

News from the MBCEA
Free and worth every penny!



MBCEA News & Updates - September 2016

Message from the President

It's time to choose three additions to the National Board. We have a great field of candidates. A brief bio on each nominee is noted below. Please consider each candidate carefully. Voting instructions will be sent to the authorized email address for each MBCEA member. To view our org chart, [click here](#).



The Board is composed of at-large members plus each Chapter President. Current officers are Wade Hobbs as Treasurer; Andy Huber, Secretary; Gary Smith, immediate Past President; Keith Wentworth, President Elect; and me. Josh Quinter, Sasha Graver and Jackie Meiluta provide much needed support and advice. Current at-large Directors include Tim Seyler, Steve Moore, Wes Young, Tim Clark, Art Hance, Andy Lee, Jim Place, and John Iveson. I want to thank Wes and Tim for their years of service to the Board. They will not be renewing so their seats plus those vacated by Jeff Chastain and Steve Olson are available.

METALCON is almost here. There are links below for free passes. Let Sasha know you are coming so she can put you to work for a few minutes manning the MBCEA booth. This is a great show where you can learn, network, do business and participate in the largest international event dedicated uniquely to metal in construction. Discover the latest innovative products and services in the metal construction industry on a show floor that will be buzzing with action. Get charged in the peer-to-peer education sessions, featuring speakers that will provide practical, tangible and precise takeaways to help you solve your business problems!

It's not too early to start thinking about our Conference. As previously announced we will be co-located with MBMA in New Orleans on May 18-20, 2017. Sponsor and Exhibitors forms will be ready by October 1st and will surely sell-out quickly. Book your space early.

Regards,

Mike Reynolds
President, MBCEA
mike@scisteel.com

PS Congratulations and Thank You to all the companies stepping up to pursue AC 478. This exciting accreditation program will certainly redefine our trade and reputations for many years to come.

Welcome New Members

Howell Land Dev LLC dba Howell Bldgs

Terry Howell

PO Box 920

St. Paris, OH 43072

937-663-5364

terry@howellbuildingscompany.com

www.howellbuildingscompany.com

The Pangere Corporation

Steve Pangere

4050 W. 4th Avenue

Gary, IN 46406

219-949-1368

219-944-3028 fax

spangere@pangere.com

www.pangere.com

Meet the Candidates

click each picture to view their company website

Kevin Murphy - Silvercote

In January 2015, Kevin Murphy joined Silvercote as the Director of Sales. Silvercote is a leading manufacturer of custom insulation products and solutions for the PEMB and Agricultural Building industries. Prior to his time at Silvercote Kevin served two years (2013-14) as the Chief Operating Officer of Greyne Company, a custom wood flooring manufacturer where he successfully turned around and realigned a failing business to become recognized as a premier partner to the custom wood flooring industry. Kevin spent the previous five years (2008-2012) as Vice President of Sales at Wurth Wood Group, the southeast region's premier distributor of interior building products, where he led and managed a sales and marketing team of more than 100. His team delivered market leading revenue and market share growth.



Kevin has a Bachelor's degree in Marketing & Management from Westfield State University. Kevin and his wife, Kim, have four daughters and live in the Charlotte, NC area.

David K. Leinbach - Martin Construction Co., LLC

David K. Leinbach is President and founder of Kaiser Construction. David also has majority ownership of Kaiser Investment which is a Property Management firm. David acquired Martin Construction Company of Denver, Pa. a Commercial contractor in 2010. David has over 30 years of experience in the construction industry, a BS in Business Management and course work for a Master's of Management. David also has experience in the governmental sector; having served 18 years as a Township Supervisor and as the Chairman for ABC SEPA, BIE and the TCACC Legislative Committees.

David serves on numerous local civic organizations and is active in his church. Additionally he serves on the National Board of Trustees for the ABC (Associated Builders and Contractors) Insurance Trust, Trustee for The Hill School, Board Member of Mid-Atlantic Chapter of MBCEA and serves on Nucor Steel's "Presidential" Advisory Team.



Tim Kessel, Bay Insulation

Tim Kessel is a Director of National Accounts with Bay Insulation. Tim is very active with various energy committees and with code governing bodies. He serves on the executive board of MBMA.

Tim is the son of a metal building contractor, and growing up he worked on erecting and on concrete crews. After college and prior to Bay Insulation Tim advanced through various sales roles, and ultimately became a general manager with a large metal building company.

Tim is a Husband, Father of 4 (who attends lots of kids soccer games), an avid runner, active mountain biker, and snow skier. Tim has a BA from John Carroll University and an MBA from Colorado State.



Jonathan L. Rider - Developmental Industries, Inc.

