

MEMBER CONNECTION

A QUARTERLY NEWSLETTER FOR MBI MEMBERS

Fall 2009 | Volume 2, Number 4

President's Corner



The past year has brought extraordinary change and renewed vitality to the Modular Building Institute. In response to challenges in recent years', MBI has implemented a wide range of initiatives that reinforce the value of the modular industry and has expanded opportunities for members. This year, however, has brought new obstacles that could interfere with the success of the industry and MBI needs your support.

The ongoing mission of MBI is to position your company in a trusted marketplace characterized by professionalism and high standards. How do we accomplish this? By providing

members with valuable resources, innovative services, and learning opportunities to help you become more effective and efficient. The benefits MBI provides you with include:

Numerous reasonably priced seminars with top-notch speakers which keep you up to date on the latest industry trends and innovations, and provide valuable networking opportunities. These seminars provide specialized training in various areas such as: Essentials of Commercial Modular Construction, Project Management, Green Advantage, business with the government, and more.

A powerful and united voice influencing policy makers by monitoring bills and building relationships with key Members of Congress and agency officials to ensure the interests of all MBI members. Our pro-active initiatives are dedicated to defeating anti-business legislation and passing laws that support the continued growth and prosperity of the modular industry.

Visibility by putting your organization at the forefront of the industry with our online and printed membership directory, as well as providing sponsorship and advertising opportunities which allow for special industry recognition and visibility.

Raising the positive awareness of the industry and promoting the advantages of modular construction by placing articles in numerous publications, including MBI's Modular Advantage eNews.

Keeping you informed with timely and newsworthy items about the industry with our online Discussion Forum, the *Member Connection* newsletter, weekly eLink and Modular Advantage.

For all of these reasons, and for more that you can probably name, I'm asking you to take a few minutes to renew your membership in the MBI. We are grateful for your commitment to our profession and for your past support. We need your continual support in order to keep providing legislative monitoring, training opportunities and industry representation.

We also encourage you to become involved in the organization and to provide feedback and ideas on how we can enhance your membership value and experience in the coming year.

MBI is the largest international trade association representing the commercial modular industry, with almost 300 companies as members - and we're still growing. But we need your support to keep MBI strong and to continue to make it possible for us to keep up the good fight.

Marty Mullaney
MBI President

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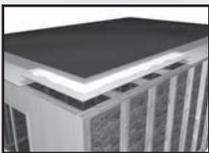
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CALL FOR NOMINATIONS: MBI HALL OF FAME



David Taft and Rick McClymont, 2009 Hall of Fame Inductees

CONVENTION SCHEDULE CHANGES SAVE YOU \$\$

If you attend MBI's World of Modular and don't play golf, then you may have found yourself with a free half-day at past conventions. With cost-cutting time-saving moves, we have adjusted the convention schedule and renegotiated lower hotel room rates. The MBI golf tournament has been moved from Monday to Saturday, while breakout sessions and the closing banquet move from Tuesday to Monday. Moreover, our room rate at Rosen Shingle Creek has been reduced from \$235 to \$199 per night. These two changes shorten the convention by one day and save attendees about \$85,000 in hotel fees.

If you have already booked hotel rooms at Rosen, your reservations will be changed to reflect the \$199 rate. If you have not made reservations, don't delay! Our room block is limited and expires when full or on February 12, 2010.

Attendees and exhibitors are responsible for making their own hotel and travel arrangements. Call 866-996-6338 and indicate that you are with the "Modular Building Institute."

MBI provides professionals in the commercial modular building industry a place to network, exchange ideas, learn from experts, discuss issues, display new products, and get well-deserved recognition. World of Modular is in fact our industry's largest event where 500 people meet for high-profile speakers, top-notch breakout sessions, exhibits, the latest trends in commercial modular, entertainment, and prizes. Register today, view available exhibit booths, and consider affordable sponsorship opportunities at modular.org.

MBI invites you to nominate outstanding individuals who have made significant contributions to the commercial modular industry. Honorees are chosen by the board of directors on the basis of the recommendation from a distinguished panel of judges made up of thoughtful and influential members of the nominating committee. The inductee(s) will be announced at the 2010 MBI Annual Convention and Tradeshow, to be held March 6-8, 2010 in Orlando, FL.

Hall of Fame Purpose:

By establishing this award in 2001, the MBI recognizes the contributions of those whose careers are or were dedicated to our industry or whose acts have had a significant impact on the careers of all others involved. While we salute lifetime achievement, we also acknowledge there may be individuals who via a single breakthrough achievement contribute so tremendously to the industry that recognition is deserved.

