

May 1998

Metal Construction News

The Voice Of The Industry

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NCI Building Systems Announces Agreement To Acquire MBCI

NCI Building Systems Inc. announced in late March that it has entered into a definitive agreement to acquire Metal Building Components Inc. (MBCI) from BTR plc for \$550 million in cash. (An in-depth story on the acquisition will appear in the June edition of *Metal Construction News*.)

MBCI is a leading manufacturer of metal roof and wall systems in the U.S. and a major provider of metal coating and finishing services to a variety of customers. The combination of NCI and MBCI creates an integrated supplier to the construction industry, providing metal buildings, roof and wall



Johnie Schulte



A.R. Ginn

systems, commercial door and metal coil coatings—with 39 facilities located in 19 states and Mexico.

To Page 4, NCI-MBCI ⇐

Span Claims Top Metal Builder Honor For Eighth Consecutive Year

By Johnna Young
Staff Writer

Quality and excellence are two words that definitely describe Span Construction & Engineering Inc. The Madera, CA-based company, which was founded in 1980, continues to excel in numerous areas throughout the metal building industry including once again claiming the position as top pre-engineered metal building contractor in the country.

Span Construction's president Firoz "King" Husein, P.E., attributes his company's continued suc-



King Husein

cess to the fact that the basic principles of business are understood and utilized on every project. Honesty, commitment, quality, service and value are key elements the company strives for in every pro-

ject it works on.

This philosophy has obviously

To Page 26, Span ⇐



Span Construction & Engineering used pre-engineered building systems from VP Buildings for the mammoth Guardian Industries facility in Geneva, NY.

MCN Introduces Industry Website Directory

In the July edition, *Metal Construction News* will begin publishing a special monthly presentation highlighting the internet website addresses of industry suppliers.

The new Website Directory Of Industry Suppliers, produced in conjunction with *Metal Architecture* magazine, will link internet users to vital information on metal construction products, specifications and services.

Access to all of the participating supplier websites can be easily achieved by locating *Metal Construction News*' site at "www.modertrade.com", using any worldwide web browsing software. Once inside the site, users

can select the "supplier links" page which contains descriptions of participating industry suppliers' product lines—along with hyperlinks that will take the user directly into each supplier's website.

Supplier sites can also be accessed directly by locating the address in the monthly Website Directory Of Industry Suppliers, and then typing the address in a computer's web browsing software.

A sample of the Website Directory's format can be found on page 87 of this issue, including information on how suppliers can learn more about participating in the monthly presentation.



Ground Breaking Held For Midwest Metal Coatings

Formal ground breaking ceremonies were held in March for the first plant of Midwest Metal Coatings LLC, a joint venture between Precoat Metals division of Sequa Corporation and NCI Building Systems Inc.

Midwest will operate a heavy-gauge coil coating line which will paint steel for purlins and

girts used in metal buildings. The facility is expected to be operational by the third quarter of 1998.

The coating line will have a top speed of 300' per minute and a nominal capacity of 250,000 tons per year. It will run material

To Page 40, Midwest ⇐

Copper Sales Celebrates 25th Anniversary

Copper Sales Inc., a leading provider of architectural metal building products, celebrated its 25th year in business, highlighted earlier this year during the National Roofing and Contractors Association's show in Las Vegas.

"We're not just celebrating 25 years of survival, we are looking back on the past quarter-century and evaluating where we have been in the eyes of our customers, employees and even competitors,"

said Copper Sales vice president of operations Jack Rogers. "From that, we are eagerly approaching the millennium with our minds open to new technology, products and services so we can continue to effectively accommodate the needs of our customers, employees and vendors."

In the spirit of the 25th anniversary celebration, Copper Sales held

To Page 38, Copper Sales ⇐

Next Month In Metal Construction News...

