TIME TO LEAD

We have all heard the stats about how much government regulations increase the cost per employee for business owners. Studies vary on exactly what that cost is, but it’s fair to say it’s too much – and getting worse every day.

As we start the New Year, countless bills are being pre-filed at state houses around the U.S. State, federal and provincial budgets are being prepared, analyzed and implemented, with consequences on your business.

One of the primary functions of a trade association is to allow a group of competitors to come together and collectively fight for common causes. MBI provides that framework for its members. Each year, we review more than 2,000 bills, regulations and agency actions to determine possible impact on the modular industry. It is truly unbelievable how many policy makers are in the dark about the negative impact they are having on our economy, and scary that many simply do not care.

Over the past several years, we have come to realize a few facts about our industry:

1. We are small and therefore cannot wield much political influence in any one region.
2. We are spread out geographically and thus do not have a great deal of employees in any one district or political subdivision.
3. Much misunderstanding still exists about our industry.

But despite these political disadvantages, the one constant over the years that helps us in so many battles is simply this – we are usually on the right side of the debate. In almost every legislative and agency issue MBI has been involved with, we can make a very compelling case – whether economic, environmental or simply based on fairness.

We have a compelling story to tell and we tell it well!

MBI has representation in Washington D.C., where we continue to tell our story to congressional reps and key federal agencies. We are fortunate to have industry reps serving in volunteer positions on several state advisory councils, and we will work to expand those seats. We communicate frequently with 36 modular program administrators across North America regarding hearings, code changes and administrative issues.

There rarely seems to be a clear “win” or stopping point on any of the issues we work on. Rather, it is more like a constant force being applied against the industry and at any given moment, that force can consume us.

While we can’t predict what is in store for 2013, one thing is certain: our various government agencies are going to push and take as much as we allow them to. This year – more than any in recent memory – challenges us to be more resourceful, aware, diligent and engaged to protect further erosion of our market share. We think we are up for the task!

Tom Hardiman
MBI Executive Director

CODE UPDATE

The ICC Board supported the membership’s recommendation and upheld action taken at the 2012 Public Comment Hearing in Portland on a change that deletes Chapter 34 of the International Building Code in favor of a reference to the International Existing Building Code. This is significant to our industry in that Chapter 34 of the IBC contained a very troubling section on “moved structures.” Specifically that section stated that any structure moved into a jurisdiction shall be treated as a new structure for purposes of the code, meaning RBs would have to meet new codes when relocated.

By eliminating this chapter, existing buildings will now be governed by the International Existing Building Code, which contains a much more friendly section for “relocated structures.” In response to this action, MBI’s code development efforts now shift to the IEBC in 2013.
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”
This March, World of Modular will bring together hundreds of modular construction professionals. As the premier event for the modular construction industry, the convention and tradeshow provides the best networking, education and exhibits. These are the companies that will be exhibiting their latest products, services and technologies so far at World of Modular March 17-18, 2013 in Scottsdale, AZ (as of 2.1.13).

360 Partners
ABC Supply
Allen Insurance
American Institute of Steel Construction
Art’s Way Scientific, Inc.
Bard
Best Buy (Canada)
Blevins, Inc.
Complete Access
Deansteel Manufacturing Company
DIRTT Environmental Solutions
Eemax, Inc.
Energex, Inc.
Friedrich Air Conditioning Co.
Guardian Fiberglass
Hoover Treated Wood Products
Inovia Pods
Interline Brands
K-Bags, Inc.
LP Building Products
Marsh Industries
Minute Man Products, Inc.
Modular Elevator Manufacturing
Mule-Hide Products Co., Inc.
NTA, Inc.
Okaply Industries, Ltd.
Oliver Technologies
PTI Group
Phoenix Modular Elevator
Piva Group, S.P.A.
REDD Team By Sapa
Remotac Modular
Salsbury Industries-Lockers.com
Sandberg Furniture
Skyline Building Systems, Inc.
Sogeco International S.A.
StrucSoft Solutions
Tell Manufacturing
Tink, Inc./Translift
VIPCO Industries Inc.
VingCard Elsafe
WESCO Distribution Inc.