Criteria for Induction:

Longevity: Lifetime of dedication to or achievement in commercial modular construction with a minimum of 30 years in the industry. Nominees should no longer be active in the day-to-day operations of the business.

Corporate Citizenship: Service to others in the industry or making significant achievements in the areas of social concern or outstanding and consistent product quality.

Success: Business or financial success that has the respect of those in the nominating process and selection.

Pioneer/Innovator: Clear and original ideas advancing the industry and adopted by others in areas of product design, engineering, financial management, marketing concepts, production methods and efficiency, or other areas adding significantly to industry competitiveness or success.

How to Nominate: Submit a completed Nomination Form to Tom Hardiman. Forms submitted by mail, fax or email will be accepted. Submission of nomination materials in electronic form is strongly encouraged. Phone nominations will not be accepted. Nominations must be received no later than 4:30pm on November 30, 2009. Please send nominations to:

Tom Hardiman
Modular Building Institute
944 Glenwood Station Lane, Suite 204
Charlottesville, VA 22901
Fax: 434.296.3361
tom@modular.org

INDUSTRY REPS IMPROVE STANDARD

The ANSI Board of Standards Review recently reviewed and approved an addendum to the ANSI S12.60 Classroom Acoustics Guideline submitted by a working group consisting of several industry participants. The new standard will be known as “ANSI/ASA S12.60-2009, Part 2: Acoustical Performance Criteria, Design Requirements, and Guidelines for Schools - Part 2: Relocatable Classroom Factors.”

The original classroom acoustic standard S12.60-2002 did not take into consideration many unique characteristics of relocatable classrooms and exposed our industry to legal suits, non compliance and fleet obsolescence. We were in the troubling position of advocating for the defeat of a standard which aimed to improve learning environments. Among other items, the standard called for a maximum background noise level of 35 decibels, which was difficult to attain in the best of circumstances. As written, it was simply impossible to ensure compliance with a classroom intended to be relocated from one site to another.

In 2006, several industry members met with leaders of the Acoustics Society of America to discuss ways to work together towards a common goal of improving classroom acoustics for all students. As a result of our industry’s outreach, MBI became a voting member of the Accredited Standards Committee and a new working group was formed to begin developing this addendum.

The working group was comprised of numerous acoustical engineers and experts as well as a dozen industry participants. After years of meetings, debates, education, arguments, and outright frustration, the working group finally reached consensus and completed its task in early 2009. Key provisions we were able to achieve as a result of this work include:

- 1) A phase-in to meet the 35 decibel requirement with full compliance not required until 2017;
- 2) Clarification that this standard applies to newly constructed relocatables or relocatables undergoing “major renovations” defined as “any reconstruction, rehabilitation, addition, or capital improvement of a structure the cost of which equals or exceeds fifty percent of the market value of the structure itself before the start of construction of the improvement;”
- 3) A statement clarifying that relocation does not constitute new construction or major renovation;
- 4) The ability to measure for compliance using the average duty cycle of the HVAC equipment rather than measuring during its noisiest mode;
- 5) More specificity and clarity on how to measure for compliance; and
- 6) Responsibility on the school to select a site for the classroom and appropriate specs that will ensure the best chance of compliance.

In addition to others who contributed, MBI extends a special thanks to the following industry representatives who spent countless hours on this work: David Shuford of Marvair, Irv Derks of Bard Manufacturing, Mike Henning of Mobile Modular Management Corporation, Maury Tiernan of Geary Pacific, Kevin Walsh of Modspace, Steve Tucker of Blazer Industries, and Bill Ryan of M Space.

The addendum now becomes part of the overall standard and will be required where the standard is adopted. It should be noted that the standard is still voluntary until adopted by an agency or legislative body, which has not happened in over three years.

If you are a provider of relocatable classrooms and have an existing fleet, you can continue to lease those units in areas that have not adopted the standard. In areas that do adopt the standard, you can also continue to lease existing units, provided you do not make any renovations that detrimentally affect the acoustical performance. Areas and agencies that have already adopted S12.60-2002 will need to adopt the addendum; otherwise, you will be required to meet the original standard provisions (Connecticut for example). If and when you build new relocatable classrooms, you may want to consider your geographic market, the chances that your area may adopt this standard over the next few years, and determine if you should build to the higher standard.

LEED ELIGIBILITY ANSWERS

There continues to be some confusion over a poorly worded guidance document issued by the USGBC several months ago. In that document, the USGBC stated, “No building or space that is designed to move at any point in its lifetime may pursue LEED Certification.”

