

May 1994

Metal Construction News

The Voice Of The Industry

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NCI, Span Honored

Span Construction & Engineering has been named the 1993 *Top Metal Builder* and NCI Building Systems Inc. was selected as the 1993 *Top Industry Marketer*. Both awards are presented by *Metal Construction News*.

Span Construction & Engineering assumes its place at the head of *MCN's Top 100 Metal Builders* for the fourth straight year, based on 1993 steel tonnage of 14,189 tons. A profile on Span begins on this page. Complete information on the *Top 100* appears in the center section of this issue.

Meanwhile, NCI Building Systems has been selected *MCN's 1993 Top Industry Marketer*, based on its trade association activities, educational efforts and overall pro-

motion of the metal construction industry. NCI units include Metallic Building Co., A&S Building Systems, Mid-West Steel Buildings, NCI Components, Steel Systems and Architectural Roof Systems. An in-depth interview with NCI executives begins on the front page.

Gulf States Marks 25th Anniversary



Story On Page 12

Span Construction Claims Fourth Prize As Top Metal Builder

By Shawn Zuver
Editor

For the fourth consecutive year, Span Construction & Engineering of Madera, CA, has been named *Metal Construction News' Top Metal Builder*. Span won the 1993 honor for having purchased an astounding 14,000-plus tons of steel last year for pre-engineered metal building projects, accounting for almost \$38 million in construction volume.

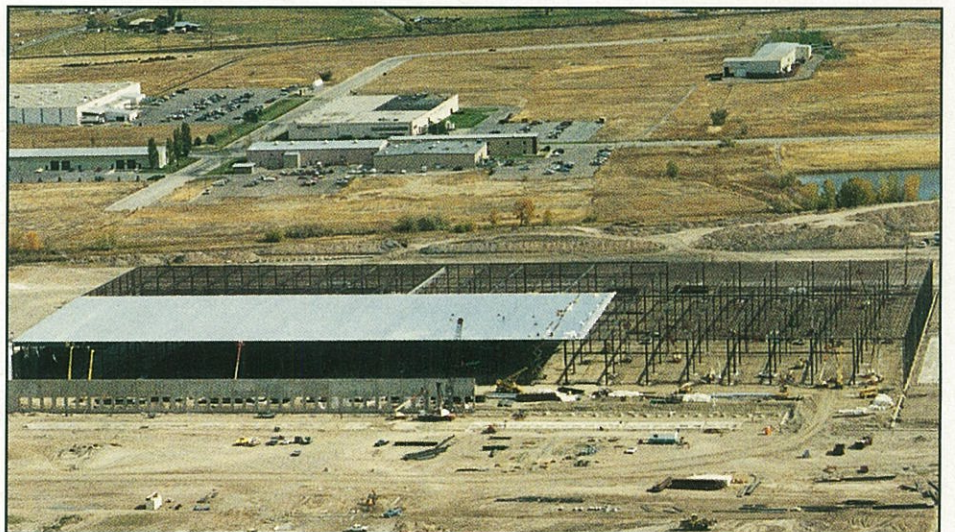
Founded in 1980 by Firoz "King" Husein, P.E., Span has enjoyed a meteoric rise to the top of the industry. As the entries poured in for the 1993 *Top Metal Builder* contest, the question from King's



King Husein

peers was not of which company would head this year's list, but rather by what margin Span would claim this year's prize. Having posted incredible figures of 6,279 tons in 1991 and 7,882 tons in 1992 it became apparent to many industry experts that Span might approach the magical 10,000 ton mark in 1993. As it turns out, those estimates were far short of

To Page 8, Span



Span has become famous for massive pre-engineered steel and tilt-up concrete wall projects like the 675,000 sq. ft. Payless Drug Store distribution center in Ogden, UT, shown during construction.

NCI Feted For Industry Contributions, Aggressive Market Approach

By Shawn Zuver
Editor

NCI Building Systems Inc. has been selected as this year's *Top Industry Marketer* by *Metal Construction News*. The corporation includes Metallic Building Co., A&S Building Systems, Mid-West Steel Buildings, NCI Components, Steel Systems and Architectural Roof Systems. Combined, these units accounted for \$138 million in 1993 sales, up an impressive 70%

over 1992's level of \$79 million.

