Message from the President

Where to begin...we have so much going on! It is a great time to be a member of the MBCEA. Membership is at an all-time high and continues to grow. Our Annual Conference has become the must attend event of the year.

For the last 10 years or so, our administrative function has been a one woman show, working from a home office. Since we are booming it was time to consider our physical space. Late last month I had the pleasure to cut a ribbon on our new office. That's right! MBCEA now has a corporate headquarters with plenty of room for Sasha but also extra room for when we occasionally have to bring in help for peak times.

Past and Future Presidents of the MBCEA and MBI: from left Steve Webster, Gary Smith, Sasha Demyan, Keith Wentworth, Art Hance and Tim Seyler.
With growth comes new ideas and deep thoughts on how to capitalize on our success. Earlier this spring, I formed a Marketing Committee to evaluate our strengths and weaknesses and identify areas for improvement. After several telephone meetings and surveys of leadership, the committee convened on July 26-27 for a brainstorming session. It is clear we are very strong in the depth and breadth of our members knowledge and experience. We do a good job of sharing this knowledge and building success for membership. Our conference educational sessions are completely taught by the best of our association, sharing their tips and tools. Our website is chock full of shared members templates and tools.

On the negative side, we are still a best kept secret. This year we had the pleasure of attending several builders' meetings as MBCEA. Too often, we heard "wow, I
didn't know about your group" or "I didn't know you did that." In the coming weeks, our marketing committee will continue to explore how to bring pride to our organization and to continue to grow our shared experiences, knowledge and success but my challenge to each of you is to share our good news. Ask your manufacturers to include MBCEA in their events, invite a friend or colleague to a Chapter meeting, forward this newsletter to your email lists. Show your pride in our association.

This newsletter is full of great articles and information; it is meant to be a tool for you. If you have ideas for things you want to see more or less of, please let us know. In closing, I draw your attention to the article below on METALCON. It is just around the corner and will be a fantastic show and a great opportunity for your teams to participate in the Roofing Games. I hope to see you there.

Thanks and Stay Safe.

Regards,

Keith Wentworth
President, MBCEA
Vice-President, Dutton & Garfield

PS To show our support and commitment to our signature Quality initiative we announced at Conference that members who achieve AC478 will have their cost of MBCEA membership refunded this year. If you are interested in the program, please contact Jackie Meiluta.

WELCOME NEW MEMBERS!

**Danforth Construction**
Gibb Heilman  
2023 N Davidson Street  
Charlotte, NC 28205  
704-634-2751  
gibb@danforthcg.com  
www.danforthcg.com

**Prestige Exteriors, LLC**
Chad Grassmeyer  
PO Box 128  
Riverdale, NE 68870  
308-455-7275  
chadg@prestige-exteriors.com

**Quality Erectors & Construction Co., Inc.**
Ethan Law  
3130 Bayshore Road  
Benicia, CA 94510  
707-746-1233  
ethanlaw@gec-inc.com  
www.gec-inc.com

**Sentinel Safety & Security Group, LLC**
Ryan Johnson  
1329 W. Grand Avenue  
Port Washington, WI 53074  
262-226-2838  
Ryan.johnson@s3safetygroup.com
SnD Red Iron
Shane Pitt
37319 Robin George Trl
Magnolia, TX 77354
281-669-6323
sndrediron@gmail.com
www sndmetalbuildings com

Chapter News

Carolinas Chapter Upcoming Events:

Construction Notebook Class #8
Waterproofing
September 20, 2018
Silvercote
25 Logue Court
Greenville, SC 29615
Deadline to register is 9/6.
Description and Registration

Carolinas Fall Golf Outing
November 8, 2018
Fort Mill, SC

More details to follow...

New England Chapter News:

The New England Chapter held our annual golf tournament on 7/19 at Lake of Isles at Foxwoods Resort and Casino. We had a record turnout this year and a great day was had by all. Very special thanks to our longtime major tournament sponsor - Rob DeLuca and RJD, Inc. Year in and year out Rob steps to the plate as our tournament sponsor, and the NEC could not be more thankful.

First Place - Team Ceco
Second Place - Norm Yester and Nicola Yester and Company Team

Third Place - Jim Nelson team (not pictured)

Upcoming Events:
Bolting and Aligning Training at Holiday Inn, Marlboro, MA - 9/20/18
First-Aid Training - 11/15/18 - Location TBD
Flyers will be coming for both events.

The Greater Ohio MBCEA Chapter's 2nd Annual Golf Outing was a great success. With a 30% increase in attendance year over year, a Metal Building Industry update provided by Dave Koubek (MBMA Chairman), two "Closest to the Pin" contests, along with a robust buffet & cocktail assortment, made for a great outing!!! Thank you to our sponsors, Silvercote, Butler, Therm-All, & Chief Buildings for their financial support.

Stay tuned for the next Chapter Meeting to be scheduled in October.