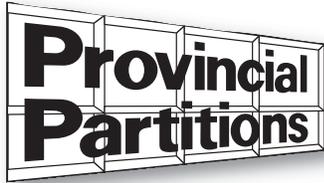
The intent of the language was to make it clear that temporary structures would not be eligible for LEED certification if they were intended to be moved. However, many have interpreted this guidance to mean that any modular structure is ineligible for LEED certification. That is clearly not the case.

Projects built using modular construction have and will continue to receive LEED certification provided that the

structures are permanently installed and remain at the site.

“Prefabricated or modular structures and moveable building elements of any variation may be certified once permanently installed and/or established as part of the LEED project building in the location that they are intended to stay for the life of the complete structure.”

The modular construction industry plays a significant role in delivering projects with a reduced environmental impact. In fact, we feel that the modular industry as a whole is better positioned to deliver LEED certified projects. We tip our caps to the USGBC for clarifying this language to ensure that we continue to deliver on our promise.



NTR Developments Uses PROKIT™ Built On Site Advantage

NTR Developments, a general contracting firm in Oakville, recognized the tremendous advantages of Provincial Partitions' new PROKIT™ steel pre-framed floor, wall and ceiling components. Time was of the essence and Noah Ramia of NTR was impressed with the quick turnaround possible with the PROKIT™ solution. Working closely with Adam Frankland of Provincial Partitions, a plan was drafted from the original architectural drawings which assisted in the sequencing, delivery and construction of all materials used. Assembly for the onsite crew was as easy as 1-2-3!



Provincial Partitions used their new line of PROKIT™ steel pre-framed components to construct a 38x125 ft. building for the Department of Works in a local municipality. Working in less than ideal conditions, the small crew was able to assemble the building quickly in temperatures that frequently dipped below -20. The rapid construction was made even easier with sequenced delivery because as each component was removed from the delivery truck, the next logical piece was available for the crew. "All pre-framed panelized sections, floor, wall and roof sections arrived reassembled and stacked in a sequential manner," commented Noah Ramia, "It took a lot less manpower on site to do the work and with no down time, too!"



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Celebrating Our 29th Providing Modular Space Solutions Year in the Modular Industry



MBI'S SOCIAL MEDIA

Did you know that networking is one of the primary reasons companies join MBI? To provide members a forum for online networking and discussions, MBI now offers members a common online space to connect and collaborate with one another.

All MBI members, association staff and other industry professionals are invited to join the MBI Community!

- *Network online with other industry professionals
- *Discuss current issues facing the industry
- *Share best practices, ideas and solutions
- *Show your support for the industry!

MBI has launched a "Modular Building Interest Group" page on LinkedIn, a "Modular Construction" fan page on Facebook, an "MBI" page on Twitter, and started a new discussion forum on modular.org, providing MBI members a forum for online networking and discussions.

MBI's goals for these social networking endeavors are to substantially increase the value of its professional network to members, attract new members, grow a social community around the MBI brand, and continue to be the industry leader in promoting professionalism, continuing education and best practices in our industry.

About the MBI Discussion Forum

MBI's new discussion forum is a Web site providing frequent member-

driven commentary, news and insights surrounding the industry. It also gives readers the ability to leave comments in an interactive format. The forum replaces Groupsite.

You may need to change your communication preferences in the "update account" section of the MBI website to receive alerts when topics are created or comments are added. Simply log in on the left side of the screen and then click the "update account" link that appears in the left column. By default, MBI members who participated in Groupsite have automatically had their preferences updated.

The new forum already includes some interesting news and topics such as a TV story on a green modular building at the University of Virginia, a recap of an MBI member's trip to see a high-rise modular building in the UK, and video about an upscale modular town center in Ohio that includes retail, restaurants, and apartments. View the forum and post topics and comments at www.modular.org.

Why did MBI decide on these social media outlets?

1. Substantially increase the value of our network for members
2. Generate greater visibility and awareness of the association brand and membership benefits for both members and non-members
3. Create new avenues for promoting MBI conferences, trade shows, our educational foundation and other products and services
4. Establish the association as an innovative organization concerned with engaging with and understanding the needs of its members.

MBI DURABILITY REPORT AVAILABLE

When the Government Accountability Office contacted MBI to inquire about the life cycle of modular buildings compared to "traditional" buildings, we used it as an opportunity to develop a new resource. Members can use this resource, "Assessing the Durability and Life Cycle of Modular Construction," to help dispel many myths about our process. For example, many end users believe that modular construction somehow results in a lower-quality building and thus a shorter life cycle, simply because of the process used to build it. Our position is that the building is constructed to the same codes and of the same materials, and therefore, if operated and maintained similarly, it will have an equivalent life cycle to traditionally constructed buildings. And it's not just our position; according to a report prepared last year by the American Institute of Architects,

"The life cycle expectancy of modular construction is the same as conventional, and in a world where sustainability is gaining momentum each day, there are also several basic principles intrinsic to the modular construction process that make it more eco-friendly than conventional construction."

