

News from the MBCEA
Free and worth every penny!



MBCEA News & Updates - October 2017

Message from the President

We need your help! We are developing a temporary bracing video and guidebook. The design guide will assist metal building contractors and erectors with erection sequencing plans, but we can't do it without you. Download this brief questionnaire and answer as many of the questions as you can and send to Jackie. She will keep your answers confidential. Your input will ensure the guide is usable for all of us, based on the way we work and the types of buildings we assemble.

[Temp Bracing Questionnaire](#)

This week is METALCON! If you are going, plan on attending our Las Vegas Chapter training meeting. This informative event is designed to help you get more out of your MBCEA membership. RSVP to [Sasha](#) and come check us out.

2018 marks our 49th Annual Conference and more importantly, our 50th Anniversary as an Association. Please plan on joining us May 2nd-4th, 2018 in San Antonio for what will surely be a fantastic conference. MBCEA members will receive a 50% discount on registration fees in honor of our Anniversary.

Thanks and Stay Safe.

Regards,

Mike Reynolds
President, MBCEA
mike@scisteel.com

PS Check out [this article](#) on long-time member Zartman Construction





At Zartman Construction, Timothy Clark, vice president of operations, David Zartman, PE, president, and Dan Zartman, PE, project manager and estimator.

FREE EXHIBIT HALL

CLICK FOR A FREE PASS TO
METALCON 2017 / LAS VEGAS
OCTOBER 18-20, 2017

METALCON

COMPLIMENTS OF MBCEA
USE PROMO CODE: MBCEA99

See the METALCON schedule [here](#).

The exhibit hall is open Wednesday, October 18, from 12 - 6 pm; Thursday, October 19, from 12 - 6 pm; and Friday, October 21, from 10 am - 1 pm. MBCEA will have an exhibit booth along with MBMA and IAS. Come visit us at booth 1649! Click [here](#) for the action in the exhibit hall. [Register](#) your two-man team to compete in the Metal Roofing Games for cash prizes!

A Las Vegas Chapter meeting to include certified training and an IMP presentation is scheduled for Thursday morning between 8 and 12 in Room N252. Gary Smith is holding a Globally Harmonized System certification class

on Friday morning at 8:30 am which you have to be registered for. We look forward to seeing you in Las Vegas!

WELCOME NEW MEMBERS!

Ironrock Commercial Construction, LLC

Justin Sayer
115 Commerce Street
Lake Mary, FL 32746
407-915-6676
jsayer@ironrockcc.com

Chapter News

The newly formed Las Vegas Chapter will hold a chapter training session on Thursday, October 19, 2017, from 8-12 in Room N252 at the Las Vegas Convention Center. Training certificates will be issued along with an IMP Presentation. Contact [Jesse Evert](#) to register and click on the Exhibit Hall Pass in the Metalcon section above to walk the show floor after the meeting on us.



The Mid-Atlantic Division of MBCEA held an OSHA-10 class in September, training 12 attendees. Thank you to [ATAS International, Inc.](#) for hosting. A successful Equipment Training certification class was held at [Ahern Rentals](#) in September with 18 participants.



President Jim Place with Top Three Winners

On September 28, the Mid-Atlantic Division kicked off fall with its second annual clay shoot tournament. 19 members from a wide geographic area attended the event, which began with breakfast, followed by the clay shoot on the green course and ended with a barbecue luncheon and award ceremony. Todd Olver of Therm-All won the first place award of \$250, R.C. Antal of Atas International took home the second place award of \$150, and Zach Cearfoss of Ceco Building Systems took home the third place prize of \$100. Last, but not least, Andy Lee of SFS Intec challenged several other participants to secure the Elmer Fudd award. Finally, the 50/50 raffle was won by Zach Cearfoss of Ceco Building Systems. All proceeds from the event will further the MBCEA's mission to provide affordable and relevant training to its members. Thank you to our sponsors, [SFS Group USA, Inc.](#), [Therm-All](#), [Ceco Building Systems](#), [ATAS International, Inc.](#), and [Butler Mfg.](#) and to all of the participants for another great and memorable day!