■ Special Emphasis

Non-Typical Self-Storage Designs

■ Product Report

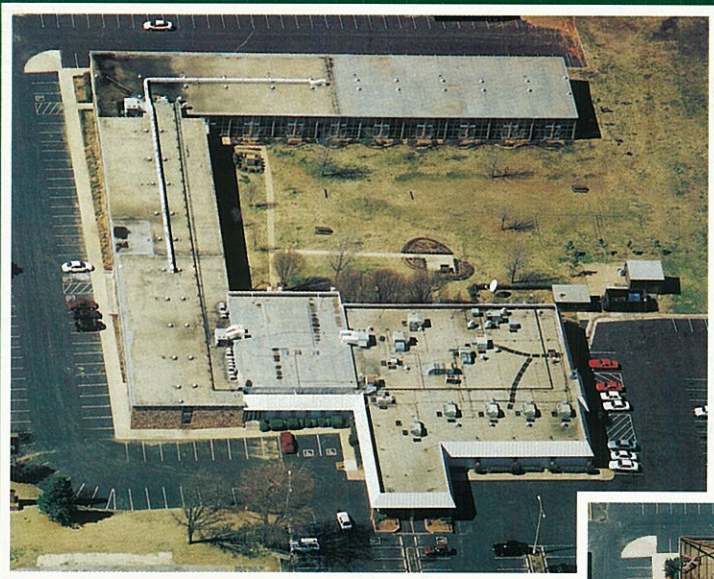
Standing Seam Roof Systems

■ Feature Articles

Industry Update: Pre-Insulated Panels

■ Job Applications

Hotels & Resorts



"USA has done a very good job. I am very pleased with their service and response, and highly recommend them." ... Harry Coates, Contractor.

Project Name: Holiday Inn East, Tulsa OK
Owner: Paul Bailey, Tulsa, OK
Contractor: Harry E. Coates Co., Inc., Seminole, OK
Architect: Maurice Kutt, Norman, OK
Systems Used: Retro-Trusses and Retro Post



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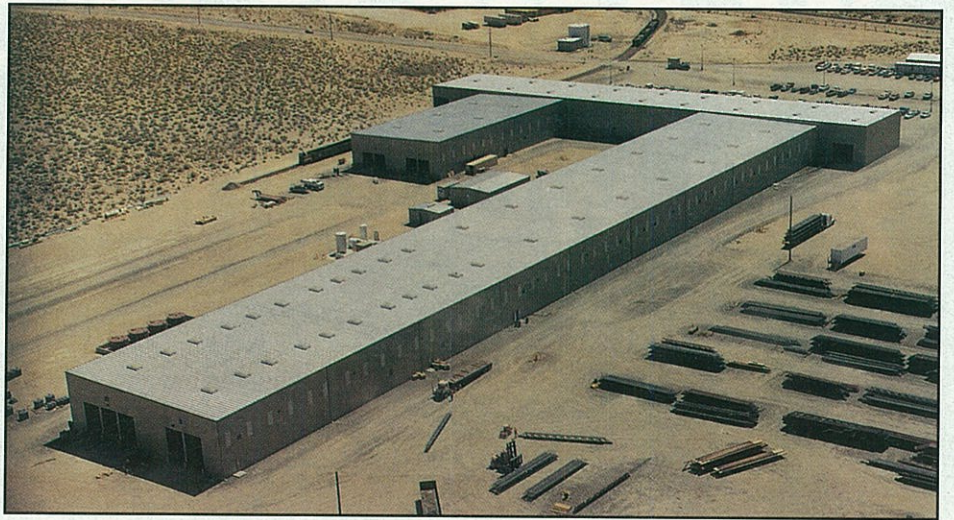
Find our Specs at <http://www.arcat.com/sd/client/specs/07410usa.txt>