NCI appears poised for even stronger performance in 1994, due to the recent opening of a \$2.5 million plant in Jackson, MS, and \$3 million in expansions and improvements of existing facilities in Houston, TX; Mattoon, IL; and Caryville, TN. In addition new products, like the Retro-R retrofit panel, and computerized pricing/estimating demonstrate NCI's further commitment to its customers.

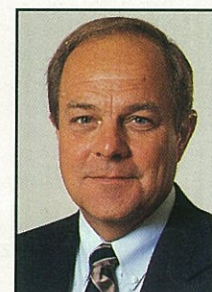
The company went public in



Johnie Schulte



Len George



Fred Hensey

Instead it continues to strive to improve the entire industry—via strong participation in association activities—and its service, through educational programs such as roof

installation training and inspection. In this issue, *MCN* recognizes NCI's contributions to the industry by naming it our second annual *Top Industry Marketer*. The following interview was conducted with three of NCI's key executives: Johnie Schulte Jr., president and CEO; Len George, executive vice president; and Fred Hensey, vice president, marketing, Metallic Building Co.

Despite receiving many honors, NCI's leadership does not appear to be ready to settle its activities.

To Page 64, NCI

Next Month In Metal Construction News...

Special Emphasis

Pre-Insulated
Panel Projects

Product Report

Standing Seam
Roof Systems

Feature Articles

Self-Storage
Door Applications

Job Applications

Hotels & Resorts



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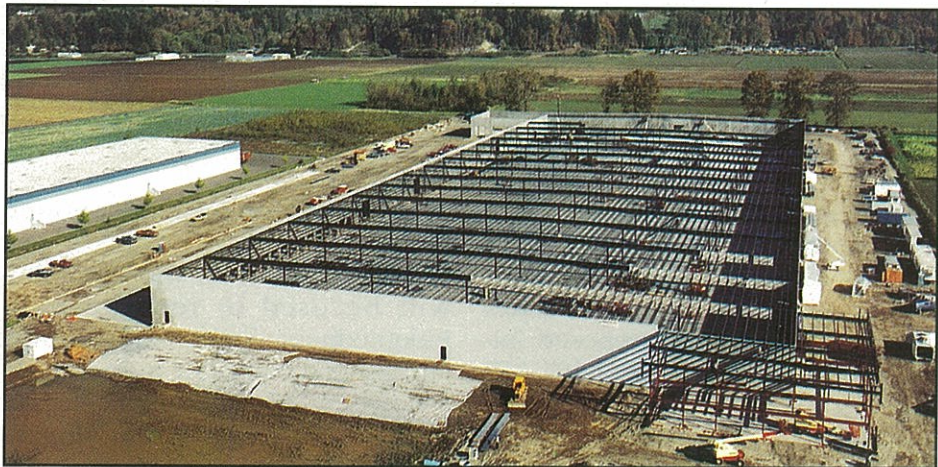
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Span Construction was the contractor for the Northwest Metal Products facility in Puyallup, WA, shown above under construction,

Contractor

Profile

➔ From Front Page, Span

Span's final tally of 14,189 tons—a full 80% more than 1992's record-setting pace. King recently said that he expects steady growth in 1994 over these phenomenal levels.

In addition to Span's 1993 Top Metal Builder award, it also received four Building Of The Year Awards from the Systems

Builders Association for: Payless Distribution Center in Ogden, UT; Chiron Corp., Vacaville, CA; Costco Wholesale, Merced, CA; and Costco Wholesale, Livermore, CA. The Merced project for Costco also won a Hall Of Fame Award from Varco-Pruden Buildings, Span's long-time building systems supplier.

King also received the honored Alumni Award for 1993 from the College of Engineering and Technology at Brigham Young University in Provo, UT. King holds a Masters Degree from BYU and a Bachelors Degree from the University of Bombay in his native country of India. He launched his career in pre-engineered buildings in 1971 and started Span just one decade later.

While it is often tempting to only look at Span's impressive sales volume and awards, the company's commitment to service, quality and fair pricing have allowed it to thrive. In place at Span are company-wide focuses on safety, maintaining well-trained erection crews, effective marketing and developing relationships with architects and engineers which could serve as models for the industry.

Span's history and King's successful business philosophies have been documented thrice before in Metal Construction News (August 1991, August 1992 and May 1993). The following are some of King's recent comments about Span's amazing growth, as well as the state of the pre-engineered steel building market.

