I want to take this opportunity to thank the membership for voting me in as MBI Chair for 2013 during World of Modular and also touch on a few highlights and priorities for the coming year.

On an encouraging note, we had a record 554 attendees at World of Modular with many being first time attendees and exhibitors. This broke the “500” barrier for only the second time. It also illustrated our industry is in a transition period like none we have experienced in our association’s history. For the first time, increasing amounts of GCs, architects and developers are expressing a “real” interest in us. This creates tremendous opportunities for our entire industry, but it also requires that as an industry we address some weaknesses.

As we move from being a fragmented, mostly isolated, “cottage type” industry to one that is becoming an accepted member of the overall construction industry, we have to realize we are entering national and even global arenas. Our customers are increasingly more demanding, more global in focus, and certainly more sophisticated. These customers’ and building professionals’ expectations set a higher bar than many of us may be accustomed to. How we as an industry conduct ourselves, and the ethical standards we set, will determine if these customers and the construction industry in general will continue to embrace us. They are protective of their reputations and particularly with their partner companies. They certainly will not tolerate any potential “black eyes” from our industry.

The MBI Board is conducting a top-to-bottom review of our professional development programs and offerings with a specific focus on our industry code of ethics. MBI needs to have a valid process for calling out unethical behavior and putting an end to it. We expect to announce a new initiative in June on this front. I would like to thank the task force of industry leaders headed by Joe Vechiolla for taking on this issue, and encourage you to send any constructive comments on this issue to Tom, myself or any board member. How we are perceived ethically as an industry affects all of us.

Workforce safety will be another 2013 priority. By default, modular construction can be inherently safer than site built, but only if each of us works daily at making our safety programs a true priority. We are safer than most construction methodologies if only for the fact that we virtually eliminate most fall hazards. Our goal this year is to provide a centralized methodology for collecting safety data on the industry as a whole and sharing it with our members. We simply have not done enough in this area.

Our MBI staff and our member regional task forces are busier than ever with various legislative, regulatory and code issues, having recently defeated anti-industry bills in both Texas and Florida. Industry bills are pending in Massachusetts, Pennsylvania and Missouri as well. After more than two years of working on the code development front, we were recently successful in getting relocatable buildings defined in the existing building code. This provides additional grandfathering relief to existing assets and is a huge “win” for our leasing members with fleets.

We have also made it a priority to address and consolidate our position as an association and an industry serving the remote workforce housing market and its related ancillary structures. This has become a huge part of our industry, and we need to include rather than exclude it from our ranks. We are therefore closely monitoring and addressing all efforts to undermine the workforce housing market, one of the few bright markets the industry has seen over the past few years.

The industry-wide “Greener, Faster, Smarter” PR campaign is generating tremendous results, with a 47 percent increase in website visits from the same period last year. The “Find a Builder” page where people search for your companies — builders, dealers and suppliers — has seen a 42 percent rise in visits from the same period in 2012. MBI is providing more resources to more construction professionals than ever before. This illustrates the continuing improvement that our MBI staff is providing our membership.

Through our Foundations, we recently launched the “Partners in Education” initiative which matches universities with local modular members. To date, we have formed partnership/alliances with Pratt Institute in New York; Virginia Tech; Clemson; Cal Poly Pomona; and the University of Alberta, with other partnerships in the discussion stage. Our thanks to all of our members who have helped fund these alliances and work so diligently in “spreading the word.”

Finally I ask all of you to be both realistic and generous in your purchase and use of our MBI seals. As our Seals Committee so aptly demonstrated in their video, Seals benefit us all. They are a huge factor in our ability to continue to expand services for our members. Please require them on each floor you manufacture or purchase from a manufacturer.

While we can for the first time in several years see a slight uptick in our business, 2013 promises to be another unique, exciting and challenging year for the industry. I call on you to get actively involved with your association — attend the events, contact the staff with questions or concerns, and get involved on a committee. Equally important, get your employees, team members and associates involved. It truly takes all of us to make the association and the industry what we believe it can be. Again, thank you for your support, and let’s get to work!

Mike Bollero, 2013 MBI Chair
Assembly line . . . streamlined

Just-in-time, industry-exclusive roofing materials for commercial modular factory-built units.

Mule-Hide makes it easier, faster, and more affordable than ever to install single-ply roofs on commercial modular units; and we are making it easier to meet emerging code requirements nationwide.

