, calling each and every shot. If you want your business to expand, you need to curb the urge to micro-manage.

You are not a Super Hero, and you cannot do it all. Trying to do it all, in fact, can be a recipe for failure. Taking everything upon yourself could eventually lead to an inability to meet a customer's needs and frustrate capable employees who are eager to expand their skills and grow with your business. Learning to delegate, train, and trust key employees will ensure that you keep valued customers and retain qualified employees.

A desire for perfection can be trouble. Working to provide your customers with the best service or product possible makes good sense. But beware thinking that no one else can do anything as well as you, nobody cares as much about customers, no one puts in as many dedicated or productive hours. Recognize that nobody, including you, is perfect. You need a clear assessment of your own strengths and weaknesses, space for contribution of good ideas, and a plan to develop additional talent to fuel growth. Some people out there have skills you may not have, and some of them may be your employees!

Let go in stages. Delegate thoughtfully and incrementally. Suddenly shifting your responsibilities all at once won't work. It should be done gradually, so both you and your employees can grow into new roles. Your employees will better represent you if you train them gradually and reward them with increased responsibility.

Mid-Atlantic News

Last week, Josh Quinter of Kaplin Stewart shared his experiences as a construction trial lawyer and relayed critical lessons which can be employed by every company in the construction business to avoid pitfalls and legal issues.



Coming in November, Craig Shaffer will offer Rigging I and Signal Person Training at ATAS International, 6612 Snowdrift Road, Allentown PA 18106. This required training is scheduled for 11/6 at 8AM to 5PM and includes a plant tour of ATAS. Click [here](#) to register.

Save the Date for our Annual Holiday Social to be held at Longwood Gardens in Kennett Square, PA on Friday, December 5, 2014.

For more information contact Sasha at aae_sasha@msn.com.

Not many days left...and counting

Depending on which survey you believe, only about 4% of business people have a written list of personal goals. We all know that goals are the heart and soul of



Get help from specialists. Tapping the objective insights of outsiders can help you figure out where to hold on and where to let go. Regular meetings with an informal board of advisers can help, whether they're paid or not. Also consider working with a professional business coach, or rely on close friends or professional associates.

*Jacqueline Meiluta
201 Associates
Practical Support for Small Business*



One of the most over-looked traits of a business leader is that they...lead.

As I work with business owners, one of the key things I observe is the need for the leader to stay ahead of the pack. There are a million things to do as the boss. It is easy to get bogged down in day-to-day operations and forget to learn, to plan and to maintain a vision for the business.

Yet, your employees, your customers and the future of your business depend on your ability to set the standards and lead the way.

Twice a year, the technology titan, Bill Gates, famously retreats to a remote cabin in the Pacific Northwest for what he calls "Think Week." He turns off his phone, disconnects from the Web, and cuts off contact with family and staff so he can have uninterrupted time to ponder new ideas in solitude. Apparently, the practice has worked well for him.

Benjamin Franklin treasured the time on his trips across the Atlantic because they gave him perspective. C.S. Lewis often took walks of up to 20 miles, in order to have time to think. Hundreds of successful business leaders have reported that their most productive time is the hour they spend planning.

Plan the future of your business. Design the growth you want to see. Choose the course, develop a strategy for the future. Take time to think, to recharge your batteries. And consider the time you spend an investment in your business.

The most important single contribution you can make to your business is leadership!

Jacqueline Meiluta

success, but even among business executives, the percentage who can describe their personal goals rarely goes above ten percent.

In reality, we do have goals. The problem is that most of them are unconscious, unclear or unproductive. Too often our most important "goals" are to be comfortable, to avoid risk, or to maintain a familiar routine.

The fact of the matter is that ANYTHING will go better if we write down exactly what we want and describe a path for getting it. Whether you want more time as a family, or more money in the bank, pause to consider exactly what you really want and, in most cases, a few simple strategies will come to mind automatically.

There are not many days left in 2014. If you began the year with written goals, that is FANTASTIC! You are one of the few and undoubtedly your performance has improved because of it. But what if you didn't create goals for the year?

It's never too late! What do you want to achieve between now and the end of the year? What do you want to achieve in 2015? Want to increase sales? Want the holiday of a life-time? Need to lose weight, hire more staff, get your pilot's license? Whatever it is, WRITE IT DOWN and create a plan to make it happen (or at least get started).

There is a direct correlation between writing and acting. Plan to make 2014 your best year ever and 2015 even better!

Hint: Join the MBCEA, plan to attend the Conference, get involved with a chapter, apply for accreditation to prove how good you really are!

*Jacqueline Meiluta
201 Associates*

201 Associates
Practical Support for Small Business

Practical Support for Small Business



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



QUOTE OF THE DAY

"If you could kick the pants of the person most responsible for your troubles, you would not sit for a month!"

Theodore Roosevelt

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: December 15, 2014 (while supplies last)

[Forward this email](#)



This email was sent to jmeiluta@comcast.net by sgraver@mbcea.org | [Update Profile/Email Address](#) | Rapid removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).



Try it FREE today.

MBCEA | PO Box 4308 | Bethlehem | PA | 18018