

May 1999

Metal Construction News

The Voice Of The Industry

Inside The Issue

Special Emphasis

Top Metal Builders & Marketers
.....center section, 83

Job Applications

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

Feature Articles

Manufacturing equipment
optionsPgs. 22, 24, 28, 34

Product Report

Doors for metal buildings
& post frame.....Pg. 40

Top 300 Metal Builders Of 1998 Honored In This Issue

Span Construction Collects MCN Top Metal Builder Award

By Johnna Young
Assistant Editor

Progress is a key ingredient that contributes to Span Construction & Engineering Inc.'s continuing success. For example, the company, which has once again been named the top pre-engineered metal building contractor in the country, is now beginning to construct buildings on an international level. It is also planning to build a new office facility to manage and maintain its incredible growth.

Yet, the Madera, CA-based company also works to keep the standards which has made it such a



King Husein

vital asset to the metal building industry. Span Construction's president Firoz "King" Husein feels his company's success can be attributed to its professionalism and keeping commitments.

Other important elements that are key to Span's success include its employees, Span's Safety Program and Span's Quality Program. All of these assets add up to the outstanding quality and service that



Span offers each customer.

Once again, the 19-year-old company has been named *Top Metal Builder* for 1998, by *Metal Construction News*. The company, which was bestowed this honor for the ninth consecutive year, recorded 21,780 tons of steel for pre-engineered metal buildings for 1998.

"We are extremely proud to be associated with not only the leader in sales of steel, but a leader in character, integrity and professionalism. Span is not in the leadership position by chance, they are there

because they are aggressive, honest and have a vision that they live each and every day," David Gilchrist, president of VP Buildings, said.

"By showing us new ways to succeed, Span is aggressive in the marketplace and in turn brings to us (VP Buildings) new and refreshing ideas. Each new account or opportunity challenges us in ways that we previously thought impossible. This then challenges us to find the people, tools and wherewithal to raise the bar not only for

To Page 52, Span ⇐



Span Construction & Engineering completed a wide range of projects in the past year, including the Pistoresi auto dealership (above) in Madera, CA, and a Costco Wholesale facility (above, right) in Torrance, CA.

CENTRIA Introduces RollCOM

Adapting to change in the market has led CENTRIA to redefine two of its primary business segments: CENTRIA Architectural Systems (CAS) and CENTRIA Roof Systems (CRS). CENTRIA's focus will "further address individual growing segment markets and enhance the service provided" by de-coupling and separating those two business segments.

CENTRIA Architectural Systems will now offer high performance specifiable wall and roof systems to a select and limited distribution network. The CAS strategy for growth will focus on increasing and strengthening its new product development, and specification selling.

CENTRIA has also introduced

RollCOM, formerly CENTRIA Roof Systems. RollCOM, a CENTRIA Company, will offer commodity wall and roof building products through open distribution. A broad customer base, to compete in today's fast growing commodity market and a focus on quality, price, and service will drive RollCOM.

RollCOM is expected to provide "more profitability to customers by manufacturing and marketing wall and roof products designed for faster, easier installation and end user satisfaction." RollCOM's InsulWall, InsulRib and Integrity Foam panels for pre-engineered frames offer a profitable alternative

To Page 4, RollCOM ⇐

Loseke Technologies Views Various Changes In 15 Years Of Business

Loseke Technologies Inc., which is celebrating 15 years of providing software for the metal building industry, has witnessed many changes since Melvin R. Loseke founded the company in 1984.

For example, its first product was a frame design program made to run on a personal computer—off a floppy diskette. Today, the company markets a fully integrated job-costing, design and plotting system, which can be implemented on Windows-based personal computers.

New Loseke products include a Lite version of PrecisionPlus and PresentationPlus 3-D, a sales tool which shows three-dimensional views from any camera angle. Additionally, Loseke Technologies offers a variety of other software products, customized programs and services to the industry.

To Page 20, Loseke ⇐

Next Month In Metal Construction News...

■ **Special Emphasis**
Multi-Story Self-Storage

■ **Feature Articles**
Insulated Panels & Curtainwall

■ **Product Report**
Standing Seam Roof Systems

■ **Job Applications**
Hotels & Resorts

If you want to build this...



...or this...



...or this...



...Then you definitely want this...
UNITED STRUCTURES OF AMERICA, INC.



Corporate Office and Main Plant
1912 Buschong
Houston, TX 77039
(281) 442-8247
FAX: (281) 442-2125

Tennessee Plant
P.O. Box 605
Portland, TN 37148

For more information call:
Ron Fletcher, Vice President Sales
(281) 442-8247

Visit our web site at <http://www.usabldg.com>

Circle #1 on reader service card.





A pair of Span projects shown under construction: Salt Lake City (UT) Recycling Center (left) and CFG-Cardinal Float Glass Plant (above) in Mooresville, NC. As evidence of Span's company-wide concern for safety, netting helps to protect workers.

Top Metal

■ Builder

⇨ From Front Page, Span

Span but for the other VP Builders and the industry as a whole," he added.

Affiliated with VP Buildings, King couples Span's achievement with the building manufacturer's dedication to its builders. VP's corporate account managers help to create additional opportunities for company growth, according to King.

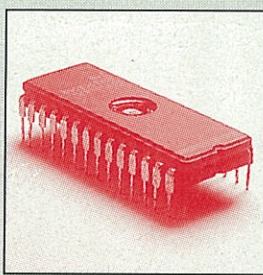
"Span knows the importance of corporate account customers and that each corporate relationship could lead to an ongoing program opportunity," Rod Horton, a corporate account manager for VP Buildings, explained.

"Span has developed a professional partnership with accounts like Costco and HomeBase. They earn this repeat business because they are dedicated to that company's success. Span employees take pride in every project. Their goals include both making the customer happy with the VP product and making the customer happy for choosing Span to be a part of their team. All this stems from a construction company that believes in VP Buildings, believes in the value of corporate accounts and goes into each opportunity with honesty and integrity," Horton said.

Gilchrist attributes the success of Span and the corporate accounts to communication. "The relationship is successful because of communication at all levels within both organizations. No one in either organization leaves anything to chance. There is constant dialogue on each project and no one is reluctant to pick up the telephone or fax an idea to anyone in either organization. The account managers assist in bringing corporate account activities to the table," Gilchrist noted.

To Page 54, Span ⇨

PUSH HERE TO INCREASE PRODUCTIVITY

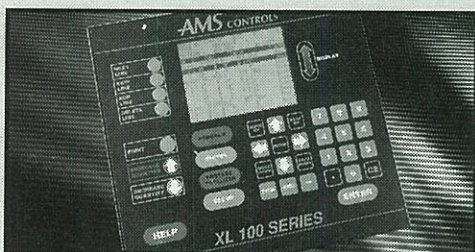


Increase **roll form** productivity, accuracy and quality all with a push of a button.

AMS Controls is the "brains" behind roll forming because only AMS controllers contain micro-computer technology designed exclusively for roll forming operations.