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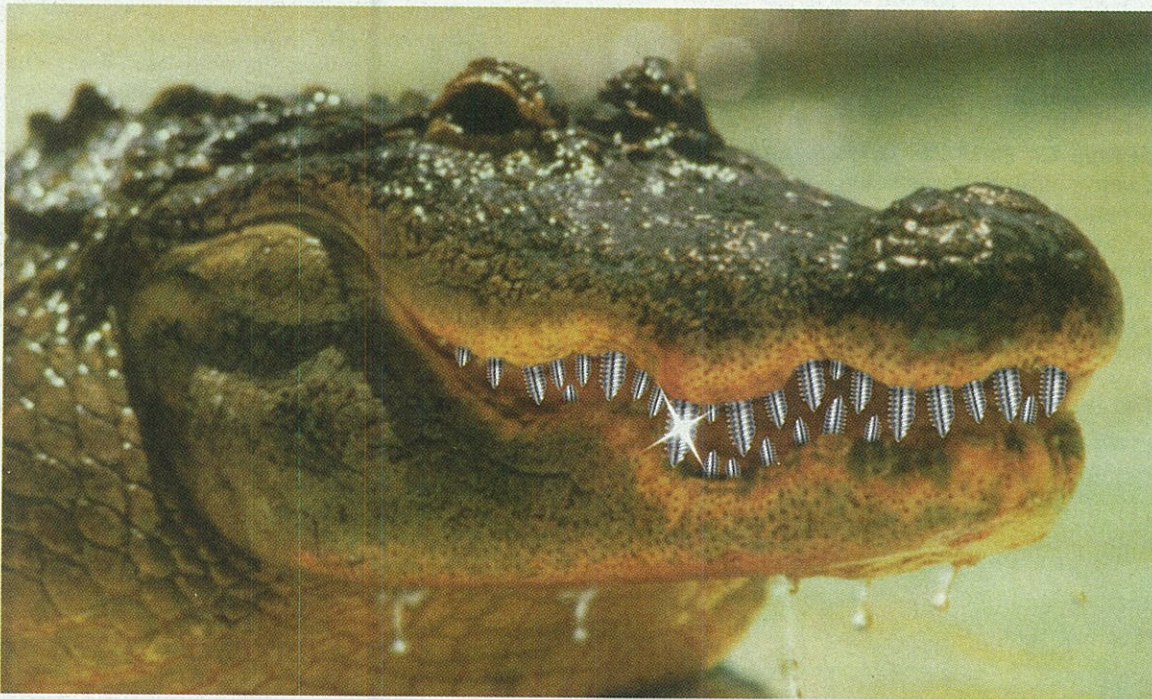


Costco Wholesale, Brooklyn, NY, is one of many projects Span has completed for Costco.



The 144,000 sq. ft. SMI Joist Plant in Fallon, NV, was completed in 90 days. Span Construction served as general contractor.

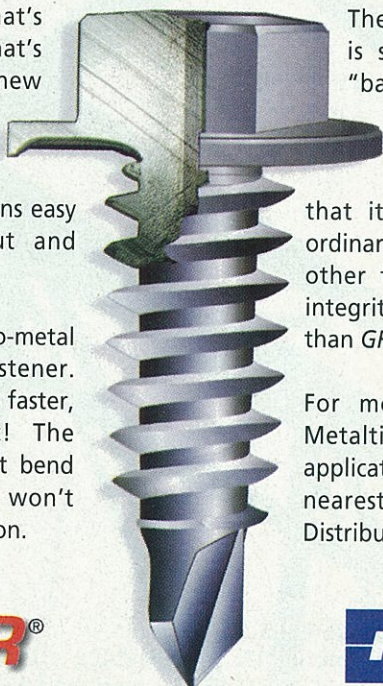
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Top Metal

■ Builder

⇨ From Front Page, Span

benefited the 18-year old company, who has been awarded Top Metal Builder from *Metal Construction News* for the eighth consecutive year. Span was bestowed this award for purchasing 23,279 tons of steel for pre-engineered metal buildings for 1997. This figure again exceeded the previous year's tonnage, which was 17,792 tons.

Although this tonnage is an outstanding achievement, King emphasizes employee teamwork, as well as quality and safety as important ingredients in making the company so overwhelmingly successful. Span Construction and Engineering offers both the Span Quality Program and Span Safety Program to ensure that Span delivers the best building to every client.

Span's accomplishments, utilizing systems from VP Buildings, have been discussed in numerous past issues of *Metal Construction News* (August 1991, August 1992, May 1993, May 1994, May 1995, May 1996, September 1996 and May 1997).

During 1997, Span again achieved many awards and distinctions from VP Buildings. Span received "Hall of Fame" awards for two projects: the Madera County Family Support facility in Madera, CA, and S&S Produce in Mendota, CA. The SMI joist plant project, located in Fallon, NV, was featured in VP Buildings' "Project Profile". Span acted as general contractor and steel erector on this 144,000 sq. ft. project which was completed in 90 days from ground breaking to production.

Also in a ceremony recently Span received the "\$25 Million Club" award, for buying \$25 million in steel from VP in 1997. VP

To Page 28, Span ⇨

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The Madera County Family Support project in Madera, CA, won a "Hall Of Fame" award from VP Buildings.



Located in Mira Loma, CA, the Costco Distribution Depot was a 900,000 sq. ft. project.

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David Gilchrist, president of VP Buildings (left), presents King Husein (right) with the \$135 million Cumulative Award.

Top Metal Builder

From Page 26, Span

also awarded King with the \$135 million Cumulative Award for selling \$135 million in VP products since he has been a VP authorized builder.

