

MBCEA News

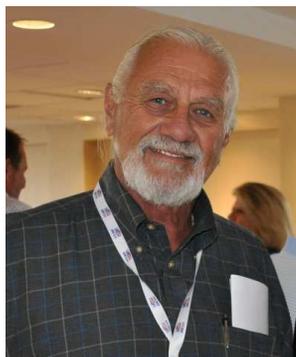
Vol 17

July 2014



Dear Sasha ,

We have been working hard on the Accreditation Program. I have also been traveling around the country speaking on the topic. I know you have many questions; I know I am still am trying to get my tongue around the word "accreditation"! In this newsletter you will find the answers to many of your frequently asked questions. If you need more information, drop me a line or attend the workshop I am holding at [METALCON](#).



Speaking of METALCON, once again we are able to offer our members free admission to this event. Under separate cover, members will be receiving a "members only" email from me with all the details. If you do not receive, contact Sasha for a copy.

I am thrilled to announce two new Chapters: Southeast Texas and the Rocky Mountain Region:

Tony Fuentes of Premier Steel Buildings, Ltd., Steve Olson and Duke Santillian, of Rigid Global Buildings have organized the Texas Southeast Chapter. They have planned a jam-packed day that will focus on the needs of the workers in the morning and owners in the afternoon. I will be offering your workers a two hour training session and will certify all participants in Fall Hazards Safety, Hot work Safety, Torch Cutting Safety and Global Harmonized System (old MSDS). After lunch, we will present the benefits of MBCEA membership and plans for the future to the employers.

Similarly, the Rocky Mountain Region Chapter will hold its kick-off at METALCON, in Denver, CO. 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 have organized the kick-off. Any MBCEA member that will be attending METALCON is welcome to attend. This is a perfect forum to check us out if you are not yet a member.

Have an idea you want to share, please drop me a line. Don't forget, next years Conference is in San Diego, April 30-May2. Hope to see you there!

Welcome New Members**B2 Construction Company**

Alex Babbidge
20 Wyngate Drive
Avon, CT 06001
860-677-0112
203-562-3237 fax
ababbidge@b2construction.net
www.b2construction.net

Building Products Development

Robert Baker
1100 E. Main Street
Logansport, IN 46947
574-722-2348
574-722-5543 fax
r.baker@loganstampings.com
www.bpdusa.com

Butler Manufacturing

Erin Parker
10500 Swerling Way
Raleigh, NC 27614
919-538-3267
eaparker@butlermfg.com
www.butlermfg.com

Chicago Steel

Brian Steigerwald
875 N. Michigan Avenue FL 31
Chicago, IL 60611
800-344-3032
brian@chicagosteel.co
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Sincerely,

Gary T. Smith
President, MBCEA
gtsmith@thomasphoenixintl.com

P.S. Reminder: For every new member you refer, you will receive \$100 off the price of next years Conference. Sign up 5 new members and attend the Conference for free!

P.P.S. Recommended reading - [blog post](#) from panel discussion at MCA

FAQ's - Accreditation

The Metal Building Contractors and Erectors Association (MBCEA), is a trade association created in 1968 to provide programs and services to the contractor and erector segment of the metal building systems industry. The MBCEA has 3 main goals:

- Education: To provide programs and venues that enhance educational opportunities for metal building contractors and erectors.
- Image Enhancement: To develop programs to enhance the image of metal building contractors and erectors, and the metal building industry.
- Grassroots Support: To develop and maintain programs specifically designed to support and respond to the needs of the grassroots membership of the MBCEA.

The new program, Accreditation for Assemblers of Metal Building Systems hits on all three goals. It is being called a game-changer for our industry. Detailed below are some answers to frequently asked questions.

Who are Assemblers of Metal Building Systems?

We are! "Assemblers of Metal Building Systems" is defined and limited to Erectors and Contractors who are substantially engaged in the Assembly of Pre-Engineered Metal Buildings as defined in DOT Code:801.381-010 AIMS Code: 0877 and further described as companies that erect prefabricated metal buildings according to blueprint specifications and engineering drawings, using hand tools, power tools, and hoisting equipment; erect frames of buildings using a hoist; bolts steel frame members together; attaches bracing and insulating materials to framework; screws sheet metal roof and siding panels to framework; reads blueprints to determine location of items such as doors, windows, ventilators, and skylights and installs items using, wrenches and power drill; trims excess sheet metal using power saws, power shears and tin snips; installs corner, gable, rake,

Guardian Laminated Building Products

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Metal Building Services, Inc.