MCN: Has anything major changed in the structure of Span Construction & Engineering during the past year, or are any changes anticipated in 1994?

King Husein, P.E.: Span has evolved from a regional builder to a national builder. Our geographic region has expanded as a result of working with national accounts in multiple locations. Consequently, we are adding to our basic company structure in all areas. We have added engineering personnel, project managers, field superintendents and field erection crews.

Some of our key managers were promoted recently. Keith Harris has been promoted to vice president, sales and marketing, George Goddard has been promoted to vice president, engineering and construction services, Doug Standing has been promoted to controller, and Dwayne Burns is now general field superintendent, in charge of field operations and he also manages the Span Shop and King Curb Shop. Other key management team members include Scott Clausen, registered architect; Richard Rodriguez, field superintendent; Max Howarth,

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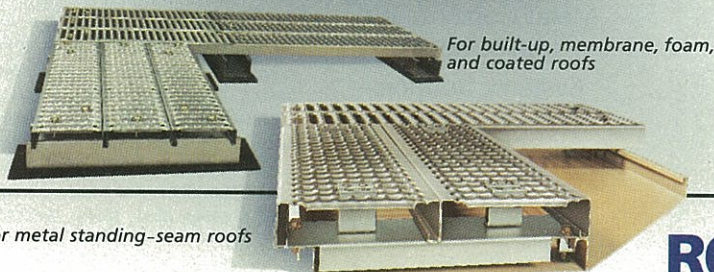
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To Page 10, Span ➔

Metal Construction News Schedule of Events

Construction Seminars. Group Communications Inc. will present seminars in Kansas City, May 16-24; and Las Vegas, June 20-28. Conducted by construction industry authority Jack Miller, the seminar topics are "Total Quality Management", "Marketing" and "Design/Build/Lease/Financing". For information on which seminars will be offered in each location, along with other programs specifics, call Group Communications at (800) 231-3353.

Residential Seminars. Industry expert Bruce Ward will be the primary speaker for residential steel framing seminars, sponsored by the American Iron & Steel Institute and others. The four-hour seminars will be presented in the following locations: St. Louis, MO, May 23; Detroit, MI, May 24; Chicago, IL, May 25; Raleigh, NC, June 7; Birmingham, AL, June 8; Atlanta, GA, June 9; Atlanta, GA, at Metalcon International '94, October 11-13 (includes residential roofing seminar); and three yet-to-be-determined Canadian cities in November. For details call Tom Levin of NAHB Research Center (one of the co-sponsors) at (800) 638-8556.

Roofing Seminar. The Roofing Industry Educational Institute has scheduled a metal roof seminar in Chicago, IL, June 7-8. For registration details, call (303) 790-7200 or FAX (303) 790-9006.

Managing Succession Without Conflict. Leon A. Danco, Ph.D., of The Center For Family Business will conduct seminars for business owners, spouses, successors and key managers. Seminar dates are June 15-17 in Cleveland, OH, and November 9-11 in Orlando, FL. For details call (216) 442-0800 or FAX (216) 442-0178.

CSI Convention. The Construction Specifications Institute will host its 38th Annual Convention And Exhibit, June 24-26 in San Francisco. For more information contact Lisa Derby of CSI's Convention Services Department at (703) 684-0300.

MCA Semi-Annual Meeting. The 1994 Semi-Annual Meeting of the Metal Construction Association will be held at the Hyatt On Capitol Square in Columbus, OH, August 10-11. Also, MCA's 1995 Annual Meeting is slated for Longboat Key Club, January 21-24, in Longboat Key, FL. For details, call MCA at (703) 438-8285 or FAX (703) 438-3113.

Metalcon International '94. The all-industry trade show and convention, sponsored by the Metal Construction Association, will be held October 11-13 at the Georgia World Congress Center in Atlanta. For exhibit or registration information, contact Claire Kilcoyne of Practice Management Associates, Ten Midland Ave., Newton, MA 02158; phone: (617) 965-0055 or (800) 537-7765; FAX: (617) 965-5152.

NCCA Technical Meeting. The National Coil Coaters Association's 1994 Fall Technical Meeting, October 5-7, at the Westin Hotel in Rosemont, IL. For details contact NCCA headquarters at (312) 321-6894; FAX (312) 321-6869.