"The success of Span is due in large part to King Husein's pervasive attitude that there are no boundaries which cannot be overcome with determination, enthusiasm and desire," David Gilchrist, president, VP Buildings, said.

"This attitude has helped make VP Buildings a better company," Gilchrist continued. "Through King Husein's leadership, no opportunity is too complicated, too small, or too far away. Whatever the challenge Span sets the bar and VP works with Span to exceed the challenge. This could not have happened without constant communication and improvement in processes and policies. This in turn helps VP with its other builders by offering them new products, new methods and new ideas which allow us to grow together.

"VP believes that the significant improvement in lead times,

To Page 30, Span

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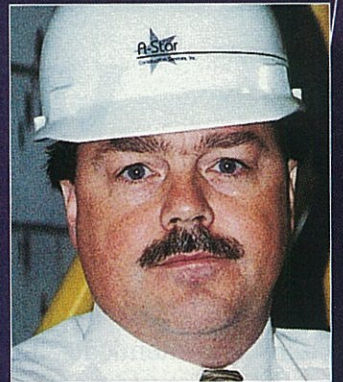


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The 306,000 sq. ft. Noll Manufacturing facility in Stockton, CA, features full height concrete walls and a standing seam roof. The photo to the left shows a full aerial view of the structure. To the right is a closer view of the inside of the building under construction.

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Top Metal

■ Builder

⇐ From Page 28, Span

quality, flexibility, on time deliveries and new products experienced in the last two years is due to the constant challenge to conventional thinking that Span offers everyone at VP."

Gilchrist added, "Every company needs a partner-customer that shows them how much better they can be. VP Buildings is proud to have King Husein and Span as the largest of these partners. Being number one in the industry for eight years is no small accomplishment. Only through constant reinvention and determination can a company succeed with consistency. Span's performance is a benchmark for all to admire."

Being named as Top Metal Builder for eight consecutive years, Span's story is probably familiar to most readers of Metal Construction News. So, keeping that in mind, the following interview with King Husein focuses on the company's activities during the past year and the ongoing progress that keeps Span among the industry's best.

MCN: Because the Top Metal Builder award is based on tonnage, we'd like to start out by talking about the 23,279 tons of steel Span purchased in 1997. This figure is almost a 25% increase over Span's tonnage total for last year. This is an impressive increase. What do you feel this continued success can be attributed to?

King Husein, P.E.: The economy in 1997 was strong for the construction industry. We were fortunate to build several large projects during the year. Additionally, the key employees in the company are stepping up to the plate and taking on more responsibilities.

MCN: Your recorded tonnage for 1997 is almost twice that of the

To Page 32, Span ⇐

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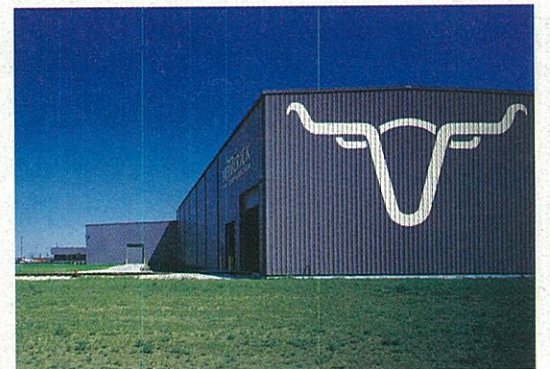


Maverick Tube Company crane building Hickman, Arkansas

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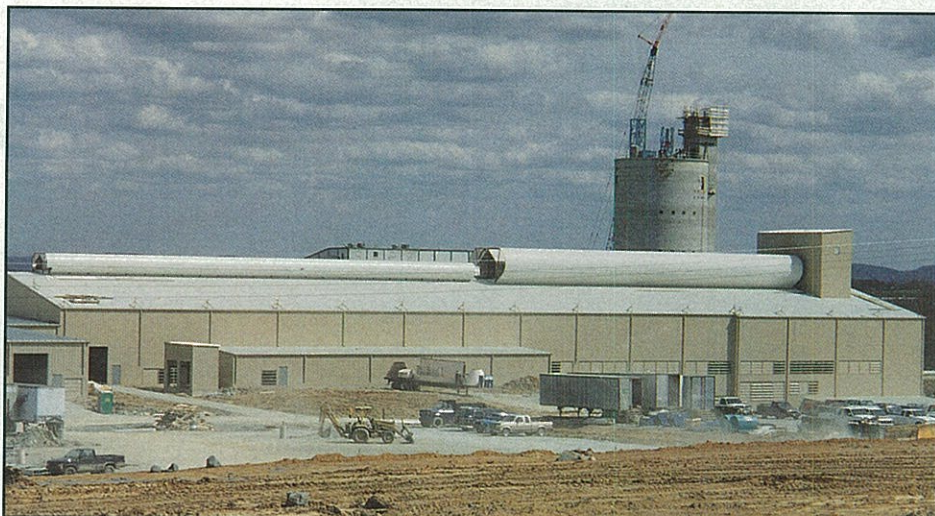


