Greetings!

Happy New Year! There is so much going on I don't know where to begin. So close to President's Day let's start with a quote from George Washington which sums up why we are members of the MBCEA:

"Associate yourself with men of good quality, if you esteem your own reputation; for 'tis better to be alone than in bad company."  George Washington

For those of you that don't know me, I am Art Hance, of Hance Construction, a design build GC in NJ and proud Butler builder. I am proud to serve as the MBCEA President for the next two years. First things first, on behalf of my fellow Board members, I would like to personally thank our out-going president, Keith Wentworth of Dutton & Garfield. Consider for a moment - how busy we all are - running jobs, managing our business, fighting the good fight. Now add in regular conference calls for every MBCEA committee, planning a national conference, managing Jackie and Sasha (whew!), catching up on emails and MBCEA critical issues after hours, drafting newsletters...wait a minute...what did I just sign up for?

Seriously, Keith leaves me very big shoes to fill. I consider him a "man of good quality" and perhaps most importantly, a friend. I challenge all of you to follow Keith's lead and participate in the MBCEA just a little bit more - read our newsletters, respond to our polls, attend our chapter meetings and Annual Conference. Keith, Mike, Gary and I may look all Presidential in our suits, behind the microphone, welcoming you to Conference, but I can assure you most MBCEA conference calls happen on the jobsite, in Carharts and hardhats, with back-up alarms sounding in the background. There is always time to make time; heck, if Keith can do it, you can too!

Please join me in welcoming Bryan Hargett of Paramount Metal Systems, Jared Knott of King Construction & Overhead Door, Justin Beall of DD Construction, and John Paul Lawrence of Modern Trade Communications as incoming Directors. A full list of the Board is available on the side bar.

On to news: Marketing first. You may have noticed our new tagline "Reaching New Heights, Together". While perhaps not as iconic as Nike's "just do it", we do feel it captures the essence of what the association is all about, perhaps a modern twist on George Washington's quote. The marketing committee has also developed some identity videos to help promote the
We want to hear from you!

Let us know is important to you, what kinds of things you are interested in, what you need.

Sasha Demyan, Executive Director
Art Hance, President
Jackie Melluta, Program Manager

One thing I would like you to consider is throwing your hat in the ring for our Technology session. We have an hour devoted to how to incorporate technology (big or small) for productivity gains. We hope to have 3-4 members present one simple thing that rocked their world. Nothing fancy, just share with your colleagues for a few minutes. Then conference attendees can ask questions, brainstorm how to apply to their situation, etc. A roundtable that is very focused on productivity and technology led by a panel of your peers. It may be an inexpensive app or a simple thing like GPS trackers on your equipment. Just because you know about it, doesn’t mean your colleagues do. Sharing is what the MBCEA does best, so please share! Please drop Sasha a line. We will select a few for the conference and highlight others in this newsletter.

I look forward to seeing you in Colorado in May and to sharing and reporting in this newsletter. I am proud to serve this 50+ year old association of more than 500 companies made up of the finest men and women in the Metal Building Industry. I know we can reach new heights, together.

Sincerely,
Art Hance
President, MBCEA
President, Hance Construction

WELCOME NEW MEMBERS!

Atlas Bolt & Screw Co.
Laura LeGrand
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MGM General Construction Corporation
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The McFate Group
Construction Apps

In case you missed it - the September 2019 issue of Metal Construction News featured an extensive article on Safety Today and Tomorrow written by Paul Deffenbaugh. One of the included items is a list of new apps designed to help manage safety on the job site.

**CCS Safety:** Safety management app that focuses on best practices.
**iAuditor:** Set up custom safety audits or select from a library.
**FallClear LITE:** This app lets you calculate fall clearances.
**WorkerSafety Pro:** Part of a suite of apps for safety that include fall safety and lone worker safety.
**AccuWeather:** Make sure you know when that storm front is rolling through.
**National Trench Safety:** Reference guide for trench safety and sets up an excavation checklist.
**First Aid by American Red Cross:** Get trained in first aid, but keep this reference on hand as well.
**Scribe for OSHA:** After an incident, begin your note-taking immediately.
**Site Patterns:** Safety management app that tracks reporting, audits and worker disciplines.
**OSHA Heat Safety Tool:** Calculate the heat index to address unsafe work conditions.
**Fall Safety App:** Provide fall notification through smartphones.
**Safety Meeting App:** Record and track safety meetings, accidents, incidents and attendance.
**SafeSite:** Log safety hazards and automatically communicate with responsible parties.