To list your group's function in the Metal Construction News Schedule of Events, send your information to: Shawn Zuver, Metal Construction News, 123 N. Poplar St., Fostoria, OH 44830; FAX (419) 435-0863.

Schedule of Event items should be of interest to a significant portion of the Metal Construction News readership. Items should include: the group or seminar name, date of the meeting, time, place, contact person and phone number for registration information. The deadline for Schedule of Events items is the first of the month preceding publication.

American Buildings Co. Files Initial Public Offering

American Buildings Co. announced that it has filed with the Securities and Exchange Commission a registration statement relating to the proposed initial public offering of 2,591,757 shares of common stock, of which 1,825,000 shares will be sold by the company and 766,757 shares will be sold by stockholders of the company.

At press time, it was anticipated that the initial public price will be between \$11 and \$13 per share. Dean Witter Reynolds Inc. and Prudential Securities Inc. are the

co-managers of the underwriting group.

Net proceeds to the company will be used to repay certain indebtedness, for working capital and general corporate purposes.

Copies of the preliminary prospectus relating to the offering can be obtained from Dean Witter Reynolds Inc., Prospectus Department, 5690 West Cypress St., Tampa, FL 33607; or Prudential Securities Inc., Prospectus Department, 315 Hudson St., New York, NY 10013.

○

Fire Damages Weirton Steel's Tandem Mill

An April 6 fire at the No. 9 Tandem Mill in the Strip Steel Department of Weirton Steel Corp. left 13 employees injured and caused "extensive structural damage". The injuries, none believed to be serious, were treated at local medical facilities.

The No. 9 Tandem Mill, a cold rolling facility, supplies steel coils to the company's Tin Mill for further processing and could affect

approximately 20% of the company's production; impact on customers was being assessed by the company. The Hot Mill was undamaged, but other nearby units suffered minor damage and were expected to be back in operation shortly. At press time, a company spokesman said the cause of the fire was undetermined. No damage estimate was available.

○

Editorial & Business Offices

Metal Construction News

A Modern Trade Communications Inc. Publication, Volume 15 Number 5
Printed In The USA

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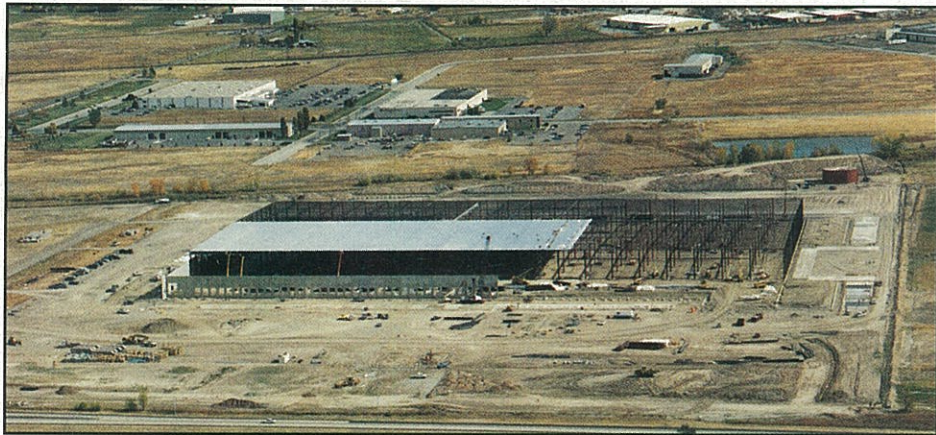
Memberships:

- Metal Construction Association
- Systems Builders Association
- Business Publications Audit

METAL CONSTRUCTION NEWS (ISSN 8756-2014) is published monthly except semi-monthly in December by Modern Trade Communications Inc., 7450 N. Skokie Blvd., Skokie, IL 60077.

Subscription price in the United States and U.S. Possessions is \$35.00 per year; all other countries \$100 per year. Second-class postage paid at Skokie, IL, and at additional mailing offices.

POSTMASTER: Send address changes to METAL CONSTRUCTION NEWS, 7450 N. Skokie Blvd., Skokie, IL 60077.