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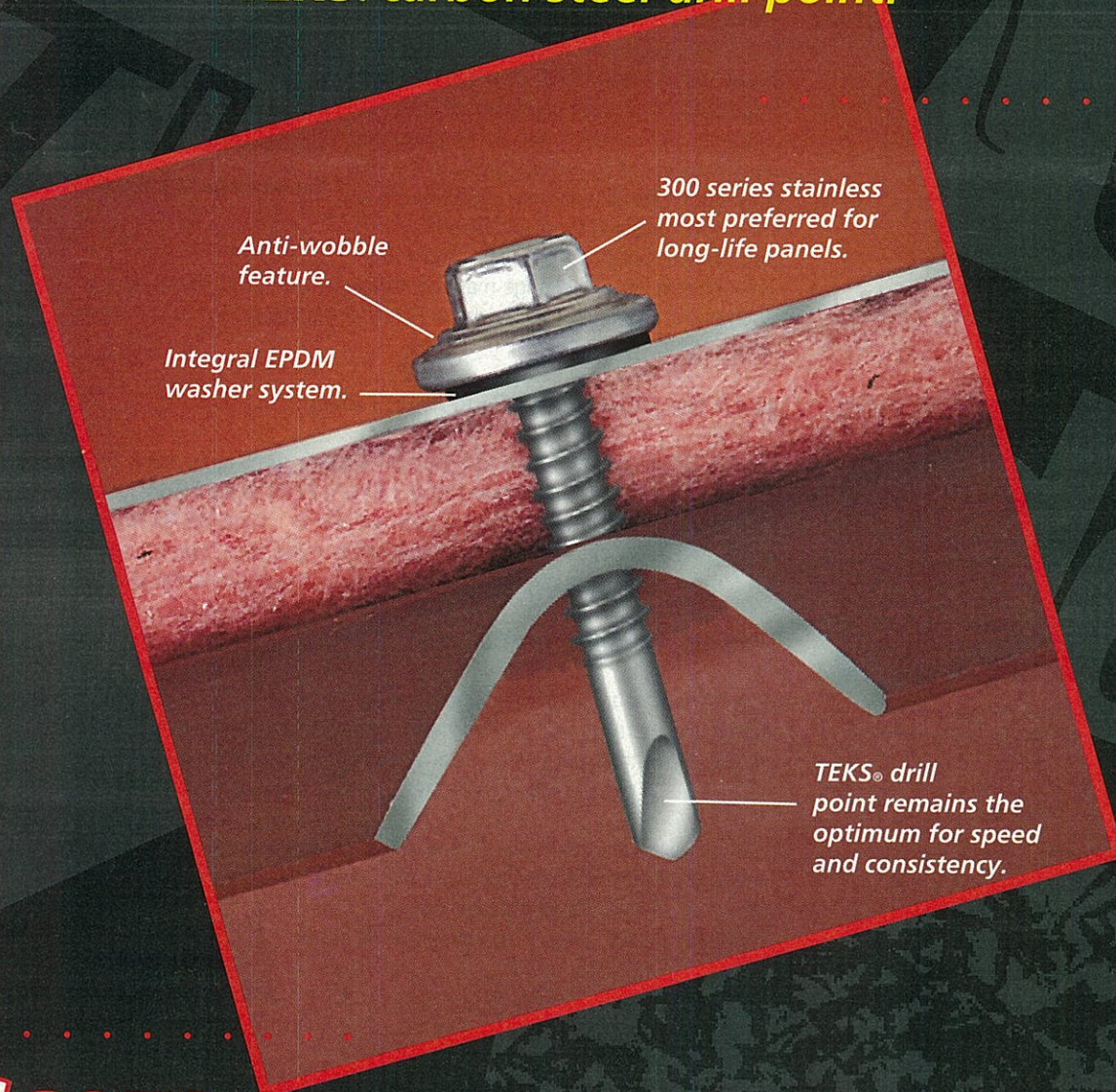




Span has completed many projects of the same magnitude as the AFG structure in Richmond, KY. The photo to the left is the project still under construction. On the right is a photo of the completed facility.

