When MBI was founded in 1983 as the Mobile and Modular Office Association, it was no doubt a U.S. organization. A few years later, ATCO became the association’s first Canadian member. After 15 years of building the Canadian membership base, Laurie Robert of NRB Inc. in Grimsby, Ontario became MBI’s first Canadian (and first female) board president in 2001. Laurie was followed by fellow Canadians Rick McClymont and later Mike Ridley, both of Britco Structures, as MBI’s second and third Canadian Chairs. And at this year’s World of Modular conference, we will formally elect our fourth Canadian Chair, Harry Klukas of Black Diamond Group.

MBI has since grown to include more than 300 members in 18 countries, including 56 in Canada and 32 in other countries around the globe.

One of the challenges we face as we become more international is providing high quality services and value at the “local” level. This was a challenge for us in the early days as a U.S. based group and even more so now. In the last few years, MBI has made a concerted effort to have meetings in regional hubs – where large clusters of members are based. More online resources also help us deliver the goods at the local level.

But sometimes you just need more “boots on the ground.” Such was the case in Alberta in 2013. For the past several years, MBI has hosted meetings in Alberta with tremendous turnout. But once-a-year meetings did not seem to satisfy the demand for services.

Thus, the Board of Directors gave the green light for MBI to hire a Canadian Member Services Representative in late 2013.

Stephen Tamayo, the newest addition to the MBI team, has already called on many members in an effort to better understand the specific needs of the members in Canada. Stephen is not only meeting with the senior executives of our member companies, but also the quality control, purchasing and other operations personnel in order to gain more insight into our members’ needs. We expect Stephen to help further strengthen our membership base and help to “personalize” MBI a little more.

Stephen is in the process of making member calls, but if you have not had a chance to talk with him yet, he will be at World of Modular along with the rest of the MBI team. You can also email him at tamayo@modular.org.

As the only international association dedicated to the commercial modular construction industry, we are excited about the tremendous opportunities that await us in 2014. As always, thank you for your continued support of your association.

Cheers!

Tom Hardiman, MBI Executive Director

(Right) Introducing Stephen Tamayo, newest addition to the MBI team. See Stephen’s written message on page 6.
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.

- Custom cut EPDM (Black or White-On-Black), TPO, F-PEM and Pre-fabricated PVC membranes keeps factory lines moving
- Fast installation products designed for in-plant manufacturing or retrofit bay reroofing
- Crew retention with easy to learn, low VOC applications
- Available through the nation’s largest distribution channel
- Membranes custom cut locally and delivered with expert handling
- Code compliant assemblies available

“*The name trusted in roofing since 1906*”

Acrylic Water Base Bonding Adhesive
Excellent for fully adhered EPDM systems with its single-side wet application.

Walkable PVC Membrane
Waterproof, durable, high UV and saltwater resistant systems.

FR Deck Panel
Save time and labor with this industry exclusive, easy to install fire-resistant deck panel (Class C or A).

Self-Bridging Mate-Line™
This pre-taped, patent-pending product offers consistent thickness and provides for fast installation for dismantles.

Elastomeric Acrylic Coatings
Metal Roof Coating System and EPDM Restoration System™ both extend a roof’s life.
If you're not part of our social media, be sure to check us out at:

- **Facebook** Modular Construction
- **LinkedIn** International Modular Construction Group
- **Twitter** @rethinkmodular
- **Google+** Modular Building Institute
- **Pinterest** Modular Building Institute
- **YouTube** ModularBuild

