

September 1996

Metal Construction News

The Voice Of The Industry

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Metalcon '96 Official Show Issue

This edition of *Metal Construction News* contains the official *Metalcon International '96 Show Guide*. The all-industry conference and exposition is scheduled for October 1-3 in Rosemont, IL.

According to pre-show estimates, Metalcon '96, sponsored by the Metal Construction Association, will exceed prior attendance records. The *Show Guide* can be found in the center of this issue.

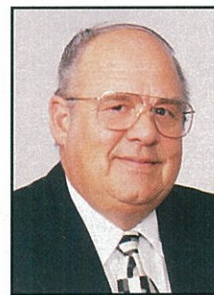


NCI's Aggressive Posture Takes Industry By Storm

By Shawn Zuver
Editor

NCI Building Systems L.P. has taken the metal building industry by storm during the 1990s through an aggressive approach to the marketplace that has included a variety of plant start-ups, company acquisitions, product introductions, plant expansions and machinery upgrades.

As a result, NCI Building Systems (NASDAQ symbol: BLDG) has grown to offer one of the most diverse range of products in the industry. From more than 1.6 million sq. ft. of operating space, located in 13 spots across the U.S., NCI's nine divisions now offer complete or partial pre-engineered metal building packages in all sizes, a full range of metal building



Johnie Schulte



Len George



Al Richey

components, residential packages, mini-storage buildings, doors and light-gauge steel studs.

To Page 8, NCI ⇌

Olympian Centre Features Pre-Engineered Construction

A pre-engineered building system played a significant role in the construction of the Olympian Centre at the Jasmine Hill Gardens and Outdoor Museum, located in the southern Appalachian Mountains near Montgomery, AL.

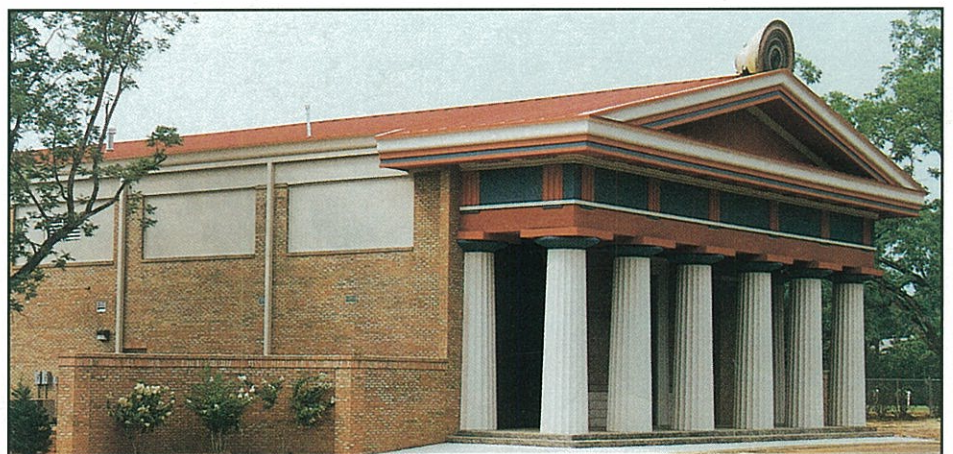
The historical facility contains 17 acres of gardens with over 30 originals and replicas of sculptures, fountains and pieces of art honoring Olympic heroes and mythical Greek Gods. The Olympian Centre was completed this summer, in time for a visit by the Olympic Torch on its way to the 1996 Summer Games in Atlanta, GA.

OSI Building Systems supplied the building system which is cov-

ered by MBCI metal roofing. The \$1 million Olympian Centre is the culmination of a 25-year dream of Jim and Elmore Insoe who founded and fund the non-profit Jasmine Hill Foundation. The building's foundation was poured in January 1996 and the project was completed in mid-June, ready for the arrival of the torch on June 30.

The new building and the Jasmine Hill Foundation are devoted to historical preservation and education. The building and gardens will be used by schools, tour groups and for a variety of social activities. The front of the new

To Page 18, Olympian Centre ⇌



The Olympian Centre is a pre-engineered building by OSI Building Systems, covered by an MBCI standing seam roof.

