

## 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 north-west 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. ■

## MBCEA Marks 35 Years At Conference

The 2003 Metal Building Contractors & Erectors Conference will be held September 25-27 at the Palmer House Hilton in Chicago, IL. The conference will feature educational opportunities for metal building contractors and erectors with workshops and seminars focusing on management and technical issues.

Unique to this year's conference will be a celebration of the Metal

Building Contractors & Erectors Association (MBCEA) and its 35 years of service to the industry. The group changed its name from the Systems Builders Association last year. The Palmer House Hilton was one of the original facilities in which association founders signed the original organization charter. This will

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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 Langell  
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

According to King Husein, president of Span, the company's employees are the biggest assets to the company's success. "Some of our employees have been with us for more than 20 years and many have been here in excess of 15 years. Currently, we have 275 employees. Each employee is committed to the company philosophy and his or her individual responsibilities as they have grown over the years."

Doug Standing, controller for Span, commented on this employee commitment to Span and its outside relationships. "The success of Span can be attributed to the commitment of the top executives down to the office staff and field laborers. Over 60% of the employees are part of our construction labor force. We at Span

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



MAY 2003

# 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-



Lee Shoemaker

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

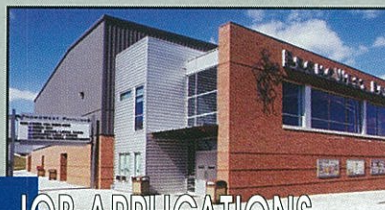
This article provides a few examples of the modifications that have taken place in metal buildings and how they are an

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## 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.

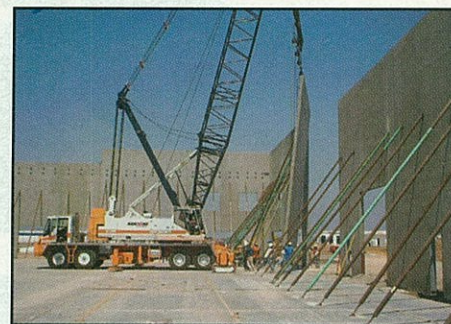
"I also feel that the teamwork that exists between Span, VP Buildings and some key customers add great value to the success of Span. Relationships are not taken for granted and we try to continually improve



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—ConAgra 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](http://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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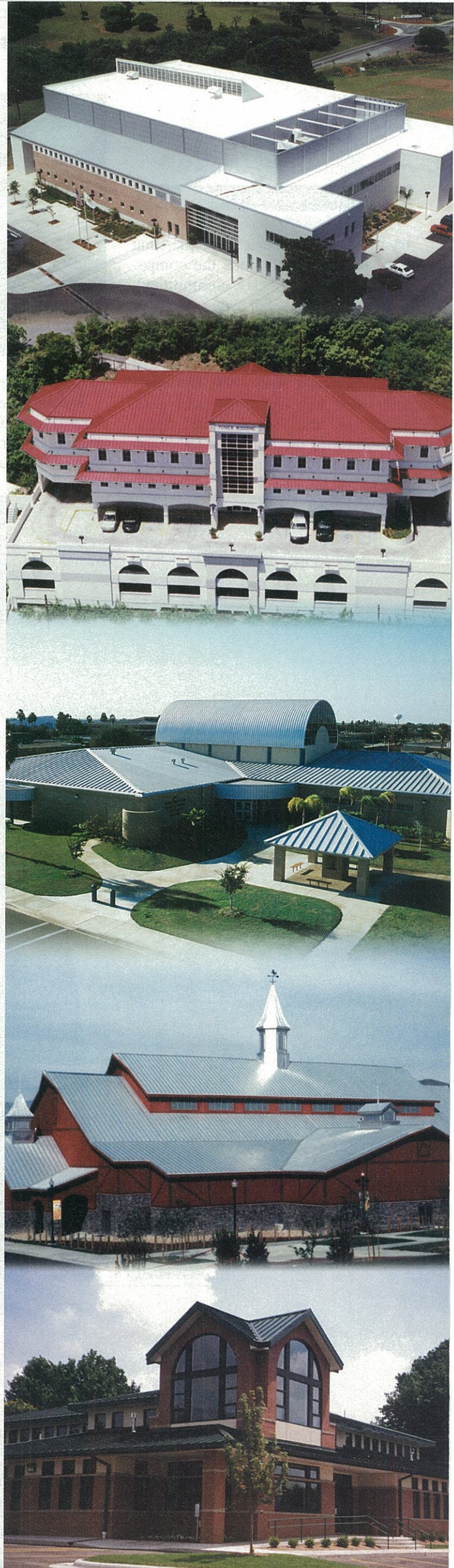
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## TOP METAL BUILDER