Projects completed by Span Construction during 1993 included the 675,000 sq. ft. Payless Distribution Center in Ogden, UT, (above) and the seventh building in Span Industrial Park, Madera, CA, (shown at right).



StackDoor

Contractor

■ Profile

⇐ From Page 8, Span

general steel foreman; and Tim Pendley, safety director/field superintendent.

Our company philosophy is based on teamwork. Each member of our management team is a dedicated professional and is truly committed to the mission of the company. Each member of the management team is involved in the weekly coordination meeting held on Wednesday evenings. At this meeting the important aspects of each project are discussed and input is received from the management team.

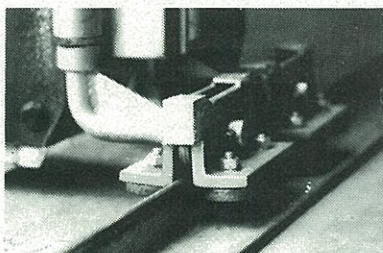
Last year I formed King Curb as a division of Span Construction & Engineering Inc. to manufacture insulated curbs, subframing and burglar bars. Controlling the quality of the curbs was a significant factor in my decision to manufacture our own curbs. Roof penetrations are normally a major source of roof leaks on steel buildings. By manufacturing our own curbs we were able to incorporate several improvements in the design and fabrication of the curbs and this has allowed us to improve the weathertightness of the Varco-Pruden standing seam roof system.

MCN: How many projects has Span been involved with during the past year? Please describe some of the projects that were completed or are under construction currently.

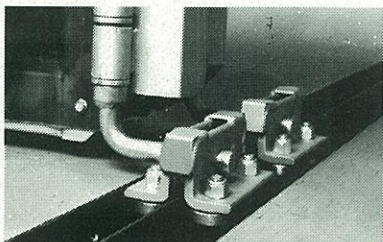
Husein: During 1993 Span was involved in 59 projects. We completed the 675,000 sq. ft. distribution center for Payless Drug Stores in Ogden, UT; a 320,000 sq. ft. hardwall project for Northwest Metals in Puyallup, WA; a 22,500 sq. ft. fermentation facility for Chiron Corporation in Vacaville, CA; a 52,000 sq. ft. dehydrator building for George Salwasser

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To Page 14, Span ⇐



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Systems, number 24 among the 200 Best Small Companies in America. When

you consider the effort we put into bringing a complete array of benefits to your construction projects, this recognition isn't surprising. In addition to

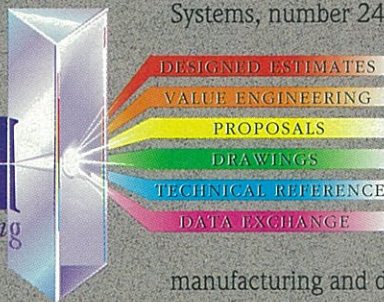
manufacturing and delivering high quality Metallic building systems and

components, we are in tune with the challenges and opportunities you face daily. That's also why we developed PRISM, our newest innovation in computer software that brings a real competitive edge to your business – from estimating to scheduling. Combined with value, flexibility and service, it's clear that Metallic gives builders what they want most.

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Da Silva Industrial Park building, Madera, CA, (at left) and the Dresick Farms facility (above) were part of Span Construction's projects during 1993.

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Contractor

Profile

From Page 10, Span

Farms in Kerman, CA; a 22,500 sq. ft. hardwall project at Span Industrial Park in Madera, CA, which is the seventh project in Span Park; various Costco projects in the United States and Canada; a 14,400 sq. ft. gymnasium for Northwest Church in Fresno, CA; a 24,000 sq. ft. transfer station for BFI (Browning-Ferris Industries) in Fresno, CA; and a 110,000 sq. ft. retail store for Home Base in Clovis, CA.

Span has developed the expertise to build high-tech distribution warehouses, hardwall projects, float glass plants, printing plants and complicated design/build projects. This has allowed us to negotiate projects with large corporate customers instead of hard bid. A majority of our work is negotiated.

MCN: What are your thoughts on the construction climate today, particularly in the regions that Span serves? Do you see growth in the market during the next year?

Husein: The economic climate for metal buildings is definitely improving throughout the country. Even California is starting to come out of the recession. I expect California to fully recover by 1995 with the exception of Southern California.