MBI encourages all members to utilize this resource available at modular.org

WELCOME NEW MEMBERS

Air Quality Sciences - Building Consulting
Marietta, GA
www.aqs.com

Art's - Way Scientific, Inc.
Monona, IA
www.buildingsforscience.com

Columbia Forest Products
Greensboro, NC
www.cfpwood.com

Integrated Management & Realty Ltd.
Edmonton, AB, Canada
www.ibdiintl.com

Kitchen Corps, Inc.
Chesapeake, VA
www.kitchencorps.com

Loadking Construction Services, LLC
Jacksonville, FL
www.loadkingmfg.com

Minute Man Products, Inc.
East Flat Rock, NC
www.minutemanproducts.com

Veterans Modular Space LTD
Lewisville, TX
www.veteransmodular.com

Vipco Industries Inc.
Calgary, AB, Canada
www.vipco.ca

MEMBERS' KUDOS!

MEMBER RECOGNIZED BY MHI

Robert Tanger, president and chief operating officer of T.R. Arnold and Associates was presented with the Frank Walter Standards Award. The MHI Technical Activities Committee has annually recognized one individual for his or her untiring and unselfish dedication in advancing the professionalism of the federal Manufactured Home Construction and Safety Standards. Tanger was recognized for over 37 years of work in the industry as an engineer in the areas of production, plan review, code compliance and quality control. He has served on many national committees involved with building codes, standards and regulatory programs and has been an active participant on the MHI Technical Activities Committee.

BARD LEADERSHIP TRANSITION

Bard Manufacturing Company has announced that Mike Lehman is retiring from his position as President and Chief Executive Officer after 21 years with the company. In his place, Bill Steel will become the fifth Bard family member to serve as President and Chief Executive Officer since the business's inception in 1914.

NEWGROUND'S GREEN INITIATIVE 'LEEDS' TO SUCCESS

NewGround, an international design and implementation firm, has found going green means a growing commitment from the firm to educate clients, staff and the organization as a whole about sustainable design. NewGround recently made a commitment to significantly grow its number of LEED APs by developing a design and build study program for employees who volunteered to seek LEED accreditation.

WARRIOR GROUP OPENS NEW OFFICE IN SAN ANTONIO, TX

DeSoto, Texas-based Warrior Group, has recently opened its third office in San Antonio, Texas. Warrior Group is America's largest woman-and minority-owned construction management company with expertise in both conventional and permanent modular construction. They plan to open another office in Atlanta, GA in 2010.

ADVERTISING MEMBER CONNECTION

The quarterly *Member Connection* Newsletter is published by the Modular Building Institute (MBI) to provide timely and newsworthy items about the commercial modular building industry. Coverage includes association news, legislative items of interest to our members, quarterly industry financial outlooks, a Bulletin Board section (containing short news items), calendar of events and other information related to the MBI and/or the modular industry.

The *Member Connection* Newsletter is generally 8 pages in length. Advertisement space is limited in all MBI publications, so please reserve your ad space early.

SCHEDULE:

Issue	Deadline
Winter	January 1
Spring	April 1
Summer	July 1
Fall	October 1

COST PER ISSUE:

Full-page: \$1000
7 1/8" x 8 1/2"
1/2 page (horizontal): \$500
7 1/8" x 4 1/8"

DISCOUNTS:

We offer a 10% discount for placing your advertisement in four consecutive issues of the newsletter.

RATES EFFECTIVE:

From 10/1/09 to 12/31/10. Subject to change without notice.

Don't miss this opportunity to reach MBI members. For more information, contact Aileen Holland at 888-811-3288 x156 or aileen@modular.org



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2010 MBI CALENDAR OF EVENTS

February	California Regional Meeting	Sacramento, CA
March	World of Modular	Orlando, FL
April	Pennsylvania Regional Meeting Arizona Regional Meeting	Philadelphia, PA Phoenix, AZ
May	Indiana Regional Meeting Louisiana Regional Meeting	South Bend, IN New Orleans, LA
June	DC Conference	Washington, DC
August	Ontario Regional Meeting	Toronto, ON
September	Alberta Regional Meeting North Carolina Regional Meeting	Edmonton, AB Charlotte, NC
October	MBI University	Los Angeles, CA
November	Texas Regional Meeting	Dallas, TX



View MBI's complete calendar of events from modular.org

*Calendar Subject to Change

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