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 Milford, MA 01757
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 866-883-8485 fax
 metalbuildingservicesinc@gmail.com

Pascal Steel Corporation

Tim DePascale

door and window trims; installs gutters and downs; and is responsible for related clean-up and waste management.

Why not just call us erectors or contractors?

Words and names are important. The DOL recognizes what we do as a distinct trade class but we have never adopted their language. We continue to bid jobs as ironworkers, carpenters, sheet metal workers and roofers. Our WC rates are similarly based on these other trades. Yet in 2013, the Metal Building Industry constructed more than 300 million Square Feet of space, almost 50% of the Low Rise Non-residential market across the United States. We have unique and distinct skills; we have training and education specific to what we do. We just don't act like we have a name. But we do - it is Assembler, Metal Building Systems. Until we start using the right words we cannot expect the recognition we deserve as a trade class.

What is accreditation?

Accreditation is a formal, independent verification that a program or institution meets established quality standards and is competent to carry out specific conformity assessment tasks. Accreditation has been used for over 50 years as the definitive means of evaluating organizations and is now utilized by all the world's major economies and many developing economies.

Why Accreditation?

Worldwide demand for reliable, safe products and services makes accreditation a necessity. The best way to demonstrate the highest level of service and good value is through accreditation. Accreditation is essential if you are involved in any profession that has a direct impact on public safety and welfare.

Who can apply?

Any Assembler that can demonstrate that they have the personnel, organization, experience, knowledge, quality procedures and commitment to assemble metal building systems in accordance with specified requirements.

IAS-accredited Assemblers of Metal Building Systems must operate under a documented safety and training program and be subject to unannounced job site inspections to verify continued compliance.

We recognize that most of us can meet the standard but may have a hard time proving it. Documentation and Standard Operating Procedures is not necessarily our strong point. The MBCEA is prepared to assist all members with templates that can be used to facilitate in-house documentation.

How hard is it to apply?

555 2nd Street, Suite 4
Encinitas, CA 92024
760-944-7767
760-944-7755 fax
janis@pascalsteel.com
www.pascalsteel.com

Systech Design, Inc.

Patrick Harkins
300 N. Pottstown Pike
Suite 220
Exton, PA 19341
610-524-9048
610-524-7355 fax
pharkins@systech-design.com
www.systech-design.com

Mid-Atlantic News



The 8th Annual Golf tournament was held on June 17 and was our largest to date. We'd like to thank Chief Buildings for sponsoring the event along with Kaplin Stewart, Butler Mfg., Service Partners, State Laminating and Thomas Phoenix.

The MBCEA grappled with this question and is committed to an accreditation program that has teeth and is meaningful but is not so aspirational that only a very few can achieve. The program is designed to recognize the average erector; the Assembler who is committed to doing the right thing. The team has repeatedly stated that goal of the program is to separate out the rascals and level the playing field.

Who is eligible?

The Metal Building Systems Assembler must have been in business for a minimum of three (3) years; be an active member of the MBCEA; have not filed for protection from creditors under any state insolvency or debtor relief statutes or under the United States Bankruptcy Code; and maintain the following insurances:

- Workmen's Compensation
- Comprehensive General Liability
- Comprehensive Automobile Liability
- Umbrella Excess Comprehensive General and Comprehensive Auto

Who is the IAS?

The International Accreditation Service (IAS) provides objective evidence that an organization operates at the highest level of ethical, legal and technical standards. IAS is a nonprofit, public-benefit corporation that has been providing accreditation services since 1975. It is a subsidiary of the International Code Council (ICC), a professional membership association that develops the construction codes and standards used by most municipalities within the United States. IAS accredits a wide range of companies and organizations including governmental entities, commercial businesses, and professional associations. IAS accreditation programs are based on recognized national and international standards that ensure domestic and/or global acceptance of its accreditations.

The IAS accredits the Metal Building Manufacturers as well as many Building Departments and Code Officials.

What are IAS' Credentials?

As one of the leading accreditation bodies in the United States, IAS is a signatory to the four primary international organizations that form a unified system for evaluating and recognizing competent accreditation bodies worldwide. These organizations are identified as "cooperations" because they have agreed to cooperate with one another by adhering to a common set of accreditation criteria and to undergo periodic onsite evaluation to determine ongoing compliance with ISO/IEC Standard 17011, General Requirements for accreditation bodies accrediting conformity assessment bodies (CABs). Being a "signatory" means that an accreditation body has been evaluated onsite at its offices, a

We also had 16 hole sponsors and an exciting putting contest which led to a nice profit which we'll use to subsidize our upcoming training and social events.