From all indications, the western economy will continue to trail the national economy. There are several factors that are contributing to this outlook, specifically in California. They include: state budget problems, cutbacks in defense-related industry, the continued drought, an increase in crime rates, a decline in the quality of education, environmental concerns and red tape. Several corporate clients are electing to build outside of California in the peripheral states due to these rea-

To Page 38, Span



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Two more impressive Span Construction projects are Chiron Corp., Vacaville, CA, (at left) and Costco Wholesale, Merced, CA, (above).

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The **ConsealTab** product and method of installation are protected by U.S. Patent numbers 5,085,022 and 5,001,879

Contractor

■ Profile

⇨ From Page 14, Span

sons. This condition could exist for the next year or more and has made it necessary for Span to travel outside of Central California to maintain a high volume of business. Span is licensed as a general contractor in several of the states nationwide.

Nonetheless, California is still a large economy and will continue to provide a level of business for us. We anticipate continued growth in the Central Valley, specifically, as companies depart Southern California and the Bay Area. The lure of less expensive land and labor will continue to attract warehouse and distribution facilities. We are poised to handle this business when the opportunity arises.

MCN: The Metal Building Manufacturers Association reports that pre-engineered buildings experienced record levels of market penetration for low-rise, non-residential construction in 1993—accounting for over 60% of the market. What do you think this statistic says about the quality of today's pre-engineered buildings? And do you believe this increased market penetration is a trend that might continue?

Husein: Metal buildings provide value to a client. The standing seam roof system is allowing us to penetrate markets that were traditionally dominated by conventional construction. In the western region, wood prices have gone up significantly in the last year thereby making our systems more competitive. The 20-year weathertight roof warranty is a big advantage for our system.

I expect this trend to continue as more users discover the life cycle benefits of the standing seam roof system.

MCN: Span Construction &

⇨ To Page 40, Span

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This 24,000 sq. ft. transfer station for Browning-Ferris Industries, Fresno, CA, was among Span Construction's 1993 accomplishments.

Contractor

Profile

From Page 38, Span

Engineering grew at a remarkable rate of 80% in 1993, from 7,882 tons of steel purchased to 14,189 tons. How much did the company's sales volume increase over 1992's figure of almost \$28 million?

Husein: Span's 1993 construction volume was \$37.8 million.

MCN: In light of Span's outstanding achievements over the

last several years, the entire industry has been watching your company's progress with keen interest. What do you anticipate for Span in the next year or two?

Husein: We expect to continue at a steady growth rate. We have the capacity to handle additional business above the 1993 level with our current organization. We expect 1994 to be a good year with steady growth. The mission of Span is to continue to be a strong leader in the steel building industry. Our goal is to continue to develop relationships with large corporate customers utilizing the strengths of Span and Varco-Pruden.

The cooperation and support that Span receives from Varco-Pruden is a necessary ingredient in the success of our company. This dedicated support has allowed Span to handle a high volume of steel business every year and also allowed us to provide excellent service to our clients. Span is fortunate to have Bill Crabtree as district manager representing V-P. Bill stuck his neck out 14 years ago to set up Span as a builder in the Fresno area and has worked with Span ever since in the development of our company.

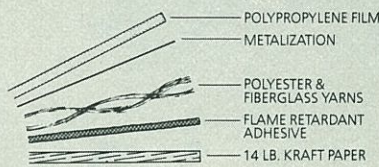
The future presents many growth opportunities as well as challenges for us. The demand for our services is relatively high even under slow economic conditions. This demand is allowing us to continue our growth rate.

WMP-10... the Standard of the Industry.

Lamtec's WMP-10 is the best value in the facing industry. It offers the best balance of performance and cost of any facing available today. This has been accomplished by means of an innovative construction which provides exceptional physical properties in a bright, rugged and effective vapor barrier lamination.