- **EPDM membrane custom-cut** on special cutting tables at select ABC Supply centers near local modular manufacturer plants and dealer offices.
- **FR Deck Panel** reduces installation to a four-step process.
- **Water Base Bonding Adhesive** reduces EPDM and FR Deck Panel installation time with its single-side wet application.
- **TPO special roll sizes** meet the growing need for white roofs on modular units.
- **DecTec® Walkable PVC** offers virtually maintenance-free roof or ground level decks.
- Elastomeric Acrylic Coatings, Seal-Fast® Tapes, and EPDM Tapes are ideal for retrofit of roofs on lease fleets.
- **Self-Bridging Mate-Line™** decreases multi-unit setup time with a one-piece, one-step design. It’s a Mule-Hide exclusive that’s patent-pending.

1-800-786-1492
www.mulehide.com

Mule-Hide Products
“The name trusted in roofing since 1906”
The highlight of the Awards of Distinction contest is the Best of Show category, where awards are conferred by industry peers for what they collectively recognize as the best modular structures in the business. Announcing the winners has become an integral part of every World of Modular conference. View complete list of winners and case studies at modular.org/awards.

Permanent Modular
Champion Commercial Structures | Coal Yard Apartments

Relocatable Modular
Britco | Aviara Sales Centre

Highest Scoring Entry: Judges’ Choice
ATCO Structures & Logistics Ltd. | MEG Energy Christina Lake Lodge

Green Building
Silver Creek Industries | First Solar - AV Solar Ranch One

Renovated Reuse
ATCO Structures & Logistics Ltd. | Tecno Fast ATCO Rental Office

Marketing Piece
M Space Holdings LLC | Company Website

WELCOME NEW MEMBERS!

Allied Modular Building Systems, Inc.
Manufacturer/Wholesale
Orange, California
www.alliedmodular.com

AM Modular Industries of Canada Ltd.
Dealer/Contractor
Edmonton, Canada
www.ammodular.ca

Automodular Corporation
Supplier of Services
Ajaq, Canada
www.automodular.com

Black Hawk Contracting and Development
Contractor
Waterloo, Iowa
Website under construction

Boyle Litigation
Supplier of Services
Camp Hill, Pennsylvania
www.boylelitigation.com

Cascata Homes, LLC
Manufacturer/Wholesale
Central City, Nebraska
www.cascatahomes.com

Cauldwell Wingate Company
Contractor
New York, New York
www.cauldwellwingate.com

Deansteel Manufacturing
Supplier of Materials
San Antonio, Texas
www.deansteel.com

Dorce Prefabricated Building & Construction Industry Trade Inc.
Manufacturer/Wholesale
Ankara, Turkey
www.dorce.com.tr

Ecore International
Supplier of Materials
Lancaster, Pennsylvania
www.ecoreintl.com

Emmons Modular
Supplier of Services
Portland, Oregon
www.emmons modular.com

Framecad America Inc.
Supplier of Materials
Carrollton, Texas
www.framecad.com

Innovate Building Systems
Manufacturer/Direct
Edmonton, Canada
www.get-innovate.com

Islandaire, Inc.
Supplier of Materials
East Setauket, New York
www.islandaire.com

Kaba ADS Americas
Supplier of Materials
Winston-Salem, North Carolina
www.kaba-adsamericas.com

Kent Homes, a division of J.D. Irving, Ltd.
Manufacturer/Direct
Bouchoucha, Canada
www.kenthomes.com

Lampre USA
Supplier of Materials
Montgomery, Alabama
www.lampre.com

Marengo Structures
Manufacturer/Direct
New York, New York
Website under construction

Meehleis Modular Building Inc.
Manufacturer/Direct
Lodi, California
www.meehleis.com

Merrick Machine Company
Supplier of Materials
Alta, Nebraska
www.triadruvo.com

Method Innovation Partners
Manufacturer/Direct
Langley, Canada
Website under construction

Modus Systems, Inc.
Manufacturer/Direct
Scotts Valley, California
www.ModusSystemsInc.com

Oregac Building Products
Supplier of Materials
Boise, Idaho
www.orep.ac.com

Shanahan's Limited Partnership
Supplier of Materials
Calgary, Canada
www.shanahans.com

Shaw Industries, Inc.
Supplier of Materials
Calhoun, Georgia
www.shawfloors.com

US Modular, Inc.
Dealer/Contractor
Hemet, California
www.usmodularinc.com

Wall-Masters Modular
Supplier of Services
Groveport, Ohio
www.wallmastersmodular.com

Waterless Co.
Supplier of Materials
Vista, California
www.waterless.com

WinTech
Supplier of Materials
Monett, Missouri
www.wintechinc.com

XSite Modular
Supplier of Services
Clinton, New Jersey
www.xsitemodular.com
GOVERNMENT AFFAIRS