From Page 10, Span

of safety is to make sure that all our employees are safe and projects are built accident free. The commitment to safety is at all levels of our company and we have made a significant investment in Span University which is used to train all our field personnel in various aspects of our business," said Tim Pendley, director of safety.

Span is not only concerned with its employees, but it takes great pride in the work of its affiliations. Several



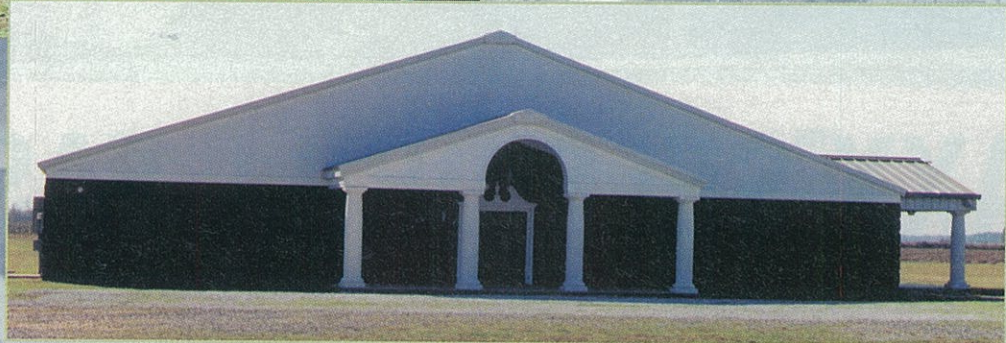
**Span built an 8,000 sq. ft. office for the Boy Scouts of America in Fresno, CA (above). Also located in Fresno, CA, is a three-building project for Buzz Oates totaling 643,500 sq. ft. (right).**

firms assist Span in developing remarkable projects. Quality is job



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one for both Span and these businesses. The firms have a mutual feeling towards Span.

"Beyond the production aspects of our history, is the strong working relationship with VP and Span that guarantees the success of our projects. Span's team is truly dedicated to their work. They are knowledgeable, professional and always available to help with even the smallest detail. Their prompt response to our calls means we are able to maintain schedules without compromising quality," said Ronald Maddox, executive vice president of MulvannyG2 Architecture, Bellevue, WA.

This quality of partnership and projects was evident in 2002. Of the approximate 50 million sq. ft. that MulvannyG2 has designed utilizing the services of Span, some projects built in 2002 received recognition from VP Buildings.

Two Costco Wholesale projects received VP Buildings Hall of Fame Awards. The Bakersfield, CA, building is a 155,700 sq. ft. project that utilizes special architectural wall panels and split face masonry walls. A 24-gauge standing seam roof was also used. The Boca Raton, FL, facility is a 149,400 sq. ft. structure that includes several towers integrated into the design. The building is topped with a 24-gauge standing seam roof with stucco walls to complement the surrounding architecture. The towers and auxiliary structures include a tile roof. This project also won the Best Of Category Award.

