

May 1997

# Metal Construction News

The Voice Of The Industry

## Inside The Issue

### Special Emphasis

Top 100 Builders & Industry Suppliers.....center section

### Bonus Feature

Top 101-225 Builders .....81

### Job Applications

Marina-related projects .....Pg. 8

### Product Report

Doors for metal buildings and post-frame .....Pg. 34

## Associated Building Systems Acquires CBC Steel Buildings

Associated Buildings Systems (ABS) of Portland, TN, has agreed to the acquisition of CBC Steel Buildings of Lathrop, CA. As a result of the purchase, ABS becomes the metal building industry's sixth largest company with combined annual revenue in excess of \$130 million.



George King

George F. King, ABS president and CEO, said that on March 26

CBC became a wholly-owned subsidiary of ABS. ABS is also the parent company of Gulf States Mfrs., located in Starkville, MS, and Kirby Building Systems, Portland, TN.

Terms of the transaction were not disclosed, but officials said CBC will retain its name and will continue to operate separately. Ron Johnson, one of CBC's founders and current company president and chief operating officer.

CBC Steel Buildings is a leading West Coast manufacturer of metal building systems that are sold

To Page 4, CBC ⇐

## Metal Sales Positions For Continued Growth Through Expansion

Metal Sales Mfg. Corp. recently completed construction of its newest facility in Frederick, CO, and expansions to the Sellersburg, IN, and Spokane, WA, facilities.

"With the opening of our 110,000 sq. ft. Frederick (near Denver) operation, Metal Sales will produce additional commercial and architectural products to better

serve the western U.S.," explained Jim Gianacakes, Metal Sales' product services manager. Secondary framing members will also be produced in Frederick, as well as full slit and recoil capabilities. The facility replaces Metal Sales' previous location which was in the Denver metropolitan area.

"In addition to the Frederick

opening, we have doubled our facility in Sellersburg, IN, to 175,000 sq. ft. and increased our Spokane, WA, operation to 70,000 sq. ft. These expansions come on the heels of our Temple, TX, facility which opened in 1996," said Gianacakes.

"Our growth is a reflection of our commitment to our customers," he continued. "The ownership

understands that growth in our industry can be short lived unless you do it with quality equipment and facilities to support it.

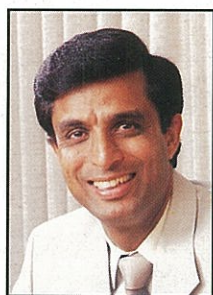
"The Sellersburg facility will have a new state-of-the-art secondary framing member line which will allow Metal Sales to produce

To Page 4, Metal Sales ⇐

## Span Tops 17,000-Ton Mark To Claim Top Metal Builder Honor

By Shawn Zuver  
Editor

Employee teamwork and partnership with its suppliers and customers are among the key ingredients for Span Construction & Engineering's phenomenal success. Since it was founded 17 years ago, the Madera, CA-based company has experienced strong growth on the way to claiming its place as the top pre-engineered metal building contractor in the country.



King Husein

During the past year, Span continued to strengthen its leadership position by claiming its seventh consecutive



Span Construction & Engineering has earned the Top Metal Builder honor seven times in a row by completing projects like this Casel Intl. building in Issaquah, WA, using Varco-Pruden systems.

Top Metal Builder award from Metal Construction News. Span gained the most recent award by purchasing 17,792 tons of steel for pre-engineered buildings in 1996, an increase of 17% over the record level of 15,189 tons in 1995.

According to Span's president, Firoz "King" Husein, P.E., the steel tonnage is gratifying, but not the most important issue. Rather, King

and his staff prefer to emphasize quality and safety on each project, to ensure that Span delivers the best building possible to every client. As a result, the Span Quality Program and Span Safety Program are models for the entire industry.