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**WORLD OF MODULAR**

20 **MARCH 21-24**

14 **ANNUAL CONVENTION & TRADESHOW | SAN ANTONIO, TEXAS, USA**

**2014 Exhibitor List as of 1.28.14**

- ABC Supply
- Acuity Brands
- Allen Insurance
- Allied Modular Building Systems, Inc.
- American Institute of Steel Construction
- Art's-Way Scientific
- Band Manufacturing Co.
- Blevins Inc.
- Builders Choice
- Complete Access
- Deansteel Manufacturing
- Dehco, Inc.
- DIRT Environmental Solutions
- Eemax Inc.
- Elliot Electric Supply
- EZ-Access
- Friedrich Air Conditioning Co.
- Guardian Fiberglass
- Hapco, Inc.
- Howick Limited
- Intelligent Offsite
- Interline Brands
- Intertek
- Islandaire, Inc.
- Kaba ADS Americas
- K-Bags
- LG Electronics, USA, Air Conditioning & Energy
- LP Building Products
- Minute Man Products
- Mule-Hide Products Co., Inc.
- National Coil Company (Eubank)
- NBR
- NRG Equipment, Inc.
- NTA, Inc.
- Okaply Industries Ltd.
- Orepac Building Products
- Panel Built
- PDQ Manufacturing
- Philadelphia Hardware Group
- Phoenix Modular Elevator
- Piva Group S.P.A.
- Porta-Kamp
- Quality Auditing Institute
- REDD TEAM By Sapa
- SFA Saniflo Inc. USA
- Shanahan's Limited Partnership
- Skyline Building Systems
- Spraysulate Inc.
- Steenhog Building Services
- StrucSoft Solutions
- Taiga Building Products
- Talus
- Tell Manufacturing
- TMP Services, Inc.
- Tremco
- Upside Innovations LLC
- VingCard Elsafe
- Vipco Industries
- Wesco Distribution Inc.
- WinTech

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**PR Campaign Updates**

In August of 2012, MBI initiated a public relations campaign to help increase awareness of the benefits of modular construction — ultimately increasing market share for your companies. Here are a few updates:

**Social Media Milestones**

MBI’s Facebook page recently surpassed **10,000 followers**, and our LinkedIn group just hit **5,000**. We are thrilled that so many people are seeking out updates, news and discussion about modular construction. Both of these pages refer traffic back to our website, where your companies are listed!

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**Annual Website Traffic Growth**

- **Website visits** +18%
- **Total unique visitors** +11%
- **Find a Builder (directory)** +19%
- **Why Build Modular (online as of 10.1.13)** +85%
- **Markets Served** +12%
- **Events Calendar** ++
Bard Manufacturing Company Celebrates 100 Years!

Bard Manufacturing is proud to be celebrating its 100th anniversary as a fourth generation family-owned manufacturer of heating and cooling products.

Since Dale Bard founded the company in 1914 in his hometown of Bryan, Ohio, Bard Manufacturing has grown from a small heating and plumbing contracting business into a world-wide supplier of wall-mounted heating and cooling equipment to the classroom, telecommunications, modular building and light commercial markets.

“Today Bard represents the ethics of a century gone-by,” said Paul Quigley, Vice President of Sales and Marketing, “and is poised with the resolve and fortitude that will carry the company forward for many more generations.”

Current fourth generation family members involved in the management of the business include Bill Steel, President and Chief Executive Officer; Scott Bard, Vice President of Sales Administration; and Pam Bard Steel, Marketing Communications and President of the Bard Family Foundation. They continue to build on the legacy of success started by Dale, and extended under the second generation leadership of Randolph Bard and the third generation leadership of Richard and Jim Bard.

Even as Bard Manufacturing has grown into three state-of-the-art manufacturing facilities in Ohio, Georgia and Saltillo, Mexico, the company remains headquartered in the same hometown where it all started in 1914. The blending of time honored family principles with advanced engineering and technology has proven a winning formula for Bard Manufacturing and its customers throughout the world.

To find out more about Bard Manufacturing’s centennial celebration and its commitment to providing quality climate control solutions, visit them at www.bardhvac.com.
Okaply Industries is pleased to announce the installation of an automated coding system for all the vinyl covered gypsum panels it manufactures for the modular building industry. Through the installation of computerized coders at the Quebec and Alberta plants, every panel that comes off the lines will have its own unique time stamp.

Okaply came up with the idea of a sequential coding system when an executive from one of the largest modular builders in Canada mentioned that one of their biggest problems was dealing with the variation of shades in their vinyl covered gypsum.

The vinyls used in the industry are printed in lot sizes of 5,000-50,000 yards at a time. Vinyl printers cannot guarantee that the first few hundred yards are an exact match to the last few hundred yards, so the challenge was to better control the issue of dealing with gradual changes from dye lot to dye lot.

