

MEMBER CONNECTION

A QUARTERLY NEWSLETTER FOR MBI MEMBERS

Summer 2010

GOVERNMENT CONFERENCE OPENS DOORS



MBI's Government & Military Construction Conference recently held in Washington, DC was a big success. In fact, most attendees rated the event 'excellent' with 94% saying they will participate in next year's government conference. Attendees included industry professionals, architects, and over a dozen government agencies.

The Conference offered an important overview of industry opportunities related to government projects presented by Col. Hutchinson, LEED AP with the Air Force Center for Engineering & the Environment and Jack Rever, PE, with the Bureau of Indian Affairs Department of the Interior (BIA). Hutchinson talked about recent projects the U.S. Air Force has used modular for, provided a list of contracting opportunities, and talked about the need to build to LEED standards. BIA representatives also discussed upcoming opportunities for modular construction including a new K-8 school and boarding student housing and employee housing projects.

Conference attendees also had the opportunity to speak with representatives of Congressman Chet Edward's office on the opportunities and challenges of working with the government on contracting bids. *(continued on page 4)*

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PRESIDENT'S CORNER



I want to thank everyone who attended the 2010 Government & Military Conference in Washington, D.C. last month. The attendee's were very excited and eager to discuss the opportunities that lie ahead for both their companies and the industry as a whole in regards to government contracting opportunities.

I also want to encourage everyone to attend MBI's primary education and training event for our industry,

MBI University September 23-24 in Los Angeles, CA. *(continued on page 4)*

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IgCC Comments Now Available for Review

The ICC has recently made public all comments submitted in connection with the proposed new International Green Construction Code. MBI made four submissions on behalf of the industry, which can be viewed along with all other submissions here: www.iccsafe.org/cs/IGCC/Pages/Comments0810.aspx. We are in the process of reviewing the 2,000 plus page document to

identify potential allies and new threats. MBI will represent the industry at the August public hearing in Chicago to fight for our amendments and oppose amendments that threaten our industry in any manner. After reviewing the document, we will host an open conference call within the next few weeks for any member who wants further information prior to the public hearing.

Hill Visits Yield Results - Offensive Language Removed from RFP

Over the past year, four RFPs for medical facilities for the U.S. Army Corps of Engineers have contained the sentence “modular construction is not acceptable.” The sentence is buried deep in the RFP under a section discussing durability and is clearly “boiler plate” language that has been cut and pasted into subsequent RFPs. Several months ago, MBI contacted the USACE-MX to express our frustration over this language and was assured that it would not occur in future RFPs. Last month, the language appeared again for a medical clinic at Ft Leonard Wood in Missouri.

MBI arranged for a series of Congressional Hill visits to inform various representatives, particularly those serving on military construction appropriations committees, of this troubling discrimination. Visits to Representatives Chet Edwards and Eddie Bernice Johnson of Texas, Tim Bishop of NY, and Joe Sestak of PA paid quick dividends. Congressman Sestak submitted a letter of inquiry on the industry’s behalf to Lt. General Robert Van Antwerp, Commanding General of the USACE (see Sestak Letter here: www.modular.org/marketing/documents/Letter_USACE_Medical.pdf). Within days, the USACE

issued an amendment to the project deleting the offensive language (see amendment here: www.modular.org/marketing/documents/Amendment_Ft_Leonard_Wood.pdf).

This simple deletion represents a significant victory for our industry. Our collective voice and collaborative efforts are starting to have a real impact in Washington. While there is no guarantee that our industry will ultimately be awarded this project, we were guaranteed NOT to have the opportunity prior to these efforts. This deletion opens up tens of millions of dollars in future projects for our industry.

In addition to monitoring future USACE RFPs, MBI will continue to aggressively lobby Veteran’s Affairs to encourage the agency to move towards more of a “design build” process to create additional opportunities for our industry. We will also continue to meet with U.S. Air Force and Navy Officials to promote the advantages of our process.

START ALLIANCE CLOSE TO REACHING ITS GOAL



START (a partnership between MBI and Associated Builders & Contractors) is close to reaching its goal for Haiti relief. START committed to providing three “modified containers” that could be used by NGOs in Haiti to support their efforts. To date, we have two of the units on the ground in Haiti and another awaiting an NGO recipient. We do however, still need your support. START

committed to raising the funds to modify and ship the containers to Haiti and we are a few dollars short of that goal. You can help by donating to our NGO partner Volunteers of America by going to www.voasoutheast.org, then clicking on “Donate to START Haiti” and designate “**START Haiti**” as the gift.