ICC Approves Industry Comment

For the past two years, MBI has been working with the ICC’s Code Technology Committee (CTC) to find an appropriate place in the building codes for relocatable buildings. The CTC failed to get a new section for RBs included in the 2015 International Building Code (IBC) during last year’s code development cycle. However, the MBI/CTC comment was the last comment heard for the International Existing Building Code (IEBC) development cycle. The comment simply clarifies that relocatable buildings are included in Chapter 13 of the IEBC. That chapter states that relocated buildings, including relocatable buildings defined in Chapter 2, have to meet the seismic, snow and wind loads for the new location, but are not required to meet the codes for new construction. The committee voted to approve this proposal by a vote of 9-4.

The industry felt it was important to get this new language into the Existing Building Code based in large part on the ICC’s actions during the last code development cycle for the base building code. During that cycle, the ICC deleted IBC Chapter 34 Existing Buildings and pointed code officials to the existing building code for guidance on how to address buildings that are moved.

If no public comments are submitted on this action, the proposal will be placed on the consent agenda for the final action hearing in October.

Texas Bill Pulled from Hearing Schedule

A bill being pushed by the Texas Manufactured Housing Association (HB2955) was originally scheduled for a public hearing. MBI expressed our opposition to the bill, which was subsequently pulled from the hearing schedule. The bill would have pulled industrialized (modular) housing out of the current IHB program and moved it into the manufactured housing division, potentially diminishing the modular label and further confusing local code officials. With the clock ticking, the bill is likely to die in committee this session.

Industry Rep Appointed to Advisory Committee

Jim Ginas of Southeast Modular was recently appointed to the Florida Building Commission’s Technical Advisory Committee (TAC). This appointment ensures that our industry will have an inside voice on issues of importance going forward. Ginas joins a growing list of MBI members serving on various state committees, including representatives in Pennsylvania, Massachusetts, Michigan and Texas. Congratulations, Jim.
Kentucky Code Update

Nearly a year after meeting with officials in Kentucky comes word that our requested code language is pending in legislative research to be included in the new KY codes. The industry expressed concerns over how the state treated “moved structures.” The state countered that they had no other alternative or guidance in the codes. The new language is underlined below:

102.6.1 Moved structures. Buildings and structures moved into or within the Commonwealth shall comply with the provisions of this code for new buildings and structures and shall not be used or occupied until the certificate of occupancy, if required, has been issued by the code official. This provision does not apply to manufactured homes. Exception: Industrialized buildings moved into or within the jurisdiction meeting the requirements of Chapter 16 of this code.

Florida Third Party Rule Proposed Technical Fix

MBI is supporting a new proposal by the Florida Manufactured Housing Association to provide a “technical fix” to a recent concern about third party inspections. The 2010 codes have been recently interpreted to mean that third party inspectors must essentially inspect 100 percent of all units manufactured, despite 10 years of past practice to the contrary. The new “technical fix” will clarify the roles and responsibilities of the third parties and will be heard by the Florida Building Commission this summer.

University of North Texas Selects Ramtech's Modular Buildings for Major Construction Project

Ramtech Building Systems of Mansfield, Texas has announced that the company has secured a new $3.5 million contract to provide three new modular buildings to be located on the main campus of the University of North Texas located in Denton, Texas. The modular building portion of the three facilities totals 37,778 square feet, all of which will be used for the relocation of three of the University's programs currently housed in the Stovall and Scoular Halls. Both of these Halls are being demolished to make way for a new $130 million University Union, which will begin construction in June of this year.

With enrollment of over 35,000 students, UNT’s current union was built in the 1960s and was designed for a campus population of 17,000. The University expects the new union to play an important role in enrollment recruitment and retention, along with providing faculty and staff with a facility capable of hosting conferences, professional seminars and events that can enhance the academic reputation of the college.

Ramtech expects to have all three facilities finished and ready for occupancy by the end of July.

Champion Completes Fourth Workforce Accommodation Within Six Months

Champion Commercial Structures has completed its fourth modular workforce accommodation structure within the energy industry in the past six months. The project, in the Hebron oil field in Newfoundland and Labrador, Canada, provided more than 400 living quarters, recreation facilities and office space for oil field workers building a state-of-the-art offshore gravity based structure (GBS) drilling platform. The platform will be placed in the Jeanne d'Arc Basin of the North Atlantic Ocean.