Problems can occur if the modular builder is unaware of the date the panels were laminated. Installers traditionally pull sheets off bundles as needed. Once the outer wrapping of the bundle has been removed, they have no way of identifying the panel in respect to lot number or production date.

“This coding system provides information that can greatly reduce the chances of what’s referred to in the industry as a checkerboard effect,” said Executive Vice President Sergio Martins.

The sequential coding system will enable customers to quickly identify the precise order in which the panel was produced, which can greatly reduce the chances of mixing up lots and avoiding the significant costs involved when customers need to remove panels at the final stages of their quality control.

Okaply is also pleased to announce further expansion of their manufacturing and warehousing space in Calgary.

Magest Group Limited Announces Launch of Magest Modular Solutions Limited

Based in Stratford, Ontario, Canada, Magest Modular Solutions Limited is a manufacturing entity that specializes in high-quality, intelligent factory manufactured bathroom pods.

Modular “plug and play” bathroom pods are part of a global industry but a relatively new concept in North America. Magest Modular Solutions Limited is excited to bring this building revolution to Canada and add to their growing portfolio of trusted, innovative and high-value building systems and solutions. The Magest Group Limited also consists of Magest Building Systems Limited and Magest Metal Products Limited, specializing in cold formed steel panelized building systems and components.

What is a Bathroom Pod? Magest Intelligent Factory Manufactured Bathroom Pods are designed to specific project requirements, and a meticulous factory-controlled manufacturing process ensures the layout size and finishes of each bathroom pod meet the strict requirements of the architectural plans. At the end of the manufacturing process, the pods are inspected and full service tested, packaged, locked and delivered internally complete -- with all finishes and accessories installed. Magest Intelligent Factory Manufactured Bathroom Pods are the ultimate solution for multi-unit construction projects, such as hotels, military housing, healthcare and multi-unit residential buildings.

Allied Modular Building Systems Plans $5M Building

Allied Modular Building Systems, a manufacturer of modular buildings, is set to build a warehouse and office space in Goodlettsville, Tennessee, totaling about 100,000 square feet, according to a Davidson County permit.

Carden Co. Inc. is constructing the building at 400 Oakbluff Lane, a job valued at $5 million. It will include 88,188 square feet of warehouse space and 15,000 square feet of future office space.

Allied Modular already owns the 5.47-acre site, which was last valued at $328,200, according to property records.

WesternOne Inc. Announces a $40 Million Supply Agreement

WesternOne Inc. has announced that its Britco division has entered into a $40 million supply agreement to provide modular buildings for a customer in Canada, the United States and Australia.

Under the terms of the supply agreement, Britco will design and build a mix of office complexes and workforce accommodations throughout 2014.
Design Space Modular Buildings Promotes Bill Ackerman

Design Space has announced the promotion of Bill Ackerman to sales manager for their Tri-Cities and Spokane branches. This position will combine management, offerings and strategy for Design Space under a unified management team for the two branches led by Ackerman. The combined territory will cover eastern Washington, eastern Oregon, northern Idaho and western Montana.

In his new role, Ackerman will be putting years of experience to work for Design Space and their customers in these important markets. With his background as a general manager, he intends to focus on delivering “best in class” in all areas of the operation. Sales responsiveness, fleet condition, operations and on-site service offerings will all receive his attention.

Jerry Brosius Retires from Modular Code Consultants

Modular Code Consultants (MCC) has announced that Jerry Brosius retired from the company at the end of 2013. He will be providing consulting engineering services to MCC on an as needed basis.

Jerry looks forward to hearing from you and he will be available to answer questions regarding state code and regulatory issues when he is not on the golf course.

MCC will continue to provide design and re-certification services to the commercial modular industry. Michael L. Rogers will continue to be the contact for these services. MCC looks forwards to continuing our working relationship with the commercial modular industry during 2014.

