

## Star Opens Tennessee Plant

Star Building Systems officially opened its full-service metal building manufacturing plant in Elizabethton, TN, with a ribbon cutting ceremony in early March. The celebration included guest speakers Tennessee Governor Don Sundquist and Mike Heisley, CEO of Robertson Ceko Corp., Star's parent company.

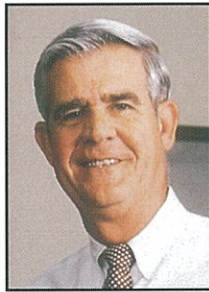
Star is headquartered in Oklahoma City, OK, and also has facilities in Lockeford, CA, and Monticello, IA.

The new 220,000 sq. ft. Elizabethton manufacturing plant has been designed to utilize the most advanced metal building industry technology and increase capacity. When at full operation, it can produce 40 buildings, measur-

ing 10,000 sq. ft. each, in one week—a rated capacity of 1,000 tons per week.

“Our objective was to design a plant using 21st Century technology,” said Jack Taylor, president of Star Building Systems. “Much of the equipment in this plant has never been used in a metal building plant before.”

According to Taylor, the plant's state-of-the-art equipment will dramatically improve accuracy for the



Jack Taylor

**To Page 28, Star** ⇐

# Metal Construction News

*The Voice Of The Industry*

### Inside The Issue

#### Special Emphasis

*Top Metal Builders & Marketers*  
.....Pg. 45

#### Feature Article

*Manufacturing equipment*  
.....Pgs. 12

#### Job Applications

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

#### Product Report

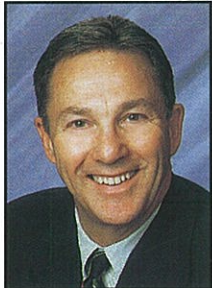
*Doors for metal buildings and post-frame* .....Pg. 36

## Trufast Enters Metal Construction Market

Ever since Trufast opened its doors for business 15 years ago in Bryan, OH, it has been dedicated to improvement and expansion in producing high-quality fastener products primarily for built-up roofing, post frame and automotive markets.

Continuing on its growth plan, the company is now targeting metal buildings and metal roofing and siding for the new construction and retrofit markets.

Brad Hess, who took over the reins from the founder, Duane Spangler, last year, is now the president & CEO. He's the driving force behind this effort to become an important manufacturer in the



Brad Hess

metal construction industry.

Combining Spangler's keen knowledge of fastener manufacturing, Hess's long-proven sales and marketing skills and the addition of a larger team of sales and engineering professionals, Trufast is already on the road to growth.

Having started his career at

**To Page 30, Trufast** ⇐

## MetalForming Plans New Headquarters

MetalForming Inc., a North American leader in metal building and architectural sheet metal technology, recently broke ground on a new 17,000 sq. ft. headquarters, distribution center and showroom in Peachtree City, GA.

The state-of-the-art facility, scheduled to open this fall, will be the focal point for MetalForming's full line of advanced European

metal folding machines and roofing construction accessories. Company CEO Geoff Stone and MetalForming staff were joined by officials from German product manufacturers Schechtl, Schlebach and Stubai for the ceremony at South Park International, the area's premier industrial park.

**To Page 4, MetalForming** ⇐

## API Expands West Coast Operations

from its 106,000 sq. ft. plant in Modesto, CA. The Metecno Group has 21 operations and is recognized globally as a leader in sandwich panel and continuous line equipment technology.

The addition of the third production line in Modesto will allow an annual single shift capacity of over 11 million sq. ft.

“We are now a fully diversified

metal faced sandwich panel producer competing in all segments of the marketplace,” said Bill Lowery, president of API.

Lowery added, “With metal processing capability including slitting, embossing and accessory metal forming, our customers have the convenience of single sourcing a complete package”

○

## Span Construction & Engineering Earns Another Top Builder Honor

By Johnna Young  
Assistant Editor

Still utilizing the same standards as it did when it began in November 1979, Span Construction & Engineering Inc. continues to excel throughout the metal building industry. Among the company's most recent accomplishments is being awarded VP Buildings' Cumulative Sales Volume Award for \$200 million in steel purchases since Span was founded



King Husein

**To Page 16, Span** ⇐



One of Span Construction & Engineering's many projects from the past year was the Cardinal Float Glass Plant in Mooresville, NC. The facility measures 450,000 sq. ft.