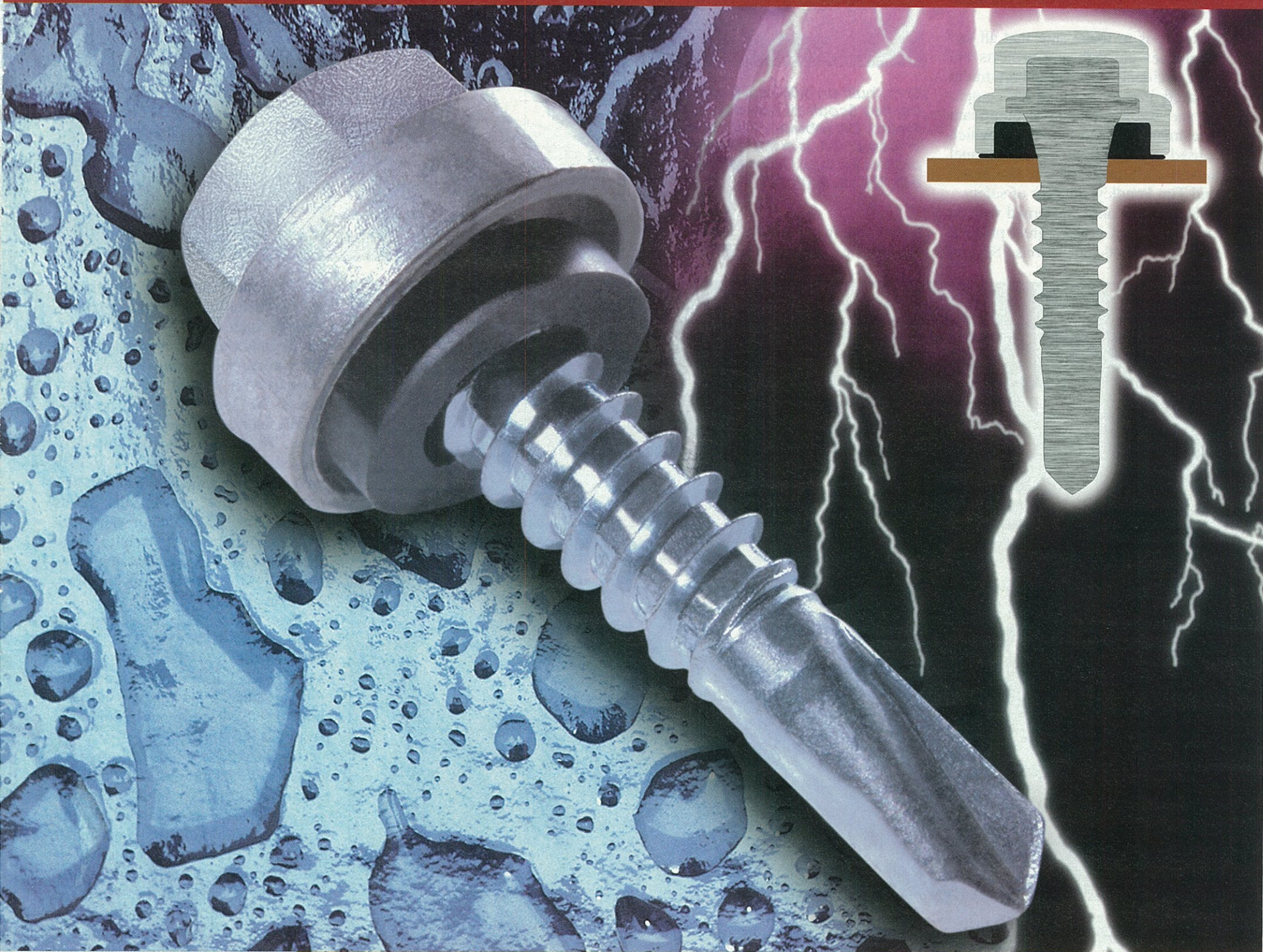
MulvannyG2 has designed other Costco Wholesale facilities. The 135,000 sq. ft. facility in Celaya, Mexico, was constructed on a fast-track schedule. The exterior walls consist of 8'-high masonry with architectural panels above. A combination of masonry and special architectural wall panels highlight the exterior of the 148,000 sq. ft. Costco Wholesale facility in Gilroy, CA. The 144,000 sq. ft. building in Vacaville, CA, consists of several towers designed to complement the exterior appearance. Brick, tile, masonry and stucco are used to create an aesthetically-pleasing appearance. All three locations utilize 24-gauge standing