King founded Span Construction & Engineering in 1980, shortly after

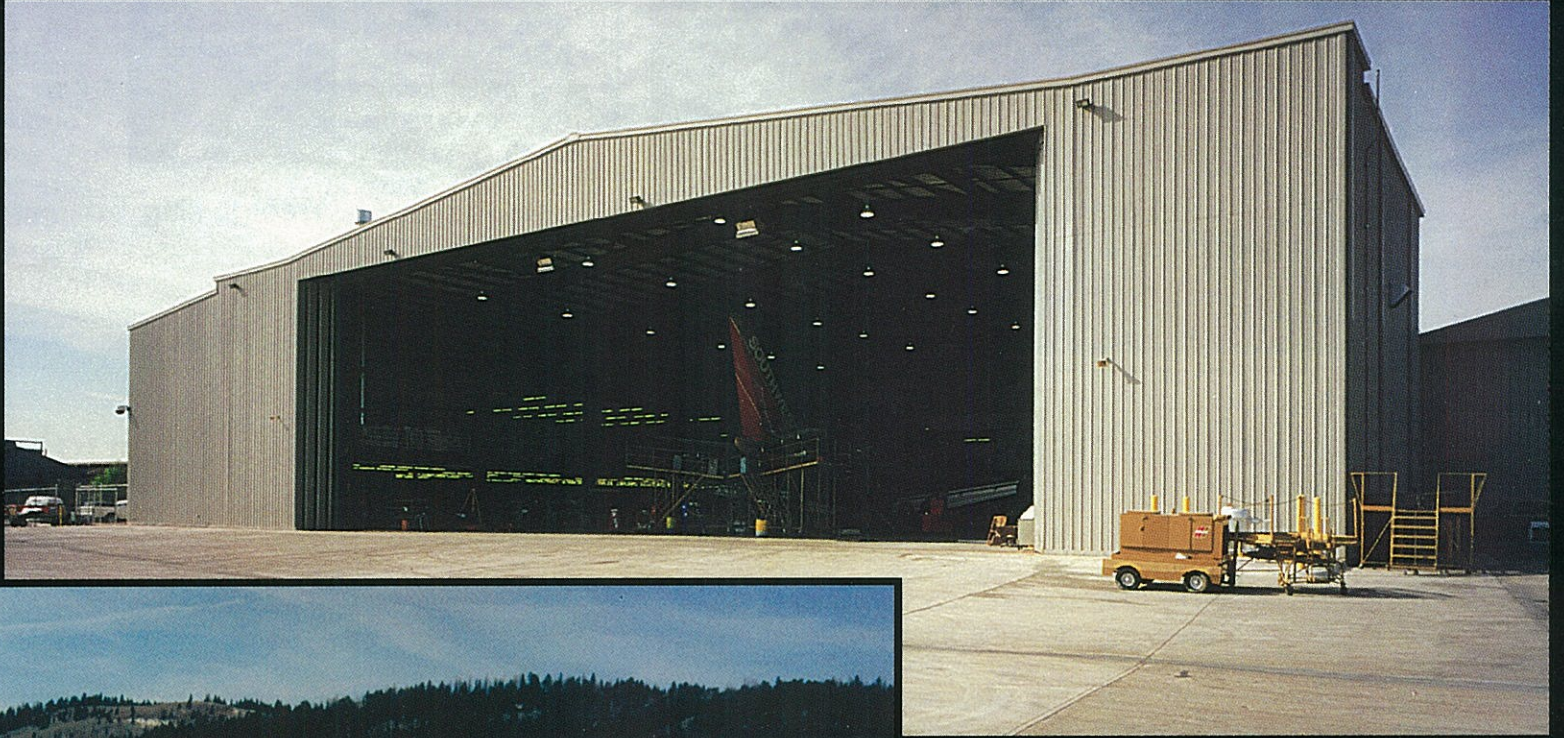
To Page 16, Span ⇐

### Next Month In Metal Construction News...

- **Special Emphasis**  
Pre-Insulated Panel Projects
- **Product Report**  
Standing Seam Roof Systems

- **Feature Articles**  
Effective Self-Storage Designs
- **Job Applications**  
Hotels & Resorts

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Span's project portfolio includes Bee Sweet Citrus Inc. (left) in Fowler, CA, and L&V Distributing in Fresno, CA.

## Contractor

### ■ Feature

⇨ From Front Page, Span

having begun his career in the pre-engineered building industry. He earned a Bachelors Degree in his native country of India from the University of Bombay. King then moved to the United States for his Masters Degree at Brigham Young University in Utah, prior to starting his professional career.

By now, Span's stunning achievements have taken on legendary proportions—culminating in an astounding milestone that was marked in 1996 when Span reached \$100 million in steel purchases for pre-engineered metal building systems.