Join Us for Top-Notch Speakers

This year’s speakers include high-profile economists, industry leaders and academics, who will discuss industry growth, trends and technology, green building, lean construction, the integration of modular with traditional construction, and more. Additional names will be listed on our website in February. Be sure to check back at www.modular.org.

• **Keynote: Ron Culberson** — Do it Well. Make it Fun.

• **Anirban Basu**, Chairman and CEO of Sage Policy Group, Inc. — Construction Marketplace

• **Deke Smith**, Executive Director for the Building Seismic Safety Council and the buildingSMART alliance™ at the National Institute of Building Sciences — Using BIM in Modular Off-Site Construction: A Natural Pairing

• **Ryan Smith**, Director of the Integrated Technology in Architecture Center, University of Utah College of Architecture and Planning in Salt Lake City — Permanent Modular Construction Best Practices

• **Mark Taylor**, Vice President of Permanent Modular Construction, PCL Constructors Canada — Integrating Prefab and Traditional Construction

• **Michael Landry**, Managing Director with FMI Capital Advisors — Modularization and Prefabrication Role Development and Evolution

• **Stuart Emmons**, Architect, Emmons Modular — An Architect Chooses Modular

• **David Gowans**, Director of Manufacturing, PTI Group — Lean Manufacturing

• **Sandra Stannard**, Professor of Architecture, Cal Poly San Luis Obispo — A Modular Alternative: Responding to Climate with Off-the-Grid & Net-Zero Buildings

• **Jami Davis**, Director, Customer Service and Account Management, 360 Partners — Sales Best Practices
BUSINESS DEVELOPMENT

**Capsys Corp’s Modular Building Method Selected for Coveted adAPT NYC Bid**

Innovation takes many forms in NYC from the laboratories of Rockefeller University to the new Cornell facility on Roosevelt Island; from the grand stage of Broadway and galleries of SoHo to the factory in the Brooklyn Navy Yard where Capsys Corp. creates modular buildings. The city recognized this when it announced that Capsys will work with Monadnock Development to construct a building of micro-units in Kips Bay geared towards creative professionals. Capsys’ modular construction was integral to Monadnock Development’s bid for the adAPT NYC Competition. Their entry won the right to pilot their design and the city’s vision for more-but-smaller units to create additional housing options for the growing population of one- and two-person households.

The city challenged developers to create a replicable design for apartment units that are smaller than currently allowed. Capsys, Monadnock and the Actors Fund Housing Development Corporation combined their ideas into a modular-built, energy-efficient, space-efficient, live-work vision with performance and practice spaces interwoven to attract and house a portion of New York City’s most creative citizens. The carefully designed units, with innovative built-in storage and space-saving features, leverage varied and impressive common areas to deliver a complete living experience. “Modular building is about efficiency,” said Tom O’Hara, Director of Marketing at Capsys. “The challenge for adAPT NYC was to carry that thread of efficiency through every aspect of each unit and the entire building to get the most out of limited space.”

“We’re pleased to participate in the challenge, and we are excited that the city is adopting innovation in housing solutions,” said O’Hara. “Modular will be a big part of how we build smarter, greener and faster in the coming years, and all of us at Capsys are excited to be a part of that.”

**OnSite Space LLC Acquires Tyson Corporation**

Onsite Space, LLC has announced that it has acquired Tyson Corporation as of February 17, 2012.

Tyson, now “OnSite Space by Tyson,” is headquartered in Indianapolis and currently serves customers throughout the Midwest with business locations in Indianapolis and St. Louis.

OnSite Space is a regional leader in the rental and sales of commercial modular buildings, mobile offices, portable modular classrooms and storage solutions. Applications for mobile and modular buildings include construction offices, commercial offices, medical clinics, churches, manufacturing plants, educational facilities, special events and onsite storage. Specific uses can be both permanent or movable, and short or long term in duration.