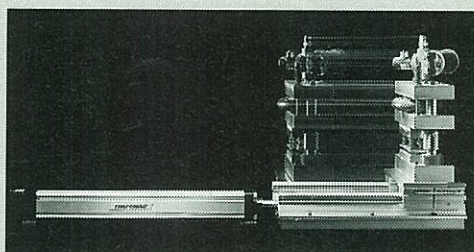
Don't drag down profits using general purpose controls, flag switches, mechanical targets or outdated cutoff means... step up your operation to an AMS controller and maximize productivity.

Whatever your roll forming problem, AMS has the solution. See our complete line of controllers for retro-fit or new -- call AMS today.



Roll Forming Controllers

The XL100 system connects your roll former to your computer network enabling accurate downloading of orders and tracking of time and materials.



Closed Loop Systems

TruTrac closed loop die accelerators eliminate the collision in most roll former cutoff systems. The result: doubling or tripling line speed.

AMS CONTROLS INC.
Simply More Productive

800-334-5213

12180 Prichard Farm Road, Maryland Heights, MO 63043
314-344-3144 ■ FAX: 314-344-9996 ■ www.amscontrols.com
Circle #56 on reader service card.

#5 HEAVY DUTY

Drilling Fasteners

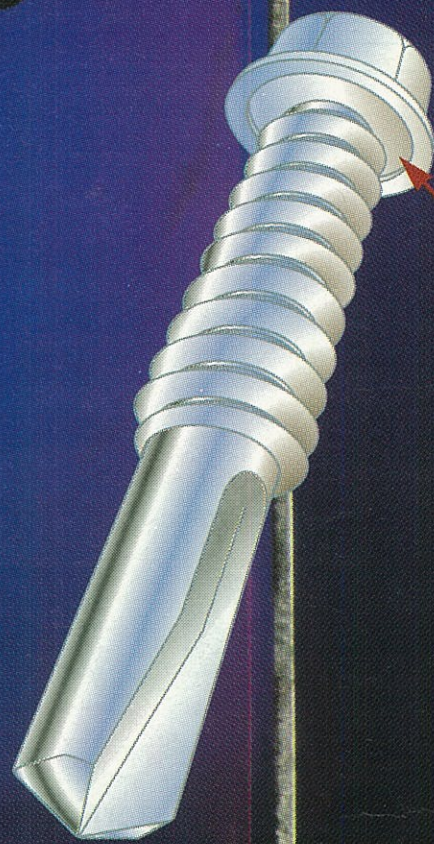


Fastener supplier
to the pre-engineered
metal building market

Full Product line available
in 1 1/4" to 8" lengths

#5 HEAVY DUTY drilling
fasteners are manufactured using
an innovative tapered compression point
process (TCP) to provide an ultra-sharp
cutting edge

Available in 410 STAINLESS
steel and CARBON steel



**RADIUS
RELIEF**
reduces head
failure in
washerless
applications



Specify TCP
Tapered Compression Point
Design ONLY!

For more information, contact
an authorized ATLAS distributor,
or call ATLAS Sales Support at

(800) 321-6846
www.atlasfasteners.com

Build it better with

1628 Troy Road • Ashland, OH 44805

ATLAS

Fasteners For Construction

Circle #55 on reader service card.



Sealed Air Corp. in Madera, CA, is a 220,000 sq. ft. project by Span.

Top Metal Builder

From Page 52, Span

"Finding, cultivating and securing corporate account work is a joint venture that requires communication and a carefully choreographed script. Span and VP work well together because, although Span finds a majority of its own corporate account business, VP account managers can facilitate bringing to the table all of VP's

assets in order to ensure joint success."

During 1998, Span again was recognized by VP Buildings for its outstanding projects. The large contractor, who constructs projects throughout the United States, received five Hall of Fame Awards at the annual VP Builder meeting held this March in Maui, HI. Projects selected included A.A.S.I., Long Beach, CA; Federal Express, Oakland, CA; Costco, Goleta, CA; Costco, San Bernardino, CA; and Costco, Tracy, CA.

"Span only knows 110% effort. They believe that every project has an impact on the success of the company. Every customer is their next testimonial and that project they built could be a Hall of Fame award winner. Span never lets VP or anyone down. They are winners and that's what makes VP Buildings a winner too," Horton noted.

Span's accomplishments 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, May 1997 and May 1998).

Named as *Top Metal Builder* for nine consecutive years, Span's story may be familiar to most readers of *Metal Construction News*. Therefore, the following interview with King Husein emphasizes the company's activities during the past year and the ongoing progress that keeps Span among the industry's best.

Metal Construction News: Because the Top Metal Builder award is based on tonnage, we'd like to start out by talking about the 21,780 tons of steel Span purchased in 1998. Again your company's tonnage has surpassed that of other builders. What do you feel this continued success can be attributed to?

King Husein, P.E., president: We are staying focused on providing our customers with the best service and excellent quality at competitive prices. This is the key to most of our repeat business. Our emphasis on professionalism is very strong and we strive to always keep our commitments. We continue to pay a lot of attention to detail. This makes the difference between an average and successful project.

MCN: How many projects does that 21,780 tons represent?

Husein: Span completed 99 projects in 1998 and there were 15 projects in progress at various stages.

MCN: What was your metal building sales volume for 1998? How did this compare to the 1997 sales volume?

Husein: Our sales volume for 1998 was in excess of \$60 million

Paper or Plastic?

.02 PERM FOR THE
ALPHA VR-R
SAME PRICE AS PAPER

It's a familiar question these days. And never more important than when you need to protect metal-building insulation.



The passing of paper-backed facings.

Paper-backed facings were OK in their time. But the fact is they absorb moisture and weaken. And their exposed facings stain when moisture seeps through. In addition, the paper backing tends to cut installers' hands—and your profit margins too, by absorbing expensive laminating adhesive.

Now there's a cost-effective alternative.

New Alpha VR-R! .02 perm and consistent high strength.

Specifically engineered for use as a high performance metal-building facing, Alpha VR-R is a triple-ply laminate of white polypropylene film with a metalized polyester film

backing and fiberglass scrim reinforcement. VR-R is an excellent vapor retarder and has a temperature resistance range of -40° to 220° F. VR-R performance features include:

- Non-absorbent to moisture and adhesive
- Consistent high strength and opacity
- Excellent cold-weather installation
- Whiter color and better reflectivity than non-metal paper-backed facings
- Superior installed appearance

Choose VR-R for superior protection. New Alpha VR-R gives metal-building insulation the superior protection of polyester film at the cost of non-metal paper-backed facings. Call **800-631-5399** for complete applications information and technical specifications.

ALPHA
ASSOCIATES,
INC.



High Performance Fabrics and Composites



Two Amboy Avenue, Woodbridge, NJ 07095 • www.alphainc.com
Exclusive sales agent for VR-R: E&H Products, Inc., 1 Passaic Avenue, Fairfield, NJ 07004 • 973-227-5454
Circle #58 on reader service card.

