Experience the Benefits

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American business is undergoing systemic, rapid and dramatic change.

At the Metal Building Manufacturers Association (MBMA), our focus is to serve the businesses within the metal building industry by providing powerful research and data to influence regulatory and code changes that can help or harm our members. We are the only association dedicated to engineering and technical issues, research, codes and standards, insurance and fire ratings, and enhancing the energy efficiency of the building envelope.

Together, we can grow market share, plan for the future, protect our industry and its position, and repel threats from changing market conditions. Together, we’ll keep our industry strong and growing.

Let us show you why MBMA offers exceptional value that can help you manage your business, build influence, and achieve greater results. We have the facts and figures and would welcome the chance to review those with you.

Don’t get left behind.

Sincerely,

Daniel J. Walker
Assistant General Manager

Tom Gilligan
Immediate Past Chairman
Structure of MBMA

Board of Directors
The Board of Directors is comprised of individuals who are elected by the membership. The Board numbers between nine and eleven members and includes two Associate members who have full voting privileges. The Board’s membership is comprised of the operating heads of the member companies, whose mission is to keep MBMA focused on providing the maximum benefit to the members and using their investment wisely.

Active Committees
Committees are focused on activities that create growth for the industry and offer direct business benefit for member companies. The major committees are:

- Accreditation
- Communications
- Education
- Energy
- Insurance & Fire Protection
- Safety
- Statistics
- Sustainability
- Technical

Thomas Associates, Inc.
Thomas Associates, Inc. is the Cleveland-based firm that has provided association administration since MBMA’s inception in 1956. Thomas Associates coordinates all MBMA efforts and provides continuity over time as both the organization and the industry adapt to changing market conditions.

Categories of Membership
There are two membership categories: Building Systems Members and Associate Members, both of which prosper greatly from the growth of the industry.

Building Systems Members are those who sell, engineer and manufacture building systems for the industry.

Associate Members are companies who supply critical products and services to the building systems members.
What is the MBMA?

The Metal Building Manufacturers Association (MBMA) is comprised of industry leading companies who share a common goal of growing and improving the market for metal building systems.

The metal building industry is ever-changing, with codes, standards and issues that can negatively impact your business. MBMA is the ONLY association dedicated to engineering and technical issues, research, codes and standards, insurance and fire ratings, and enhancing the energy efficiency of the building envelope.

As one person or even one firm, you cannot influence codes and legislation. Together, we can and do change processes and rulings. Consequently, we save our members hundreds of thousands of dollars in time, labor, and business expenses.

A Classic Success.

MBMA represents a success story among industry organizations. In its sixty-year history, MBMA’s proactive research and technical expertise have contributed to a growth rate in industry tonnage shipments from 300,000 tons in 1958 to over 1,000,000 tons in 2014. This has been possible only through the combined efforts of member companies addressing both opportunities and threats through MBMA.
MBMA Membership Gives You Added Power in the Industry

- Your attendance at board meetings provides direct exposure to senior executives of building systems manufacturing firms, representing over 30 industry brands.
- Your participation in committee activities, gives you a voice in directing the use of funds for the growth of our industry.
- You receive preferred supplier status among Building Member companies.
- Through the advance knowledge provided by MBMA, you have the ability to affect upcoming or potential changes in codes and regulations.
- You receive early notice of changes in codes and regulations through e-mailed Code Alerts. As a result, you can alter business plans to adapt quickly to upcoming changes.
- You benefit from current industry market statistics. These MBMA member-only statistical reports help you to analyze the marketplace for better strategic business planning.
- You are privy to composite industry operating statistics concerning things such as, manufacturing productivity, sales, backlog, and safety statistics. This statistical data is ONLY available through MBMA and it allows member companies to benchmark their operations against those of similar businesses.

MBMA Protects and Grows the Industry

The MBMA represents a very specialized industry where the specific products, engineering, and distribution methods must be uniquely communicated to both the technical and commercial communities. MBMA is the ONLY organization focused on communicating the benefits of our industry to influential government and regulatory bodies. Some of MBMA’s specific activities that enhance the industry’s growth are:

- **Technical Research and Monitoring** – Targeted on building code, energy code and the insurance industry, these efforts start with cutting-edge research. This knowledge is then used to positively influence decisions regarding code changes.