Mid-Atlantic Division News:

Upcoming events:

August 17: 3rd Annual Clay Shoot Tournament at Lehigh Valley Sporting Clays, PA

October 13, 14, 20 and 21: OSHA 30 training at SFS - Wyomissing, PA

Applicants Wanted!!! Deadline for the MAD MBCEA Scholarship is October 31. See the guidelines.

The California Chapter has sent out a survey to members and prospects to assess the needs and interest in the area. Please participate if you are in California. Show your support by emailing Jennifer Pfeil.

METALCON

New this year - The Total Experience! All of the education and keynote speakers will be on the show floor. Registration for The Total Experience, which includes access to the exhibit hall and educational sessions all three days, costs $95 but if you sign up through MBCEA your cost is reduced to $55!

Gary Smith will also hold a Controlled Decking Zone course on Wednesday, 10/10, at 8:30 am as a Special Program. There would normally be a charge for this course through METALCON but if you register through MBCEA there will be no cost.

The MCA's METALCON "REV EM' UP" Metal Roofing Championship Games

If you or someone you know in your company want to show your skills with a screwgun, then you should consider registering for this year's competition to be held in the Charlotte Metal Speedway booth on the show floor.
Here’s Your Chance to Test Your Metal Roofing Skills by competing against 9 other teams of 2 contestants each. Last year, the total cash awards purse was $8,500 where the National Champions took home more than $3,000.

There will be five challenges each on Wednesday and Thursday, October 10 and 11. The Team that scores the highest collective points each day will be required to return on Friday, October 12th for a run-off competition. The winning Team on Friday will be recognized as the 2018 MCA METALCON Metal Roofing National Champion and receive a Grand Cash Prize of $2,000.

[Click Here to Register](#) and for more information.

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**S-CAT SC for Small Contractors**

The Safety Climate Assessment Tool for Small Contractors (S-CATSC) is designed to help small construction company employers and their employees assess and improve their jobsite safety climate. In addition, employer and employee S-CATSC responses shared with CPWR are being compiled to identify and develop materials and resources for small construction contractors to use to strengthen their company’s safety climate. [Learn more](#) about this newly developed tool for small contractors.
Do you feel like you're busy all day but don't accomplish much? Check out this quick-read Blueprint from ResourcefulManager to help you organize your day, structure your week and systematically cut out interruptions, distractions and unproductive tasks pretending to be meaningful work.

Still wondering why our Accreditation Program AC478 is so important?

- Levels the playing field for assemblers
- Safety and training assurances
- Opportunity to improve operational efficiency and quality of end product
- A standard that code officials and regulatory authorities can use that was written by erectors and manufacturers not code officials
- Fills a void in specification language
- Recommended and supported by MBCEA, MBMA, ICC, IAS, IMPACT, etc.
- Think of the price and return on the investment the same way you consider the purchase of a new piece of equipment
- Documented, systematic way of running your business makes your business more saleable, aids in succession planning

The MBCEA applauds all members who have achieved AC478 Accreditation. Want to get involved? MBCEA members receive free consultative support AND their cost of MBCEA membership is refunded! Contact Jackie Meiluta today.

3 IMPORTANT GOALS OF SMALL BUSINESS ACCOUNTING

Some entrepreneurs dread small business accounting, but they should praise their bookkeepers instead of complaining about the process. Small business accounting goes beyond tracking transactions and preparing taxes. Quality financial and managerial accounting help you make the right decisions, expand your business, and offer valuable insights to increase profitability. If you want to earn more in your business, follow along with this guide for three key goals of your small business accounting process.

Read More

In The News

Congratulations to ATAS Manufacturing Leadership Institute Graduates

ATAS International, Inc. had two employees graduate from the Manufacturers Resource Center’s (MRC) Manufacturing Leadership Institute (MLI) certificate program in June. The class included over 20 other area manufacturing professionals. Read more.

McElroy Metal Opens 13th Manufacturing Facility

To meet the needs of a growing customer base, McElroy Metal has added a 13th U.S. manufacturing facility. Located in Diamond, MO, the facility opened
this summer. Read more.

The Top 5 Traits of Successful Leaders

1. They Are Very Authentic
2. They Challenge Themselves
3. They Know Leadership Is A Service Role
4. They Are Honest
5. They Invite Contradictory Opinions

Successful leaders lead by example. They have integrity, self-respect, and take their role as support for their employees seriously. Personally, good leaders challenge themselves, learning and growing in the process. They are open to the opinions of their employees and are willing to accept new ideas and suggestions.

Read more

MBCEA MARKETING COMMITTEE
Steve Webster, Gary Smith, Art Hance, Amanda Storer, Tim Seyler, Sasha Demyan, Robert Tiffin, Jackie Meiluta, Keith Wentworth

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 Demyan, Executive Director  
Keith Wentworth, President  
Jackie Meiluta, Program Manager

Please connect with us

Quote of the Day

"I always wanted to be somebody, but now I realize I should have been more specific."

- Lily Tomlin

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STAY CONNECTED:

MBCEA, PO Box 3429, Bethlehem, PA 18017

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