To Page 56, Span

On-Time Delivery

GHT	1132	ALBUQUERQUE	DELAYED
GHT	897	BOSTON	DELAYED
GHT	995	CHICAGO	DELAYED
GHT	1453	CLEVELAND	DELAYED
GHT	776	COLUMBUS	DELAYED
GHT	197	DALLAS	DELAYED
GHT	026	FARGO	DELAYED
GHT	2367	KANSAS CITY	DELAYED
GHT	890	LAS VEGAS	DELAYED
GHT	761	NEW ORLEANS	DELAYED
GHT	4220	NEW YORK	DELAYED
GHT	081	OMAHA	DELAYED
GHT	383	ORLANDO	DELAYED
GHT	3601	PHILADELPHIA	DELAYED
GHT	016	PHOENIX	DELAYED
GHT	446	PPG	ON-TIME

PPG's Kaleidoscope™ Workcell optimizes coil and extrusion coating turnaround

PPG's revolutionary Kaleidoscope Workcell allows you to get your coil and extrusion coatings exactly when you need them, with shorter lead times and more timely delivery. Think of it — just-in-time paint! Plus, its formulating precision minimizes coating variability, so colors and properties always match, no matter if batches are run the same day or months apart. And we can even help you reduce waste and inventory. Call today for timely details. **1-800-258-6398**. Or visit our website at www.ppgcoexcoatings.com.



PPG
Coil Coatings
Extrusion Coatings

Circle #57 on reader service card.



This Federal Express project by Span is located in Oakland, CA, and measures 228,00 sq. ft.

Top Metal Builder

From Page 54, Span

compared to \$59.4 million for 1997.

MCN: Your company continues to handle large projects throughout the United States. Do you foresee expansion of this geographic

area to include the international metal building market?

Husein: Most of our large projects are still in the United States. However, at present we are building a two-story retail facility in Taiwan. Our philosophy is to build projects outside the United States for repeat customers on a negotiated basis only.

MCN: You continue to attribute your company's success to your experienced, dedicated employees. How do you feel that they contribute to the success of the

company? Do you offer any training to ensure that employees are up to date on new procedures and practices?

Husein: Currently we have 181 employees on our payroll and this number is certain to increase as we approach the busy construction season.

Since our success is based on providing the best service, experienced and dedicated employees are crucial to meet this need. Most of the employees share the vision of the company. Our business continues to provide the employees with challenges and opportunities thereby aiding in their development. The Span management team has a lot of responsibilities coupled with authority to be efficient managers. There is pride and ownership in what they do.

It is challenging to find experienced employees because the construction climate is healthy across the country. Most of our new employees do not have the necessary skills, which necessitates more training.

MCN: As you stated in previous *MCN* articles, your company has developed an active partnership with VP Buildings and its team of account managers. This partnership between Span and VP Buildings has been an asset to the

growth of your company in past years. How does your relationship with VP contribute to the continued success of Span?

Husein: Corporate accounts program is essential to the success of our company. More than half our business is with corporate accounts. VP has a team of qualified corporate account managers whose mission is to promote VP and their builders with large corporations. This is definitely creating additional opportunities for future company growth. Fortunately, Span has a strong working relationship with the corporate account managers.

Span and VP Buildings have a unique relationship in the industry. We are proud of our legacy. We have a long history of mutual success between our companies. VP is aware that the success of Span is closely tied to their ability to serve our needs on all projects.

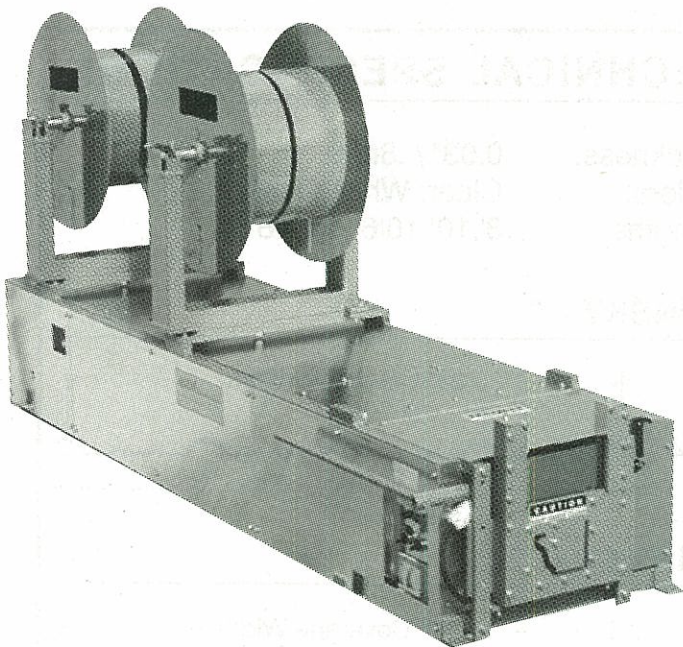
Under the leadership of David Gilchrist, president of VP, I am seeing a significant improvement in their overall performance. He has not only raised the bar in serving the builders, but is also taking the necessary steps to accomplish it. As an "outsider" to our industry, his approach to the metal building

To Page 81, Span

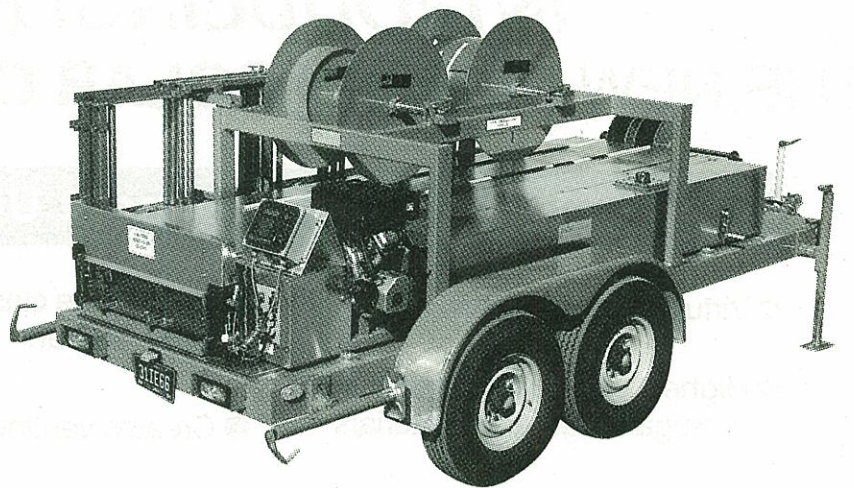
VERSATILE . . . INNOVATIVE . . . DEPENDABLE . . . AND PROFITABLE

GUTTER MACHINES

5", 6" & 5/6" COMBO



THE
NEW
INDUSTRY
LEADER
IN
MOBILE
METAL
ROLL
FORMERS



ROOF PANEL MACHINES

MECHANICALLY SEAMED PROFILES
IN 1", 1 1/2", 2" & 2" ARMCO.
SNAP PROFILE IN 1 3/4".
BERMUDA PANELS IN 1" & 1 1/2".