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# No Red Rust

METAL TO METAL APPLICATION



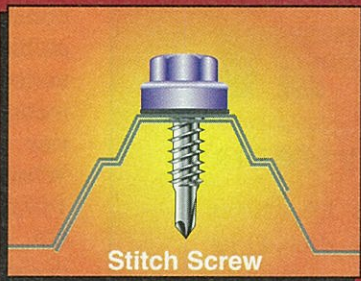
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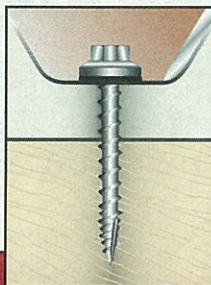
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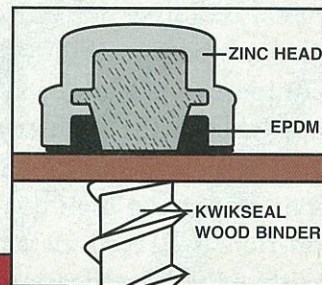
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## TOP METAL BUILDER

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seam roofs.

These projects represent only a portion of the facilities MulvannyG2 has designed that utilize products and systems from VP Buildings.

Maddox commented, "MulvannyG2 has worked closely with Varco Pruden (VP) and Span Construction for nearly 20 years. Together we have built millions of square feet of pre-engineered steel buildings and we are well aware of the



*Span has completed many projects for Costco Wholesale. The Bakersfield, CA, (left) and Gilroy, CA, (right) facilities utilize a combination of special architectural wall panels, split-face masonry walls and standing seam roof systems.*



*The 20,000 sq. ft. Britz Office Building, Fresno, CA, was built with conventional framing and includes a tile roof and stucco walls.*

benefits of their system. Year after year we have found these consistent values in their products and servic-

es—speed and ease of construction, long-lasting performance, quality of materials, extended warranties, and

competitive pricing."

This is an example of a partnership based on trust. Span's greatest assets, its employees, create an atmosphere that assures the correct materials and solutions will be provided.

Valentiner Crane Brunjes Onyon (VCBO) Architecture of Salt Lake City, UT, can attest to this assurance. The company is presently working with Span in the design and construction of the Brigham Young University Indoor Practice Facility in Provo, UT.

"Span was a great partner in the design of the structural system, wall panel selection and in the engineering solutions for a 95'-tall structure located in a seismic zone IV. Their engineers working with VP showed great expertise and professionalism," said Niels Valentiner, president of VCBO. "The core benefits of selecting a pre-engineered structure were apparent early to our firm and to the owner."

The 107,000 sq. ft. indoor practice facility is currently under construction and is scheduled to be completed by October 2003. It consists of a 220' clear span open web curved truss frame with moment resisting tapered sidewall columns. The eave height is 56' and the peak height is 93'. The exterior walls are special masonry block and a kalwall system, and the roof is an architectural standing seam panel system.

Span has completed numerous other projects over the past year including multiple facilities for individual companies.

A 727,000 sq. ft. project was built on a fast track basis for Buzz Oates—ConAgra Foods in Modesto, CA. Continuous beam framing was utilized to achieve large clear spans inside the building. The hardwall project consists of concrete tilt-up walls and a standing seam roof. This project also won a VP Hall of Fame Award. Buzz Oates in Fresno, CA, is a three-building project totaling 643,500 sq. ft. Column spacing was designed to accommodate dock loading operations. Concrete tilt-up walls and a standing seam roof are included. The Stockton, CA, Buzz Oates facility is a 546,000 sq. ft. hardwall project consisting of concrete tilt-up walls and a standing seam roof with wide bays for steel framing and bar joists. McGlade & Associates, Sacramento, CA, designed all three projects.