Span's accomplishments, utilizing systems from Varco-Pruden Buildings, have been chronicled in numerous past editions of Metal Construction News (August 1991, August 1992, May 1993, May 1994, May 1995, May 1996 and September 1996).

"Varco-Pruden is proud of Span Construction's boundary-breaking success," said David Gilchrist, president of Varco-Pruden Buildings. "Span's continued success is obviously a reflection of the high standards and integrity set by their president, King Husein, for his employees. Their ability to translate those values into finished projects is represented by this achievement. We are also pleased to have, at least in part, contributed to that success.

"Varco-Pruden knows that just designing and fabricating superior building products is not enough. We must have out-

To Page 18, Span ⇨



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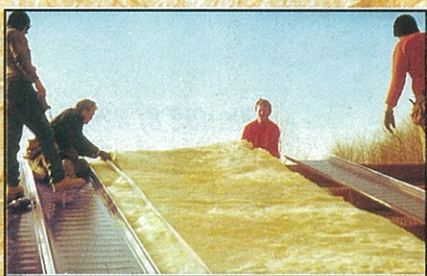
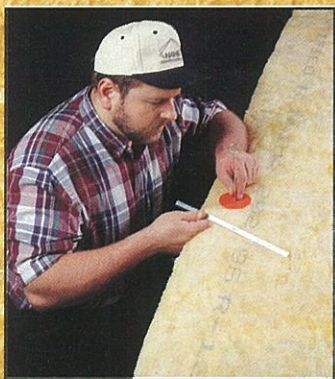
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SLC Ventures (left) in Salt Lake City, UT, and Stockton Industrial Park in Stockton, CA, were both completed by Span with Varco-Pruden Buildings.

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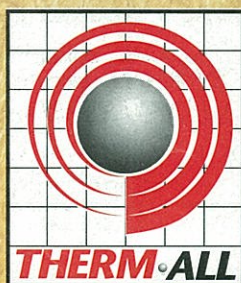
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## Contractor

### ■ Feature

⇨ From Page 16, Span

standing builders, like Span Construction, not only erecting buildings and meeting end customer needs but challenging VP to get better and better by raising the bar of continuous improvement."

Gilchrist continued, "We are committed to helping Span Construction, as well as our other authorized builders, continue their leadership roles within the metal building industry. Varco-Pruden believes that Span's attention to quality, detail and innovation will assure its success far into the future. Varco-Pruden is honored to be associated with Span and this prestigious award."

Understandably, Span's story is already familiar to most readers of *Metal Construction News*. So, with that in mind, the following interview with King Husein focuses on the top metal builder's construction activity during the past year:

**MCN:** Because the *Top Metal Builder* award is based on tonnage, we'd like to start by talking about the 17,792 tons of steel Span purchased in 1996. This figure is over three times as much as Span's 5,495 tons that won our first contest in 1990. Numbers like these are mind-boggling to many people in the metal building industry. Are you also surprised by the incredible volume that Span has been able to handle, particularly when you consider that your company was founded just 17 years ago?

**King Husein, P.E.:** At times,

To Page 20, Span ⇨



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The California State Parole Office (left) is in Span's home city of Madera, CA, while this Costco facility is located across the country in Queens, NY.

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## Contractor

### ■ Feature

⇨ From Page 18, Span

I am surprised. At times, I am amazed. However, we do not focus on numbers. Our philosophy is always to take one sure step at a time and grow the business.

**MCN:** How many projects does that 17,792 tons represent?

**Husein:** In 1996, Span completed 55 projects, and seven projects were under construction at the end of the year.

**MCN:** Your 1995 metal building sales volume was \$45.5 million. How did 1996 compare with that?

**Husein:** Our total volume for 1996 was \$48.6 million.

**MCN:** In past years, you've credited your employees for Span's outstanding success. Please tell us just how important those people are in the ability of Span to continue to set these incredible sales volume records.

**Husein:** Since our company philosophy is based on teamwork, each member of our team is very important to the success of the company. The employees know that they are important because of the responsibilities and authority they have and the feedback they receive from management.

**MCN:** You've also been quite vocal in praising the partnership between Span and Varco-Pruden. It would seem that the closeness of that partnership must become even more important as Span continues to grow.