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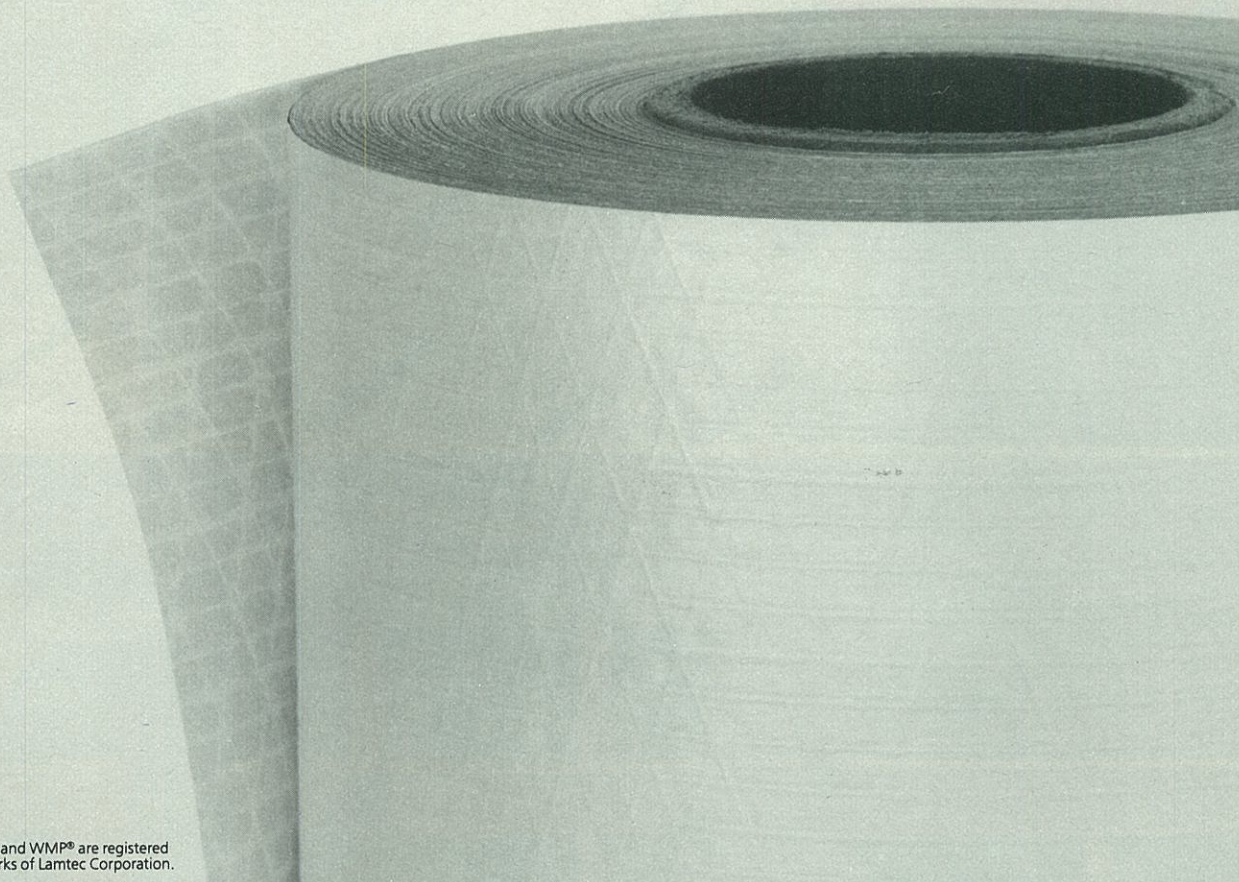


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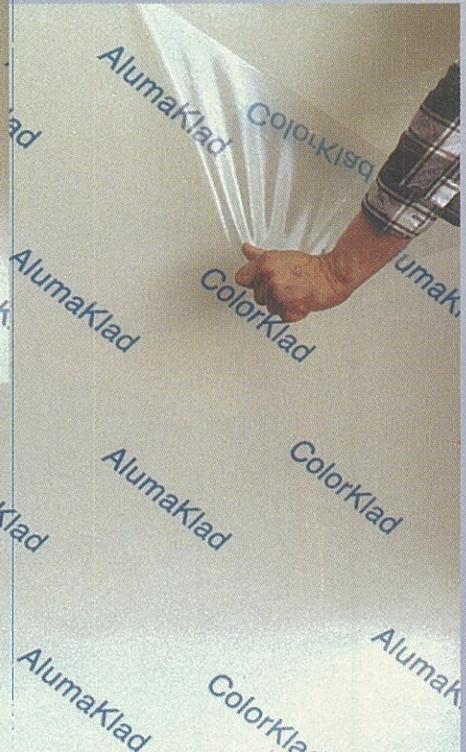
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