We would like to acknowledge our members who have generously stepped up to donate containers, including Wilmot Modular in Maryland, Provincial Partitions of Ontario, and Universal Modular of Texas. We understand the economy is not conducive to asking for donations, but your contribution to this effort will help make a difference in this region the media seems to have forgotten, and make a statement that our industry is willing to help. Several estimates put the number of homeless still around one million people. Many small contributions will have a huge impact in Haiti and our funds will be directed where they can be best utilized. Please consider making a small donation today.



Third-Party Operating Lease Financing

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GOVT. CONFERENCE (cont.)

Congressman Edwards from Texas serves as the Chair of the House Subcommittee on Military Construction appropriations and is a central figure in continued military construction funding. Industry attendees asked the Congressman's staff, as well as other Congressional representatives, to assist with language in recent RFPs issued by the U.S. Corps of Engineers that prohibited modular construction. The language was removed within two weeks of the conference.

In addition, the panel for "Integrating Modular & Site-Built Construction" provided key advice from experts in the construction industry on how the two construction methods could interface.

MBI executive director Tom Hardiman moderated the panel which included Eric Mucklow, AIA, LEED AP, U.S. Army Corps of Engineers; Linc Moss, senior vice president and chief operating officer, Ramtech Building Systems; Wes Carter, director & general manager, federal & military programs, Warrior Group; Don Gravitt, estimating & design manager, Warrior Group; and John Scott, president, Scott Long Construction.

Panelists discussed the following barriers to modular construction being considered:

1) Government agencies and the A/E/C group not having sufficient knowledge about modular construction and how it can best be implemented into a project; 2) RFPs being written in a way which discourages the use of our process; and 3) Modular being considered too late in the planning process. A few proposed solutions were: 1) Use BIM to create building layouts and floor plans that are more conducive to modular and provide those plans to the architect for the project; 2) Have people involved in the project who have experience with on-site, as well as off-site construction; 3) Work with A/E/C's who are familiar with our process; and 4) Educate the A/E/C group on the potential of modular and how it can make the project faster, cost-efficient and more environmentally friendly. View a podcast of the panel at modular.org/Events_Calendar.aspx.

The conference wrapped up with table-top exhibits showcasing our industry's capabilities to provide rapidly deployable buildings in cases of natural disasters. Officials from FEMA, the Department of Education's Impact Aid Program, GSA and BIA attended.

MBI is conducting follow up visits with these agencies and others to further educate them about the numerous advantages our industry offers.

We hope to see you at the Government & Military Construction Conference next June at the Liaison Hotel Capitol Hill in D.C.

PRESIDENT'S CORNER (cont.)

This year's event features three educational tracks, the popular Essentials of Commercial Modular Construction course, Project Management training by FMI and a new course called Understanding Building Information Modeling. MBI is offering these courses at a highly discounted rate, and is even offering the BIM course for free.

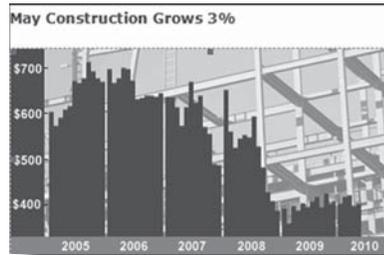
We need to build on the success of MBI's conferences during these challenging times to make sure our companies don't lose their momentum. Taking advantage of MBI's events will help us learn and benefit from the best practices and knowledge of our peers to help us improve our bottom line and present a good face for the industry.

Joseph C. Lopardo

MBI President

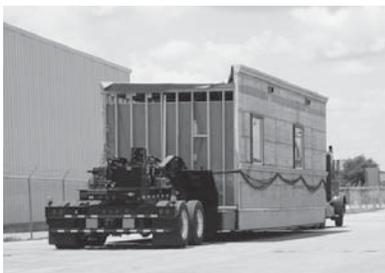
CONSTRUCTION TRENDS

McGraw-Hill recently released some encouraging numbers for the construction industry in its June Market Dynamics Report. The report stated that new construction starts in May increased 3% to \$406.3 billion. Providing support was commercial building, which bounced back 19% in May following its 21% decline the previous month. Educational building rose 31% and office construction rose 44%. Multifamily housing was up 9%.



Also, the *Engineering News Record* Construction Industry Confidence Index (CICI) for the second quarter of 2010 shows that 555 executives from major construction and design firms believe that, while the market continues to flounder, next year it will be on the rise. The index for the second quarter of 2010 rose dramatically to 41 on a scale of 100 from 34 in the first quarter and a 10-point rise over the fourth quarter of 2009.

NEW MODULAR PRODUCTS



MBI member GroundFORCE Building Systems in Navasota, TX has designed and patented a construction process that uses concrete slab floors rather than wood on their modules. Buildings are constructed in a factory, then

each component is transported to the site using a patented air ride transport system (pictured). Corner piers are drilled and components are placed in position and set on the piers. This process enables the company to have minimal site work and avoid the use of expensive cranes. View a video of the delivery process at www.groundforcesystems.com/video.php.