Jonathan L. Rider serves as the Chief Administrative Officer of Developmental Industries, the parent company of D.I. Roof Seamers. The third generation of this family-owned business, he is responsible for ensuring the execution of day-to-day tasks necessary to achieve the company's strategic vision. Prior to his current role, Rider worked in sales, production, safety, logistics and most recently as the Director of Marketing, where he executed a marketing and brand transformation that positioned the company for long-term growth and profitability.



Jonathan is also very active in community organizations and volunteer efforts and currently serves in various roles within the Industry, including: MCA Board of Directors, MCA Accessories Council Co-Chairman, and a member of the MBMA Associate Member Advisory Council. He has also authored multiple industrial publications and travels frequently speaking across the United States.

Arnold Corbin - Metl-Span

Arnold Corbin is the Technical Sales Manager for Metl-Span. Arnold attended the University of North Texas and is active in Boy Scouts of America. He has been with Metl-Span and sister companies for more than 24 years. In his 35-year

career, Arnold has been involved in sales, general construction, field technical services, design consulting, and materials manufacturing. He has authored several articles for this newsletter, as well as, presented at our national conference. He is also an active member of our IMP training video committee.



METALCON

**Experience the Excitement of Metal
OCTOBER 26-28, 2016
Baltimore, MD**

Get ready to learn, network, do business and participate in the largest international event dedicated uniquely to metal in construction.



This is your chance to discover the latest innovative products and services in the metal construction industry on a show floor that will be buzzing with action. Get charged in the peer-to-peer education sessions, featuring speakers that will provide practical, tangible and precise takeaways to help you solve your business problems.

Plan on visiting MBCEA leadership at the MBCEA booth #2459 and attend our two classes. A powerful 3 days well spent! The MBCEA will offer two special classes:

Documenting Your Project To Get Paid
Wednesday, October 26, 2016: 11:00 AM - 11:45 AM
Thursday, October 27, 2016: 10:00 AM - 10:45 AM
Josh Quinter, Kaplin Stewart Meloff Reiter & Stein PC

Paperwork and other forms of documentation are not nearly as exciting as getting the bid, seeing the finished product or getting paid for all your work. In this session Josh Quinter will explain the importance of all record keeping. He'll demonstrate how to document your project file from beginning to end in a way that ensures you get paid when and as you expect. And it's not just top management that needs to buy into this process. Josh will also discuss how to help foreman understand why management requires a detailed level of project documentation in every area. This is a topic few people want to discuss, but really need to understand to maintain profitability and reputation.

AC478 Workshop
Friday, October 28, 2016: 8:30 AM - 10:00 AM
Jackie Meiluta, MBCEA and Sandi McCracken, IAS

Metal building assemblers maintaining an IAS AC478 accredited inspection program are the preferred choice of metal building manufacturers. But how does an assembler get accredited? This hands on workshop will show you how and take you through the steps to become accredited. Jackie and Sandi will review the criteria for accreditation and explain the inspection process in great detail. If you are a contractor or erector of metal building systems considering pursuing this standard,

you should be at this session. It will give you what you need to gain recognition and stay ahead of your competition.

2016 Metalcon MCA Metal Roofing Championship Games

Each day, 5 pre-registered teams with 2 contestants each will compete for a \$400 cash award in each of the Battles or \$2,000 each day. In addition, there is a \$500 Grand Prize each day for the team with the most collective points.

[READ COMPLETE PRESS RELEASE](#)

Conference 2017

**May 18-20, 2017
New Orleans Downtown Marriott
at the Convention Center**



If you have an idea for an educational topic or are interested in speaking, please contact [Sasha](#) ASAP. Last year's format of Best Practice from our Members was a huge success. This is a great opportunity for you to share your knowledge with our membership.

Watch your email for Sponsorship and Exhibitor Opportunities.

Did You Know...?

ClickSafety has 300+ online safety courses, 55+ in Spanish. Some courses have been bundled, allowing YOU to save time finding important training topics.



- OSHA Focus Four Hazards
- Fall Protection in Construction
- Disaster Recovery Worker
- STS for Construction

FREE Webinar: Building a Safety Culture

It's hard (yet rewarding) work to implement a Safety Culture across an entire organization. Join us for free on October 18 & discover:

- Safety culture indicators
- Type of safety practices
- Influence factors
- Training practices

[You must register for this free webinar](#)

