

Metal Construction News

The Voice Of The Industry

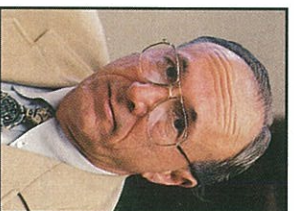
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Design/Build Team Honors Client Relationships

By Deborah Penka
Assistant Editor

Some would say timing is the key to a lot of things in life. For Kessel Construction timing is



Richard Kessel

everything in the design/build contracting business. Be it the endless opportunities available in northwest Pennsylvania and southwest New York, the commitment to building long-term professional relationships, or the completion of fast track, turnkey projects, Kessel Construction relates everything to quality construction and the ability to time all aspects of a project perfectly.

The secret to handling the most sophisticated and complex industrial projects for Kessel is developing a well-based client relationship. By recognizing the client's needs to meet critical production deadlines, Kessel has outlined its own schedule to seek comparable completion dates. Certain subcontractors within the company's list of proven professionals help the process continue smoothly.

"As a customer-driven company, **To Page 65, Kessel** ➔

Span Leads The Metal Building Industry For Sixth Straight Year

By Deborah Penka
Assistant Editor

As *Metal Construction News'* Top Metal Builder for the sixth consecutive year, Span Construction & Engineering has reaffirmed itself as the leader among the largest metal builders in the U.S., based on steel purchases of 15,189 tons in 1995. As a contractor, Span continues to place emphasis on quality, safety and performance, rather than

focusing on increasing its steel tonnage year to year.

That focus has taken the Madera, CA-based firm on a long journey to the top, where success is not found through high steel tonnage but through strong relationships. Whether it's building a faithful relationship with every employee or with metal building manufacturer affiliate, Varco-Pruden Buildings,

To Page 10, Span ➔

MBCI Purchases Steelco

MBCI has announced the purchase of the operating assets of Steelco from Alta Industries Ltd., effective April 1, 1996. Steelco has plants located in Salt Lake City, UT, and Boise, ID.

"Steelco has an excellent reputation in the industry, with superior employees and a solid customer base," said MBCI president A.R. Ginn. "This purchase will enable MBCI to enter the western region of the United States immediately." The company will purchase land

and construct new facilities at both locations, according to Ginn. "Equipment has been ordered to include a broader product selection for this western region," he said.

With these new plants, MBCI now operates 20 manufacturing facilities.

Metal Construction News will follow-up with in-depth coverage of MBCI's purchase of Steelco in an upcoming issue. **O**

Atlas Bolt & Screw Celebrates Centennial

Since 1896 Atlas has been offering a broad line of fasteners which have been used to reduce installation costs and extend service lives of buildings worldwide. Atlas was founded as part of the Atlas Tank Car Co. located in Cleveland, OH, producing fas-

teners used to make railroad tank cars.

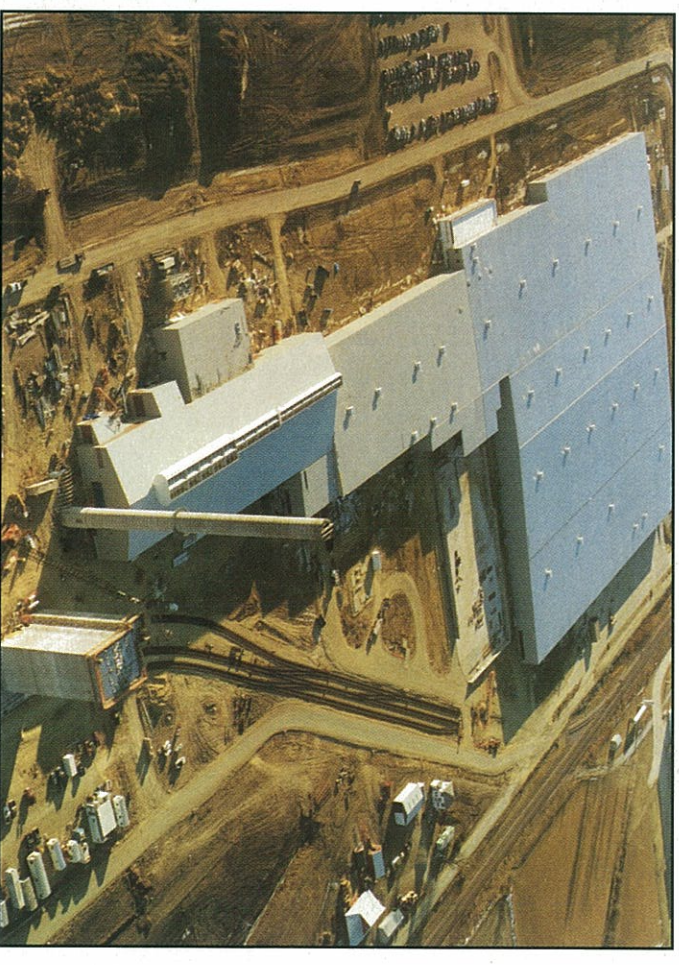
One hundred years later, as a member of the Marmon Group of companies, Atlas is one of the oldest and most knowledgeable