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Top Metal

■ Builder

⇨ From Page 30, Span

builder listed in second place. How many projects does that 23,279 tons represent? How many projects are currently under construction?

Husein: Span completed 77 projects in 1997 and currently we have 11 projects under construction or in the design phase.

MCN: Your 1996 metal building sales volume was \$48.6 million. How did 1997 compare with that?

Husein: Sales volume for 1997 was \$59.4 million.

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? Have you completed any overseas projects in the past year? Do you foresee any plans to penetrate the overseas metal building market?

Husein: Our geographic range continues to be the USA. Currently we are building a project in the Virgin Islands. We have not aggressively pursued the overseas metal building market. As opportunity arises we will consider them very cautiously. I believe it is a matter of time that we will be active in the overseas market.

MCN: As you stated in previous MCN articles, VP Buildings' team of corporate account managers are committed to promoting VP and its builders to large corporations. This partnership between Span and VP Buildings has been an asset to the growth of your company in past years. Does this closeness continue to be an important aspect as Span continues to grow?

Husein: A majority of the large projects are with national corporations. VP Building's corporate

To Page 34, Span ⇨



The Competition's Worst Nightmare!

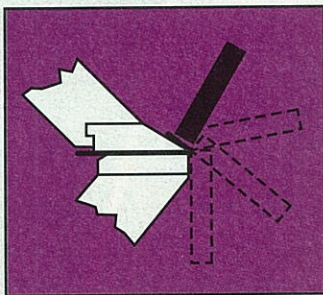
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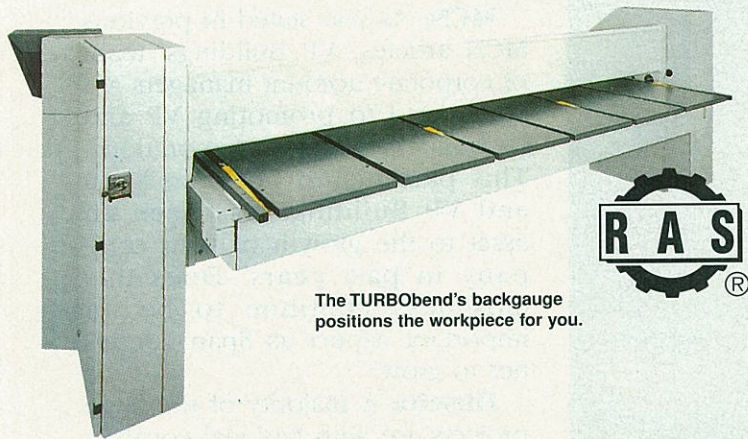
First, the TURBObend is lightning fast, with a folding beam that moves at 80 degrees per second, which is almost 50% faster than the Swedish system you may have seen, and far faster than anything your own competition can do!



The TURBObend's folding beam moves at 80 degrees per second.

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And the backgauge, driven by a brushless servo-motor, automatically positions your workpieces to within +/- 4/1000th inch in under two seconds so there's no more scribing or prick punching,

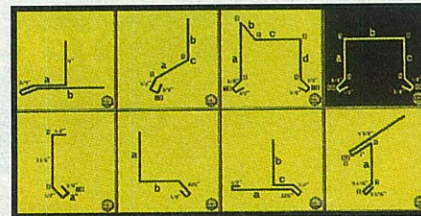


The TURBObend's backgauge positions the workpiece for you.



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The icon-based CNC virtually eliminates programming!

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There just isn't another metal folding system on the market that can deliver results and cost reductions like the TURBObend. So don't keep yourself up at night with yesterday's technology, buy a TURBObend today! You'll sleep a whole lot better.

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Above is the Yorkshire Dried Fruit building, located in Fresno, CA.

Top Metal Builder

From Page 32, Span

account managers are an important part of our team and their efforts are essential for the future growth of Span.

MCN: In past years, you've credited your employees for Span's outstanding success. Please tell us how your employees contribute to the continued success Span has had since it was founded

18 years ago and especially in the past year.

Husein: I have stated on previous occasions that our company philosophy is based on teamwork and each member of our team is very important to the success of our company. The key employees are part of the management team and their input is very valuable in our day to day operation.