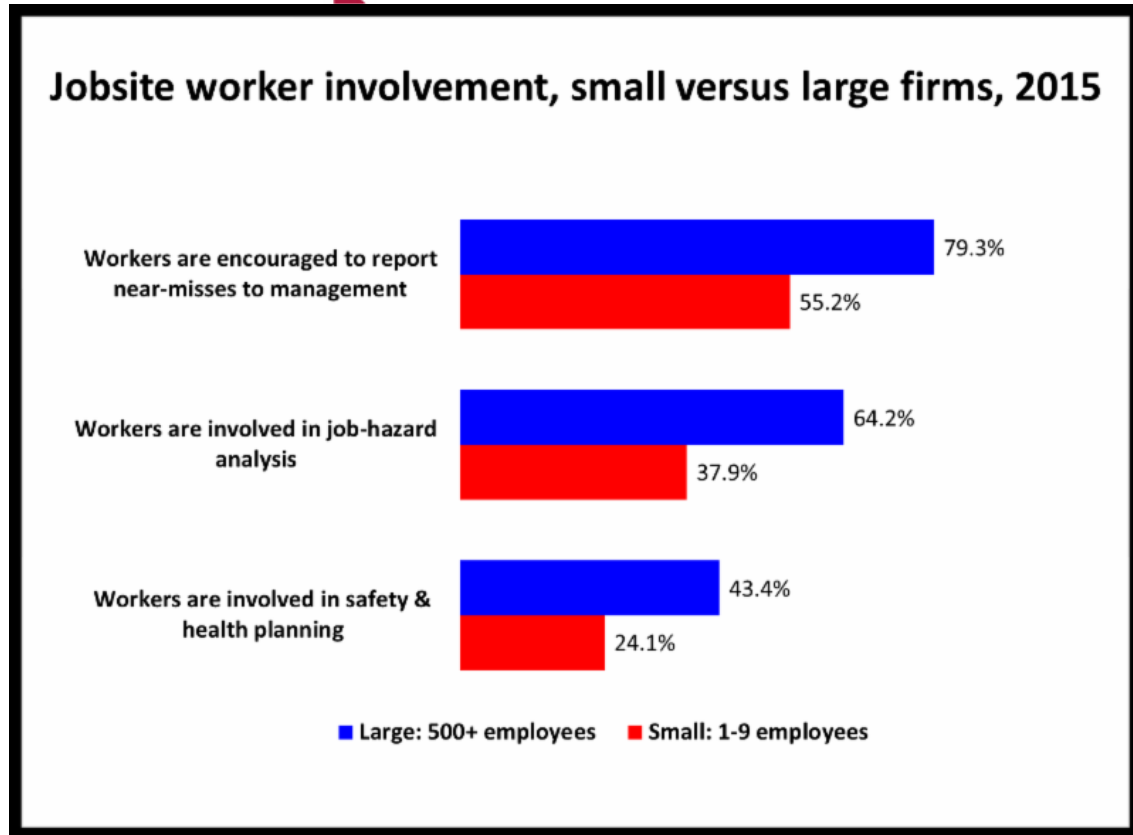
Naming a Competent Person

Do you know the 3 keys to being named a competent person? In this FREE safety video, you'll discover:

- What it means to be named a Competent Person in a workplace or on a job site

- The worker responsibilities when individuals become a Competent Person
- The process for an employer to name a Competent Person

[Click here to watch](#)



High-performing construction contractors recognize the importance of a positive safety culture at their firms. In 2012 and 2015, CPWR partnered with Dodge Data and Analytics (formerly part of McGraw-Hill) to survey construction contractors and learn about their Construction Safety Management Systems. The findings, reported in the [April 2016 Dodge SmartMarket Report](#) "Building a Safety Culture: Improving Safety and Health in the Construction Industry," indicated important progress over the three-year period.

However, the data also indicated that small firms lagged behind larger ones on most of the indicators. A new [CPWR Quarterly Data Report](#), "Safety Management and Safety Culture among Small Construction Firms," compares the responses of small and large firms. Among the findings:

Nearly 90% of respondents at large firms (500+ employees) reported having measurable safety goals and objectives; 37% of small firms (1-9 employees) did.

Nearly 80% of respondents at large firms said they required all workers on the jobsite to have OSHA 10-hour training; 53% of small firms said the same.

Some 74% of large firms indicated that safety and health is a top agenda item in all meetings; less than 25% of the smaller firms said the same.

At 64% of large firms, workers were involved in job-hazard analysis; only 38% of small firms reported this.

Safety culture is one of today's most promising frontiers in construction safety and health, and it's heartening to see the industry's leading firms actively cultivating a positive safety culture on their construction sites. We must continue to provide information and resources to the nation's smaller firms so they can do the same.

We want to hear from you!

The MBCEA is dedicated to the professional advancement of our members. We need to know what is important to you, what kinds of things you are interested in, what you need.

[Sasha Graver, Executive Director](#)

[Mike Reynolds, President](#)

[Jackie Meiluta, Program Manager](#)



please connect with the MBCEA.

QUOTE OF THE DAY

Never accept anything less than you deserve.
Remember, you teach people how to treat you.

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