NTM

New Tech Machinery Corp.

1300 40TH STREET, DENVER, CO 80205
PHONE: (800) 574-1717, (303) 294-0538, FAX: (303) 294-9407

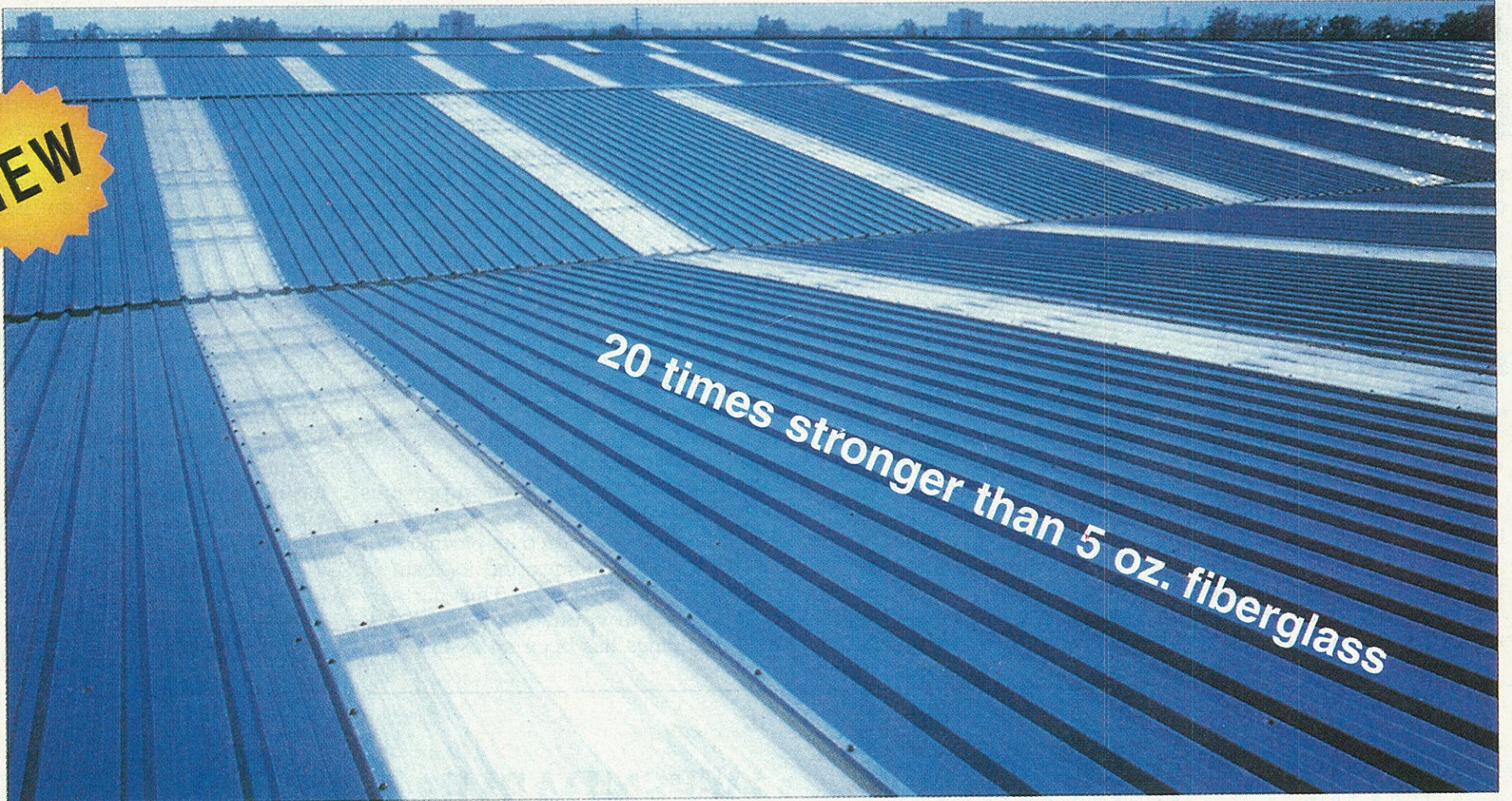


SunSky®

Corrugated Polycarbonate Panels



NEW



INTRODUCING! FOR THE FIRST TIME EVER! THE NEW SUNSKY SOLAR CONTROL POLYCARBONATE PANELS

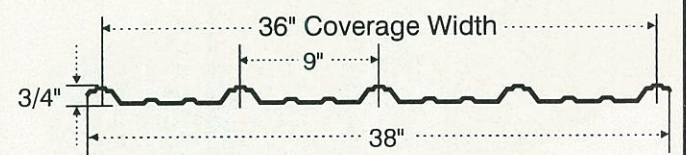
SunSky Panels meet UL 90

- Virtually unbreakable
- Highest light transmission of all corrugated glazing materials
- U.V. protected, also blocks out harmful U.V. radiation
- Can be installed over existing metal roofs
- Retains optical clarity far better than any other glazing material
- Wide temperature range (270°F to -40°F)
- Class-1 fire classification for surface flame spread
- Creates venting holes in case of fire
- Easily and safely installed and can also be assembled as a double skin rooflight
- Span width requires only 5 feet between purlins (when supported with metal panels).
- 10 year limited warranty

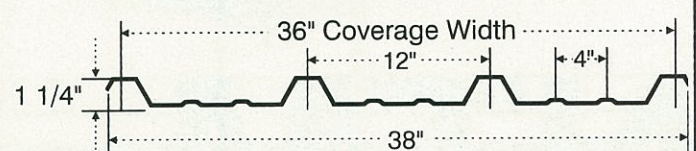
TECHNICAL SPECIFICATIONS:

Thickness: 0.03" / .8mm
 Colors: Clear; White Opal
 Lengths: 8', 10', 10'6", 12', 16'

SUNSKY - 9



SUNSKY - 12



Suntuf Inc. 30 West Mount Pleasant Ave. Livingston, NJ 07039
 Phone: 973-535-8222 Fax: 973-535-6124 Toll Free: 800-2-SUNTUF (800-278-6883)

Circle #154 on reader service card

Top Metal Builders Of 1998 Set Tonnage Records

By Shawn Zuver
Editor

Once again, Span Construction & Engineering, of Madera, CA, has been named *Metal Construction News' Top Metal Builder*. Span is the recipient of this title for the ninth consecutive year, based on its 21,780 tons of steel purchased for pre-engineered metal buildings in 1998. Span purchased a record 23,270 tons of steel for pre-engineered buildings in 1997.

As a group, this year's *Top 100 Metal Builders* purchased an astounding 327,588 tons of steel for metal buildings in 1998. This amounts to a 13% increase over the *1997 Top 100 Metal Builders'* record of 289,943 tons. Combined with another 15,816 tons of steel for roofing and components, this year's Top 100 accounted for a record total of 343,404 tons of steel in 1998—outpacing the previous year's record of 293,902 tons.