Butler Achieves ISO 9000 Certification

Butler Mfg. Co.'s regional engineering and plant operations at Galesburg, IL, have become the first in the U.S. metal building systems industry to receive ISO 9000 certification. Underwriter's Laboratories, Chicago, served as the accrediting registrar during a year-long qualification process.

The universal standards originated in 1987 with the International Organization for Standardization (ISO) based in Geneva, Switzerland. Conceived originally to help facilitate international trade, a growing

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Next Month In Metal Construction News...

■ **Special Emphasis**
MCN's Reroof Awards

■ **Product Report**
Erectors' Tools & Equipment

■ **Feature Articles**
Understanding Metal Substrates

■ **Job Applications**
Apartments & Condominiums

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Industry

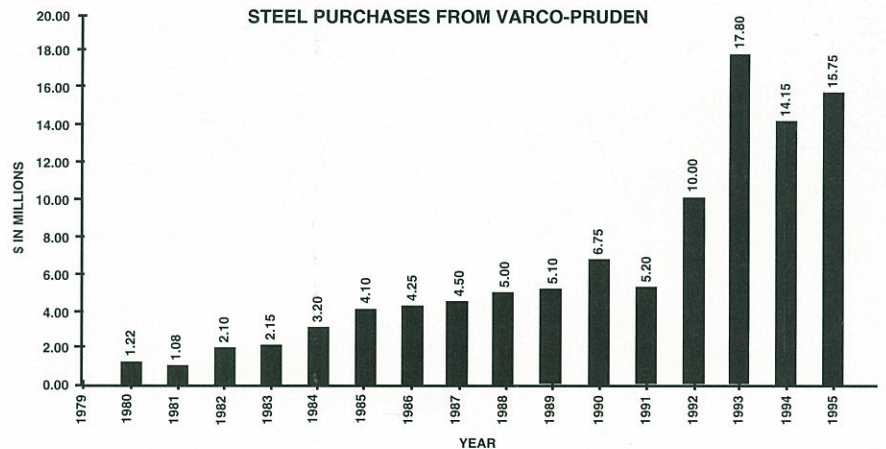
News

From Front Page, Span

University in 1971. He started his career by designing high-rise structures in Boston, MA, and then worked his way to Priggen Steel

Building Co. (which was later acquired by Varco-Pruden) where he was chief design engineer. Through Husein's experience working for other VP builders, he soon after founded Span Construction & Engineering Inc. in 1980.

Bill Crabtree, business development manager for Varco-Pruden said, "When I first met King, I was impressed by his innate ability to



Metal Construction News Schedule Of Events

Metalcon International '96. Sponsored by the Metal Construction Association, the all-industry trade show will be held October 1-3, at the Rosemont, IL, Convention Center. For information on exhibits or show registration, contact: Claire Kilcoyne, Metalcon International, Ten Midland Ave., Newton, MA 02158; phone (617) 965-0055 or (800) 537-7765; FAX (617) 965-5152.

BSIF Meeting. The Building Systems Industry Forum, comprised of industry trade association representatives, will host the Low Rise Metal Building Systems Market Forum, prior to Metalcon '96, on September 30, in Rosemont, IL. Program details are available through Metalcon registration (phone numbers above) or by calling (216) 241-7333.

Erector Meeting. The Systems Builders Association's Independent Erector Division will host its fall meeting and workshops, September 19-21, in Modesto, CA. For details, call SBA at (513) 698-4127.

SMACNA Convention. The Sheet Metal and Air Conditioning Contractors' National Association will hold its 53rd Annual Convention, October 13-16, at the Grand Wailea Resort Hotel, Maui, HI. For details, call SMACNA at (703) 803-2980.

RIEI Seminars. The Roofing Industry Educational Institute (RIEI) will conduct a seminar on Architectural & Low Slope Metal Roofing, Boston, MA, October 16-17. For details, as well as a complete 1996-97 seminar schedule, call RIEI at (303) 790-7200 or FAX (303) 790-9006.