To Page 4, Atlas ➔

Lamtec Acquires Product Lines From Rexam Performance Products

Lamtec announces that it has acquired product lines, inventories and equipment of Rexam Performance Products Inc. (formerly known as Lamotte) related to the metal building industry. However, Rexam Inc., the parent company of Rexam Performance Products, will continue to manufacture and market Vapex film. In addition, a new company, Cleveland Laminating Corp., has

acquired the remaining product lines, inventories and equipment of Rexam Performance Products Inc. Cleveland Laminating Corp. will continue to operate the former Rexam facility in Cleveland, OH. Primarily owned by Lamtec management, Cleveland Laminating Corp. will pursue non-metal building markets and provide additional capacity for Lamtec. **O**



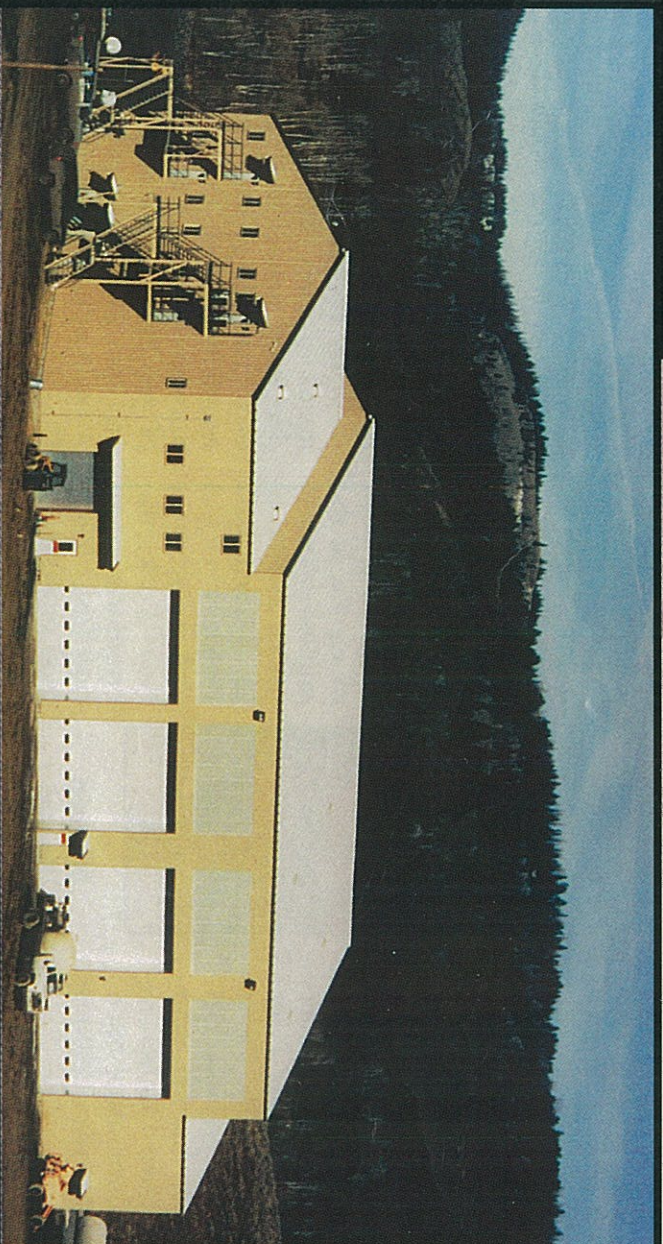
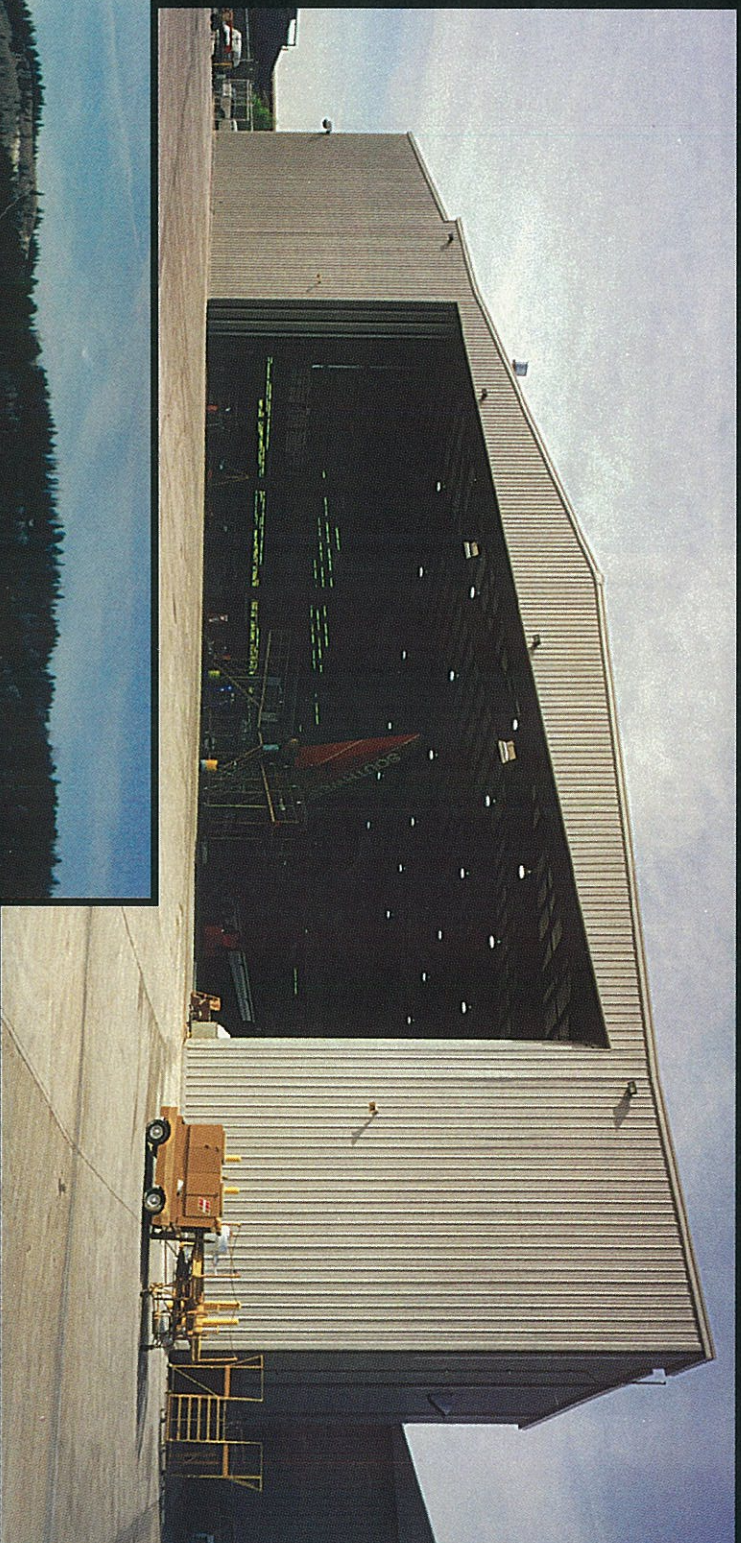
Span Construction & Engineering completed 65 projects in 1995, including this one for Guardian Industries in DeWitt, IA, featuring pre-engineered systems by Varco-Pruden Buildings.

Next Month In Metal Construction News...