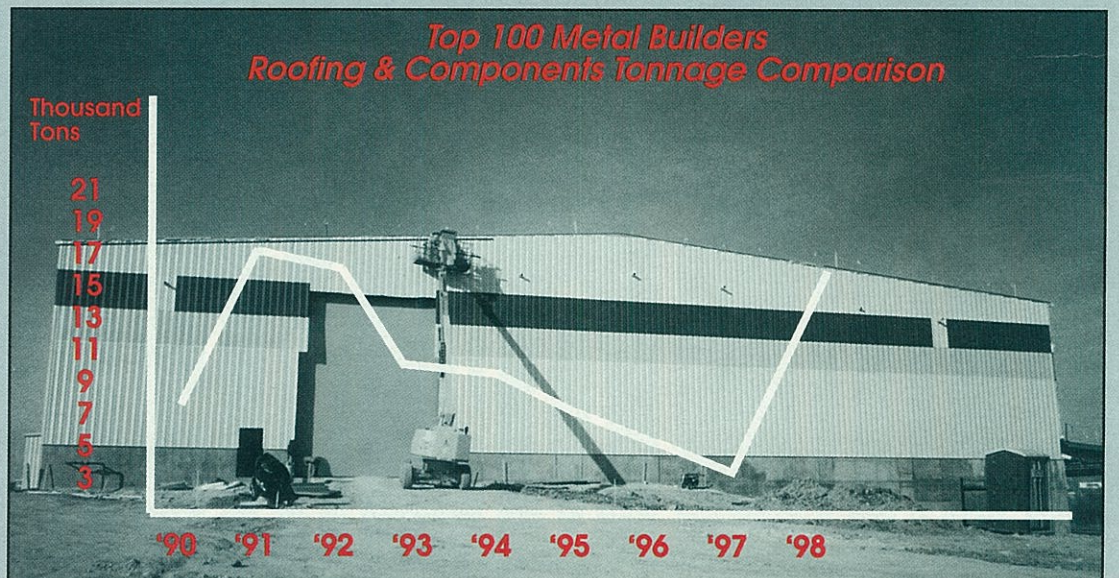
Charts on this page track the annual tonnage figures for the *Top 100 Metal Builders* for the past nine years, since the contest was initiated.

Mini-profiles of the *1998 Top 100 Metal Builders*, as well as *Top Industry Marketers*, appear on the following pages. Profiles of the Top 101-300 Metal Builders follow this section.



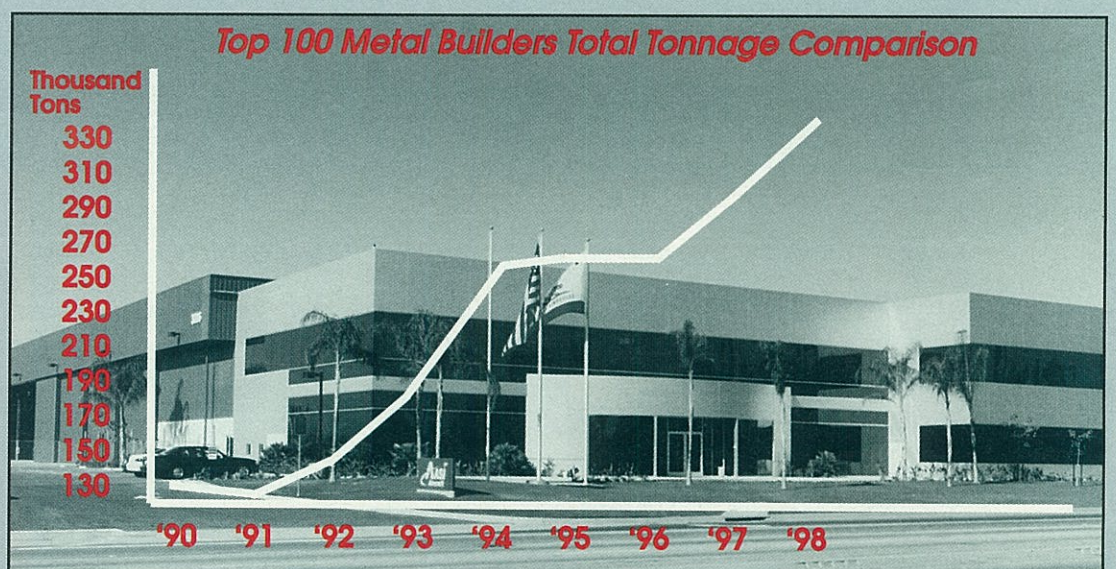
Tonnage By Year:

1990—117,974 tons; 1991—97,923 tons; 1992—129,018 tons;
1993—168,222 tons; 1994—244,450 tons; 1995—257,848 tons;
1996—259,745 tons; 1997—289,943 tons; 1998—327,588 tons.



Tonnage By Year:

1990—7,821 tons; 1991—17,425 tons; 1992—16,235 tons;
1993—10,838 tons; 1994—10,710 tons; 1995—7,343 tons;
1996—5,740 tons; 1997—3,959 tons; 1998—15,816 tons.



Tonnage By Year:

1990—125,795 tons; 1991—115,348 tons; 1992—145,253 tons;
1993—179,060 tons; 1994—255,160 tons; 1995—265,191 tons;
1996—265,485 tons; 1997—293,902 tons; 1998—343,404 tons.

MAY
1999



10TH ANNUAL

100 TOP METAL BUILDERS & INDUSTRY MARKETERS



**Metal
Construction
News**



Two of several Costco Wholesale facilities completed by Span are the Goleta, CA, location (left) and a 900,000 distribution depot (above) in Tracy, CA.

Top Metal

■ Builder

⇨ From Page 56, Span

business is very refreshing. He is not only challenging the culture of the metal building business, but changing it for good. I am sure this will continue to fuel mutual growth for our companies.

MCN: 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? Can you share with our readers the essentials for a successful safety program?

Husein: The Span Safety Program continues to be one of the cornerstones of our business. We are now using safety netting on all our projects for full fall protection. This netting has the added advantage of providing support for the insulation system.

The essentials for a successful safety program starts with the employment application form and leads to drug and alcohol testing prior to employment, random testing on every project of at least 10% of the work force on a weekly basis, meaningful safety meetings every week, full fall protection, safety incentives and continuous training.

MCN: Customers are also an important part of the growth of any business. You stated that in 1997, 65% of your customers were from repeat business. Has this figure increased or stayed the same in the past year? Do you feel that the Span Quality program aids in maintaining the strong customer base that Span has?

Husein: During 1998, approximately 65% of our business again was from repeat customers. I am sure that the Span Quality program is a major factor in the strong customer base that we have and we hope to expand this base because of our quality.

To Page 126, Span ⇨

IS IT TIME FOR YOU TO RENEW?