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

■ **Special Emphasis**  
Non-Typical Self-Storage

■ **Product Report**  
Standing Seam  
Roof Systems

■ **Feature Articles**  
Pre-Insulated Panels Used  
With Steel Buildings

■ **Job Applications**  
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## Top Metal

### ■ Builder

⇨ From Front Page, Span

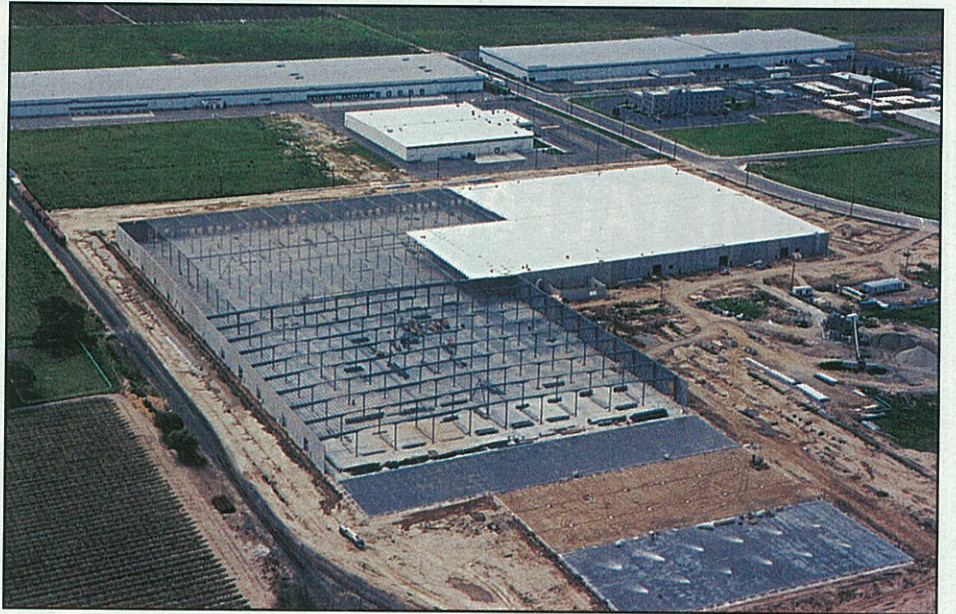
20 years ago.

In 1996, the company, which again has been named the top pre-engineered metal building contractor in the country, achieved the \$100 million mark after 16 years of business. Now, in a matter of four years, Span Construction has remarkably recorded another \$100 million pur-

chases from VP Buildings.

Other awards VP Buildings has bestowed upon the Madera, CA-based company in 1999 include Highest Builder Volume in the Country and Annual Sales Volume Award for \$44 million in steel purchases. The company also received Hall of Fame Awards for Costco Wholesale in Culver City, CA, and Costco Distribution Depot in Sumner, WA.

Yet another honor designated to Span's president King Husein and his dedicated employees is Top Metal Builder for 1999 by *Metal Construction News*. The company, which recorded 36,504 tons of

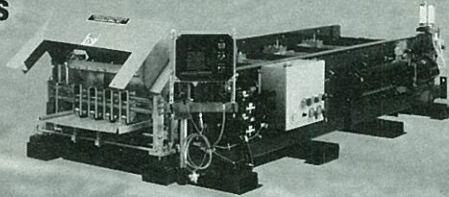
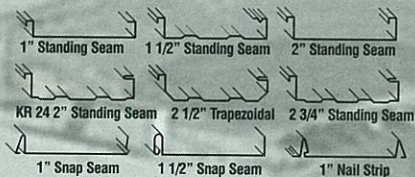
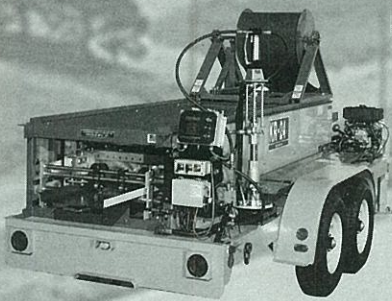


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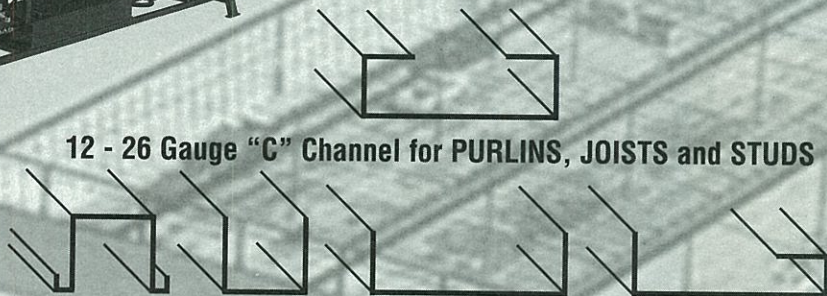
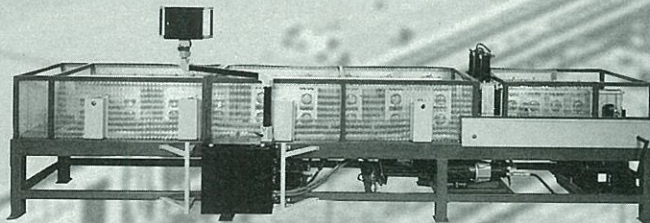
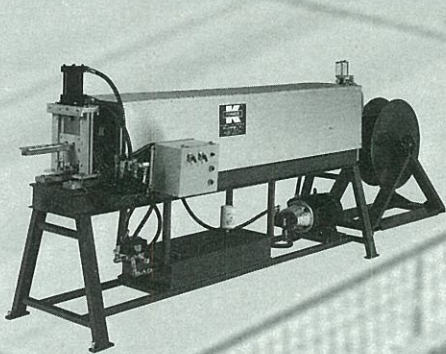
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Pacific Coast Producers (above), Lodi, CA, now under construction, is a massive 1.1 million sq. ft. project. King Husein, owner/president of Span Construction received an award from members of VP Buildings management during the Legends ceremony held at the VP meeting in San Francisco recently. Pictured below are David Gilchrist (from left), Husein, Rod Horton and Bill Crabtree.