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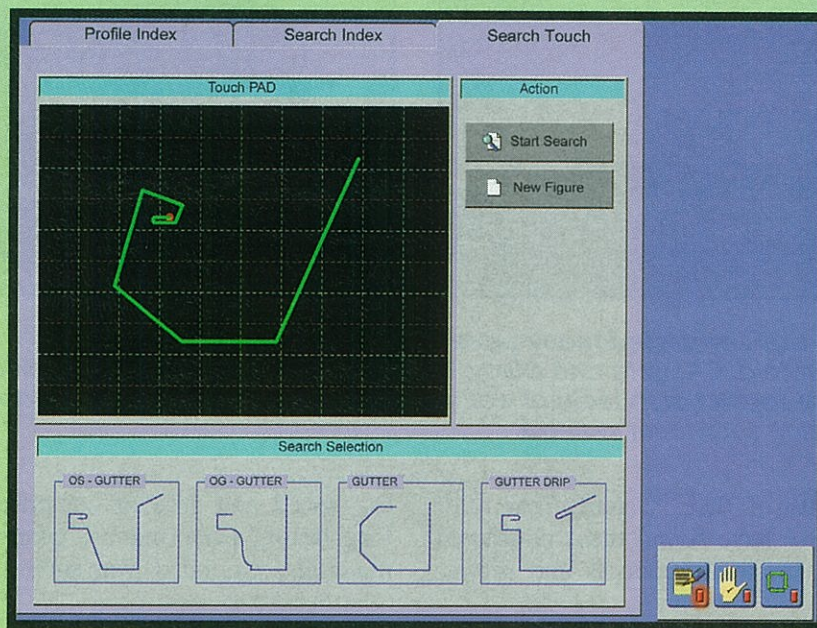
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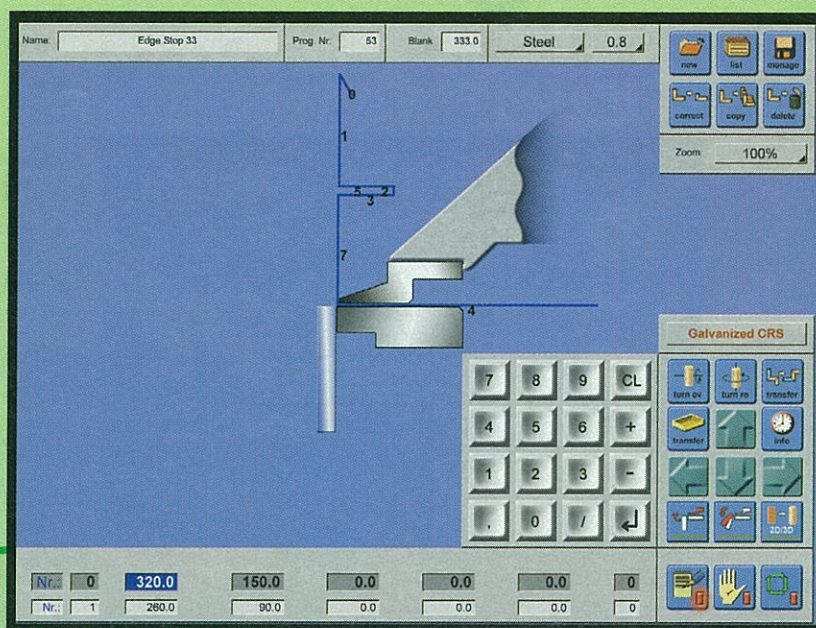
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## TOP METAL BUILDER

From Page 14, Span

A 102,000 sq. ft. Home Depot in Lathrop, CA, was constructed and designed with a 112' clear span to achieve a complete open space inside the building. This regional distribution center has a 9,000 sq. ft. office inside. The exterior walls are concrete tilt-up and the roof panels have a KXL finish. McGregor Associates of Atlanta, GA, served as the designer.