LENDING A HAND

MBI Members Contribute to Superstorm Sandy Recovery

One of the great things about modular buildings is that they can be put into place quickly — making them an ideal solution following a natural disaster. MBI member companies have been involved in Superstorm Recovery efforts not only with buildings but with hands-on volunteering.

After the storm caused severe damage to schools in New Jersey’s Long Beach Island, M Space provided temporary classrooms. With just two elementary schools in the district — one of which is too damaged to open — displaced students and faculty have relocated to Ethel A. Jacobsen Elementary School. To accommodate this increase, M Space provided 7,712 square feet of modular space, including eight classrooms, restrooms, administrative space and a utility closet with connecting decks and walkways.

Just down the road, ModSpace got the students of Robert L. Craig Elementary School in the Moonachie School District of Bergen County, N.J., back to school quickly after the disaster. A 32,000-square-foot temporary modular school was ready for use in just 25 days. Watch the time lapse video at www.mods.com (click on Blog).

ModSpace also volunteered time through the Red Cross to aid those affected by the storm. In November, 10 employees spent the day organizing and distributing in-kind donations at a warehouse in Franklin Township, N.J.

Wilmot Modular also did its part, providing temporary spaces and volunteering. Working with the Center for Vocational Rehabilitation in Delaware, the company collected donations of cleaning and building supplies at its facility in White Marsh, Md., and shipped a large container of the badly needed items to help storm victims.
Black Diamond and Britco Acquire Australian Modular Manufacturing Business

Britco, of Langley, British Columbia, and Black Diamond, of Calgary, Alberta, have announced that they have entered into an agreement to jointly acquire Australian Portable Buildings Pty Ltd., an Australian modular building manufacturing and leasing company, for an aggregate purchase price of A$72.5 million.

Britco will own 80 percent of the manufacturing business and 10 percent of the leasing business of APB, with Black Diamond owning 90 percent of the leasing business and 20 percent of the manufacturing component.

APB has been in business for over 30 years and is one of the top-four modular manufacturing companies in Australia. APB operates a rental fleet consisting of 913 modular accommodation and workspace units of various configurations. APB also operates approximately 25,200 square metres of manufacturing facilities, on sites totaling 120,000 square metres, in Perth, Sydney, Brisbane and Townsville in which it constructs modular accommodation and workforce units for its own fleet and for third party customer sales.

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Black Diamond Group Announces New Leadership Appointments

Black Diamond of Calgary, Alberta, is pleased to announce, as a result of continued growth and expansion, that it has appointed several new members to its senior executive team.

The company has named Troy Cleland as Senior Vice President, Structures Business Unit – a new role to drive the operational and commercial strategy execution for the combined Camps and BOXX Modular divisions. Dave Brown has joined the company as Senior Vice President, Energy Services Business Unit and will lead the continued expansion of the Energy Services division. Marc Johnson has joined as Division Vice President, Energy Services and will lead the continued success of the commercial operations of the division while bringing new products and services to market. Mark Lewis has been named General Counsel for the company and will support the legal and transactional requirements of the company through its continued growth.

Silver Creek Industries Announces Facility Expansion

Silver Creek Industries has announced that it is starting the New Year at a 250,000 square-foot offsite construction facility just a few miles down the road from its original location in Perris, Calif. Approaching nearly a decade of success constructing modular buildings for the education, commercial, medical, military and government markets, SCI outgrew its manufacturing facility. The new factory doubles construction capacity with two added production lines to meet the growing demand for permanent modular building structures throughout the Western United States.

Late in 2012, SCI introduced the sky™, its DSA pre-approved high performance modular classroom building solution, which meets the requirements of the CHPS PrefAB rating system and can assist projects in attaining LEED certification. The modern and flexible design provides a quality interior learning environment featuring low and no VOC materials, abundant natural daylight and maximum energy efficiency, with available net-zero energy configurations to reduce or eliminate annual energy costs. The company plans to expand its high performance products to accommodate the requests for environmentally friendly schools as well as sustainably designed multi-family developments and student housing projects.