WELCOME NEW MEMBERS!

ARAMARK Remote Services
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www.autosprinkleroftx.com

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Builders Choice, Inc.
Manufacturer/Direct
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Dave Carter & Associates, Inc.
Supplier of Services
www.davecarter.com

Deluxe Building Systems, Inc.
Manufacturer/Direct
www.deluxebuildingsystems.com

Genesis Modular Buildings, Inc.
Dealer
www.genesismodular.com

GroundFORCE Building Systems
Manufacturer/Direct
www.groundforcesystems.com

Paragon Steel
Supplier of Materials
www.paragonsteel.com

Parkland Plastics Inc.
Supplier of Materials
www.parklandproducts.com

Rocky Mountain Modular Space
Dealer
www.rockymountainmodularspace.com

Sea Box, Inc.
Manufacturer/Direct
www.seabox.com

Streeter Construction Group, LLC
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www.thestreetergroup.com

StructureCast
Supplier of Materials
www.structurecast.com

MEMBERS' KUDOS

MEMBER NAMED AS MARYLAND TOP ACHIEVING WOMAN



Kathy E. Wilmot, co-founder and co-owner of Wilmot Modular Structures is being recognized for her business leadership and her service in the community.

Kathy is among 100 high-achieving women who were honored for the impact of their leadership in a ceremony May 3 at the Meyerhoff Symphony Hall in Baltimore.

In addition to her role as vice president of the modular building company she operates with her husband Mike, Kathy serves in leadership roles on the board of a number of nonprofit organizations, including Maggie's Light Foundation, which she helped found. Maggie's Light provides funding for respite care for families with special needs children and young adults.

Maryland's 100 Top Women Award is presented by *The Daily Record* newspaper. The award recognizes outstanding achievement by women as demonstrated through professional accomplishment, community leadership and mentoring.

DEACOM RECEIVES RECOGNITION FROM AMERICAN BUSINESS AWARDS

The technical support and development team at Deacom, Inc., a specialty producer of simple Enterprise Resource Planning (ERP) software for mid-to-large sized modular building manufacturers, has been recognized as a Finalist in the 2010 American Business Awards. The nomination is based on the exceptional support provided to DEACOM users in the handling of development requests and day-to-day issues following the completion of the DEACOM accounting software ERP data conversion and implementation process.

WARRIOR BUILDINGS EXCEED FEDERAL IAQ STANDARDS



Warrior Group released test results demonstrating the superior air quality of its permanent modular buildings.

The tests prove that the company's product has exceeded some of the most stringent requirements for indoor air infiltration in existence – those of the United States government. Specifically, the housing complex build by Warrior Group at Fort Bliss in El Paso, Texas, exceeded the U.S. Army Corps of Engineers' new design specifications for air tightness.

ABC SUPPLY PURCHASES BRADCO SUPPLY

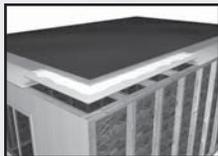
ABC Supply Co. Inc. completed its acquisition of Avenel, N.J.-based Bradco Supply Corp. The acquisition is the largest in ABC Supply's history and adds 129 locations in 30 states to the ABC Supply roster. With these additions, ABC Supply now has 479 locations in 44 states and the District of Columbia, and sales of more than \$4 billion.

If you are interested in advertising in *Member Connection*, contact Erin Whitt at 888-811-3288 x152 or erin@modular.org.



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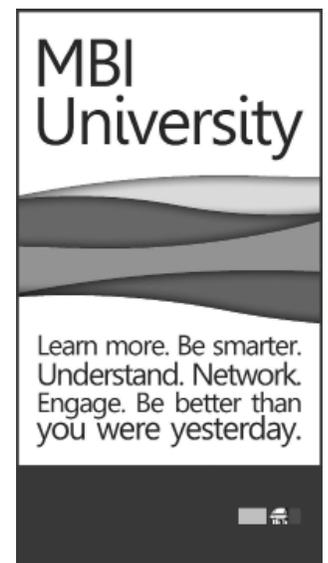
Industry Training & Education

Sept 23-24, 2010. Los Angeles, CA

The three separate training tracks offered, Essentials of Commercial Modular Construction, Project Management and Building Information Modeling will help you:

- * Understand the core concepts and construction principles behind modular modular building
- * Develop skills necessary to build effective team and customer relationships
- * Learn how to enhance company marketability and maximize profits
- * Identify specific improvements to make within personal areas of responsibility

Find more information at modular.org



MEMBER CONNECTION is a newsletter of the Modular Building Institute
944 Glenwood Station Ln., Ste. 204 | Charlottesville, VA 22901-1480 USA

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