MWF Modular Configurator for Workforce Accommodation

StruSoft Solutions has introduced MWF Modular Configurator, an extension to MWF, the popular Revit® framing solution. It’s purpose-built with the workforce accommodation modular builder in mind. MWF Modular Configurator automatically models complete modules directly in Revit® in a matter of seconds (shown at right). Input your wall types, materials and dimensions to create one module or a complete camp of modules with one command. MWF Modular Configurator is available as an extension to MWF Pro Wall & MWF Pro Floor. Please contact StrucSoft for a demo today at www.strucsoftsolutions.com or 514-731-0008.
MBI Files Second Friend of the Court Brief in California Prevailing Wage Wars

With nothing new to report on the Russ Will Mechanical case and no real certainty as to when that case will be heard, MBI has been made aware of a second prevailing wage case that could have detrimental impact on the industry.

Landmark Fence Company fabricates, installs and demolishes chain link fences on both private construction projects and public works projects. Recently, a federal district court judge ordered Landmark to pay prevailing wages for any fabrication work performed at its central shop that relates or may relate to a specific public works contract. Additionally, the judge determined that travel time from the shop to the jobsite should also be paid at prevailing wages if: 1) travel is contemplated or required by the public works contract itself; 2) the travel is necessary due to the nature of the work being performed; or 3) the travel is needed because of the logistics of the project.

Landmark strongly disagrees with this Court’s decision and knows that it has been industry practice for over 75 years to not pay prevailing wages for offsite fabrication work. As a result, Landmark is appealing the decision to the Ninth Circuit. If the Ninth Circuit renders an unfavorable decision, it will likely have ramifications for a large number contractors, subcontractors and suppliers throughout California.

MBI joined with other interested parties (Air Conditioning Trade Association and the Western Electrical Contractors Association) to form a “fabrication coalition” and filed an amicus brief similar to the one we filed in the Russ Will case. Once again, MBI retained the legal firm of Cook Brown LLP to represent our industry’s position. We will keep you posted as this issue unfolds.

Maryland IAQ Issue in Relocatable Classrooms

In 2007, the Maryland Assembly passed a bill requiring improved IAQ measures in all newly purchased or leased relocatable classrooms. MBI fought to have language included that stipulated the requirements would only be applied “prospectively” (going forward) after the effective date of the bill. Our language was included, however the bill also stated that the effective date was October 1, 2007 rather than after the rules were written. The Maryland Public School Construction Department did not draft and (nearly) finalize rules until the Spring of 2013 six years after passage of the bill!

The rules were circulated to schools for public comment and one week away from being passed by the Maryland Board of Public Works — with a retroactive effective date of October 1, 2007.

MBI was the only organization to submit comments opposing the rules because they required all relocatable classrooms purchased or leased since October 2007 to meet the new standard. We opposed the effective date, the requirements to meet the new green code in existing buildings and the fact that the bill specifically targeted our classrooms instead of all classrooms.

We (the industry collectively) were able to make enough noise and disrupt the process to get the item pulled from the Board of Public Works agenda several months in a row. Our persistence paid off as now the bill has been re-introduced in the 2014 session, re-written in language that addresses our original concerns.

The new bill (SB238) states that all relocatable classrooms CONSTRUCTED after JULY 1, 2014 will have to meet the new IAQ requirements. Our efforts have paid off as follows:

Delaying implementation of this new requirement by one year as it was only one week away from being signed into law in June 2013. The new law (if it passes this session) will not apply to existing classrooms built since October 2007, only those constructed after July 1, 2014. This gives our industry the option to market existing classrooms or to build new (or retrofit existing) units and market a higher IAQ model to the schools, presumably at a higher price. Please consider that this legislation has a high chance of passage when planning capital expenditures for 2014 in the Maryland classroom market.

Member News Requested :: We want to hear from you!

The MBI Member Connection newsletter is an excellent forum for your company to showcase what it is doing. Do you have a new product, innovative project, recent hire, a change in your office location, a revamped website? Please share it with us so we can let others in the industry know your latest news.

Please email stories and photos to Tracey Daniels, MBI Communications Director, at tracey@modular.org. Don’t miss this opportunity to let others in the industry hear about the exciting developments in your company!
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.

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