steel for pre-engineered metal buildings in 1999, topped 1998's 21,780 tons by almost 15,000.

David Gilchrist, president of VP Buildings, commented, "If we were talking about most people or companies in the industry, the dramatic jump would certainly be a bit of a surprise. But we are talking about King Husein and Span Construction and, to be honest, they have had such an incredible record of accomplishment during the past decade that we have ceased being surprised at their enormous successes. The surprise is gone, but the admiration remains."

He continued, "As a leader in the industry, VP Buildings has the honor of working with many outstanding builders and we certainly recognize that our success is due in large part upon the growth of our many talented and capable builders. It goes without saying that Span Construction is at the top of that list. Its extraordinary success is a great reflection on our company and we hope is an inspiration to other builders."

Affiliated with VP Buildings for 20 years, Husein speaks highly of his relationship with the manufacturer. He feels it is an important

To Page 18, Span ⇨

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Span's projects are diversified in size, as well as use. For example, the Swift Transportation facility in Lathrop, CA, measures 65,000 sq. ft., while the Buzz Oates Enterprises-Southport in Sacramento, CA, is 444,600 sq. ft.



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## Top Metal

### ■ Builder

⇨ From Page 16, Span

component of his company's success. The feeling is mutual.

"We believe the relationship between Span and VP has strengthened each entity over the course of the two decades," said Doug Reynolds, senior vice president of sales and marketing for VP Buildings.

"Both have a distinct corporate culture—a demand for superior quality and service. These high standards have offered a challenge for both companies. The result of that challenge has been growth and change in two corporations that now have become known throughout the industry for unquestioned excellence."

Quality and customer satisfaction are definitely top priorities for Span Construction, who has projects throughout the United States. The large contractor demonstrates this through its safety and quality programs.

"Span quality, an uncompromising combination of craftsmanship, attention to detail and customer service—this is how Span makes an average project into an accomplishment to be proud of," stated Bill Crabtree, business development manager for VP Buildings. "For example, Span roofs are legendary. King personally walks major standing seam roof installations to examine craftsmanship."

Rod Horton, corporate accounts manager for VP Buildings, who has worked with Span for 11 years, added "Span Construction And Engineering Inc. is a company that is dedicated to the customer, customer satisfaction, customer verification and customer loyalty. Its goal is to obtain this level with every customer they do business with; before, during and after the sale, they know this will



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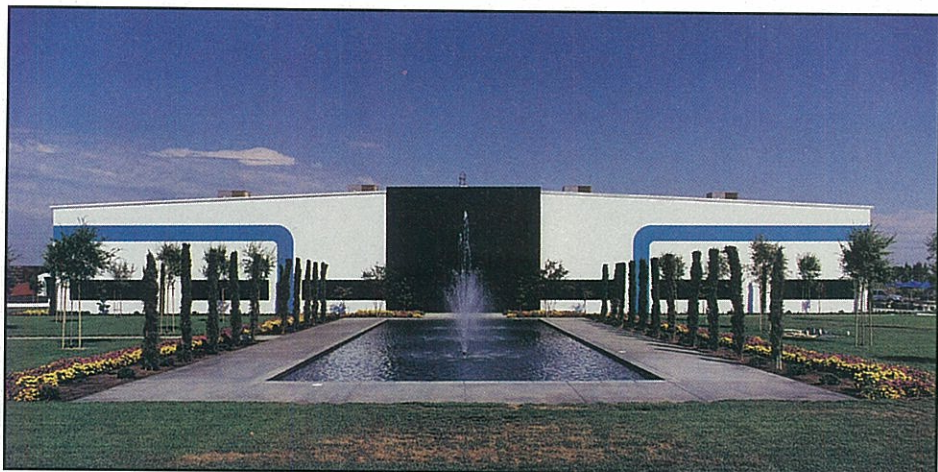
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The 120,000 sq. ft. Lion Raisin Packing facility (above), located in Selma, CA, and The 20,000 sq. ft. Pacific Gold Marketing building (right), constructed in Madera, CA, were both Span projects.



