

News from the MBCEA  
Free and worth every penny!



## MBCEA News & Updates - January 2017

### Message from the President

Happy New Year! I am excited to be starting a new year with the MBCEA. Welcome to all our new members. It is true that you get out of life what you put into it. Trust me, the MBCEA is better because of you and your business will be stronger because of the MBCEA.

We have a great year ahead:

- Our Conference is in May, co-located with the MBMA in New Orleans! This is a great opportunity for Contractors and Erectors. You don't want to miss out. Follow the links below to exhibit, sponsor and attend.
- More and more companies are considering AC478. This program is designed to level the playing field, improve your operational efficiencies and improve the end product. Don't be left out. Contact [Jackie](#) for assistance.
- The Chapters are growing by leaps and bounds. Gary Smith is enjoying his retirement and promoting the development of new Chapters. This is where the action is; Chapters are perfect venues for networking, subsidized training and learning opportunities, and business. If you want to help open a Chapter in your area, contact [Sasha](#).
- Coming soon - the long awaited IMP Training Video for the Quality and Craftsmanship series.



If you have not yet sent in your renewal, I urge you to do so now.

Thank you. I look forward to seeing you in New Orleans!

Regards,

Mike Reynolds  
President, MBCEA  
[mike@scisteel.com](mailto:mike@scisteel.com)

**WELCOME NEW MEMBERS!**

**Heimbürger Construction, Inc.**  
Jennifer Heimbürger

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 Bonne Terre, MO 63628  
 573-431-4387  
 573-431-4369

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### **PDL Building Products**

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### **Trinity Steel Works**

John Cates  
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 270-618-4141  
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[john@trinityofbq.com](mailto:john@trinityofbq.com)  
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## **Chapter News**

### **You are invited to attend an Introduction to MBCEA kickoff meeting which will include OSHA required Fall Protection Training.**

Right now the Southeast Chapter of the MBCEA encompasses several states and members have commented on the difficulty in getting to meetings centralized in Florida. So we are looking at forming **smaller chapters centralized in Madison, TN, Montgomery, AL, and Jackson, MS.** Please pick the location closest to you and plan on attending this informational and educational meeting to see how the MBCEA can benefit your company. We want to thank [Triangle Fastener Corporation](#) for hosting these meetings. There is no cost to register but please RSVP to [Sasha Graver](#) so that we are prepared for all in attendance. All meetings run from 9 am - 3 pm with lunch provided. See the [flyer](#) for more information.



#### **Monday, January 30, 2017**

213 Nesbitt Lane  
 Madison, TN 37115

#### **Wednesday, February 1, 2017**

508 Hackel Drive  
 Montgomery, AL 36117

#### **Friday, February 3, 2017**

102 Diane Drive  
 Richland, MS 39218

**Join the MBCEA-NEC on Thursday March 23rd for OSHA Crane Rigging and Signal Person Training.**

This new standard will comprehensively address key hazards related to cranes and derricks on construction worksites, including the four main causes of worker death and injury: electrocution, crushed by parts of the equipment, struck-by the equipment/load, and falls.

This seminar will cover the requirements of OSHA concerning a qualified signal person for crane rigging and attendees will earn the certification needed to fall within the OSHA guidelines.

**Space is Limited**

**Please Register using [this Form](#)**

The 5-8 inches of snow on the East Coast didn't deter the **Mid-Atlantic Division** from gathering together at their annual Holiday Social in Atlantic City to celebrate the year's accomplishments. The night was filled with good food, great people, and fun music. A \$2,000 scholarship was awarded to Jarrod Woodland, Product Design Engineer at SFS intec as he pursues his goal of a dual masters degree. The check was presented by Jim Place, Mid-Atlantic Division President. Read more about it in the [SFS news release](#). Thank you to [Chief Buildings](#) and [SFS intec](#) for sponsoring the event.



Register now for the **Mid-Atlantic Division's [CPR and Basic First Aid](#)** class to be held Friday, March 31, at ATAS International, Inc. in Allentown PA.

Stay tuned for a Spring event to be scheduled in the **Southeast Chapter** with Fall Protection Training!

## Conference 2017

**[Attendee Registration](#) is now open!! Early bird rates are good until March 17. Use the link to register yourself, all additional attendees from your company, and your spouse. Sign up for golf at English Turn or the National WWII Museum tour on Thursday morning, May 18. Sponsor a golf hole.**

Check out the **[Schedule of Events](#)**.

The **[Building of the Year](#)** competition is highly anticipated each year and submissions are now being accepted through February 15.

**If you or a colleague have been a contractor or erector of metal buildings for at least 25 consecutive years we want to induct you into the prestigious [Pioneers Club](#) at this conference.**

**[EXHIBITOR REGISTRATION AND SPONSORSHIP OPPORTUNITIES](#) ARE STILL AVAILABLE!**

**The 48th Annual MBCEA Conference will be held May 18-20, 2017, at the New Orleans Downtown Marriott at the Convention Center.**

For the first time it will be co-located with the MBMA Spring Meeting. This means more exhibitors, attendees, education and networking. Make your hotel reservations early as we anticipate peak attendance.