Register now for our one-day Management Training Conference to include Legal, OSHA, Metal Building Inspection, AC478, State of the Industry, and a Contractor/Erector Roundtable. To be held on **Thursday, November 2, 2017**, at Atas International in Allentown, PA.

**MBCEA Carolinas Chapter Fall Golf Outing
Thursday, November 2, 2017**

Tee off at 11:30am with box lunch on cart
Social/Awards will be at 4:00 pm
Deer Brook Golf Club
201 Deerbrook Drive
Shelby, NC 28150

[http://golfdeerbrook.com/
Registration/Sponsor Form](http://golfdeerbrook.com/Registration/Sponsor Form)
[Credit Card Authorization Form](#)

Registration Deadline - October 26, 2017

The Ohio Chapter held a Best Practices Training on Standing Seam Roofs presented by Dave Bergholtz, Chief Buildings on September 29, with 15 in attendance. The next planned event is a short membership meeting followed by a holiday banquet. Tentative date is **December 3**, but full details will be sent out in the near future.

Congratulations are in order for the Rocky Mountain Chapter as it's officially been set up as a non-profit organization in Colorado and is fully operational! Their Annual Sporting Clays Shoot was held over the summer with 19 participants. All had a great time and next year's event is already scheduled. Thank you to the sponsors for the shoot, [H&E Equipment](#), [Silvercote](#), [Bay Insulation](#), and [Thermal Design](#) along with the prize sponsor, [United Rentals](#).



Please support our sponsors. They make this newsletter possible.

AC478 - Update

IAS Accreditation (AC472) ensures metal buildings are designed and manufactured in accordance with strict industry standards. IAS Accreditation (AC478) ensures the quality and integrity of the metal building assembler. Together these two marks are the assurance and quality standard that owners, specifiers and code officials have long desired.

More and more building owners and municipalities across the country are now mandating AC472 and



AC478. Even when accreditation is not required, achieving IAS Accreditation greatly strengthens your position when trying to win a project.

In late September, Sandi McCracken, IAS Program Manager, Dr. Lee Shoemaker, MBMA, Director of Research and Engineering, and Jackie Meiluta MBCEA, Program Manager had the honor of presenting our programs to the Nevada Organization of Building Officials. The assembled Code and Enforcement Officials, representing all counties in the State, were quite impressed with the quality standard for Metal Buildings Assembly we have developed. Currently Clarke County requires it, we expect other counties will soon follow suit.

More state presentations are planned.

On a related note, Section 3.30 of AC478 requires the Metal Building Contractor/Erector to provide a Site-Specific Plan that, among other things, describes temporary bracing and sequencing requirements to be used in the construction of the project. Mike Reynolds mentioned above, the MBCEA and MBI are developing a Design Guide to assist our contractors and erectors in developing these plans. BUT, we need your input. Please complete and return [the questionnaire](#) today.

Please do not be intimidated by the rigor of AC478. The MBCEA is well equipped to help you. Schedule a one hour telecon with [Jackie Meiluta](#) and she will break it down for you and help you through the process. This service is provided at no charge to MBCEA members.

What are you waiting for? Contact [Jackie](#) today.

We won't be rebuilding Houston any time soon

By Todd Hitt October 10

Todd Hitt is chief executive of Kiddar Capital, a private equity firm.

In Houston, we have a problem. It's a crisis that will impede the reconstruction of our nation's fourth-largest city. The problem isn't capital, though. It's labor.

Here's what federal lawmakers need to understand: If Congress gave the Gulf Coast every dollar it needs to rebuild tomorrow, the construction industry simply would not find enough workers to keep up with demand.

Even before Hurricane Harvey made landfall, 69 percent of Texas contractors had trouble filling jobs. Now, it's estimated that 200,000 Houston homes will require work or complete reconstruction. Who will build these houses? What about the commercial infrastructure and public schools, highways and bridges that also sustained so much damage?