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## Top Metal

### ■ Builder

⇨ From Page 18, Span

gain them repeat business, referrals and long term commitments. These are some of the qualities that have helped them reach this accomplishment."

The company's high caliber of dedicated employees also contributes to Span's overall success. The firm offers continued training to its employees to ensure they are up-to-date with industry standards. Currently the company employs 315 people but averages 450 employees in peak season.

"Span is dedicated to their employees, some have been with King since he opened his doors 20 years ago. Plus they attract professionals that want to be a part of a successful and growing company. King Husein invests in training and education for his employees. They do not take their jobs complacently, nor their customers," Horton said.

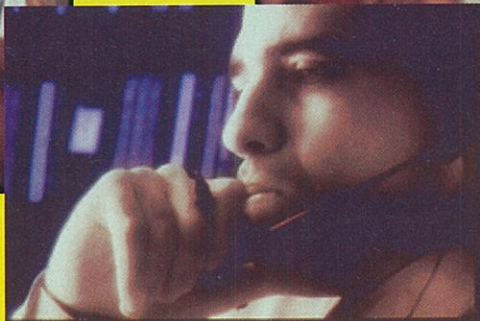
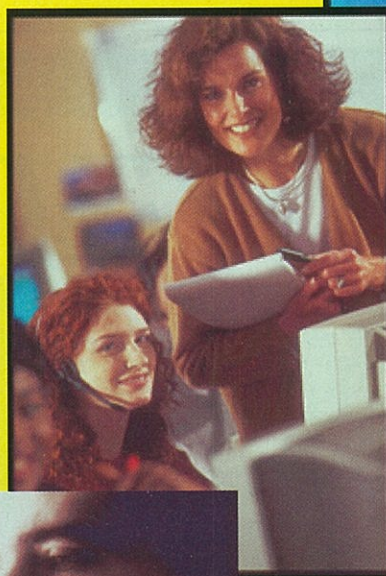
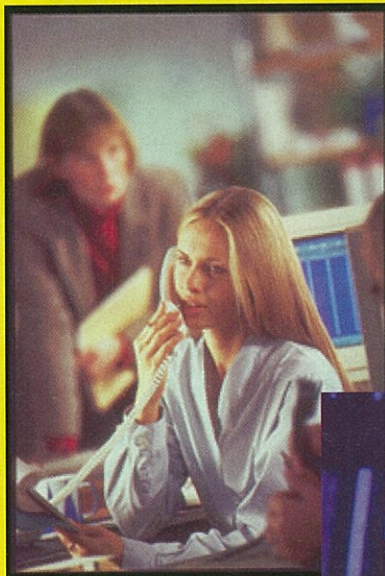
"The Span organization is a group of honest and professional people. They take pride in knowing they are the biggest and the best in the building systems industry and continue to raise the service and performance bar to a level that makes it difficult for the competition to reach."

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, May 1998 and May 1999).

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. It also focuses on the ongoing progress that keeps the 20 year-old company successful.

To Page 22, Span ⇨

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## Top Metal Builder

⇒ From Page 20, Span

**Metal Construction News:** Because the Top Metal Builder award is based on tonnage, we'd like to start out by talking about the 36,504 tons of steel Span purchased in 1999. 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:** The strong economy was a major factor in the increased tonnage. Our key corporate accounts significantly increased construction activity during 1999.

**MCN:** How many projects does that 36,504 tons represent?

**Husein:** During 1999, we completed 118 projects and eight projects were under way at the end of the year.

**MCN:** What was your metal building sales volume for 1999? How did this compare to the 1998 sales volume?

**Husein:** Our sales volume for 1999 was \$90.5 million compared



Span Construction still abides by the same principles that were instilled when it was founded. This is evident by the many projects the Madera, CA-based company, now in its 20th year of operation, has completed recently including this 30,000 sq. ft. MEPCO building in Fresno, CA (above).

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with \$60 million in 1998.

**MCN:** In 1990, Span Construction was named Top Metal Construction Contractor published in the August 1991 issue of *Metal Construction News* with a tonnage of 5,495. It was also reported that in 1989 your company recorded 3,718 tons of metal building steel purchases. Now 10 years later, Span reports a total of 36,504 tons. How do you explain this rapid increase in the last decade?

**Husein:** Several factors contributed to the rapid increase in the last decade. They are: a healthy economy, Span's reputation, repeat clients, referred clients, relationship with VP Buildings, dedicated employees, no geographical boundaries and innovative products and programs.

**MCN:** Also, are you surprised by the jump in tonnage from 1998 when it was 21,780 tons to 1999's 36,504 tons. Did you have an increase in projects last year or are the projects more large-scale?

**Husein:** The increase in tonnage was more than expected. This was primarily due to the increase in number of projects as well as the size of the projects. Last year we built several huge distribution centers for our key clients, as well as a float glass plant.