**HOTEL ROOM RESERVATIONS:**

New Orleans Downtown Marriott at the Convention Center  
859 Convention Center Blvd.  
New Orleans, LA 70130

Reservations: [Click Here](#)

Group room rates:

5/16 -5/20/17: \$209.00 per night (plus taxes)

\* Use the reservation link above to receive our special room rate.

\* The deadline to receive the group room rate is 5 pm ET May 2, 2017.

Please contact the MBCEA at [sgraver@mbcea.org](mailto:sgraver@mbcea.org) with any questions.

## **AC478 - Prove Your Excellence: Earn the Metal Building Assembler AC478 Accreditation**

If you have any questions about this program or require any additional information, please do not hesitate to contact [Jackie Meiluta](#). Jackie is available to MBCEA members for hands on assistance. A recent new member said "I was so intimidated by the program but you made it sound so easy. I could not have done this without the MBCEA. Your time today was totally worth the price of membership"

Program information can also be found at [www.iasonline.org](http://www.iasonline.org).

Metal Construction News hosted a webinar on the program which can be [viewed here](#).

Watch a [short video](#) about the program here.

## **Metal Construction News Highlights**

**[Metalcon Roofing Games](#)**

**[The 2017 State of the Industry](#)**

**[Metal Building System Inspections](#)**

## Performance Reviews

There are many different ways to handle performance reviews. Some companies do this once/year; others do them more (or less) frequently. If you find yourself struggling for exactly what to say, check out this [blog](#) that offers 100 useful phrases.



## 10 New Year's resolutions for a better you and better year

- 1) Learn how to delegate and do more of it.
- 2) Promote your business regularly and consistently.
- 3) Make business planning a weekly event.
- 4) Learn something new.
- 5) Join a new business organization or networking group.
- 6) Give something back to your community.
- 7) Put time for you on your calendar.
- 8) Set realistic goals.
- 9) Quit making do (stop putting off getting what you need).
- 10) Drop what's not working for you and move on.



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## Technology/Construction - Cool Read

For decades, construction and technology didn't mix. In recent years, companies have been flocking to the underutilized construction industry to try and offer the newest solutions. When we talk about technology, we're not just talking about computer work, there are tons of new products out there that are challenging the way our industry thinks and acts.



Click [here](#) for 2016's 12 Most Interesting Advances in Construction Technology

## New Outcomes Require New "Road Maps"

Chances are you have at least one or more goals that you'd like to see blossom into reality. Your goals might be related to your business, weight, wellness, relationships, livelihood, or something else. Yet many people who want to create new outcomes or new realities sabotage themselves right from the start, by failing to realize that if you want new outcomes, you need new road-maps and routes.



The great physicist, Albert Einstein, said, "Insanity is doing the same thing over and over again and expecting different results." He also said that "the problems you face can't be solved by the same level of thinking that created the problems." Jesus commented that you can't put new wine into an old wine-skin; the Buddha counseled that "with your thoughts, you make your world."

In other words, to change your reality or your outcomes, transform your thoughts and your 'ways of doing'. Change your road-maps and your routes, and you'll arrive at new destinations.

## Small steps with big results

**January is the perfect time to reevaluate the way you do things.**

- **Shop Around.** If you have been using the same equipment rental company or cell phone provider, or payroll company for years - it is time to check market prices or at least ask for a contract review.
- **Perform an internal audit.** How often do your crews really have safety meetings? Tool Box Talks? Are your training records up to date? Are your people trained to your standard?
- **Reflect on what worked last year and why.**
- **Reflect on what failed last year and why.**
- **Review your business plan or your strategic plan. Modify as necessary.**



## Tips for Success when you work with your spouse or family

To help increase the chances of a successful business with a spouse or family members, consider these six important strategies:



**Play To Your Differing Strengths:**

Divvying out responsibilities and tasks within the business is the key to creating efficiencies.

**Set Clear Rules of Operation - and Then Trust Each other:**

Once you have decided on which areas of the business each of you will manage, set up clear rules of operation and don't veer from it. Most importantly, you do your job and trust your partner to do his or hers. Trying to micro-manage is not only inefficient, it tells your partner that you are not confident in his or her abilities.

**Don't Be Afraid to Involve a Trusted Third Party To Help With The Business:**

Just because it is a family business, doesn't mean the business operations have to stay strictly within the family. Bringing in a trusted third party to assist with certain areas of the business may make sense and may actually help take off some of the pressure.

**Create Clear Lines of Separation Between "Family Time" and "Business Time":**

Being married to your work means it isn't as easy to go home and shake off the day or create a healthy work-life balance. Agree on times when you do not talk about work, schedule dates - even lunches - where business topics are off limits.

Working with family presents some challenges, but the benefits can be huge if you understand the basic ground-rules and are all on the same page.

Visit [CPWR](#) for information on training programs, research findings, and resources for your health and safety or research initiatives.



Don't forget, MBCEA members Save 15% on over 300 Online Safety Training Courses with ClickSafety.

**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

"The chief beauty about time is that you cannot waste it in advance.  
The next year, the next day, the next hour are lying ready for you,  
as perfect, as unspoiled,  
as if you had never wasted or misapplied a single moment in all your life.  
You can turn over a new leaf every hour if you choose."  
Arnold Bennett

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