We face an infrastructure deficit in this country totaling \$2 trillion over 10 years. The storms have added tens of billions to this figure. Lawmakers focus on who's going to pay for all of this, but they also must think about who's going to build it.

This problem is one that plagues the whole nation, and it's effectively "corked" our economy. We're stymied. We're stifled. Right now, the largest construction companies in America are turning away hundreds of millions of dollars in work every quarter because they don't have enough bodies on their crews. The National Association of Homebuilders reports that 77 percent of

U.S. builders can't find enough people for their framing teams. Sixty-one percent can't find enough drywall installation workers. The number of construction jobs available in the United States rose in June, and it increased again in July.

The labor crisis has hit all sectors. In July, there were 6.2 million unfilled jobs in the United States. That's a record high. This country doesn't have enough people to manufacture and build things. Corporate America, meanwhile, is sitting on \$2.3 trillion in cash - more than ever. We can uncork some of that capital by increasing our labor supply. Congress has to take the reins there.

One way to do that is to completely overhaul our broken immigration system. The last comprehensive reform was in 1986. Our visa system fails to match supply with demand. Congress must rebalance the numbers and even consider increasing legal immigration so we can attract all the workers we need - high skill, low skill and no skill. As Sen. Jeff Flake (R-Ariz.) said in a recent op-ed, we can't forget that the ability to work hard sometimes is the only skill a job requires.

But able-bodied workers already in this country are equally important. Mobilizing our workforce will take a multi-pronged economic program that includes a massive tax overhaul and reform of labor regulations. It will also require a historic jobs bill that reflects a vast rethinking of how we educate and train individuals and match them to employers.

There are Americans who are not employed but want to be. There are others who want better-paying jobs and possess the skills to get hired, but because our economy is stuck, they're stuck. The Economic Innovation Group recently reported last week that the vast majority of new jobs created in our country are in the nation's wealthiest neighborhoods. Poorer communities are losing businesses and entrepreneurs. Individuals in these communities have few opportunities, and, according to the EIG, most are relying on a high school diploma or less to get them an interview.

These people can't just move to growing urban centers because they cannot afford it. After two recessions, the median income has only recently climbed back up to the level it was in 1999. Try contemplating jumping on a jet plane to Houston for an interview when you haven't been able to save anything in the past 20 years. The car you've been nursing since you last had a raise also won't get you there.

Americans are angry now, but if Washington doesn't enact the policies we need to uncork this economy, it will get worse. Wages will be stagnant for another two decades; the communities that are underwater today will vanish along with the American Dream; and Houston? Well, it will still have a problem.

Construction Technology

Blog: Caterpillar's Profit Matters

I'm a big believer in the power of construction technology to transform businesses. I've seen contractors make huge gains in safety, quality, productivity and efficiency by investing in grading, payload and compaction technologies, telematics, safety systems and more. Maybe because I've seen so much success, I often find myself steering the technology conversation toward benefits. But, I know how important the cost issue is, so let me recap what I believe are the key costs to consider as you evaluate a technology investment.

Acquisition costs

Start here-with the purchase price or lease payment for the technology you're evaluating. For a more complete picture, add in the labor costs associated with evaluating different products, reviewing multiple proposals and making a final selection. And, don't overlook any costs required to enable an investment. For example, if you need to upgrade an operating system to support new software, that cost should be rolled into your calculation.

Deployment costs

These are costs you accrue as you roll out the technology to users- installation, configuration, training.

Maintenance and support costs

This category captures the cost of keeping new technology running-today's built-in technology solutions are driving down maintenance costs, adding functionality or scaling up to accommodate more users. Included in the calculation: the cost of warranties, support contracts, licensing agreements, future upgrades and IT support staff.

Risk management costs

As companies grow more dependent on connectivity, new risks emerge relative to internet disruptions, data security breaches and other incidents. The cost of mitigating these risks is one more factor to consider.

Opportunity costs

These costs attempt to quantify the impact of not adopting new technologies. For example, if an investment could allow you to do 15 percent more work with your existing fleet, failure to invest is "costing" you a 15 percent increase in revenue.