**MCN:** What differences do you see between when the company was founded in November 1979 and now? How has the industry, as well as your company, changed in the past 20 years?

**Husein:** The market penetration for metal buildings has increased significantly in the last 20 years. Metal buildings are now the "conventional" way to build for low rise non-residential construction projects. Since November 1979, Span's business philosophy has not changed. In fact it has been reinforced. During the last 20 years we have evolved from a regional builder to a national builder.

**MCN:** With this being your 20th year in business, is there anyone

To Page 24, Span ⇒

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## Top Metal Builder

From Page 22, Span

that you would like to acknowledge for helping you get your company started?

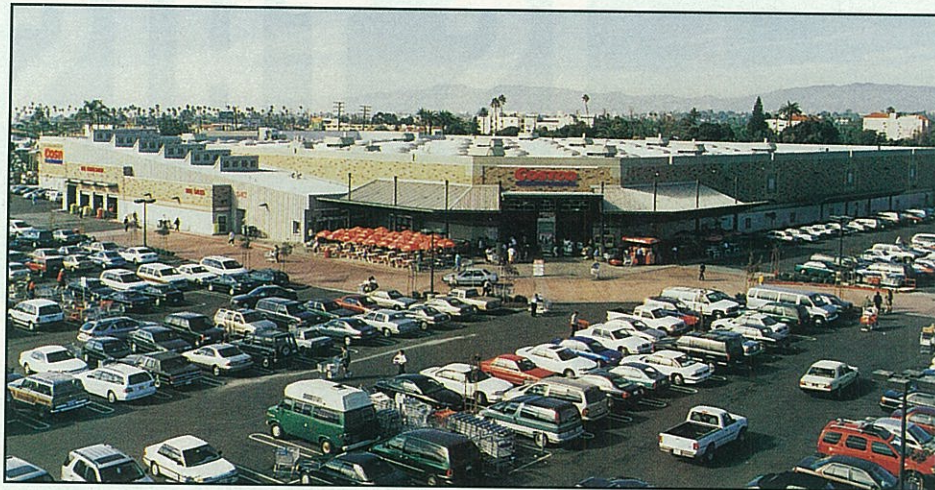
**Husein:** Since this is a milestone year, I would like to express my deep gratitude to Dave Berry, who helped me get started in business. His backing provided the necessary foundation for me to launch Span 20 years ago. Dave is

my mentor and a great friend.

**MCN:** Your company continues to handle large projects throughout the United States. Last year you said the company was involved on an international level on a negotiated basis for repeat customers. Have you completed any international projects in 1999? Do you foresee an increase in international projects in the future?

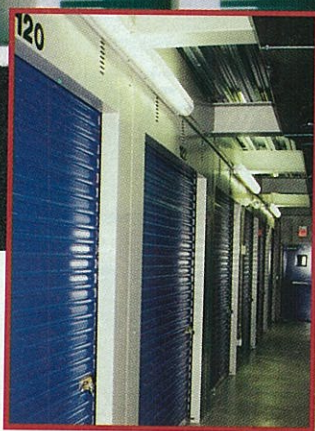
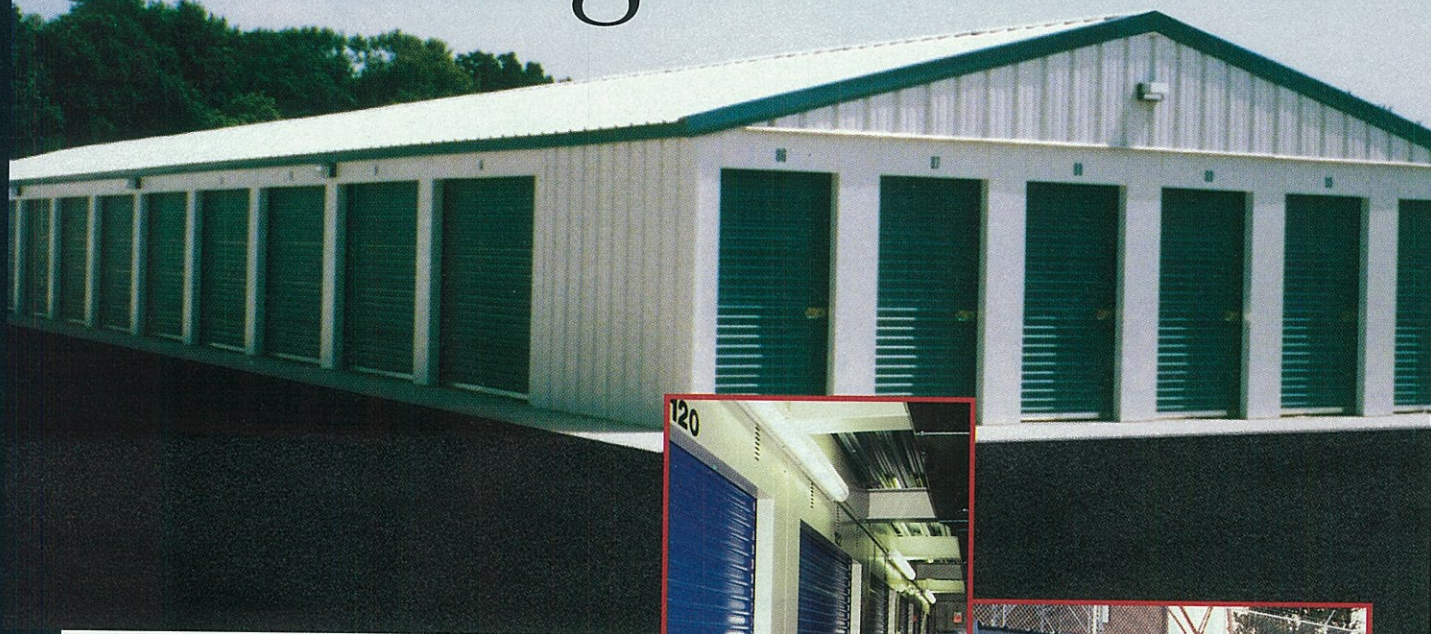
**Husein:** Last year we completed a two-story retail facility in Taiwan and another single story project in the Virgin Islands. I do not foresee an increase in international projects this year.