**Husein:** I have stated on previous occasions that the success of Span is closely tied to

To Page 22, Span ⇨

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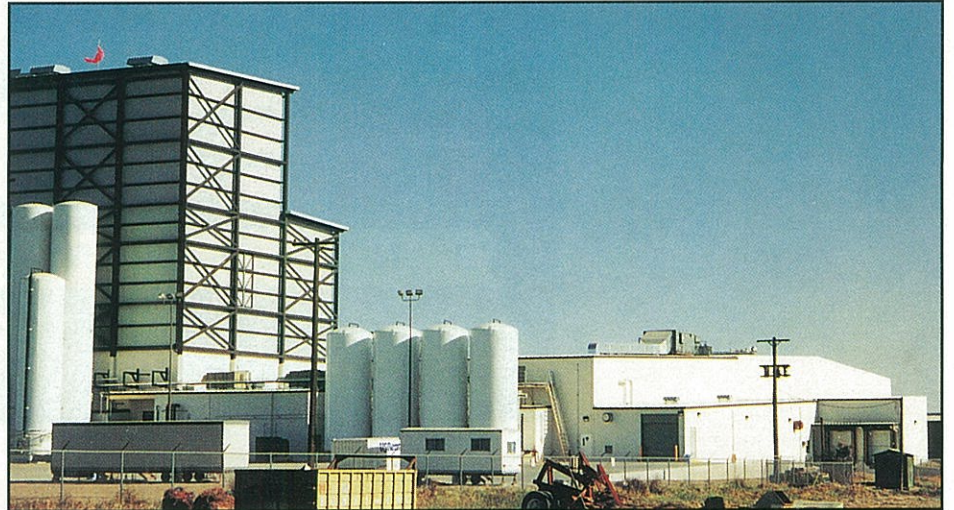
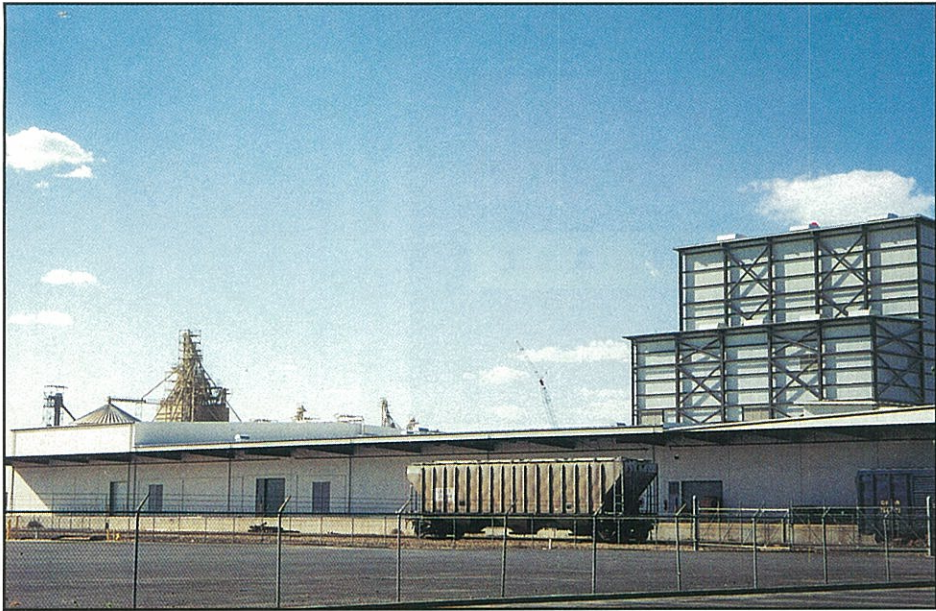
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Another impressive Span project is the San Joaquin Valley Dairymans complex in Turlock, CA.

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PRO-LOC III



SOFFIT

## Contractor

### Feature

➔ From Page 22, Span

to further your safety efforts in the past year? And what plans do you have for enhancing your safety practices in the future?

**Husein:** Our basic safety program is in place. We are implementing this program effectively on all our projects. We are placing more emphasis now on training. We are utilizing the resources of our insurance underwriter in training and other areas of our safety program. Our director of safety is now training our field superintendents and steel foreman who in turn become safety officers on their projects and implement the Span Safety Program. Our goal is to drive the training down to all levels of our field operations.

