

Metal Sales To Add 18th Facility

Metal Sales Mfg. Corp., a leading manufacturer of metal roofing and siding products, has announced plans to open a manufacturing facility in Detroit Lakes, MN. The new location will provide full service to the northwest region of Minnesota, the Dakotas and Canada.

The company expected to begin operations at the new plant in May. The 25,000 sq. ft. facility contains manufacturing, administrative, sales and customer service operations.

"We are thrilled to be able to offer our customers in the area the same

convenience and product expertise we provide from our other 17 branch locations," said Tom Straub, vice president of sales and marketing.

The new facility will produce Pro-Panel II and Classic Rib panel profiles along with a full line of trim and accessories. The remainder of Metal Sales' 60-plus panel profiles will also be available.

Metal Sales, headquartered in Sellersburg, IN, now has 18 facilities across the U.S. that manufacture metal roofing and siding products. ■

Metal Construction News

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MBMA And The Technical Evolution Of Metal Buildings

By W. Lee Shoemaker, P.E., Ph.D.
Director Of Research And Engineering
Metal Building Manufacturers Assn.

Introduction

Metal buildings have evolved over the years from utilitarian tin sheds to highly attractive, multi-use structures that are not even recognizable as metal buildings. Pick up a copy of *Metal Construction News'* March issue and take another look at Shawn Zuver's photo timeline and see just how far metal buildings have come [1]. However, this progression is not just a function of changing aesthetic tastes and wider application and acceptance of metal buildings.

In fact, all low-rise construction has experienced improvements that are a direct result of research and building code changes that have been sponsored and promoted by MBMA. These changes may reflect more efficient use of material, or they may reflect greater understanding of loads or structural behavior. New fabrica-



tion methods have also produced improvements and efficiencies in material utilization.

This article provides a few examples of the modifications that have taken place in metal buildings and how they are an

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New Location Promises Excitement For METALCON 2003 Attendees

For the first time in its 13-year history, the METALCON International Conference and Exhibition will head south to Tampa, FL. The location of the Metal Construction Association-sponsored show, scheduled for October 28-30, is the Tampa Convention Center.

Florida is expected to be an exciting location for the 2003 metal construction trade show. "We're thrilled

to have the show here, where you can see beautiful metal roofs everywhere because they stand up so well to the bright sun and salty air," stated Claire Kilcoyne, METALCON's show manager. The state has also explored strong cool roof initiatives in which metal roofing plays a large role.

The industry is apparently buzzing

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Span Maintains Status As Top Metal Builder

By Megan Langel
Associate Editor

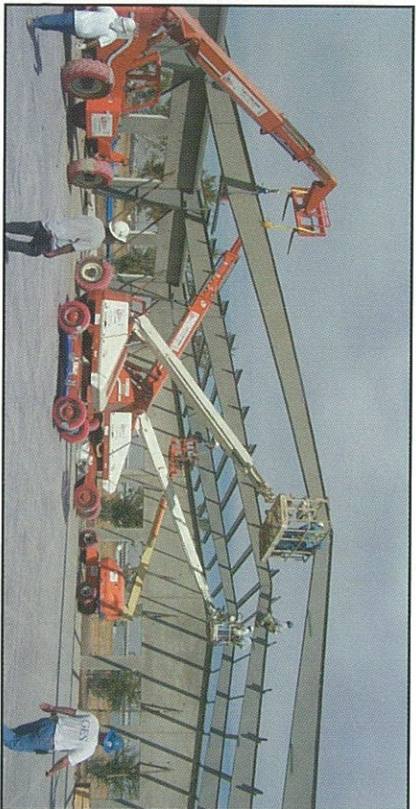
Congratulations are in order for a distinguished member of the metal construction industry. Span Construction & Engineering Inc. of Madera, CA, has maintained its status for the 13th consecutive year as *Metal Construction News'* Top Metal Builder for 2002.

This recognition shows evidence of Span's success. The company has offered design and construction services for commercial, industrial, and agricultural projects for 23 years.



However, there is a deeper meaning behind Span besides all of its high-quality projects. The people of Span, including the company's long-term affiliates, helped achieve the top metal builder honor. It is the simple things such as employee morale and strong business partnerships that make the company renowned.

King Husein



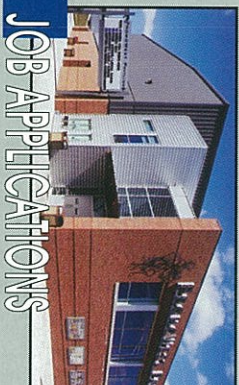
Span was involved with numerous impressive projects in the past year including this 102,000 sq. ft. Home Depot in Lathrop, CA.

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TOP METAL BUILDER

From Front Page, Span

try to hold to the basic principles that have been instilled since the company's inception. Honesty, commitment, quality, service and value are key components that the company works to attain on every project.

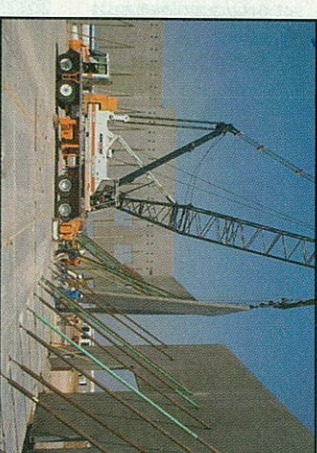
"I also feel that the teamwork that exists between Span, VP Buildings and some key customers add great value to the success of Span. Relationships are not taken for granted and we try to continually improve



to raise the bar."

Raising the bar was exactly what Span did in 2002. Growth has been a trademark for the company over the past year. Span reached a milestone in

2002 as the first builder within the entire industry to receive the Cumulative Sales Volume Award of \$300 million with VP Buildings, the company's building supplier. Span



Buzz Oates—ConAgria Foods, Modesto, CA, is a 727,000 sq. ft. project built on a fast track basis utilizing continuous beam framing and concrete tilt-up walls (left). Another hardwall project under construction for Buzz Oates located in Stockton, CA (above).

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was also the first metal building contractor in the industry to attain \$100 million in steel purchases from VP Buildings in 1996. In addition, several administrative changes over the past year for Span have resulted in growth.

"We have made a few significant changes in our company. We have adopted a new company logo, drafted a new mission statement, created a new company slogan and launched our website, spanconstruction.com. In an effort to capture new business, we have appointed a full-time marketing person and developed new literature," said Husein.

Span's new mission statement reads: "Our mission is to exceed our clients' expectations by providing construction services that are unparalleled in the construction industry with regard to safety, integrity, quality, value and schedule."

Although there is a new mission statement, the company's philosophy has remained the same since inception. As stated above, many Span employees have been with the company for over 15 years and have seen the stability over time. One Span employee in particular has witnessed the company philosophy remain the same through growth as a small contractor to its prevalent rank.

"I hold the distinct privilege of being hired by King as the first employee for Span almost 23 years ago. Starting out as a draftsman and wearing many hats over the years, I have enjoyed the steady growth of Span from being a small local design/build contractor to our current position in the industry," said Keith Harris, vice president, sales and marketing.

"The company philosophy established 23 years ago continues to be practiced even today. We have developed the expertise to design and build projects either simple or complex on a national basis as well as overseas," Harris added.

In addition to the mission statement and philosophy being especially significant, so is the company's slogan. It is "Safety is our priority. Service is our spirit."

"My responsibility as the director

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