MAKE SURE YOU KEEP UP-TO-DATE WITH THE METAL CONSTRUCTION INDUSTRY'S LEADING MAGAZINE FOR BUILDERS AND CONTRACTORS

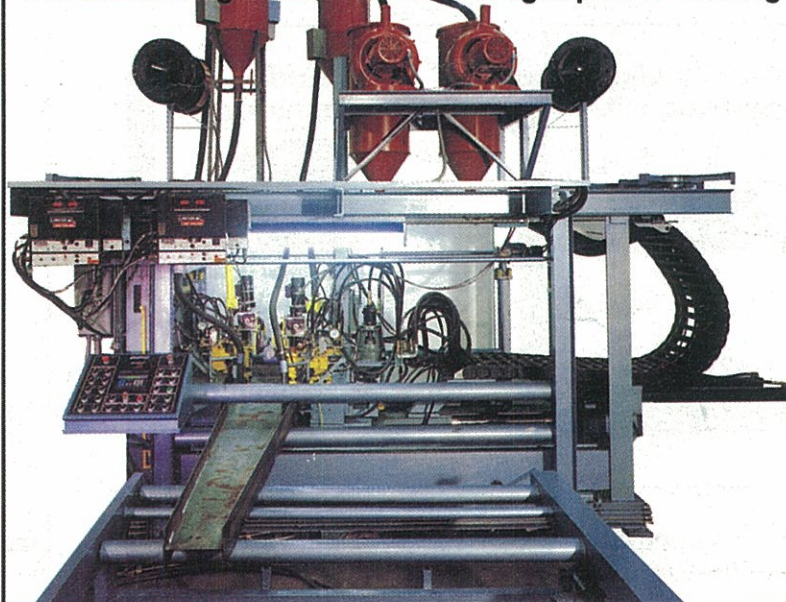
Metal Construction News



Fill out the subscription card located in each issue of *Metal Construction News* and fax to: **(847) 674-2701**

For fast fabrication of quality "H" beams... ...PHI Automatic Steel Beam Welder

- High quality welds, even at high speeds
- Handles a wide variety of beam shapes
- Automatic alignment of web and flanges prior to welding



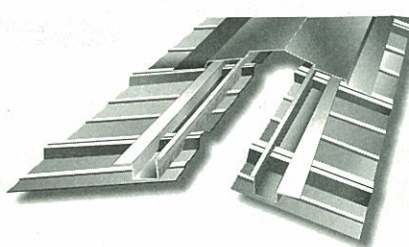
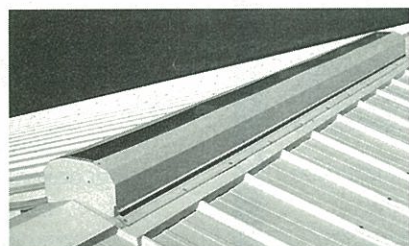
PHI

14955 E. Salt Lake Avenue
City Of Industry, CA 91746 USA
(626) 968-9686 FAX: (626) 333-3610
Web Site: www.phi-tulip.com

Circle #156 on reader service card.

RIDG-VENT®

- 3 1/2" throat with clear fiberglass option for a built-in skylight.
- 2 1/2" throat rises only 3" above peak.



RCV
Continuous perforated channel for venting with your ridge cap.

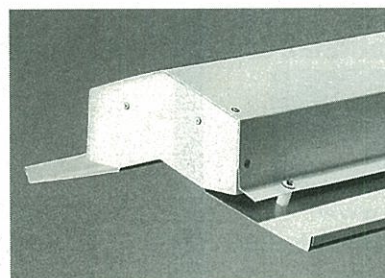
mwi components

Locations: Cincinnati, OH.
Harrisburg, PA.
Spencer, IA.

Phone: 1-800-360-6467
FAX: 1-800-361-3452

Plus the New RV100

- Perfect for residential roofing
- Adapts to any pitch up to 12/12



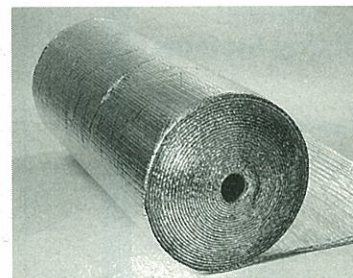
CUPOLAS

- 24", 36" & 48" base sizes available.
- Over 25 colors available for immediate shipment.



TEMP SHIELD®

- Reflective Insulation
- Single or double-bubble
- available white one side



Circle #104 on reader service card.

MAY 1999 QUICK REFERENCE -

WEBSITE DIRECTORY OF INDUSTRY SUPPLIERS

www.moderntrade.com

Log on for vital information from the following companies' websites. Voice your comments and questions via e-mail.

**Metal
Construction
News**

e-mail:
MCN@moderntrade.com

Metal Architecture

e-mail:
MA@moderntrade.com

**A&S Building
Systems, L.P.**



www.asbuilding.com
e-mail:
astek21@aol.com

**Berridge
Manufacturing Co.**



www.berridge.com
e-mail:
sales@berridge.com

CENTRIA



www.centria.com
e-mail:
info@centria.com

Copper Sales, Inc.



www.unaclad.com
e-mail:
info@unaclad.com

D.A. Gartin Co.



www.dagartin.com
e-mail:
dagartin@aol.com

**Environmentally
Safe Products Inc.**



www.reflectiveinsulation.com
e-mail:
low-e@sun-link.com

Galvamet Inc.



www.galvamet.com
e-mail:
solution@galvamet.com

**Industrias Monterrey
SA de CV**



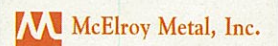
IMSA
Galvanized and Prepainted Steel
www.imsacero.com
e-mail:
imsa.export@grupoimsa.com
imsa.latin@grupoimsa.com

MBCI



www.mbc.com
e-mail:
sales-marketing@mbci.com

McElroy Metal



www.mcelroymetal.com
e-mail:
dowens@mcelroymetal.com

**Metal
Construction News**



www.moderntrade.com
e-mail:
mcn@moderntrade.com

**Metallic Products
Corporation**



www.mpvent.com
e-mail:
info@mpvent.com

**Petersen Aluminum
Corporation**



www.pac-clad.com
e-mail:
mpetersen@earthlink.net

PPG Industries Inc.



www.ppgcoexcoatings.com
e-mail:
coexcoatings@ppg.com

**RUSTGO-
Nelson King, Inc.**



www.rustgo.com
e-mail:
staff@rustgo.com

**Sentinel
Building Systems**



www.sentinelbuildings.com
e-mail:
sbsinc@albion.net

**Sheffield Metals
International, Inc.**



www.sheffieldmetals.com
e-mail:
beargie@kellnet.com

Therm-All



www.therm-all.com
e-mail:
jsmigel@therm-all.com

**Thermo-Cycler
Industries Inc.**



www.thermocycler.com
e-mail:
tcycler@csinet.net

**Wenco
Building Systems**



wencobldg.com
e-mail:
sales@wencobldg.com



The 196,000 sq. ft. AASI hangar facility in Long Beach, CA.

Top Metal Builder

⇨ From Page 81, Span

MCN: After 19 years of business in the metal building industry, how has the customer's needs changed?