The managers are given a lot of authority to make decisions in their areas of responsibility. This has allowed the company to grow, but more importantly, for their individual growth as well. It is gratifying to me to watch them mature and experience growth and success. Some of the individuals who continue to grow in the company are: George Goddard, vice president, construction and engineering services; Keith Harris, vice president, sales and marketing; Doug Standing, controller; Mark Reynolds, project development manager; Scott Clausen, engineering manager and architect; Tim Pendley, director of safety; Tracy Clayton, general field superintendent.

MCN: Safety is an essential element in the metal building industry, as well as in your company. Span's Safety Program is well known throughout the industry. Have you implemented any new safety practices in the past year and do you have any plans to further enhance the program for the future? Why do you feel your company's safety program is so successful?

Husein: Safety monitoring and training is an ongoing process. Driving safety down to all levels of our field operations is a constant challenge. Each field superintendent and foreman are being trained to become safety officers on their project and implement the Span safety program.

Our safety program is being enhanced by improving the fall protection system. Through research and field experience we are now implementing a passive fall protection system that will not only meet all the safety requirements, but also allow the field crews to maintain efficiency during erection.

The success of the Span safety program is the result of the commitment at each level of the company to provide a safe working environment regardless of the cost. This includes drug and alcohol testing of every employee prior to hiring, random testing of 10% of our field work force every week on every project. A \$1 per hour safety bonus is awarded to every employee on every project provided there is no work related lost time accident or a safety violation. The program also provides

To Page 36, Span

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Span Construction and Engineering is building a reputation for excellence.



Under the leadership of King Husein, president, Span Construction and Engineering was named Top Metal Builder for the eighth consecutive year.

VP knows that quality buildings and satisfied customers are founded on partnerships. That's why we're proud to work with experienced, top-of-the-industry builders like Span. We appreciate their efforts and are proud of the teamwork between Span Construction and VP Buildings. Congratulations Span!



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Top Metal ■ Builder

⇐ From Page 34, Span

safety training of the employees at various levels.

MCN: Customers are also an important part of the growth of any business. Your company implements the Span Quality program (with its checklists for buildings and roofing). Do you feel that this is a key point in ensuring customer satisfaction and therefore

resulting in repeat business? Along the same lines, what percentage of your customer base from 1997 is repeat customers?

Husein: Customers today are a lot more sophisticated. They demand and expect quality. This is given on every project. Our track record for building quality projects is definitely resulting in repeat business. 65% of our 1997 business was from repeat customers.

MCN: What were some of your most noteworthy projects completed during 1997?

Husein: •Costco Distribution Depot, Mira Loma, CA, was a 900,000 sq. ft. project. It included

a dry storage building, cross-dock facility and a cold storage building.

•Buzz Oates Enterprises II, Phoenix, AZ, is a 555,000 sq. ft. distribution warehouse with full height concrete tilt-up walls and insulated standing seam roof.

•Noll Manufacturing, Stockton, CA, is a 306,000 sq. ft. manufacturing facility with full height concrete walls and insulated standing seam roof.

•SMI Joist Plant, Fallon, NV, is a 144,000 sq. ft. manufacturing facility which produces steel bar joists and joist girders. This project was built in 90 days.

•Guardian Glass Plant, Geneva, NY, which is a 755,000 sq. ft. complicated float glass facility for furnace, tin bath, lehr, warehouse and support structures.

MCN: The metal building industry continues to grow. Do you feel that this trend will remain for 1998? Do you foresee any changes for Span within the next year? Can you share any of Span's future plans for growth for 1998 and beyond?

Husein: 1998 has all the indications of being a strong year and it appears that the metal building industry will continue to enjoy steady growth.

The Span organization is being restructured as we formulate the business plan for 1998. This will allow me to turn over more of the daily functions to key individuals and focus my energy to manage key accounts and develop future business.

MCN: As Top Metal Builder for the eighth consecutive year, do you have any advice you can share with new contracting businesses on how to establish and continue a successful business, such as Span?

Husein: It is important to understand the basic principles of the business and practice them without compromise on every project. These principles include: keeping commitments, being honest in our dealings, providing the best quality, providing excellent service, fair pricing which denotes value, paying attention to details and managing growth one step at a time. A company starting out should also establish a good working relationship with the building manufacturer.

○

Service Centers Set Record

For the second time in the past four months, U.S. steel service centers have set a record for the highest overall average daily shipping rate. February's rate of 123,500 tons per day exceeded the previous record rate set in November 1997 of 121,804 tons per day, and was 2.6% better than January's 120,325 tons, the second-highest rate.