**MCN:** You continue to attribute



Span recently received a Hall of Fame Award from VP Buildings for this 150,000 sq. ft. Costco facility in Culver City, CA.

# We Just Keep Making 'em Better



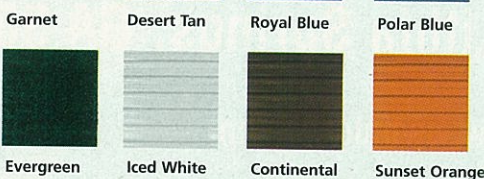
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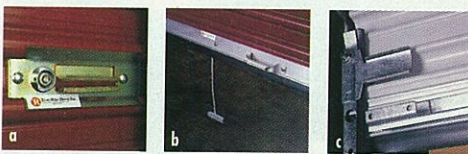


a) 12 gauge zinc-coated steel slide bolt locks into guide for extra security. Guardian Security lock optional.

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c) 12 gauge zinc-coated door stops included on every door for added safety. Sturdy zinc-coated 18 gauge steel guides with polypropylene runners allow doors to glide easily.

d) 3 drums and dual springs provide solid curtain support on doors 5' wide and wider. Felt tape at each drum protects exterior finish.



your company's success to your experienced, dedicated employees. How do you feel that they contribute to the success of the company? Have you incorporated any new programs or services in the past year to ensure employee development?

**Husein:** Last year the Span team worked hard to manage the increased volume of business. It was not easy, but their dedication and experience paid off. Several new employees are being added in all departments to keep up with the growth rate. Our focus is to provide training to these employees.

**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 has this relationship evolved over the years and what do you foresee for the future because of your partnership with VP Buildings?

**Husein:** Our relationship with VP Buildings has definitely helped our growth last year. The dedicated service that VP provides Span has allowed us to maintain our level of service to our clients. Dave Gilchrist, president of VP Buildings is committed to providing the best service possible to a demanding builder like Span. The vision he has for his company, the builders and the industry is very inspiring. He has the drive and ability to translate that vision into action. We have already seen the results of that in 1999 and the progress will continue this year and beyond under his leadership.

Span continues to benefit from VP's Corporate Accounts program. Rod Horton, corporate accounts manager for VP Buildings, is instrumental in helping Span develop and manage large Corporate Accounts.

Bill Crabtree, business development manager for VP Buildings, continues to work with the Span

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To Page 26, Span

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## Top Metal

### ■ Builder

⇨ From Page 24, Span

team to develop and manage local and regional business. He has been a major asset to me and Span from day one. I consider him to be a model business development manager in the metal building industry.

**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?

**Husein:** We have implemented improvements in the safety net program which provides fall protection to our ironworkers. We are continuing to focus on increasing efficiency and quality of the finished product while maintaining safety.

**MCN:** Customers are also an important part of the growth of any business. You stated that in 1998, 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:** In 1999, 80% of our work was from repeat business. I am sure that the Span Quality program, which has developed satisfied customers, is a major factor in maintaining this customer base.

**MCN:** What were some of your most noteworthy projects completed during 1999?

**Husein:** Some of the noteworthy projects completed in 1999 are:

• Staples Distribution Center, Terra Haute, IN: This 586,000 sq.

ft. building was designed to support conveyor and mezzanine loads.

• Cardinal Float Glass, Mooresville, NC: The 450,000 sq. ft. facility is a complicated float glass plant.

