STATE OF THE ASSOCIATION 2014

This is an exciting time, as there is a tremendous potential for the future of the modular building industry. The United States economy is improving and European markets are stabilizing. However, economies will continue to fluctuate therefore my optimism does not build from the economic outlook. Instead my positive position stems from modular building or offsite construction becoming a more acceptable, recognized, and at times the preferred form of construction with growing applications and expanding markets.

This increased acceptance is translating into further interest in modular construction. The industry is experiencing growing participation and involvement from architects, educators, and engineering and construction companies. General contractors are forming divisions to focus solely on modular or offsite construction, not only as it relates to buildings but all aspects of construction. The financial community is becoming more familiar with our industry and responding with increased investment.

While the modular industry has been in existence for 80+ years, I would argue that the acceptance of modular construction has been limited and been below our expectations. Those of us in the industry understand the benefits of modular building, but this is not clear to all our vital stakeholders. Therefore, thorough research on modular construction is being conducted by recognized institutions to assess cost, schedule, material waste, and its comparison to onsite construction. These research findings will be shared with our members and will provide value in quantifying the benefits for potential customers and other vital stakeholders.

To improve and strengthen our industry we need to do more work in the area of research and innovation. We need to educate and clearly communicate the benefits of modular construction to potential clients and our stakeholders.

A primary focus for 2014 and beyond is to increase the number of potential clients that consider offsite versus onsite construction or a combination of traditional and modular construction. This will create opportunity for significant growth. Increasing the size of the overall market has a substantially higher upside an sustainability than taking market share from competitors.

In order to continue and strengthen existing initiatives this year, the Modular Building Institute (MBI) will translate these five key themes into action:

1) Educate stakeholders; clients, educators, members, government and regulators
2) Take a global view on the industry
3) Structure effective committees within the association
4) Support and leverage of the US and Canada Foundations
5) Communicate in a clear and concise way

The apex of the year for MBI is our recognized and well attended World of Modular convention. For many of you this is your only time you engage with MBI members and staff. To further maximize the benefits of MBI for you and your organization, I encourage you to interact and participate with the association throughout the year.

We will launch the Professional Designation Program in conjunction with Clemson University later this year. This will provide members with the opportunity to receive accreditation for completing a course specific to the modular industry. It is another example of the benefits and services that MBI provides.

In summary, we have generated some momentum to build on, but as an industry we have great opportunity to create more interest and expand the market beyond what it is today. As companies, and through the Modular Building Institute, we need to dedicate resources to enhance and raise the profile of the modular building industry, and articulate this in a clear or concise manner.

We need to catch this modular building wave of interest we are experiencing and create a tidal change in the market.

It is a pleasure and an honor to be your President and I look forward to working with our members, the Board, MBI Foundations, and MBI staff, to achieve our 2014 goals and prepare for the future.

Harry Klukas, 2014 MBI President
Just-in-time and custom cut, the Mule-Hide nationwide distribution network offers ready to install new or retrofit single-ply modular roofing systems that are exactly what you need.

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AND THE AWARD GOES TO...

2014 World of Modular Wrap Up: Awards of Distinction, Outstanding Achievement, and Hall of Fame recipients

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 www.modular.org/awards.

Permanent Modular
NRB, Inc.
Muhlenberg Dormitory

Relocatable Modular
Horizon North Camps and Catering
Kinbask Lake Lodge

Judges Choice
Modular Genius, Inc.
Barrie School

Green Building
Anderson Anderson Architecture
Energy Positive Portable Classroom

Renovated Reuse
Triumph Modular
Classrooms to Life Science Space

Marketing Piece
Provincial Partitions
Company Website

The Outstanding Achievement Award went to Kim Coates of Coates Management Services for his years of dedication and service to the association. 2013 recipient Marty Mullaney (left), presenting award to Kim Coates (right).

Al Hilde, Jr., founder of Satellite Shelters, was inducted into the MBI Hall of Fame. Hilde founded Satellite Shelters over forty years ago and has been a strong supporter of the industry and the association. Tom Hardiman (left), presenting award to Al Hilde, Jr., which was accepted by his son Todd (right).
Two Educational Scholarships Available for MBI Member Employees

Deadline to apply is July 15th

Each year, the Modular Construction Educational Foundation provides a $2500 scholarship to an employee of an MBI member company or an employee spouse, child, or grandchild.

Now the Canadian Foundation provides a separate $2500 scholarship! Applicants apply directly to the Foundations and must be enrolled or enrolling in a two- or four-year institution. Any course of study is eligible; it does not have to be related to construction. Applicants should have at least a 3.0 high school or college grade point average, and be able to submit copies of school transcripts, at least one letter of recommendation and a personal statement.