Husein: Customers want their projects built faster, better and less expensive. They are more sophisticated and always very demand-

ing. Technology is allowing us to meet their demands for the most part. Our partnership with VP Buildings and other key suppliers is more important now in order to satisfy the customer's demands.

MCN: What were some of your most noteworthy projects completed during 1998?

Husein: Some of the noteworthy projects completed in 1998 are:

- Costco Distribution Depot, Mira Loma, CA, 900,000 sq. ft.
- Staples Distribution Center, Rialto, CA, 512,000 sq. ft.
- Buzz Oates Enterprises, Phoenix, AZ, 555,000 sq. ft.
- Federal Express, Oakland, CA, 228,000 sq. ft.
- AASI Hangar Facility, Long Beach, CA, 196,000 sq. ft.
- AFG Float Glass Plant, Richmond, KY, 450,000 sq. ft.
- HomeBase Retail Facility, Everett, WA, 115,000 sq. ft.
- Sealed Air Corporation, Madera, CA, 220,000 sq. ft.

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

Husein: Currently we have 10 projects under construction and five are due to start soon.

MCN: Last year you stated that Span would be restructured for the business plan in 1998. Did you implement this restructuring? What are some of the key points of this plan?

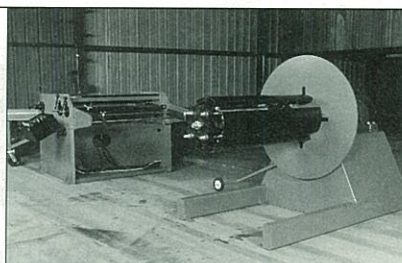
Husein: The restructuring of Span is still in progress. 1998 was a difficult year to implement the restructuring. The weather phenomenon known as El Nino forced us to try and squeeze 12 months of business into six months. This was very challenging to say the least but I am very proud of the Span team in trying to manage the business under such pressure.

Some of the key points of our business plan includes identifying and developing key markets, resource allocation and project management.

MCN: The metal building industry continues to grow. Do you feel that this trend will remain for 1999? Do you foresee any changes for Span within the next year?

Husein: The metal building is now the "conventional" way to build for low rise non-residential projects. The demand for our products and services should be strong for 1999 and I feel that our industry will continue to enjoy steady growth in the years to come.

Span is in the process of planning a new office building which is necessary to continue and manage our growth.

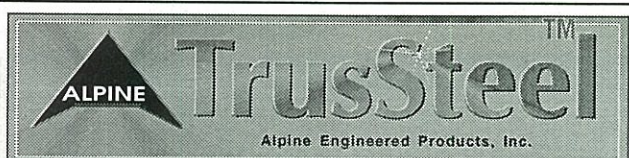


Kentex light gauge coil processing machinery provides superior value for the user. Our machinery allows you to purchase your coated and prepaint material in less expensive coil form. Why stock more expensive flat sheet material in a limited range of lengths when you can easily produce your own custom lengths and widths in varying colors suited to your exact needs. Please review the following features and benefits:

1. USA manufactured machinery
2. Ruggedly built machinery automatically decoils, removes coil set, cuts to length and slits in one operation. Decoiler loop arm control and adjustable operating speed allows adjustment as desired.
3. Industry standard AMS length controller and USA electric make the machinery easy to use and maintain
4. Materials receiving cart allows easy staging of in process materials
5. Slit & recoil option available for users who want smaller or narrower strip coils
6. Coil car option available
7. Interlocked guarding provides operator safety
8. Value equipment pricing

KENTEX 16427 C.R. 384, Tyler, TX 75708
1-903-877-4336 FAX 1-903-877-4509
www.gokentex.com

Circle #140 on reader service card.



Spans up to 80 feet

New Light Gauge Steel System Targets Commercial Truss Market

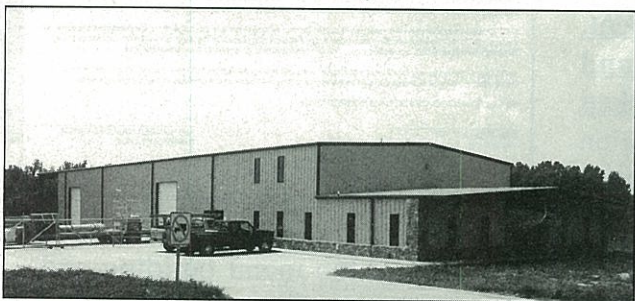
A 2½" x 4" light gauge steel section developed specifically for light commercial trusses is now available from Alpine. It meets truss span and spacing requirements of the light commercial market (60' at 4' o.c. and 80' at 2' o.c.). Developed by Alpine and its roll forming partner, Unimast Inc., the commercial section follows the introduction in 1995 of a 1½" x 2¾" section engineered to meet the 40' span and 2' spacing requirements of residential and small commercial structures. TrusSteel products and truss design software have been thoroughly tested in production environments. For more information, contact:



Marketing Department
Alpine Engineered Products, Inc.
P. O. Box 2225
Pompano Beach, FL 33061
(954) 781-3335
On the Internet at: www.alpeng.com

Circle #141 on reader service card.

Delivery...



Delivery Starting at 4 weeks...

Crown Metal Buildings prides itself on quality, service, price, and delivery. Crown offers a complete line of pre-engineered metal building systems for commercial, industrial, community, farm and specialized applications.

Call for a free quote today...
1-800-527-0963



MBMA
Crown Metal Buildings, Inc.
203 S. 10th St. Cabot, AR 72023
FAX(501) 843-8950 (501) 843-5856

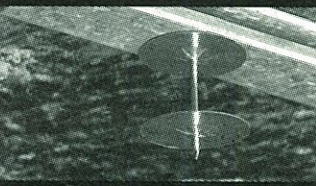
Website: www.crownbldg.com

Circle #138 on reader service card.

COMPLETE INSULATION SYSTEM FOR COMMERCIAL & AGRICULTURAL BUILDINGS

- EXCELLENT THERMAL PERFORMANCE
- HIGH R-VALUES
- IMPROVES LIGHTING
- REDUCES SWEATING
- NO ITCHY FIBERS
- EASY INSTALLATION
- WIDTHS UP TO 72"
- LOW COST
- NEW & RETROFIT APPLICATIONS

Clip and Pin for Easy Installation
on Roof Purlins & Side Walls



Self-Sealing Tab



Draped Over and Attached to
Bottom Purlins



P. O. Box 800 • Auburndale, FL 33823 • www.fifoil.com
800-448-3401

Circle #139 on reader service card.

Company Background
Complete design-build services.

294

Schwisow Construction Inc.
Lincoln, NE

Dennis O'Kelly, Roger Schwisow, owners
Founded 1985

1998 Tonnage
Metal Building Steel Purchases:
356 tons

Building Mfr. Affiliation
VP Buildings Inc.

Company Background
General contracting firm.