Designed by Carter Burgess of Fort Worth, TX, was The Great Indoors in

Deerfield, IL. This 129,000 sq. ft. project is a two-story structure with parking on the lower floor and retail space on the upper floor. The steel framing systems consist of a continuous beam design with a long span, open web bar joist. The exterior walls are concrete tilt-up and the roof is a 24-gauge standing seam system.

Two of Span's projects in 2002 involved conventional framing with tile roofs and stucco walls. These were the 8,000 sq. ft. Boy Scouts of America office and the 20,000 sq. ft. Britz Office Building. Both are located in Fresno, CA.

All of these projects were completed in 2002 in what is believed by most to be an economical hard time.



The BYU Indoor Practice Facility is shown under construction (left). A rendering of the complex is also shown (right).



Regardless, Span refused to succumb to the ideals of society and continued to construct high-quality projects.

"The state of the economy reduced our business by 20% in 2002. At the same time rising insurance costs have

impacted our bottom line. We have cut back on our staff and have made the remaining work force more efficient to continue to give our customers the quality, service and value they expect. In addition, we are now marketing our metal building services to large general contractors who need a safe, reliable and cost efficient solution to their building needs. We have also built a few conventional projects in order to keep our crews busy," commented Husein.

Growth is at the heart of Span's business, even when faced with economic changes like that of today. Span's motion forward is possible with business partnerships, employees and a little company reorganization. Above all, it is attitude that keeps the company going.

"Span Construction has many strengths, but the one thing that stands out the most is the 'can do' attitude of Span Construction and all of its employees. The success of a project is assured when the team members have this kind of positive attitude. Repeatedly Span has shown that when they bring their powerful and experienced team of professionals to a project, it insures that the project will be successful," stated Gerald Mele, president of Gerald Mele & Associates Inc. of Fresno, CA, a consulting engineering firm.

"I have been working for Span for almost 20 years and participate in the management of the day-to-day operations of the company. Our 'can do' attitude and open-minded approach has helped us over the years. We are constantly exploring different avenues to expand our business," stated George Goddard vice president, engineering & construction services.

Using this attitude and approach, Span looks to the future to create an even better company. Speculating on the future of the metal construction industry helps Span plan ahead.

Husein commented on the future of the industry. "The metal building industry continues to have a good future. The integration of the metal building system with other materials such as concrete tilt-up, masonry, glass, stucco and other architectural features are opening new markets for our industry. Building owners continue to look to metal buildings for speed of construction and value for their building projects. I foresee metal building systems to make inroads in the conventional building segment."

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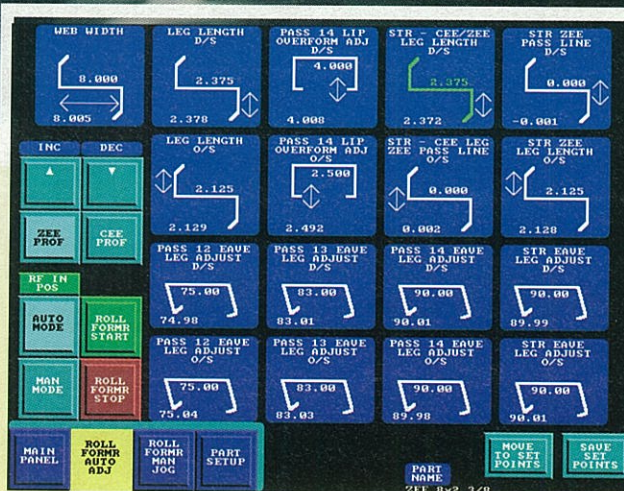
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