Now, can we talk about benefits?

It's smart to consider all the costs associated with a technology investment, but a full accounting of benefits is also in order. Work with your equipment supplier to quantify the impact on safety, quality, productivity and cost reduction. Consider how an investment could help you:

- * Drive down unit cost and increasing profitability
- * Increase quality leading to repeat business
- * Optimize fleet size
- * Allocate resources better
- * Finish jobs faster with less fuel and rework
- * Eliminate material overruns
- * Keep people out of harm's way
- * Attract new employees that are tech savvy
- * Identify training opportunities
- * Prevent theft and abuse of equipment
- * Cut maintenance time and repair costs
- * Lower insurance premiums
- * Bid more competitively leading to company growth and expansion
- * Boost the resale value of your assets
- * Simplify compliance reporting

Spend money to make money

Construction technology is an investment. You'll have to incur some costs to realize the benefits. Just make sure you run the numbers-on both sides of the equation-so you can make the best possible decision for your business and your future.

Construction Cost Reduction Playbook: What's in Yours?

Lonnie Fritz 8/2/17

My son hopes to make the football team when he starts high school in the fall. So right now, he's heads-down with the team's playbook, studying strategy, tactics, roles and expectations. As I watch him absorb the information, it makes me wonder: Would a playbook help my team perform at a higher level?

Our goal these days is reducing fleet owning and operating costs. If I were creating a cost reduction playbook, here are some of the roles and responsibilities I'd include.

Owner

As an owner, most of your effort is directed at controlling owning costs. They're typically fixed costs that can't be changed once a deal has been sealed. Your focus:

- * Make sure existing equipment is fully utilized before adding more capacity
- * Select the right-sized equipment for the job
- * Choose features, attachments and options that match the environment and application in which you'll work
- * Invest in features and technologies that save costs over time
- * Look at all options including low-hour used or rebuilt machines
- * Factor in residual value
- * Consider buying a dealer-delivered maintenance plan-upfront-to control future costs
- * Shop for competitive financing and insurance rates

To reduce operating costs, the owner can:

- * Invest in training to improve operator skills and techniques
- * Foster a proactive maintenance and repair culture
- * Make idle-time reduction a company priority
- * Create an environment that rewards cost reduction and innovative thinking

Operator

As an operator, you have been entrusted with a powerful, expensive asset. Your principal responsibility is running that asset safely and efficiently. This requires a commitment to:

- * Confirm the machine's readiness to work by completing a walkaround inspection at the start of every shift. Follow the process outlined in the operator's manual.
- * Inspect the unit again at the end of each shift. If things look different, tell the next operator and note the information on your shift report.
- * Pay attention to alerts and warnings received while you work. Take action as indicated and keep your supervisor informed.
- * Use recommended operating techniques: smooth shifting, steady acceleration, gradual turns, controlled travel speed, no wheel spinning, minimal non-productive movements
- * Take advantage of all training opportunities your company offers
- * Be open to using technologies and features that increase productivity and reduce fuel consumption
- * Avoid excessive idling. Turn your machine off at lunchtime, during breaks or if you're stopped for more than five minutes. Limit warmup and cooldown to three minutes or less or as required by the machine.
- * Ask for feedback about your productivity, fuel consumption and idle time performance (from telematics data). Work with your supervisor to set improvement goals and measure progress.

Maintenance/Service

As a maintenance or service professional, you play a vital role in driving down total operating costs. Your priorities:

- * Work with operators to make sure they complete daily inspections
- * Follow manufacturer's recommended maintenance processes, adapted to match your application

- * Consult telematics data to plan maintenance intervals that reflect your real-world work environment
- * Use telematics data, fluid analysis and other condition monitoring tools to find and fix problems before failure
- * Schedule maintenance and repairs strategically to limit impact on production and costs
- * Consider using remanufactured parts to reduce costs and increase uptime
- * Keep precise, accurate maintenance and repair records to strengthen residual value

Win Through Execution

A good playbook can provide clear direction for any team. But ultimately, winning is really about execution. Establishing accountabilities. Taking action. Measuring results. Managing progress.