- **Marketing the Industry** – Our marketing efforts are focused on getting information to the public that represents the advantages our industry creates. Through regular public relations articles, the web site, brochures and other communications methods, MBMA reaches out to architects, building owners, contractors, specifiers, code officials, zoning officials and others with accurate and timely industry information.

- **IAS AC472 Accreditation** – The AC472 Accreditation Program is the most comprehensive quality assurance program of its kind. A unique characteristic of the AC472 Accreditation Program is that it audits the integrity of each accredited company’s manufacturing processes. The program focuses on order documents, design and detailing, and it assures comprehensive traceability of materials and workmanship. The program’s annual audits ensure the metal building manufacturer has a well-managed quality assurance system and a qualified staff. This includes verification of licensed professional engineers who design and detail the metal building system, and certified weld inspectors.
What Have We Accomplished?

The Metal Building Manufacturers Association (MBMA) is leading the charge to make metal building systems a more accepted and respected building alternative. To do that requires a great deal of effort. Here are just some ways MBMA is making a difference for you.

- Sponsored and/or authored over 200 technical research projects, resulting in positive code and regulatory changes that benefit metal buildings. These reports directly influenced changes to the International Building Code (IBC), the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE), and the American Society of Civil Engineers (ASCE) standards, as well as impacting city, county, and state code regulations.

- Established metal building systems as a significant product in the non-residential construction market.

- Established metal building systems using cold-formed steel technology as an acceptable building solution in both national and local building codes.

- Overcame the insurance industry restrictions on metal buildings through education, testing, and developing a series of fire rated assemblies that resulted in favorable metal building insurance rates.

- Developed a Metal Building Systems Manual that contains the industry Common Industry Practices. These practices are very often a specified requirement for metal building projects.

- Motivated the steel industry to treat us as a distinct customer group, which resulted in the development of new steel specifications and grades.

- Established the MBMA Technical Committee and appointed a Director of Research & Engineering who created sound criteria for testing the performance of structures under loads.

- Maintain codes and standards activity that keeps the industry ahead of the competition through improved performance and reliability.

- Established an Accreditation Program with the International Accreditation Service (IAS AC472) for the industry that assures performance, quality and efficiency of metal building systems manufacturers.
What’s Happening Now?

MBMA committees are engaged in a host of activities to bring value to the membership, help expand the market for metal buildings and defend the industry where needed. Here are just a few of the activities MBMA’s committee are working on:

**Accreditation Committee**
- Working in concert with IAS and the MBMA membership to provide overall quality while, at the same time, streamlining processes.
- Promoting the specification of the AC472 program for metal building projects in national magazines and trade publications, and with metal building contractor organizations.

**Communications Committee**
- Working to keep the [www.mbma.com](http://www.mbma.com) website up-to-date as a resource for architects, engineers, specifiers, owners and real estate developers.
- Developing unified messaging for the membership, as well as the design and buying public about the positive benefits of MBMA’s efforts to elevate the perception of metal buildings as a first choice building solution.

**Education Committee**
- Developing educational materials for use in university classrooms to educate the next generation of engineers, architects, specifiers and construction management professionals.
- Providing face-to-face seminars and online webinars and other distance learning programs for practicing engineers, architects and specifiers of metal building products.

**Energy Committee**
- Preparing a series of educational YouTube video seminars to advance metal buildings and cool metal roofing.
- Participating in the ASHRAE 90.1 and International Energy Conservation Code processes to ensure metal buildings are being treated fairly when new codes and standards are released.