To apply, simply complete an application, that can be found at www.modularfoundation.org under “Resources” and return it to MBI by July 15th. The scholarship will be awarded in August. Human resource departments at member companies are welcome to distribute information about the scholarship as an employee benefit. Links to scholarship posters, payroll inserts, applications, and contribution forms can be found on the website under Resources/ Educational Foundation/ Resources. In addition, if you are interested in supporting this worthy cause with a tax deductible gift, please contribute online or call toll-free, 888-811-3288.

Safety Matters

SHOW GENUINE CONCERN

Employers should provide “stop work authorization” to all employees, allowing them to call out unsafe work conditions or practices.

Through safe work habits, elevated awareness and a shared belief that everyone’s safety is everyone’s responsibility, employers can achieve amazing safety results.

MAKE SAFETY EVERYONE’S RESPONSIBILITY

Hiring safety professionals is essential. The Construction Industry Institute considers it a best practice to have a 76:1 ratio of field employees to safety professionals. Safety professionals should be assigned directly to project teams to act as consultants and provide coaching and guidance.

LEVERAGE TECHNOLOGY

Arming safety professionals and project teams with technology such as tablets can help them easily conduct their weekly safety reviews and can enable safety training videos to be used during morning meetings. Pictures and videos of hazards can be captured and shared with project teams, allowing them to develop real-time solutions to reduce the risk of an incident or injury.

FIND A TRUSTED MEDICAL INSURANCE CARRIER

An insurance carrier needs to be a key part of the company’s safety program. Select a carrier that is a dedicated part of the team, knows the construction industry thoroughly and develops strategies for claims resolutions. Constructors with large-deductible workers’ compensation insurance programs especially must manage their financial risk.

ADOPT HEALTH AND WELLNESS INITIATIVES

Consider incorporating a morning stretching routine that engages all employees, from job sites to offices.

With a commitment to an incident- and injury-free environment, not only will employees go home safely each night, but also the company will save money and improve the industry’s reputation.
Say “YES” next time

Tired of saying NO to your customer requests for custom modular structures? Partner with us and we will build these units private label and put your name and contact information on every structure.

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Canada Update with MBI Staff Member, Stephen Tamayo

Canadian activity has continued to ramp up! Canada showed up in a big way at MBI’s World of Modular in San Antonio, TX. This event was a great way for me to meet a majority of our membership and indulge in very important discussions about how to be an effective Canadian Member Services Director.

As such, I have taken member feedback and continued with an aggressive itinerary of member visits. In conjunction, I have been heavily marketing the benefits of relocatable offsite construction via:

» 1 on 1 marketing meetings with school divisions and construction firms throughout the province. (ie. IBI Group, Chandos Construction, Stuart Olson Dominion).
» Member and non-members visits to manufacturers through Alberta (ie. Altafab, Shanahans, C&V Portable, Britco, Landmark, Innovate, Spraysulate, PTI Group, ATCO, etc.).
» Introducing modular alternatives to the school division market and working with provincial government to streamline the permitting process, and opening up the RFP specifications to allow for all modular companies in Canada to bid.

Lastly, I will be rolling out monthly MBI events — the list of dates will be made available in an e-mail update soon.

COMPANY NEWS

Innovate IPO Launch

On April 22, 2014 — Innovate Building Systems is now a publicly traded company on the stock market in the United States. The announcement of this exciting venture was showcased to an audience of employees, local political leaders and community stakeholders in the company’s new 80,000 square foot facility in Vegreville.

The expansion into this new, modern facility allows for increase in production capacity of their modular products in the multi-family and energy sector markets. The Innovate IPO will complement the expansion, bringing in a wider reach and recognition to the company.

Established as a community minded business, Innovate is focused on developing new long term relationships with families and businesses in the Vegreville area. The company foresees significant work force growth in addition to increased production value — all positive impacts for the regional and Alberta economy.