SBA Annual Meeting. The Systems Builders Association will hold its annual meeting, in conjunction with the World Of Concrete show, January 21-23, 1997, in Las Vegas, NV. For information, call SBA at (513) 698-4127.

NRCA Convention. The National Roofing Contractors Association will host its 110th Annual Convention & Exhibit, February 4-7, 1997, at the Orange County Convention Center, Orlando, FL. For details, call (847) 299-9070.

Contractor Seminars. Group Communications Inc. will hold seminars by Jack Miller on "Total Quality Management", "Marketing" and "Design/Build/Lease/Financing". Dates and locations are: Nashville, TN, October 7-8, 10-11 and 14-15; Chicago, IL, November 4-5, 7-8 and 11-12; Philadelphia, PA, December 9-10 and 12-13; and Orlando, FL, January 13-14, 16-17 and 20-21. To register, call (800) 231-3353.

Family Business Seminar. Leon A. Danco, Ph.D., of The Center For Family Business will conduct a seminar for business owners, spouses, successors and key managers on "Management Transition In The Family Business", November 13-15, in Orlando, FL. For details call (216) 442-0800 or FAX (216) 442-0178.

To list your group's function in the Metal Construction News Schedule of Events, send your information to: Shawn Zuver, Metal Construction News, 109 Portage St., Woodville, OH 43469; FAX (419) 849-3367.

relate to people. He had a strong sense of integrity and an incredible determination to succeed. I set King up as a Varco-Pruden builder 16 years ago. What a challenge! I have thoroughly enjoyed working with this dynamic organization. To my friend, I say congratulations as you reach this amazing milestone of \$100 million in steel sales."

As a design/build contractor for 16 years, Span has provided its customers with three basic elements—service, quality and value. Using those principles, the company was able to keep the momentum going by steadily increasing volume every year, and accelerating growth during specific intervals when Span would build one or two large projects, Husein said. Of

course, a driving force behind the success of Span is Husein's emphasis on professionalism. He made a promise to himself, his employees and the industry that when a commitment is made, it will be followed through.

Reflecting on this accomplishment, Husein said, "This milestone is a testimony to the dedication of all the Span employees and our relationship with Varco-Pruden. Together we have elevated this business to a new level in the industry. The set of values we have followed will continue to guide us into the future."