**Insurance Committee**
- Expanding the market for metal buildings in more sophisticated end uses where hourly fire rated assemblies are required.
- Monitoring the state of the commercial insurance industry to make sure metal buildings maintain competitive insurance rates that are reflective of the good field performance observed.
Metal Building Manufacturers Association

Safety Committee
- Maintains a comprehensive OSHA safety award program, which provides for yearly awards to companies with clearly outstanding safety records compared to OSHA industry averages.
- Holds multiple safety oriented webinar programs per year for MBMA members-only on subjects such as hand, eye and foot protection, mobile equipment and crane safety and other safety topics of interest.
- Holds a yearly MBMA Safety Workshop for member company front-line personnel to learn leadership techniques and share safety best-practices and ideas with other members.

Statistics Committee
- Develops and monitors the MBMA statistical program that provides in-depth industry volume, hot markets and regional shipment data and benchmarking reports.

Sustainability Committee
- Working to document and promote the green and sustainable attributes of metal building systems by adding metal buildings to the Athena Eco-Impact Estimator software.
- Completed Athena case studies that objectively compares the environmental impact of metal building systems to the footprint of wood, concrete and conventional steel buildings.
- Actively participated in the development of Product Category Rules (PCR) and completed a Life Cycle Assessment (LCA) for the metal building industry.
- Currently developing Environmental Product Declarations (EPDs) for metal building main frames, secondary, and roof and wall panels.

Technical Committee
- Full scale testing and advanced computer modeling to simulate seismic behavior of metal buildings. This is necessary to address height restrictions on some metal buildings in high seismic areas.
- Bolted end plate testing to include more options for optimal designs. These connections are advantageous to our industry and permit speedy erection.
- Evaluating shear strength capacity of slender web members that will permit more efficient design of tapered members.
Marking & Benchmarking Reports

For 60 years the MBMA and its manufacturing members have worked together as partners to further its mission: to conduct research, to help advance building codes and standards, and to educate the construction community. Our passion is to support a strong, sustainable metal building systems industry that meets the needs of owners and the overall society.

MBMA has developed a comprehensive statistical program for our members. We offer an array of monthly, quarterly and annual industry statistical reports and surveys which provide useful input and information regarding industry shipments and backlogs, shipments into counties, manufacturing and engineering productivity, compensation, end use and many other reports.

Associate members each receive, as a members-only benefit, copies of the compilations for the following statistics reports - which cannot be obtained anywhere else.

- Square Footage Report (monthly)
- Business Conditions Report (monthly)
- End-Use Report (annual)
- Roof & Wall Panel Report (annual)
- County Shipment Report (quarterly)

The MBMA statistical reports are designed to help you operate and manage your business more effectively. They help you understand the health of the industry and give you valuable insight into the latest marketplace trends.
Eligibility Requirements

**Building Systems Membership**
The metal building systems manufacturer membership of the Association shall consist of firms which are, and have been for a minimum of two years immediately preceding the date of application for membership, engaged in the design and manufacture of metal building systems and the sale of such systems (wherever manufactured and designed) within the United States.

A member must (a) employ a registered engineer who supervises the design and drafting activities, and (b) employ detailers and draftsmen to process orders. “Manufacture” means the regular production of a substantial majority of primary frames being sold in a manufacturer’s metal building system. Firms that manufacture metal building systems under multiple trade names may maintain separate, full memberships for each of their trade names or “trade name” memberships. The engineering, drafting and detailing requirements will be fulfilled if those services are supplied to the member by another entity within its corporate organization.

All “Facilities” of metal building systems manufacturer members (including trade name members) must be accredited under the AC472 Accreditation Program of the International Accreditation Service (“IAS”). Should a regular member’s IAS accreditation lapse or be revoked, its MBMA membership shall also be terminated; provided, however, that there shall be no termination of MBMA regular membership while reinstatement alternatives or appeal procedures specified by the IAS are pending. Any manufacturer which would qualify for metal building manufacturer membership except for not being accredited pursuant to this Subsection may not maintain an Associate membership in the Association.

**Associate Membership**
Entities (except those eligible for Building Systems membership) which regularly supply raw materials, products or services to metal building systems members, or other categories as determined by the Board from time to time, shall be eligible to be MBMA Associate members.

