Dear (Contact First Name),

June is always a busy month but it is also the half way mark for most businesses. Now is a good time to review your annual plans/goals and make any course corrections that are necessary. Managing the MBCEA is no different. Instead of winning contracts/bids we are all about satisfying members. The last survey we did was loud and clear that members want more help with managing their bottom-line. I want to use this forum for sharing best-demonstrated-practices. It is also a good place for our manufacturers to help educate us. On the right hand column I have linked to a few presentations, websites and blogs that might be interesting. I have also pulled together a few tips/good ideas I have heard in my travels and conversations with fellow erectors. Many of these ideas have come from the Accreditation Technical Committee Meetings and the Conference Round Table.

If you have not checked out the "Members Only" area of our web-site in a while, I suggest you do so. We are loading it up with tips, templates and tools just for our valued members. If you do not know how to access this site, Sasha will help you.

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!

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!
Tips and Ideas Worth Sharing

- Record keeping for training and certifications can be a bear but consider developing a simple grid (excel is good for this.) Simply list the last names in a row across the top and create a column of all the various training you typically offer e.g. OSHA 10, man-lift, forklift, CPR, etc. This grid can then be included in your job site specific plan or job folder so your foreman/project manager, etc. can easily see/confirm who has what certifications.
- Take pictures of your crew, not just a photo copy of their drivers license, but use your smart phone to capture their likeness. Marry this picture up with your training credentials.
- Reproduce erection drawings on mylar. This requires a special printer and paper is not cheap but at the job site, the drawings will hold up to rain, spilled coffee, etc. Plus you can write on it with a grease pen.
- Elements of a Job Site Specific Safety Plan include the following: Fall Protection Plan, Lift Evaluation Plan, Critical Lift Plan (where applicable), Daily Jobsite Check List, Daily Equipment Check List, Emergency Evacuation Plan, Vehicle Accident

Mid-Atlantic News

We've scheduled in an OSHA 10 class for June 30, due to some of our members' needs.

It seems anymore that 10 hour OSHA is the bare minimum required to get on most jobsites. Take advantage of this opportunity.
report, Accident/Near Miss Report, JSA’s, Site Layout Plan, Temporary Bracing Plan, Quality Control Plan and a narrative for the erection plan. These are formal words but need not be overwhelming. Most plans are re-writes of what has been done in the past. In connection with the Accreditation Program, MBCEA will make templates of each of these documents available in the members only section.

- Quality Control Plans can and should rely on checklists. Most manufacturers have checklists available. Click here for a Roof Installation Checklist supplied by Chief. Keep an eye on the members only area for more checklists.
- OSHA offers a Free Comprehensive Safety Consultation. Call and request one. It is well worth it. Plus, for a period of one year after your consultation, if an OSHA inspector shows up, you can say “we just had our free comprehensive safety consultation” and they will leave (barring any obvious/egregious faults).
- Smart phones have made pictures a cheap and easy way to communicate. Use pictures to formalize your documentation regarding change orders, damage reports, completed work, etc.
- Some manufacturers are equipped better than others to respond ASAP to an issue in the field BUT preparation prior to call is always essential. It behooves the erector to establish and maintain a relationship with the GC and manufacturer. So when there is a problem, you know who to call.
- Consider the positive effects of exercise. Everyday, before start of work, have the crew do a few minutes of stretches and bends, then have your crew meeting and safety talk. Research proves this will limit sore muscles at the end of the day AND decrease accidents.
- Consider implementing an independent random inspection program. Develop a simple checklist based on your safety program. The foremen need to know the program exists but do not know who the inspector is or when the inspection will happen. If the inspector awards the job site a “10” - the foreman gets $100. If it is anything less than a perfect 10 - he gets nothing!
- OSHA has given us a gift in the mandatory pre-construction meeting. This does not need to be limited to safety! This is your opportunity to address shake out, change orders, RFI’s, etc. Use this meeting to your advantage.

**How to get your men to buy in to your safety goals:**

- Tie it to their paycheck
- Tie compensation to crew so they self-police
- You and your managers must follow-through every time
- Build the culture. It needs to permeate everything
- It has to start from the top
- Consistency, consistency, consistency!

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

**Carolinas News**

"It's Great to be Part of the Carolinas"

The Summer Meeting is underway - stay tuned for an update!

**Midwest News**

**Rigging 1 and Signal Person Training - May 23, 2014**

Program was well attended and everyone there thought it was good value for money.

"The Rigging I event provided immediately useful information to my employees. The Midwest MBCEA provided required training at a low cost"

Steve Herrman  S&H Construction Co. Inc.

If you want to get involved with the Midwest Chapter, contact Shannon Fowler.
New this month The first in a series of articles on Insulated Metal Panels by Arnold Corbin of MetlSpan

With the changes to the energy codes and designers increasingly choosing metal for both roof and walls, you will be using more insulated panels. This series of articles on insulated metal panels will help eliminate confusion and demystify the panel installation process. The articles will cover various topics such as design, application and installation considerations, as well as framing alignment, vapor seals and product handling.

While this article is the shortest in the series, it could have the biggest impact on your success when installing insulated panels. The first step in approaching the erection of insulated panels is to read the installation guides and review the drawings. It may seem elementary, but it is crucial to your success.

Most metal building erectors have extensive experience in the installation of a variety of framing and panel systems. As a result, most erectors ignore installation guides because they can do in their sleep. Having this familiarity is great, as it usually means they are competent erectors, but it can lead to costly mistakes.

Most insulated panels share many similarities to single skin systems, but there also can be significant differences. These differences will vary depending on profile, orientation and application of the insulated panel. If an erector does not recognize these differences, the roof or wall may not function or look correct. The majority of installation errors can be avoided by just reading installation guides and asking questions. Spending an hour reading the installation guide can save thousands of dollars and avoid conflicts. If there are any questions or concerns, an erector can call the insulated panel manufacturer and they will more than happy to provide answers. Some manufactures offer installation seminars or onsite training.

Reading the guides and reviewing the drawings is essential to the planning process. Remember the old adage "Fail to plan, plan to fail."

Quote of the day:

"Together with a culture of work, there must be a culture of leisure as gratification. To put it another way: people who work must take the time to relax, to be with their families, to enjoy themselves, read, listen to music, play a sport."

Pope Francis

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

Sasha Graver, Executive Director
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Gary Smith, President
gsmith@thomasphoenixintl.com

Interested in being the next member spotlight? Have content or news to share with your fellow members? Do you want to advertise to MBCEA members and readers? Contact Jackie Meiluta at jmeiluta@comcast.net

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