Titan Modular Systems Celebrates First Completed Building

Titan Modular Systems, Inc., of Alma, Georgia, celebrated its first completed building by having a ribbon cutting ceremony on January 24, 2013. Team Titan was joined by city and county officials, who helped to welcome Titan to their hometown and thanked them for creating more than 60 new jobs in the area.

Titan President Michael Wiggins, on behalf of all the shareholders, expressed appreciation to employees, local officials, family and friends, as well as customers and vendors, who helped to make the event happen.
Williams Scotsman Introduces Moduflex™

Williams Scotsman has recently announced the development of Moduflex™, a panelized modular unit that offers customers flexibility and multiple design configurations to optimize their temporary modular space. Moduflex™ can expand horizontally and vertically which makes it especially attractive in confined locations such as a metropolitan area. Its walls are created by choosing from five interchangeable panel layouts that afford the utmost versatility in building design configuration. Prewired columns ensure ease of connectivity upon occupancy.

The units are recommended for use as construction and other field offices, meeting facilities, administrative space, ticket booths, retail kiosks or shop units, and more.

Jona Panel Sales’ GreenEco Wallboard Receives One-Hour Fire Rating

Jona Panel Sales is proud to announce that GreenEco, an environmentally friendly vinyl coated wallboard, has achieved its one-hour fire rating and is CCMC certified.

The paneling is ideal for modular homes, mobile structures, commercial buildings, restaurants, hotels, schools, hospitals, residential and rental structures. Made with their GreenE-Board product, GreenEco is fire, mold, mildew, water, termite and vermin resistant. It has no VOC’s and will not harm landfills.

Jona Panels’ revamped website can be seen at www.jonapanels.com. Company representatives will be displaying GreenEco and other products at World of Modular.

Mule-Hide Products Introduces New Edge Metal and Accessories Line for Mule-Hide Single-ply Roofing Systems

Mule-Hide has developed a new line of edge metal and accessories for putting customized finishing touches on TPO, EPDM and PVC roofs.

The new products, which will be on display at the 2013 World of Modular, include a complete assortment of metal edge detail products, drainage systems, scuppers, collector boxes, pitch pans and roof accessories. In addition to a wide selection of standard sizes, custom-fabricated products are available.

All products are designed for quick and easy installation, eliminating the need for on-site metal fabrication and helping contractors increase their productivity and reduce their labor costs. Contractor-friendly features include pre-punched holes and pre-notched groves and lap joints. A broad palette of color and metal options gives contractors, architects and their customers nearly endless flexibility in creating the desired look.

Triumph Modular and Mark Line Unveil Sprout Space at the National Building Museum

Triumph Modular and Mark Line have announced the completion of their first modular Sprout Space™ classroom. Designed by leading international architecture and design firm Perkins + Will, Sprout Space is a high-performance and healthy modular classroom and the modular category winner of the Open Architecture Challenge: Design the Classroom of the Future by Architecture for Humanity and the Open Architecture Network.

Beginning March 3, 2013, Sprout Space will be displayed on the lawn of the National Building Museum in Washington, D.C. throughout the year as part of the Green Schools exhibit.

Notable features include:

- **Sustainable Learning Environments**: Sprout Space operates with significantly lower utility costs due to sustainable design features such as sun shades, integrated rainwater collection, photovoltaic roof panels, LED lighting coupled with lighting controls, efficient heating and cooling systems, use of sustainable materials, generous day lighting, operable windows and natural ventilation.

- **Flexibility in Design, Usage and Teaching Styles**: Sprout Space was developed specifically to enhance learning through its unique design.

- **Healthy Learning Environments**: Unlike typical school trailers, Sprout Space was designed with children’s health and various learning styles in mind.
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.