Through a strong relationship, both Span and Varco-Pruden are

To Page 16, Span

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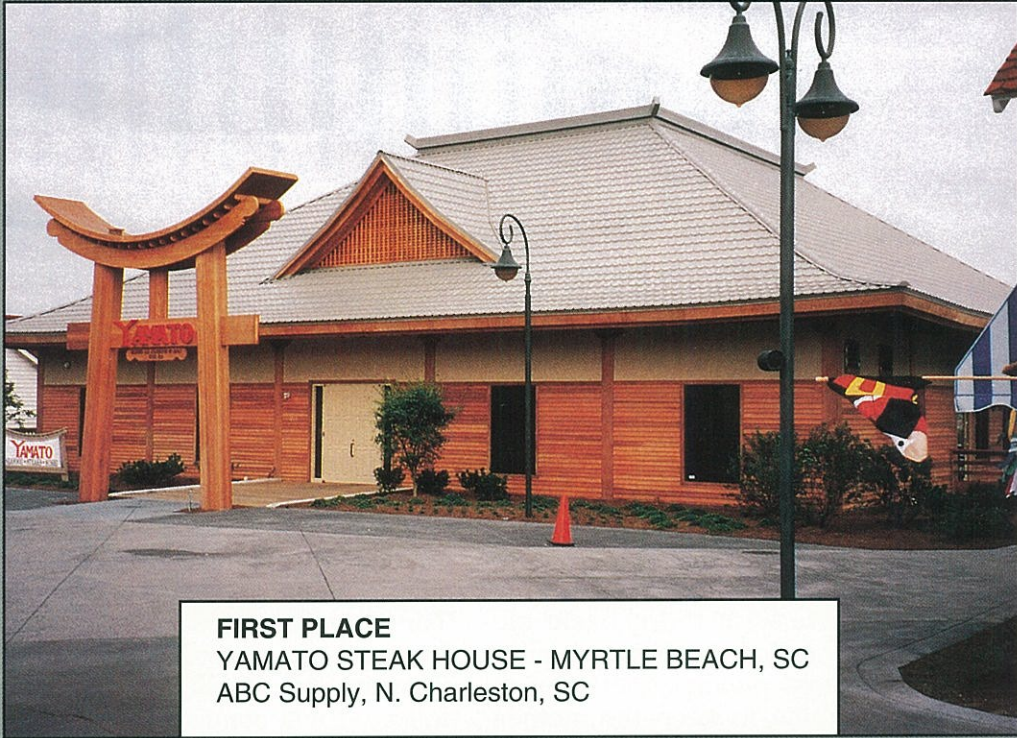
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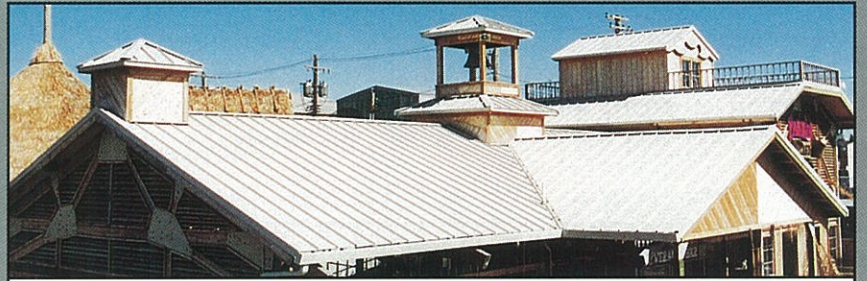
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R-S-T Corp., Charlotte, NC



FOURTH PLACE DAKOTA HIGH SCHOOL, CLINTON TWP., MI
Detroit Cornice & Slate, Ferndale, MI



FIFTH PLACE I-79 WELCOME CENTER - KIRBY, PA
Exterior Metal Products, Homestead, PA



SIXTH PLACE OCHSNER DIALYSIS CENTER - NEW ORLEANS, LA
Boes Iron Works, New Orleans, LA



SEVENTH PLACE PALMETTO FARM CREDIT - LUGOFF, SC
Roofers Mart, Inc., Columbia, SC



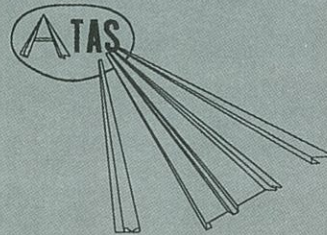
EIGHTH PLACE CUNNINGHAM RESIDENCE - UPPER ARLINGTON, OH
Roofing Wholesale, Columbus, OH



NINTH PLACE CORTLANDVILLE PIT STOP - CORTLAND, NY
Erie Materials, Auburn, NY



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Industry

■ News

⇒ From Page 14, NCI

and engineering staff there to meet the needs of those customers. This shows those customers that we can service their needs. We feel we offer a competitive product, through all our divisions, with strong service and this is what builders are looking for.

MCN: Are NCI's products available literally throughout the U.S.?

Schulte: Yes. There are some regions where we are planning to improve our market presence, but we are currently servicing all of the states and several foreign locations.

George: There are also export opportunities, in the event that the U.S. building market slows down. We'll continue to work at developing this market and we keep getting better at it. Sales internationally have grown considerably in the past year.

We have a very supportive board of directors who know the industry and who help us a lot in these acquisition opportunities and

expansions. They allow us to stay nimble and quick, and take advantage of opportunities that will enhance the company.

Since April we've also been training builders on our new computer pricing systems. The software is targeted to our builders in the A&S, MidWest and Metallic divisions. It is now capable of generating pricing and purchase orders and the next release will be able to do drawings.

We are also linked to the World Wide Web (www.ncilp.com), registered through NCI and the building divisions. Product information will be available through the Web,

where we will also be able to post information to the investment community.