295

W.R. Sanders Co. Inc.
Sterling, MA

Walter Sanders, owner
Founded 1963

1998 Tonnage
Metal Building Steel Purchases:
352 tons

Building Mfr. Affiliation
Nucor Building Systems

Company Background
Design-build contractor.

296

Barco Building Systems
Snow Hill, NC

1998 Tonnage
Metal Building Steel Purchases:
351 tons

Building Mfr. Affiliation
Ceco Building Systems

Company Background
Design-build contractor.

297

Colonial Contracting & Design Inc.
Chartley, MA

Edward Fontneau, owner
Founded 1996

1998 Tonnage
Metal Building Steel Purchases:
346 tons

Building Mfr. Affiliation
Package Steel Bldg. Systems

Company Background
Design build and general contracting.

298

Pre-Engineered Building Concepts
Brookfield, CT

Patrick B. Cleary, pres., owner
Founded 1983

1998 Tonnage
Metal Building Steel Purchases:
339 tons

Building Mfr. Affiliation
Ceco Building Systems

Company Background
Design-build general contractor.

299

Shelco Inc.
Winston Salem, NC

Founded 1978

1998 Tonnage
Metal Building Steel Purchases:
335 tons

Building Mfr. Affiliation
Ceco Building Systems

Company Background
Full-service general contractor.

300

Jim Thelen Construction Inc.
Fox Lake, IL

Jim Thelen, owner
Founded 1965

1998 Tonnage
Metal Building Steel Purchases:
334 tons

Building Mfr. Affiliation
Ceco Building Systems

Company Background
Design-build contractor.

NATIONAL INDEPENDENT INSPECTION PROGRAM (NIIP)®

As many Metal Roofing and Metal Building Roofing Manufacturers are experiencing a phenomenal growth in sales and significant shares of the industry marketplace, it is obvious to us at **Bennett & Associates** that the growth does not come without a price, if all facets of the offered products are not addressed.

Valuable efforts are being put forth in the quality and engineering of the manufacturer's products. However, our experience has convinced us that control of the field installation of these products must become an even greater significant part of industry strategic thinking through use of the 3rd Party independent inspection process for a healthier industry.

Some companies have recognized the "Call to Arms" of the Design-based/Owner-based communities for more defect-free installations, and are "Raising the bar". **Bennett & Associates** believes it is time to challenge **all** companies to greater emphasis on field installation quality and control. The investment in this area is the manufacturer's future.

Bennett & Associates, as the **first** consulting organization truly dedicated to the metal building and metal roofing industry, and the **only** firm with a nationally recognized 3rd Party independent inspection program, is convinced that the customer's "Call to Arms" must continue to be heard. It is vital to that manufacturing industry's survival to start "reacting to the inevitable" and employ **independent, objective, nationally consistent, uniformed and standardized 3rd Party quality inspections backed by a Certificate of Compliance®** at the installation levels to achieve the overall true, credible integrity needed.



Bennett & Associates is committed to the metal building and roofing systems industry and is ready to assist manufacturers in the control of their field installations throughout the U.S. and Canada. **Call Harry VanWagner at 800-527-7843 and find out about the National Independent Inspection Program (NIIP)® that can be tailored for your company.**

BENNETT & ASSOCIATES SERVICE CORPORATION
CERTIFICATE OF COMPLIANCE
FOR MANUFACTURER'S WARRANTED
INSTALLATION

Certificate Number: _____
Date Of Certificate: _____
Mfr. Warranty Number: _____
BASCO Number: _____
Project Location: _____
City, State Zip: _____
Owner's Name: _____
Owner's Address: _____
Owner's City, State Zip: _____
Approved Installer: _____
Type of Construction: () Updated () Retrofit () New Construction () Roofing Division
() Building Division () Problem Job
Slope of Roof: _____
Square Feet of Roofing: _____

In issuance of this certificate, Bennett & Associates Service Corporation, (herein referred to as BASCO), herein states that to the best of its knowledge, information and belief, and solely on the basis of its observations and inspections at the site of the metal roof membrane installation, the installation of the metal roofing membrane system, except for specific exclusions enumerated in the Report of Inspection, herein has been completed in accordance with and complies with the requirements of (Company Name hereinafter referred to as Company's Initials), for consideration of the issuance of the (Company's Initials) Weatherlightness Warranty, as applied for by the installer, on behalf of the Owner.

BASCO strictly limits the purpose and use of this certificate to the evaluation of workmanship and verification of the metal roofing membrane installation performance, regarding the Weatherlightness aspect and/or provisions of the (Company's Initials) Weatherlightness Warranty installation sealants and/or sealing instructions and/or details.

The conditions of this certificate are based on BASCO's own observations and inspections and the information supplied by the (Company's Initials), the installer and/or other parties having direct relationship with the project, and are believed to be accurate. However, no guarantee of accuracy is made because BASCO is not required, under its agreement with the (Company's Initials), to conduct full time project installation monitoring and cannot cover every possible aspect of the installation of the (Company's Initials) products, nor anticipate every variation occasioned by the installers workmanship methods and details, design deficiencies or system thermal movement. BASCO herein holds (Company's Initials) harmless from any liability resulting in water entry from any contractor installed defect that is created or omitted by the BASCO Inspector during the conduct of the specific inspection or from any field installed change by the BASCO Inspector during the specific field inspection that results in subsequent water entry for a period of 2 years from the date of the inspection. BASCO reserves the right to negotiate and engage the installer/contractor of record, if available, or other approved installers, if not available, to correct any aforementioned BASCO responsibility-related defect or change resulting in the water entry at no additional charge to (Company's Initials), providing that the defect or change is clearly visible without need of forensic deconstructive removal or without roof system removal and is not caused by roof system or component movement, (Company's Initials) or project design, failures of substrates and attachments thereto, and/or any exclusions stipulated in the (Company's Initials) warranty. BASCO assumes no liability for consequential damages whatsoever.

BASCO assumes no design responsibility nor expresses any opinion relating to the suitability of the products as applied on this project. BASCO makes no other warranties or certifications with respect to this project installation, express or implied, including without limitation, the implied warranties of merchantability or fitness for a particular purpose.

BASCO provides no guarantees that any particular "Authority Having Jurisdiction" will recognize or accept the certification herein, therefore these authorities should be consulted before installation of the products of the (Company's Initials).

BENNETT & ASSOCIATES SERVICE CORPORATION
C.W. BENNETT, SR.
PRESIDENT, CEO

AUTHORIZED MANUFACTURER REPRESENTATIVE

ALL MATERIAL IS PROPRIETARY OF BENNETT GROUP, INC. AND CANNOT BE REPRODUCED WITHOUT THE WRITTEN PERMISSION OF BENNETT GROUP, INC. OR ITS DESIGNATED AGENT.

BENNETT & ASSOCIATES SERVICE CORPORATION
(BASCO)

1495 HEMBREE ROAD, SUITE 1400
ROSWELL, GEORGIA 30076
TEL: 770-664-5310 FAX: 770-664-9607

Circle #137 on reader service card.