Thanks also to our volunteers who helped work the event: Kerry Kedl of Metl-Span and Sarah Lichy of Butler Mfg. along with the Mid-Atlantic Board.

[Click to view the web album](#)

A successful OSHA-10 class was also run in June with 13 participants completing the course.

Save the Date for Family Day on Saturday, September 13, 2014, to be held on the property of Bethlehem Steel. It will include a 30-minute movie of the History of Bethlehem, a one-hour walking tour and picnic lunch.

We'd like to hold a Legal Seminar in October and Rigging Class in November and would like to hear from the MAD members with their interest.

Reminder to the MAD Members that we have a Scholarship Program in place. [Visit here](#) for the program guidelines and to complete the application.

Contact Sasha Graver at aae_sasha@msn.com with any Mid-Atlantic Event questions.



sampling of the assessments of its accredited entities have been witnessed by peer experts, and that it has been found to comply with international requirements.

Where can I learn more?

We will be holding several training workshops over the next year. The first is scheduled to be at METALCON. [Click here for more information.](#) Additional sessions will be promoted through this website.

Have a question on this program? Send it to sgraver@mbcea.org and we will continue to build this list.

Insulated Panels Demystified

My Roof is Leaking, but it's not raining!
by Arnold Corbin, MetlSpan



In this second in a series of articles on insulated metal panels, we focus on the physics of water vapor and how to avoid condensation. Insulated panels have extremely tight seams. When installed correctly, they create a vapor barrier. Because of their excellent



What really happens when you price too high?

First things first: by far the most common pricing error small business owners make is UNDER-pricing not OVER-pricing. Most small business failures are a result of not understanding your costs and pricing too low. But let's consider for a moment, what happens when you price too high?

David Ogilvy has famously said "The higher you price your product, the more desirable it becomes in the eyes of the consumer." Your stated price is the very first impression your prospective customer has of the value of your product or service.

But invariably small business textbooks will tell you to use your cost and competition as the basis for calculating your price. Either work out your costs and add a fixed amount (called a 'Cost-plus' formula) or multiply your costs by a percentage margin (called a 'Cost-multiple' formula).

BUT HOUSTON, WE HAVE A PROBLEM...
You should never price your product simply according to what it costs you.

Your prospective customers don't really care what it costs you. Your customers only really care what value your product or service is to them. And if it is of real value, then don't be afraid to price accordingly.

Leave undercutting to the rascals. Don't be afraid to price higher than your competitors. As long as you can justify your price in terms of

vapor resistance, insulated panels are commonly used in clean rooms, pharmaceutical manufacturing, and food processing where the building must be air and vapor tight. The need for tighter building envelopes (coupled with some processes that add humidity to the building) have increased the occurrence of condensation issues. Careful design and correct panel installation will help minimize or eliminate condensation inside your building.

The first step in this process is to have an understanding of how vapor drive works, as well as knowledge about how to install vapor seals. Let's start with vapor functions. There are a couple of characteristics unique to water vapor:

- Warm air will hold more water vapor than cold air; and
- Water vapor moves from areas of high vapor pressure to low.

In other words, humid air will move toward dry air. We measure how much water vapor is in the air using relative humidity. Relative humidity is a measure of the saturation of water vapor at a given temperature. When warm air reaches 100% saturation or the "dew point" condensation will occur.

When warm humid air cools and the dew point is reached, the water vapor will condense. A good example of this is what occurs when a cold front blows through. As the air cools and the dew point is reached, it will either rain or snow. These same conditions can occur in a building when warm, humid air comes in contact with a surface colder than the dew point. You can calculate the dew point if you know the temperature and relative humidity, then plot these measurements on the Psychrometric Chart.

One of the mysteries of building design is where the vapor barrier should be installed. The simple answer is that a qualified project designer or mechanical engineer should determine that specification. Unfortunately, this important design consideration is often left up to the manufacturer or contractor to determine.

In general terms the vapor barrier should be installed toward the warm side of the wall or roof. Normally in commercial and industrial (C & I) installations the vapor drive is greatest in winter when there are cold exterior temperatures and heated interiors. The greater the difference in temperature and humidity between the interior and exterior surfaces, the greater the vapor drive. Thus, the vapor barrier is typically installed on the interior face. In the summer the vapor drive can reverse, but the differences in vapor pressure are minimal and the vapor barrier can remain on the inside face of the wall.

[Continue reading entire article](#)

quality, flexibility, fast-turnaround, training, skill, specialization, or a personal touch you have nothing to worry about.



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

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Gary Smith, President
gtsmith@thomasphoenixintl.com

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

Words of Wisdom

"Try to learn something about everything and everything about something."

Thomas H. Huxley

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