*Join today. Don’t get left behind.*
The MBMA Associate membership program was developed to serve the industry’s ancillary manufacturers and suppliers. Associate members help shape MBMA’s direction and activities through the Associate Member Advisory Council.

Fees

The fee structure for Associate Members as of January 2016 is as follows. Please contact MBMA for the most up-to-date fee schedule and descriptions.

- **Category I** - Complimentary Membership for all AISI members in good standing who serve on the Construction Marketing Committee that co-funds MBMA projects.
- **Category II** - More than $10 Million in annual sales - $16,154 per year
- **Category III** - $6 Million to $10 Million - $10,769 per year
- **Category IV** - $2 Million to $6 Million - $5,385 per year
- **Category V** - Less than $2 Million - $2,693 per year
- **Category VI** - Testing Laboratories, Accredited Inspection Agencies, and A/E Firms - $1,077 per year
- **Business Unit Category** - $1,077 per unit (the corporate entity with the highest shipments to the industry is to hold the full Associate membership. All smaller entities within the corporate organization who wish to hold Associate membership in MBMA are eligible for Business Unit memberships.)

Voluntary Termination of Membership

Any member may resign at any time by giving written notice of its resignation to the association’s general manager. Such members remain fully liable to the association for all unpaid dues and assessments for the entire fiscal year in which the resignation is effective. The member is also responsible for the pro rata share of all other obligations incurred by the association prior to its receipt of the resignation.

Application

If you are interested in joining the leaders for the Metal Building Industry, complete and submit a membership application. Your completed application will be put up for a vote before the Board of Directors for membership approval.

*Join today. Don’t get left behind.*
Frequently Asked Questions

Why are Associate Members so important to MBMA? Not only do Associate Members supply needed financial support for industry projects, they also offer invaluable technical and business input, which helps keep the industry ahead of the curve.

Are Associate Members allowed to participate in MBMA committee activities? Absolutely! Associate Members have the same rights to attend committee activities as the Building Systems members. In fact, everyone benefits as more perspectives go into the committee activities.

I noticed that Associate Members can supply either products or services. What kinds of services would qualify? Actually, we encourage membership for any service suppliers who might see MBMA’s Building Systems members as a primary customer base. Thus, companies who provide engineering software, architectural or engineering services, trucking services, environmental consulting, etc. could all be valid candidates for Associate membership.

My component company sells products to MBMA Building Systems member companies but also fabricates an entire building system, am I qualified to be an Associate Member? Technically, yes, but our bylaws state that a company may not join as an Associate Member if it meets the requirements as a Building Systems member.

You state that Associate Members have preferred supplier status. Does this mean that Building Systems members will always buy from an Associate Member competing with a non-member? No, the law does not allow for that kind of exclusivity. All Associate Members must earn the business of the Building Systems members. However, the Building Systems members recognize the support that the Associate Members give to the MBMA and will welcome their supply proposals.

Are there any other advantages the Associate Members have in selling to the Building Systems members? Yes. Besides exposure to the key Building Systems executives at the semi-annual MBMA meetings, the Associate Members receive a list of purchasing contacts for each company and purchasing people are supplied with Associate Member lists as well.

Join today. Don’t get left behind.
Metal building systems are far more sophisticated today than they were a decade ago. MBMA has invested heavily in engineering technology, fabrication concepts, structural improvements, and building quality. As a result, buildings today are far better in terms of cost, strength, function, and aesthetics.

Contact Information

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Additional Information

- Membership Applications
- Link to the latest MBMA Chairman’s Column
- MBMA 2016 Annual Report
- MBMA Technical Bulletin, IBC Special Inspection Requirements - Approved Fabricators are Exempted!
- Article from MBMA.com, “5 Things to Know about Metal Buildings & Fire Ratings “
- Article from MBMA.com, “A Way of Life”, which is a case study on sustainability from Blaine’s Farm and Fleet retail chain.
- Article from School Business Affairs magazine, July/August 2015 issue, “Building with Metal: Energy-Efficient, Custom-Built Schools”

Apply today. Don’t get left behind.