- **Special Emphasis**
Pre-Insulated Metal Panel Projects
- **Product Report**
Standing Seam Roof Systems
- **Feature Articles**
Effective Self-Storage Designs
- **Job Applications**
Hotels & Resorts

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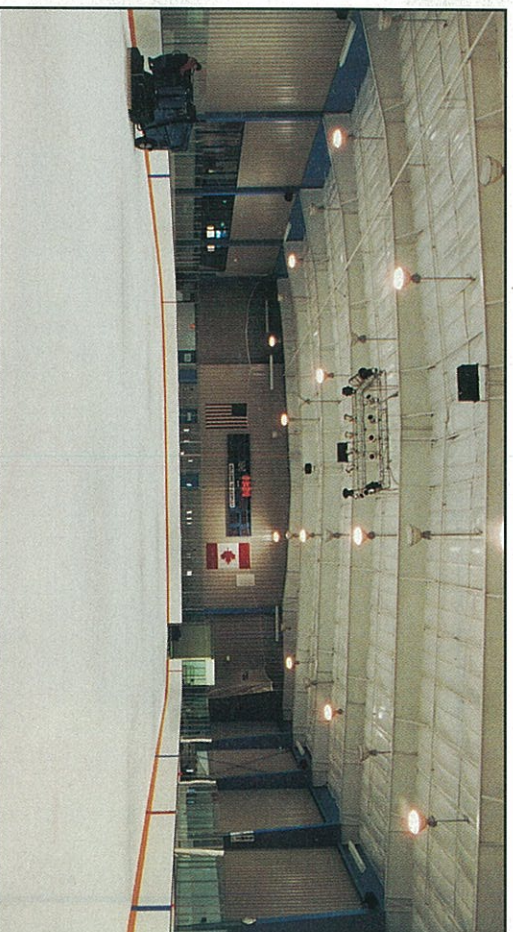


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A noteworthy project, Buzz Oates Enterprises II, is located in Tracy, CA. The steel framing for the 620,000 sq. ft. warehouse was supplied by Varco-Pruden Buildings.

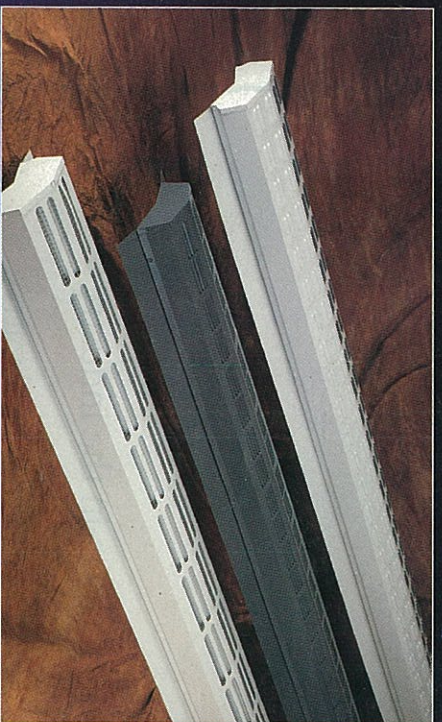


ICEOPLEX, located in Fresno, CA, covers 41,000 sq. ft. The ice skating center utilizes steel framing from Varco-Pruden.



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Contractor

■ Feature

➔ From Front Page, Span

Firoz "King" Husein, is committed to both.

King founded Span in 1980, after he began his career in pre-engineered buildings several years before. His education accomplishments include a Masters Degree from Brigham Young University and a Bachelors Degree from the University of Bombay, in his native country of India.

Span's accomplishments in the metal construction industry have been presented in past editions of *Metal Construction News* (August 1991, August 1992, May 1993, May 1994 and May 1995). In previous articles, King noted that he is most concerned with perfecting small details on every project, as well as ensuring that larger items also are addressed. In 1994, Span's focus was to raise the already high level of quality and performance to a new standard, in addition to the implementation of a new safety program.

With Span's successful track record in new and repeat construction, where is there a need for change? According to King, keeping current with technology changes and advancements within the industry is an obvious necessity, but what's not as evident is the importance of Span's relationship with Varco-Pruden.

Span's business potential is encouraged partly through King's relationship with Dave Gilchrist, president of Varco-Pruden, and Bill Crabtree, business development manager of Varco-Pruden. Some insight on King's close relationship with both men is described throughout the following paragraphs.

MCN: How long have you known and worked with King Husein? What qualities in your

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