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**MBCEA Chapters**

**Carolinias Chapter News**

Construction Notebook Class #10
Metal Building Fasteners Training
February 13, 2020, 9 am-1 pm
Metal Fastening Systems
7670 Mikron Dr., Stanley, NC 28164
**Register by January 31, 2020**
Click for Registration Form
Click for Credit Card Authorization Form

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**Save the Date**

Carolinias Chapter Annual Summer Meeting
July 16th-19th, 2020

Sonesta Resort Hilton Head Island
130 Shipyard Drive
Hilton Head Island, SC 29928
The Construction Notebook Classes are an excellent way to gain knowledge in new and existing areas of the metal building industry. Please take advantage of these informational and hands-on training opportunities.

The Spring Golf Tournament will be held late March/early April (dates will be finalized soon) and we are making plans for our Annual Summer Meeting. Mark your calendar for the annual meeting and plan to bring your family and enjoy this special time.

Ohio Chapter News

We held our annual Holiday banquet on January 9th, at Fat Heads Brewery and Restaurant in Middleburg Heights, OH. Following a one hour meet and greet and the meal, Vince Sagan presented on Air Leakage test results on PEMBs. We then enjoyed a tour of the brewery. A wonderful evening was had by all 43 in attendance.

Our first board meeting of the year will be on January 31st in Lexington, OH.

Rocky Mountain News

On Dec. 10th the Rocky Mountain Chapter hosted Al Detmer from Kingspan to train 62 chapter employees from 12 different companies at the Gaylord hotel. All who attended were certified in wall and roof installation.

New England Chapter News

Sign up now for 2020 Sponsorship opportunities!

Save the date:

Heat Tracing for Metal Buildings Seminar presented by Liberty Electric Products
February 20, 2020
Location TBD

30th Annual Golf Tournament to be held at Lake of Isles Golf Course at Foxwoods

Mid-Atlantic Division News

February 10-13, 2020: Four-day Training Session to be held in Bordentown, NJ and Allentown, PA covering Equipment Training, OSHA 10, Annual Safety Refresher, Insulation Codes/Systems/Installation, Blueprint Reading, Sustainable Envelopes, and First Aid/CPR.

Read more and see how to sign up!

Air Leakage Testing is Coming, Are you Ready?

Did you know that current ASHRAE 90.1 and IECC contain specifications for buildings to meet an air leakage standard of 0.40 cfm/sq ft and that whole building air leakage testing is a path to compliance?

Air leakage is a major factor in energy efficiency and regulation is coming. MBMA and NAIMA are teaming up to get out ahead of the requirements by completing testing on a variety of metal buildings and insulation systems.

If you'd like to be on the leading edge of this work...
and participate, the MBMA can offer the testing at no charge.

Please contact Vince Sagan at the MBMA office, vsagan@mbma.com or 216.241.7333

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**OSHA Issues Warning About Headphones**

*Listening to music may be fun, but it’s not a good idea while working at a construction site.*

If awareness is a powerful ally of workplace safety, distractions are its enemy— including the use of headphones to listen to music on dangerous job sites like construction projects, according to the Occupational Safety and Health Administration (OSHA).

"Listening to music may produce a safety hazard by masking environmental sounds that need to be heard, especially on active construction sites where attention to moving equipment, heavy machinery, vehicle traffic and safety warning signals may be compromised," the agency declared.

OSHA’s position on the question was contained in a letter of interpretation that it issued last fall in response to an employer’s query about its employees listening to music this way on a construction site.