**MCN:** One of the many things that sets Span apart from other metal building contractors is its ability to handle large projects for customers across the country. Have you continued to expand your geographic range?

**Husein:** Our geographic range continues to be the USA. As opportunity arises, we will consider overseas projects.

Our track record with national companies provides Span with opportunities to work on large projects across the country. VP has a team of qualified corporate account managers who are committed to promoting VP and their builders with large corporations. This is definitely creating additional opportunities for future company growth.

**MCN:** What were some of

metal sales  
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Span has handled several Costco projects such as this one in Westlake Village, CA. S&S Produce (above) is located in Mendota, CA.

# When quality counts...

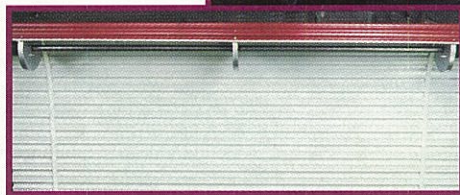


## 940 Steel Roll-up Door

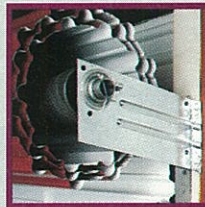
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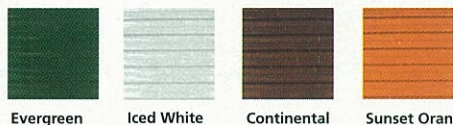
12 gauge zinc-plated brackets with bearings and stiffening ribs assure smooth operation.



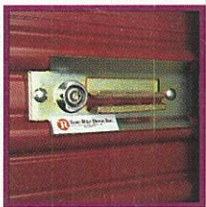
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## Contractor

### ■ Feature

⇨ From Page 24, Span

your most noteworthy projects completed during 1996?

**Husein:** Some of the noteworthy projects completed in 1996 were:

- Costco, Brooklyn, NY, is a two-story hardwall project overlooking Manhattan and the Statue of Liberty. This is a 150,000 sq. ft. retail facility with architectural exterior finishes.

- Buzz Oates-Younger Creek Project, Sacramento, CA. This project is a 584,000 sq. ft. hard-wall distribution warehouse with long spans and wide bays.

- Casel International, Issaquah, WA, is a 35,000 sq. ft. production facility with a composite roof system. This project won a Varco-Pruden Hall of Fame award.

- Bee Sweet Citrus Inc., Fowler, CA, is a 150,000 sq. ft. cold storage facility with special insulation requirements. This project also won a Varco-Pruden Hall of Fame award.

- Pike's Peak International Raceway, Fountain, CO. This project included a series of three buildings consisting of 50,000 sq. ft. for storage and repair of race cars.