• Costco Wholesale, Neihu District, Taipei, Taiwan: This two story retail facility is 120,000 sq. ft.

• Buzz Oates Enterprises, Salt Lake City, UT: This 356,000 sq. ft. building is a full height hardwall distribution warehouse.

• Costco Distribution Depot, Sumner, WA: This 227,000 sq. ft. building is utilized as a cold storage distribution depot.

• Swift Transportation, Lathrop, CA: This 65,000 sq. ft. facility is a full scale truck terminal

• Buzz Oates Enterprises-Summit Warehouse, Sacramento, CA: A full height hardwall distribution warehouse is 365,000 sq. ft.

• Buzz Oates Enterprises-Southport, Sacramento, CA: A 444,600 sq. ft. full height hardwall distribution warehouse.

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

**Husein:** Currently we have 15 projects under construction. One of these projects is a massive 1.1 million sq. ft. distribution center for Pacific Coast Producers in Lodi, CA, with Berry Construction as the general contractor.

**MCN:** Span had plans to restructure its business plan. Have you implemented this restructure?

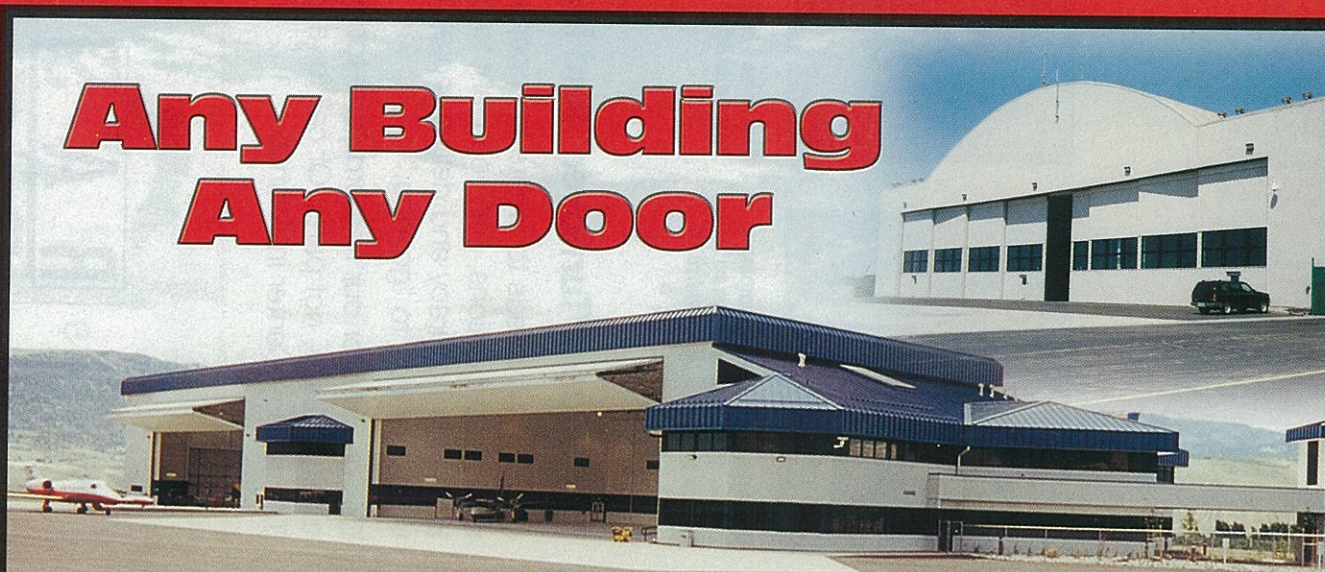
**Husein:** The restructuring is still in process. The increase in business last year slowed down the restructuring time table but should be in place by the end of the year. This will allow me to focus my energy on key clients.

**MCN:** Span has witnessed tremendous growth for 1999 as demonstrated by its almost 15,000 ton increase in steel sales. Do you feel that this trend will remain for 2000? Do you foresee any changes for Span within the next year?

**Husein:** I will be happy if this year is as strong as last year. Currently we are experiencing steady construction activity.

Span's future plan includes hiring and training qualified individuals to manage our growth as well as moving into a new office building. We have already doubled our office space since last year.