NRI Partners with Williams Scotsman to Provide techsuite Modular Jobsite Office

NRI has signed a partner agreement with Williams Scotsman to provide techsuite™, a high-tech modular unit that comes fully equipped with technology solutions and equipment bundles (shown below). The newest advancement in modular space includes printing and scanning equipment, computer hardware, digital image and collaboration tools, and professional services. Additionally, NRI will offer color graphics solutions to Williams Scotsman’s customers who want to reinforce their corporate branding at jobsites.

Techsuite™ combines the expertise of both firms to provide comprehensive solutions for its clients. NRI also extended its offerings by including Hewlett Packard, Autodesk, McGraw-Hill Construction, EarthCam and other technology providers to provide a turnkey industry solution.
Williams Scotsman Promotes Joseph Vecchiolla to President

Williams Scotsman has announced the promotion of Joseph Vecchiolla from Vice President of US Field Operations to president.

In this new role, Vecchiolla is responsible for all financial, strategic and operational aspects of Williams Scotsman’s US business. He is also part of the Algeco Scotsman leadership team, collaborating with global colleagues to further establish the company’s leadership position.

Prior to serving as vice president of US field operations, Vecchiolla served as vice president of the Eastern region of the US where he managed the financial and operational performance of the company’s largest business unit. He focused on developing and implementing strategies that successfully increased revenues and created new opportunities to further serve customers in the area. Joseph is known for implementing innovative procedures aimed at ensuring customer satisfaction and retention.

Allied Modular Welcomes New Staff

Allied Modular is pleased to welcome two new members to our team! If you were at World of Modular in Arizona, you may have had a chance to meet them. But if not, Allied Modular is pleased to introduce Zein Burkett and Chris Fredriksen.

Zein is originally from El Paso, Texas and graduated from Arizona State with a degree in economics. Prior to joining the Allied Modular team, she was a financial advisor for a Fortune 500 company. Zein has taken over for Amy Tzonkov as a National Account Manager, and she works very closely with our ModSpace customers. She can be reached (888) 836-7850, and she works at our Orange, California office.

Chris Fredriksen is our new Sales Director. Originally from the East Coast, he grew up in Orange County, California. He is a graduate of San Diego State University where he studied business marketing and psychology. We are very excited to have Chris on our team, and he brings a wealth of sales and marketing experience from his diverse background. Chris previously worked as a regional trainer and manager with the largest automotive sales company in the country, and he also worked with a company that helped high-net-worth investors buy and sell foreclosed property through Fannie Mae and Freddie Mac in California and Arizona. Chris also works at our Orange, California office and can be reached (888) 836-7850.

Steve Snyder Joins New Law Firm

Steve Snyder joined Boyle Litigation in January as a Senior Attorney in the firm’s Civil Litigation Division. Prior to entering full-time private practice in 2009, Snyder served as the Executive Director, Lobbyist, and Legal Counsel for the Modular Building Systems Association, where he represented the residential modular industry in legislative, regulatory and legal affairs for more than 17 years. Today, much of his practice involves representing residential and commercial modular manufacturers, builders and dealers throughout the eastern United States. Snyder also has specific expertise in state sales and use tax as it relates to the modular industry.

Snyder’s law practice also includes civil litigation, construction law – residential and commercial, mechanics liens, contract law – drafting and reviewing agreements, breach of contract litigation, occupational health and safety law (employer), land development, land use and zoning law, transportation law – trucking and tax law.

Boyle Litigation is one of the newest members of the Modular Building Institute and looks forward to supporting the industry and the association. Boyle Litigation is a small law firm dedicated to helping individuals and businesses resolve complex and volatile legal issues.

Ralph Tavares Joins ASTM Council

Ralph Tavares of R&S Tavares Associates recently became a member of the ASTM Committee E-60 for Sustainability, and Sub-committee E-60.13 for Sustainable Manufacturing. The Committee is chaired by MBI peer and past presenter Dru Meadows, AIA, President of The Green Team. The committee’s scope includes the acquisition, promotion and dissemination of knowledge, stimulation of research and the development of standards relating to sustainability and sustainable development. The subcommittee is working on several new guides and classifications which will impact “sustainable manufacturing.”

John Fisher Named Director of Major Projects at Wilmot Modular

Wilmot Modular Structures is pleased to introduce John Fisher as the Director of Major Projects for its new division called Hybrid Construction Services. Fisher comes to Wilmot with more than 23 years of experience in the modular building industry and an extensive background working on projects using accelerated building methods.

The new division, Hybrid, will work with architects and engineers to design and construct buildings using a combination of offsite and onsite construction processes. As its new director, Fisher is responsible for coordinating teams of architects, engineers and construction companies to partner with the company and assist in the design and building of facilities for owners interested in fast-track results.