**MCN:** How many projects are currently under construction, or are due to start soon?

**Husein:** Currently we have 11 projects under construction and a few more in the design stages.

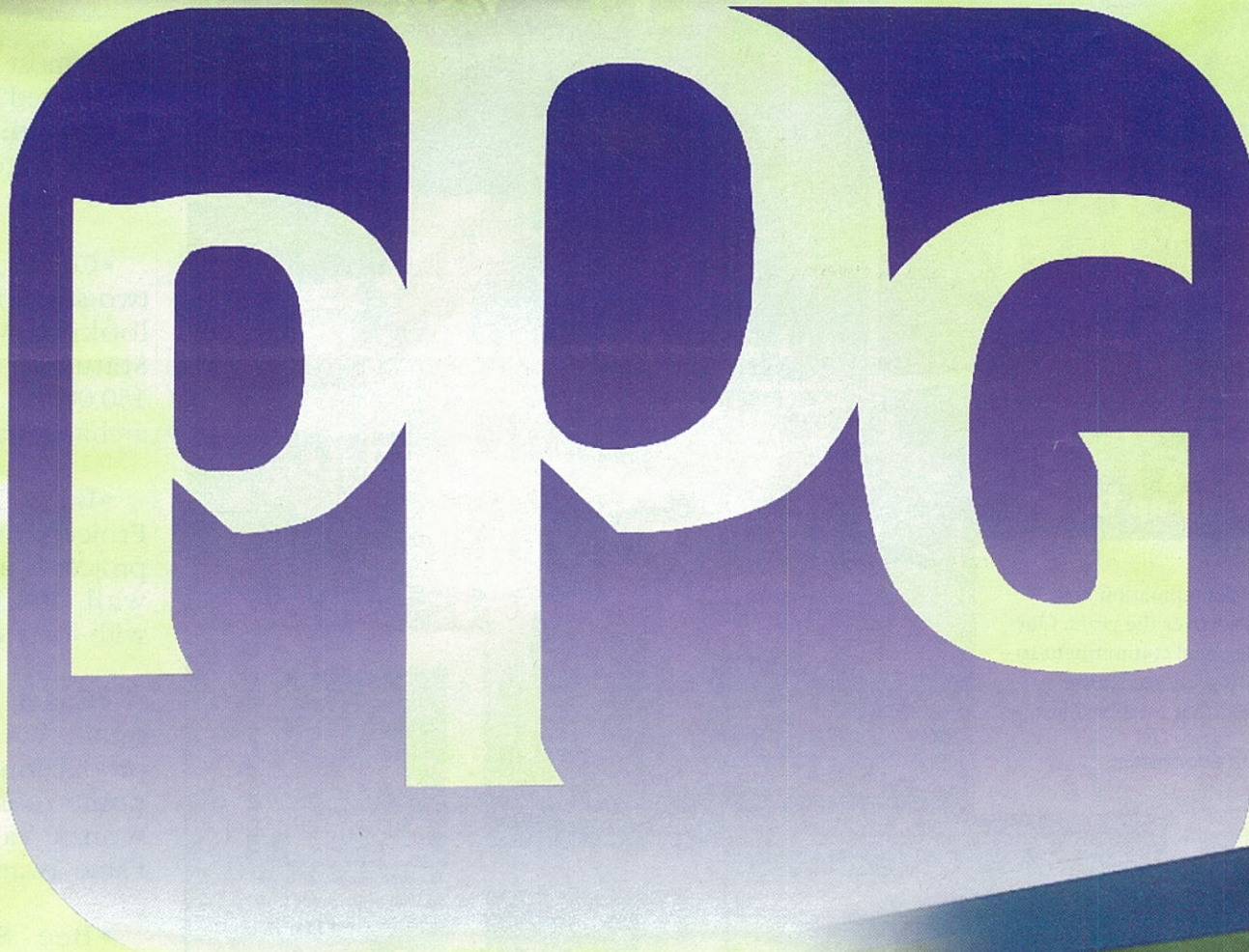
To Page 28, Span ⇨

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Both of these projects are located in Washington. The Optical Center (left) is in Tukwila and Casel International (also shown on the front cover) is situated in Issaquah.