○



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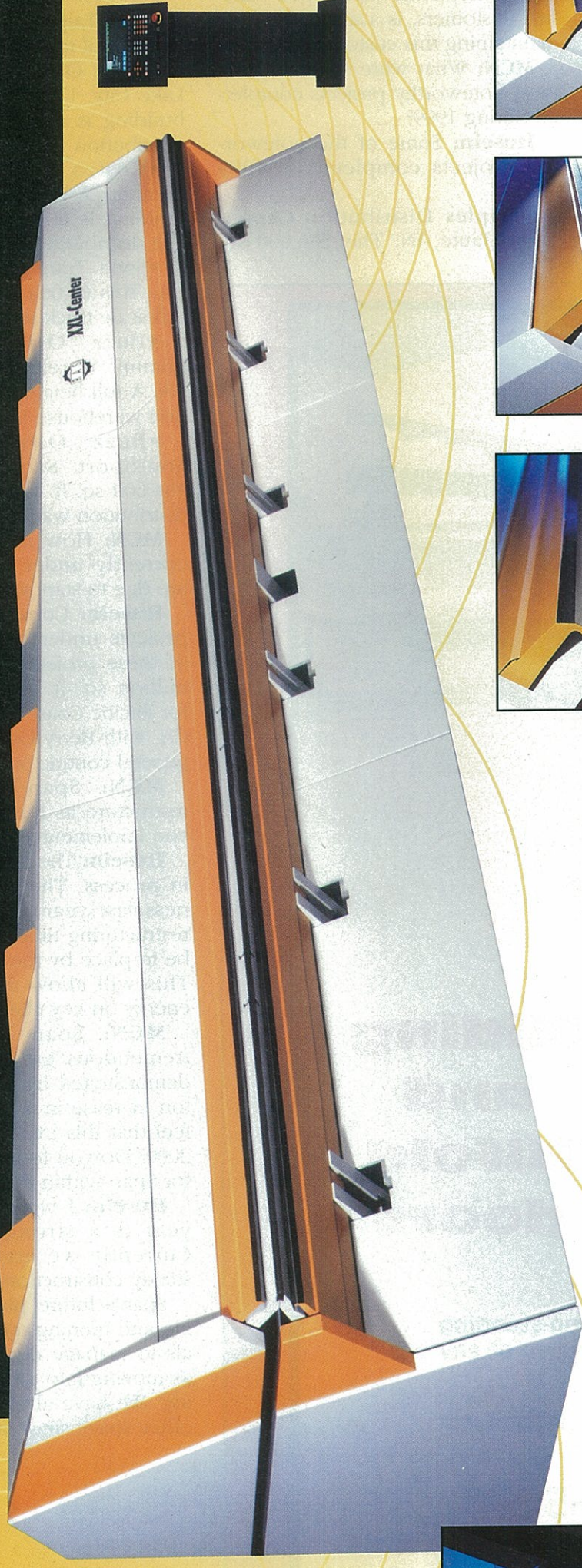


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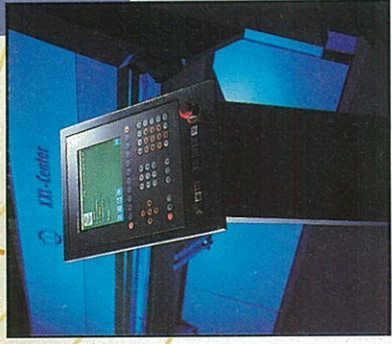
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# With the RAS XXL Long Folder You May Have to Turn Your Magazine, But You Won't Have to Turn Your Parts!



The RAS Multibend 9002 CNC uses a graphical interface to show parts as you input angles and dimensions.

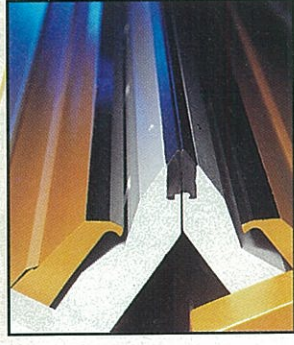


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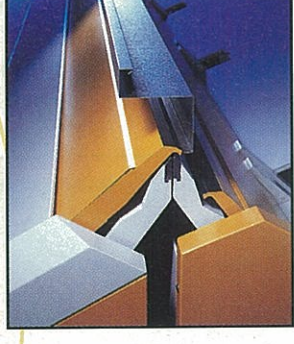
Thanks to the revolutionary design of the XXL Center, and the powerful Multibend 9002 CNC, your operator simply enters part angles, flange dimensions and a blank. The XXL Center then automatically positions the blank, makes all up and down bends to precise dimensions, and delivers a complete, unscratched 20 foot part in seconds. That's it! Fast, accurate, only one operator, and the results are long parts that are even longer on profit.

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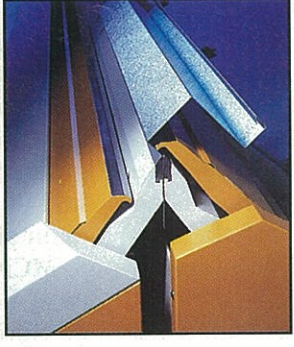
The RAS XXL Center is unlike any other long folder on the market. It is designed with twin folding beams that bend from the top and from the bottom, so no part rotation or part manipulation is necessary. One operator can do it all. And because of the exclusive design of the upper and lower clamping beams, and the power drive system that distributes pressure evenly along the entire length of the part, you get totally consistent and incredibly precise bends that other long folders simply can't deliver.



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