Show Me the . . . Data!

In 20 years since Tom Cruise and Cuba Gooding Jr. made 'Show me the money!' one of the best-known movie quotes, data has become the surest way for contractors to help themselves to the big money

Jason Hurdis 7/24/17

It's been more than 20 years since actors Tom Cruise and Cuba Gooding Jr. made "Show me the money!" one of most well-known movie quotations of all time. But if the film were made today, the two guys might shout about something other than dollars-something like data. Sure, the money still matters. But earning a profit in today's environment usually takes data. Here are six ways you can use data from your machines' telematics systems to make more money.

1. Use historical information to improve bidding accuracy. Before you attempt a cost estimate, study telematics data from similar jobs that have already been completed. How many machines did you use? How many hours did each unit run? How much idle time was logged? How much fuel was burned? Does the data need to be adjusted for unusual circumstances-weather delays, supply disruptions, fuel price spikes or other issues? Let facts from the past shape estimates for the future.
2. Focus on utilization. One of the most important things you can do to keep your bids competitive is optimize equipment utilization. To calculate utilization rates, consult your telematics data-comparing how many hours a machine actually works relative to how many hours it's available to work. Generally speaking, if overall fleet utilization is less than 80 percent or specific machines are running below 50 percent, you could do the same amount of work with less equipment-reducing your total cost structure and improving your overall competitiveness.
3. Customize maintenance and repair planning. Equipment manufacturers make general recommendations about the timing of maintenance and service. But depending on your environment and application, the manufacturer's plan needs to be adjusted. Modifying the standard plan with real-world data about usage, idle time, fuel consumption and more allows you to recover the value and life built into your equipment, while maximizing uptime and reducing total costs.
4. Get serious about cutting idle time. Some industry experts say it's not unusual for idle time to represent between 40 and 50 percent of total running time. That's a huge cost driver-not just the extra fuel, but more importantly, the unnecessary maintenance expenses, accelerated component wear, wasted warranty hours and threat to resale value. Tangible data about current idling practices-at both the fleet level and the operator level-allows you to identify problem areas, set improvement goals, initiate change and measure progress.

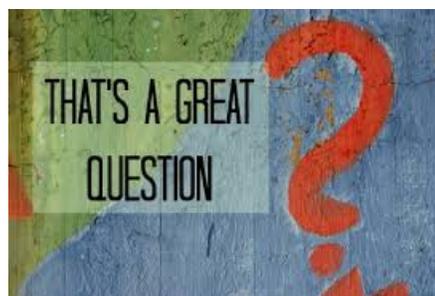
5. Correct operator behavior. Well-trained operators can have a powerful impact on costs. To raise operator skill level, use historical telematics data to identify unsafe, inefficient or abusive techniques. Then structure training to address the issues you uncovered and use new telematics data, captured post-training, to communicate progress and reward success. It's an objective way to assess the value of your training investment.
6. Check your insurance terms. Some insurance providers offer financial incentives to companies that use GPS tracking and geo-fencing to monitor asset location and use. If you're using telematics data to reduce accidents, injuries, theft and other risks, you may be eligible for big savings that cut fixed costs and extend your margin.

When's the last time you asked your team to show you the money? Next time, get the data first-and use it to build your bottom line.

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

**'Do what you feel in your heart to be right- for you'll be criticized anyway.
 You'll be damned if you do, and damned if you don't.'
 Eleanor Roosevelt**

And a few words from Tom Petty

**Well I won't back down, no I won't back down
 You could stand me up at the gates of hell
 But I won't back down**

**Gonna stand my ground, won't be turned around
 And I'll keep this world from draggin' me down
 Gonna stand my ground and I won't back down**

**Well I know what's right, I got just one life
 In a world that keeps on pushin' me around
 But I'll stand my ground and I won't back down**

**Hey baby there ain't no easy way out
 Hey I will stand my ground
 And I won't back down
 No, I won't back down**



**Tom
 Petty**

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