[Read more](https://www.ehstoday.com/article/66129-osha-issues-warning-about-headphones) in EHS Today by David Sparkman.

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**OSHA’s Top 10 Violations for 2019**

Companies around the United States still are failing to address the same hazards that are leading to OSHA’s top 10 violations.

Patrick Kapust, deputy director of OSHA’s Directorate of Enforcement Programs, announced the 2019 preliminary results to a crowded room of safety professionals at the National Safety Congress and Expo.
How to Get More Reviews

Reviews are critical not only for gaining more visibility for your business but also for helping to influence consumer buying decisions. It's important to learn about review guidelines, have a system in place to ask for reviews and remember to follow through on your plans, writes Donna Duncan in Social Media Today. In summary:

1. Do a phenomenal job. Not just an okay job. A job that's worth noticing and remarking upon.
2. Do it on-time and for the price you quoted.
3. When the job is done, ask if the customer is satisfied. If the answer is yes, ask for a review. If the answer is no, listen attentively. Note your shortcomings and find ways to address them.
4. If someone has indicated they're willing to provide a review and have not, remind them. Everyone is busy and gets distracted. A simple reminder can do wonders.
5. Make it easy for customers to find where to review you. Add links to your top review sites on your website, business cards, and appointment reminder cards.
6. Incentivize employees, not customers. Offer a small reward for every review they earn. You can even suggest employees tell customers they are rewarded for reviews as this can encourage responses as it's a free way to tip a service provider.
7. Make asking for reviews a disciplined part of your process.
8. If a customer leaves you a good review, thank them. Let other customers know by posting a link to the review on your social media sites and website. Let searchers know you're engaged and appreciative by thanking the reviewer online.

Get more detailed information here

Would you like to feature your employees on the job in Metal Construction News?

In the October 2019 issue of Metal Construction News, Editorial Director Paul Deffenbaugh announced that beginning with the February issue they were starting a one-page feature called "Site Scene". Understanding the pride people on the job site take in the work they do, they want to share
that pride with the industry. The fact that construction workers don’t get enough recognition, making it harder to attract young people to the trades, also aided in pushing this initiative. So send them your photos!

**Click here** to read what to include, where to send them, and a common sense reminder in order to “reward and recognize the people on the job site who make this industry go.”

### In the News / Member Spotlight

MBCEA Member, MTD Erectors Inc. is featured in the October 2019 MCN Issue for the erection of the maintenance buildings at the Environmental Center at Glenstone Museum in Potomac, Maryland.

A past Building of the Year Entry project, erected by MBCEA Member, Mid-Land Enterprises is featured in the October 2019 issue of Metal Architecture.

MBCEA Member, Quality Erectors and Construction Inc. is featured in the September 2019 issue of Metal Construction News for their work on the PG&E Gas Safety Academy in Winters, California.

Past Building of the Year project winner in the Manufacturing Category erected by Steel Worx Solutions LLC is featured in the September 2019 MCN issue.

The Drivers Club in Redmond, Washington, erected by MBCEA Member Span Construction & Engineering Inc. is featured as the winner in the Metal Buildings Category of the MCN Building and Roofing Awards in the December 2019 issue.

MBMA develops strategic outreach program and asks you to join in their efforts in the December 2019 issue of Metal Construction News.

MBCEA Member S&S Structures’ Success Story is featured in the December 2019 MCN issue.

Past Building of the Year project winner in the Specialty category erected by J.A. Street and Associates Inc. is featured in the December 2019 issue of Metal Construction News.

MBCEA Member Harrell Construction Co. Inc. is featured for their project, Jacksonville Bus Station in Jacksonville, Florida in the December 2019 issue of Metal Architecture.

A past Building of the Year Entry project, erected by MBCEA Member GBS Enterprises LLC is featured in the September 2019 issue of Metal Construction News.

MBMA Welcomes Newest Member: Covertech Flexible Packaging.

Complete the Metal Construction News Contractor Survey by 2/3/20.

**Quote of the Day**

"When we strive to become better than we are, everything around us becomes better too." Paulo Coelho