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Supplier of Materials  
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www.atlanticservice.com

Cal-Royal Products, Inc.  
Supplier of Materials  
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www.cal-royal.com

EcoSpace Modular, LLC  
Dealer  
Southampton, New Jersey  
www.ecospacemodular.com

Guerdon Enterprises, LLC  
Manufacturer/Direct  
Boise, Idaho  
www.guerdon.com

Howick, Ltd.  
Supplier of Materials  
Auckland, New Zealand  
www.howickltd.com

J.P. Cullen & Sons, Inc.  
Developer or Contractor  
Verona, Wisconsin  
www.jpcullen.com

Kitchens To Go  
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Naperville, Illinois  
www.k-t-g.com

LamKor, LLC  
Supplier of Materials  
Houston, Texas  
www.lamkor.com

Lane Supply Company  
Supplier of Materials  
Denver, Colorado  
www.elanesupply.com

Lorien Loft’s  
Developer/Contractor  
Hoboken, New Jersey  
Website under construction

Manning Materials, Inc.  
Supplier of Materials  
Nashville, Tennessee  
www.manningmaterialsinc.com

Mitsubishi Electric Cooling & Heating  
Supplier of Materials  
Suwanee, Georgia  
www.mehvac.com

Origination Pty., Ltd.  
Supplier of Services  
Sydney, Australia  
www.houseofparts.com

Quick Space  
Dealer  
Reno, Nevada  
www.QuickSpaceNevada.com

Roan Building Solutions  
Manufacturer/Direct  
Kildare, Ireland  
www.roankabin.ie

Seisco International Limited  
Supplier of Materials  
Houston, Texas  
www.seisco.com

Tecno Fast S.A.  
Manufacturer/Direct  
Santiago, Chile  
www.tecnofastatco.cl
Randy Van Zandt Appointed Vice President of Construction for Ramtech Building Systems

Commercial modular building firm Ramtech Building Systems of Mansfield, TX has announced that Randy Van Zandt has been promoted to the position of Vice President of Construction. In his new role, Van Zandt will be in charge of managing the day-to-day modular construction operations, all in-house construction personnel, and outside subcontractor relationships.

Van Zandt has served in several key project management capacities during his 14 years with Ramtech, most recently as the Director of Construction Projects and prior to that as a Senior Project Manager. In these roles, he has managed some of the company’s largest projects including the replacement of the middle and high school campus for West (TX) ISD, a four-story 272 room Advanced Individual Training (AIT) Barracks for the U.S. Army at Fort Sam Houston, and 30 single and two-story Company Operations Facilities for the U.S. Army.

With his experience in managing construction projects in multiple markets for all types of healthcare, education, commercial, and government applications, Van Zandt has proven himself to be one of the most knowledgeable construction managers in the modular building industry.

Panel Built, Inc. Promotes Dave Arnold to General Manager

Panel Built has announced that former Operations Manager, Dave Arnold, has been promoted to General Manager.

Over the past 16 years, Owner Mike Kiernan has appointed Dave as the one to lead Panel Built into the future. Mike explains, “Dave was the first person we hired when we first started Panel Built, and has been a committed force for our company’s success.”

Looking ahead, Dave says his primary goal will be continued growth as a company: creating new jobs, increasing company pride, and expanding into new markets — both geographically and with new products. If there was one motto Dave would like Panel Built to operate by, it is to be “bigger, stronger, faster” than the competition. He also notes there are some exciting new changes on Panel Built’s horizon; “changes that will greatly benefit our customers.”

The Modular Building Institute has adopted Code of Conduct guidelines to promote and maintain high standards of professional service and business conduct among its members and the industry.

Purpose:

» To encourage and promote high standards and conduct in the commercial factory built structures industry.

» To identify and resolve problematic and unprofessional behavior at its earliest stages among MBI member companies and their employees.

» To add value to MBI membership by providing a resource for employers to utilize for new hires.

The complete MBI Code of Conduct can be found on our website here: www.bit.ly/modular_code.

All MBI members have access to our online Code of Conduct course, which covers the primary misconduct issues such as bribery, kickbacks, conflicts of interest, gift giving, fair dealing and reporting ethical violations. As part of your company’s MBI membership, a representative is required to complete the Code of Conduct course each calendar year. The course can be found on our website here: www.modular.org/events_calendar.aspx.

All MBI members have access to the MBI fraud and ethics anonymous complaint hotline.

» Toll-Free Telephone:
  
  English speaking USA and Canada: (855) 400-8007
  (not available from Mexico)

  Spanish speaking North America: (800) 216-1288
  (from Mexico user must dial 001-800-216-1288)

» Website: www.lighthouse-services.com/modular

» E-mail: reports@lighthouse-services.com
  (must include company name with report)

» Fax: (215) 689-3885
  (must include company name with report)

“Grievances cannot be redressed unless they are known, and they cannot be known but through complaints. If these are deemed affronts and the messengers punished as offenders, who will henceforth send petitions? ... Where complaining is a crime, hope becomes despair.”

- Ben Franklin
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