MCN: Can we expect further acquisitions, or start-ups, of products that will complement NCI's building and components product lines?

Schulte: I think we'll digest some of the purchases and additions that we've made. And there is room for some mini plants. But over the long haul, yes, you'll see some more of this happen. We know metal buildings and we'll match our staff with anyone in the metal building industry.

MCN: Despite being a publicly-held company you appear to be committed to continuing your entrepreneurial spirit.

Schulte: That's right. Our management and employees still own a significant portion of the company, so we're going to continue to make decisions to grow the company and we'll act on those decisions.

We expect the rest of this year to be strong for NCI, and beyond that we are making plans to guard against any downturn that might be coming in the future. Our residential products, Express buildings, components and regional expansions are some of the things that will help us to offset a drop in building sales whenever that does eventually happen.

○

Roll Right Industries

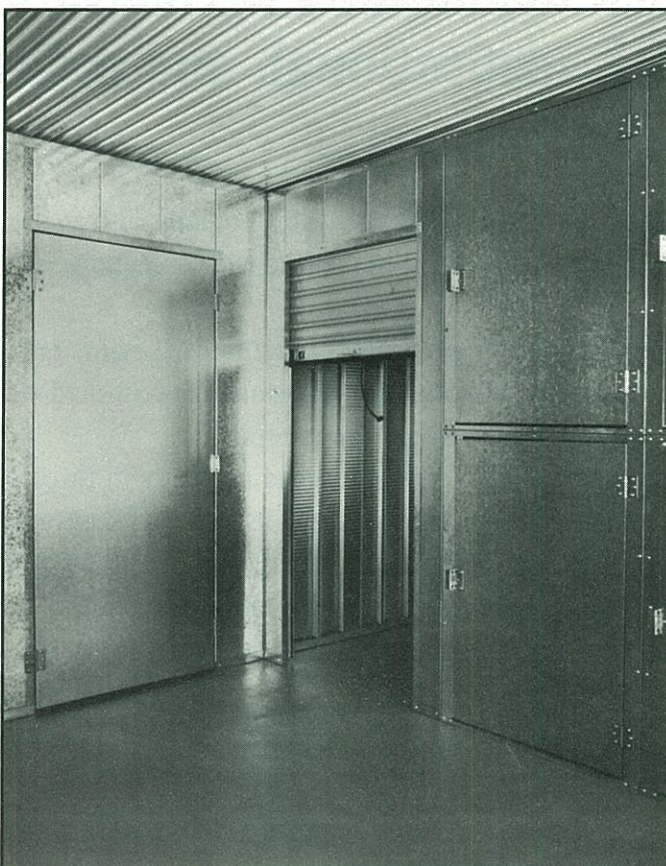
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Industry

■ News

⇒ From Page 4, Span

able to help each other become a better company. On regional, national and corporate levels, the companies are able to monitor each other's needs and make sure a commitment is made on both ends. With the help of Varco-Pruden's National Services Team, Span is able to effectively handle projects across the U.S., without compromising the company's professionalism and quality programs.

According to Dave Gilchrist, president of Varco-Pruden, "Span Construction, under King Husein, has demonstrated to this industry that with vision, tenacity, stubbornness and customer focus, anything is possible. In this short period of time, Span has achieved a milestone that was unheard of ten years ago. This accomplishment will serve as a challenge to the rest of the industry. Much like the Olympic athletes who performed in Atlanta, Span had a vision to raise the bar and achieve a new benchmark rather than settle for old or established records and goals."

○

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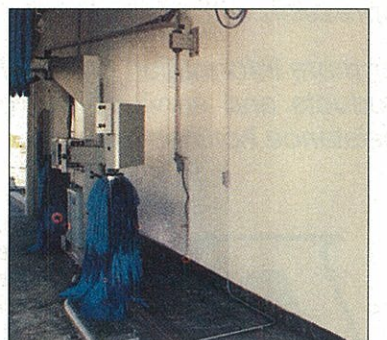
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