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## Contractor

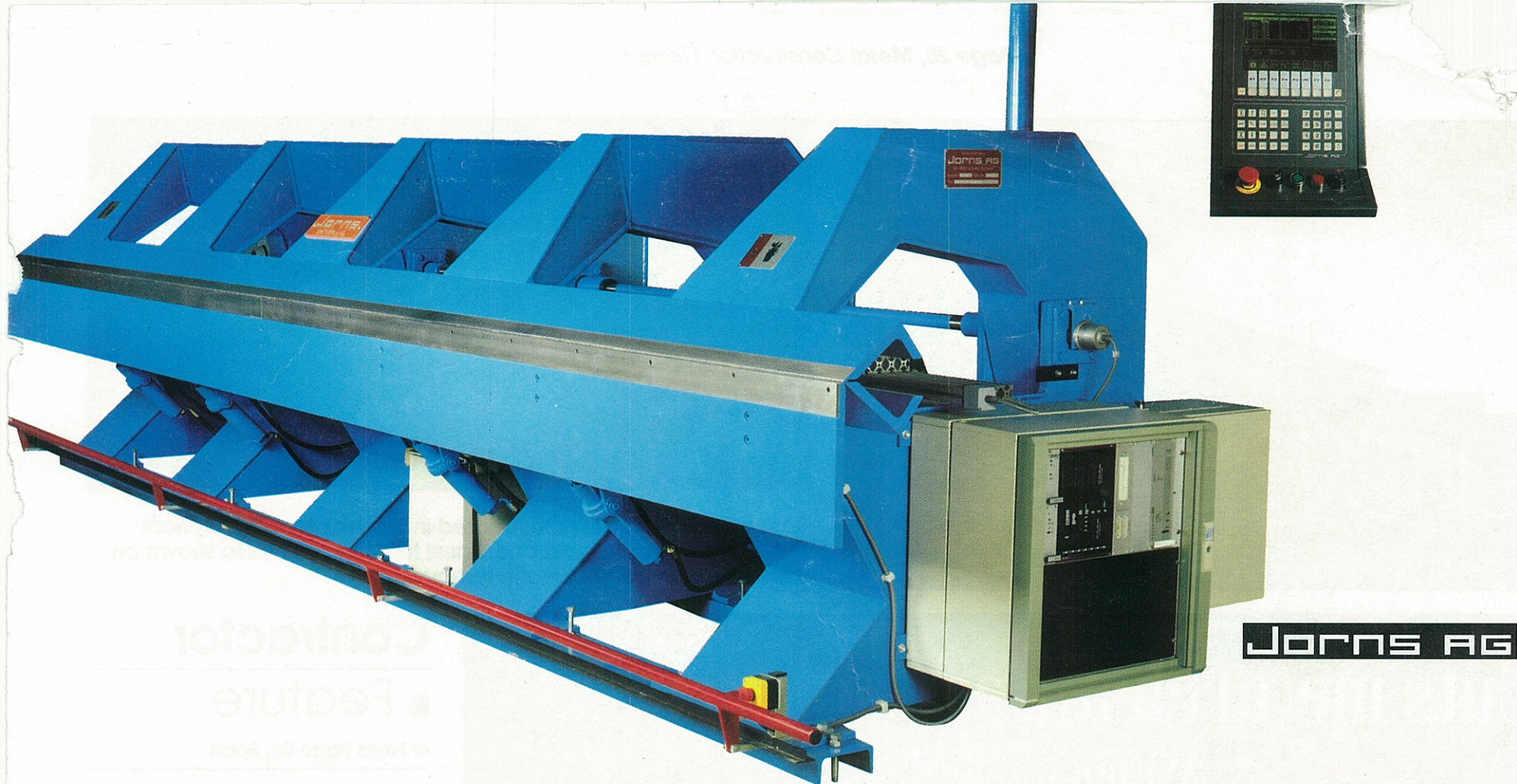
### ■ Feature

⇨ From Page 26, Span

**MCN:** Even though your basic operating philosophies remain the same—such as emphasizing quality rather than trying to achieve high sales volume—Span seems to be constantly changing things to improve service to its customers. A few of those changes might be “reactive”, but we’ve come to realize that most of the changes are part of your extensive planning. With this in mind, can you share some of Span’s future plans with us?

**Husein:** It requires a lot of effort to manage the details of all the projects and keep them on track. Fortunately, we have built a strong foundation with a core group of people. This core continues to enlarge as we grow. This year we are offering additional products and services to our clients by utilizing the United Dominion Industries (UDI) mosaic of products. These products include Serco dock equipment, Windsor rolling and overhead doors, Ceco mandors and frames, Ceco window frames and AEP-Span architectural roof and wall panels. This enlarged product offering is further adding value to our clients who are looking for a single source responsibility for their building needs.

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Gaining a significant competitive edge in today's market place isn't easy, but if you put a Jorns long folder on your floor, you've got one! Here's why: A Jorns folder can be moved to the point of need. No pit, no foundation...just move it where you want it. That gives you real flexibility...something the competition won't have with a press brake. Second, a Jorns folder doesn't require changeover when material thickness changes or when part configurations change. That's all taken care of by the CNC backgauge and the universal tooling found on the "C" clamp jaws that hold, adjust and manipulate the work pieces for you. And at about 30% less than a comparable press brake, your competition will come up short when it comes to producing long parts at maximum profitability.

## **LIFE IS SHORT...GO LONG!**

With nearly 100 Jorns long folders already installed in some of the country's largest metal building and component manufacturing companies in the United States, timing is everything. The longer you wait, the shorter the window of opportunity for having a major impact on your bottomline. Call IFT now, and ask for our FREE video and brochure that shows you how easy it is to bend all the long parts you want, and describes the specific benefits the Jorns Extended Length Folding System brings to your shop floor. We're standing by to talk with you about your individual requirements and to demonstrate your applications on a Jorns folder here in our Folding Technology Center in Atlanta.

**Come on! How long can you go without one?**



**FREE VIDEO!**



**Intelligent Machines  
Intelligent Results**

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