○



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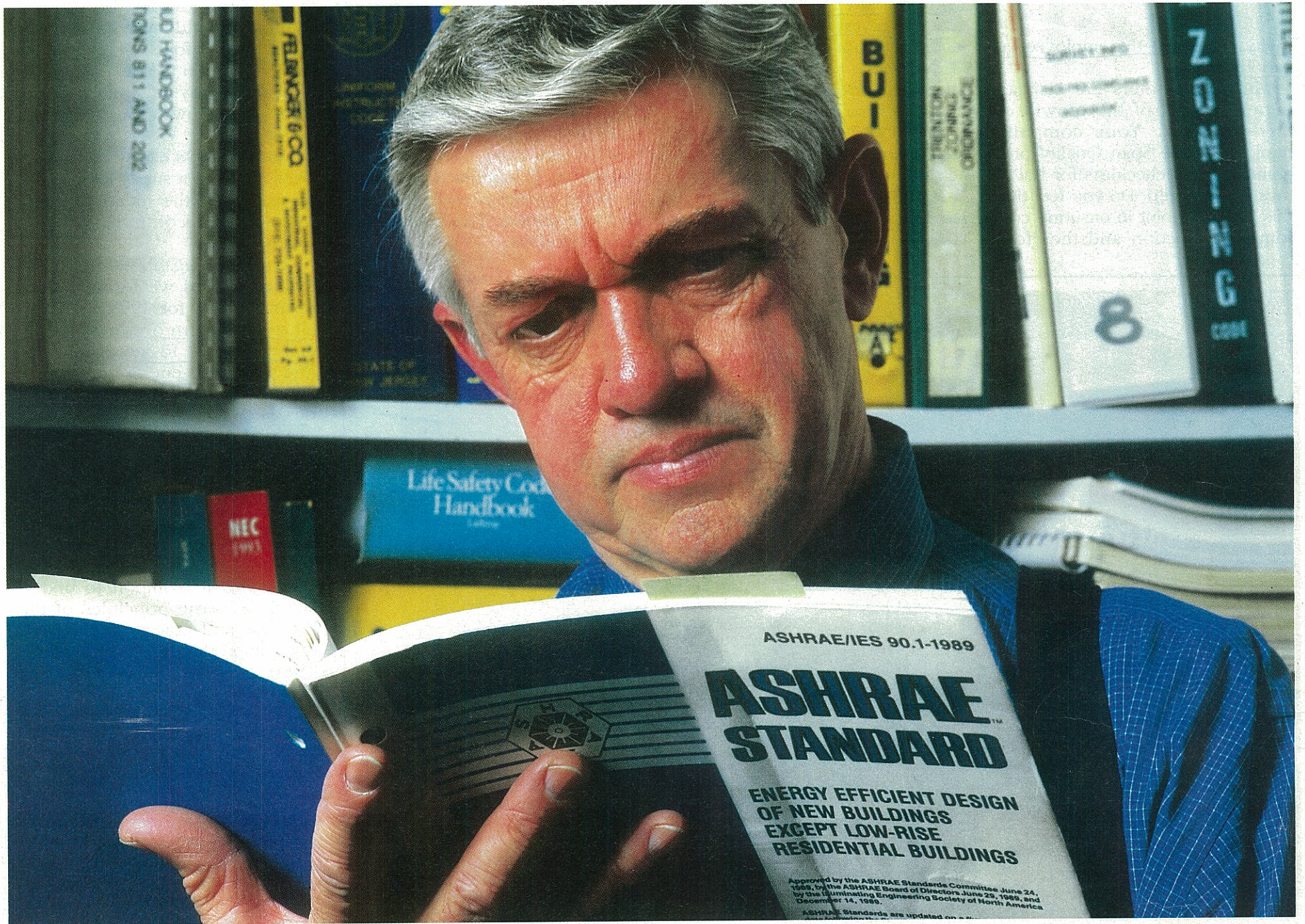
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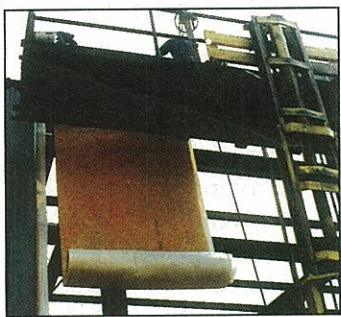
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