Hybrid, formerly known as the Major Projects Division of Wilmot, has designed and installed modular buildings all over the world that have been used for healthcare facilities, dormitories, assisted living centers, schools, multi-family dwellings and many other applications.
COMPANY GROWTH

Design Space Modular Buildings Opens a New Branch in Williston, North Dakota

Design Space Modular Buildings and Storage Containers has arrived in the Bakken and has announced the opening of their newest branch in Williston, North Dakota. Design Space is an independent dealer/contractor for modular buildings, office trailers and storage containers in the western US.

“Design Space recognized at an early stage that the oil boom in the Bakken was not going to subside anytime soon. With all the men and operations heading in to North Dakota, we knew there would be a great need for portable, temporary, and permanent office trailers, living quarters and modular buildings. Delivering any type of office trailers to remote locations is our business, so we wanted to be there to support the need,” said Shawn McQuade, Marketing Manager for Design Space.

ATCO Structures & Logistics Partnering With Denesoline Corporation in NWT

ATCO Structures & Logistics has announced that it has signed a Memorandum of Understanding (MOU) with the Denesoline Corporation, the economic development arm of the Lutsel K’e Dene First Nation, located on the south shore of Great Slave Lake in NWT. ATCO and the Denesoline Corporation have agreed to jointly pursue commercial and industrial projects including infrastructure construction within the traditional territory of the first nation.

“We look forward to working with the Denesoline Corporation on several projects in their traditional territory, including the Gahcho Kué,” said Harry Wilmot, President & Chief Operating Officer, ATCO Structures & Logistics. “We are confident that this MOU is the beginning of a long and mutually successful partnership that will allow ATCO to bring its expertise in commercial modular construction and site services to the region and contribute to economic growth and capacity building. This agreement builds on ATCO’s successful track record for developing northern partnerships across multiple business lines including power generation, electric transmission and pipeline projects.”

Algeco Scotsman Plans to Expand Asia-Pacific Presence Subsequent to Regulatory Approvals

Algeco Scotsman has announced that it has signed a joint venture agreement with Beijing Chengdong International Modular Housing Company, Ltd. ("Chengdong"). Subject to Chinese regulatory approvals, the joint venture will produce, lease and sell modular space solutions under the brand name Algeco Chengdong. Algeco Scotsman will hold a majority equity interest in the joint venture. China has the largest construction market in the world as well as significant growing needs for flexible, onsite, temporary space in the energy, natural resource, industrial, commercial, and major event sectors.

Founded in 1998, Chengdong is the second largest Chinese modular space provider and maintains a leading position in the Beijing metropolitan market. Chengdong’s product design and engineering capabilities and its strong relationships with large Chinese engineering and construction firms are important elements to the partnership with Algeco Scotsman.

CONGRATULATIONS!

DIRTT Wins 2013 Georgia Manufacturer of the Year Award

DIRTT was awarded Georgia Manufacturer of the Year in the Small Business category for 2013. The award is given to the company that demonstrates business excellence and contributions to the state’s economy and their respective local community.

DIRTT was chosen to receive this award from more than 100 other nominees. The company’s commitment to environmental sustainability, ongoing economic vitality and workforce excellence contributed to the win. Since opening its Savannah factory in 2009, DIRTT has seen continued growth in its operations while fostering the unique DIRTT culture and becoming leaders in environmental sustainability and community outreach programs in the region.

“It is a great honor to be recognized by our peers as one of Georgia’s leading manufacturers, not only for our economic vitality but for DIRTT’s commitment to our employees and the community,” said DIRTT COO Tracy Baker. “The award is a testament to DIRTT’s manufacturing model and culture, and to Savannah’s team effort. Great job DIRTTbags!”

MARK YOUR CALENDARS:

<table>
<thead>
<tr>
<th>Event</th>
<th>Location</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modular Construction Summit</td>
<td>Washington, DC</td>
<td>June 27-28, 2013</td>
</tr>
<tr>
<td>World of Modular</td>
<td>San Antonio, TX</td>
<td>March 21-14, 2014</td>
</tr>
</tbody>
</table>
Your Project. Our Commitment.

For over 30 years, Mobile Modular has been a trusted partner in providing modular space solutions for a variety of industries and markets. From classrooms and labs, to office space and everything in between, Mobile Modular buildings are adaptable, durable and available to meet any business demand.

Serving California, Florida, Texas and the Mid-Atlantic states.

800.944.3442
www.mobilemodularrents.com