

May 1999

Metal Construction News

The Voice Of The Industry

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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](#)

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.

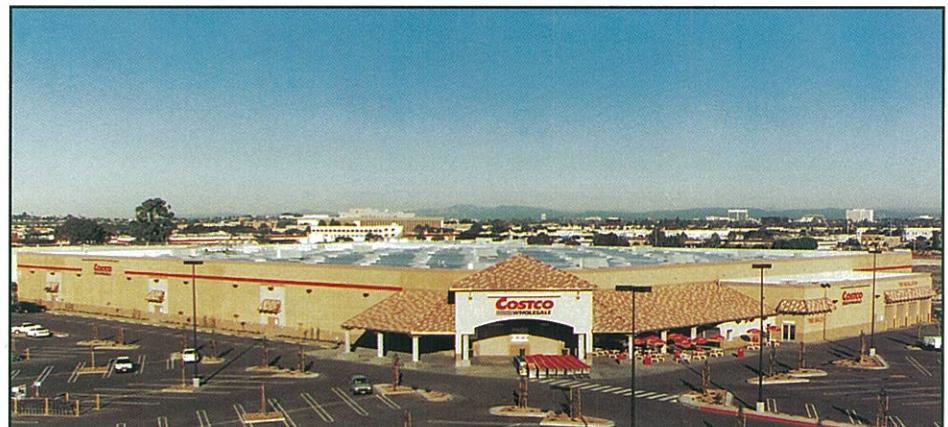
Yet, the Madera, CA-based company also works to keep the standards which has made it such a



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.

Next Month In Metal Construction News...

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

■ **Product Report**
Standing Seam
Roof Systems

■ **Feature Articles**
Insulated Panels & Curtainwall

■ **Job Applications**
Hotels & Resorts

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](#)

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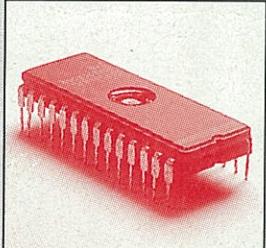
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A pair of Span projects shown under construction: Salt Lake City (UT) Recycling Center (left) and CFG-Cardinal Float Glass Plant (above) in Mooresville, NC. As evidence of Span's company-wide concern for safety, netting helps to protect workers.

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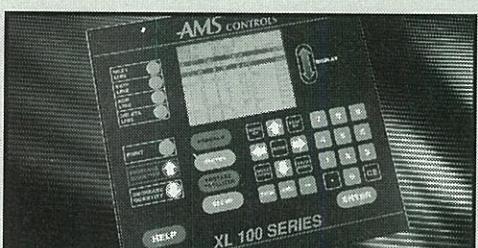


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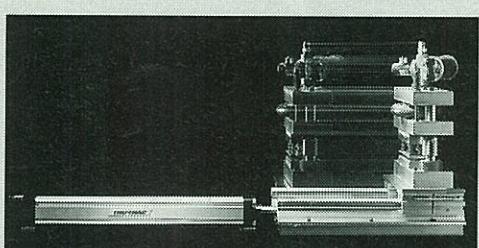
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Top Metal ■ Builder

☞ 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

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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?

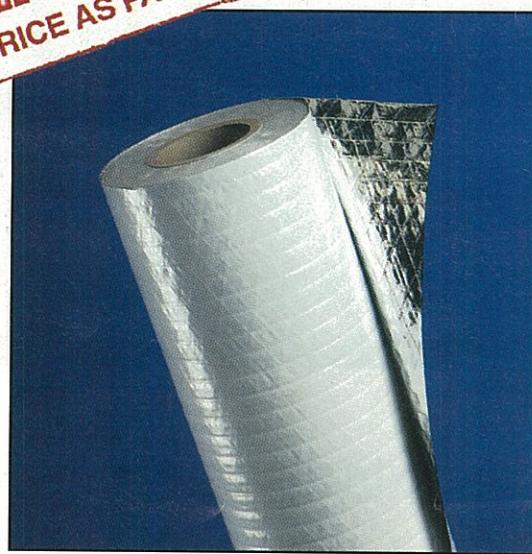
Husein: Span completed 99 projects in 1998 and there were 15 projects in progress at various stages.

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

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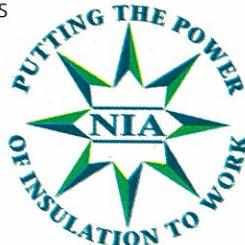
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To Page 56, Span ↪

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This Federal Express project by Span is located in Oakland, CA, and measures 228,000 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.

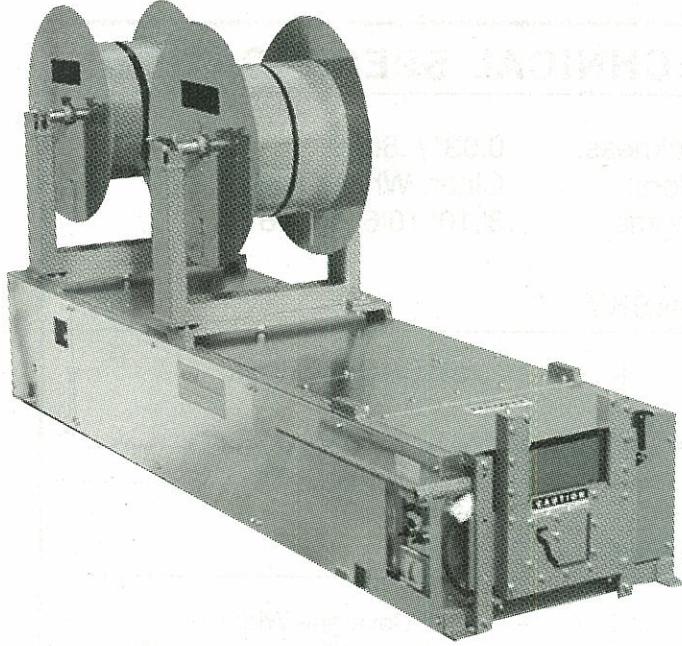
Under the leadership of David Gilchrist, president of VP, I am seeing a significant improvement in their overall performance. He has not only raised the bar in serving the builders, but is also taking the necessary steps to accomplish it. As an "outsider" to our industry, his approach to the metal building

To Page 81, Span

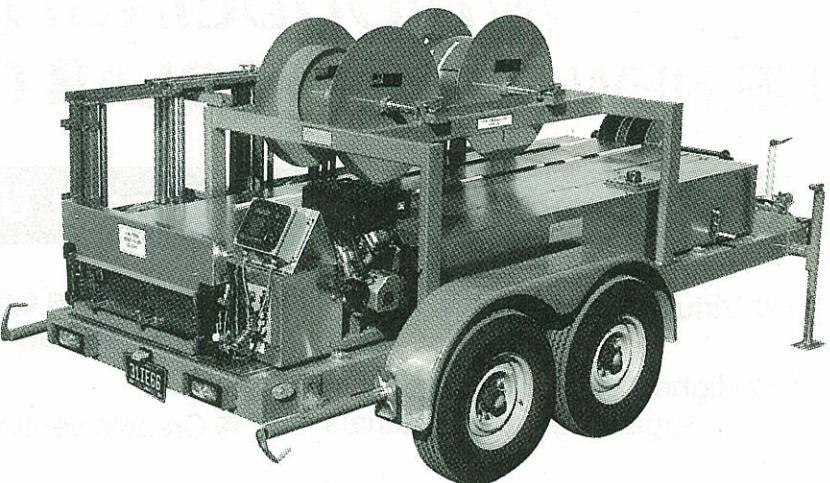
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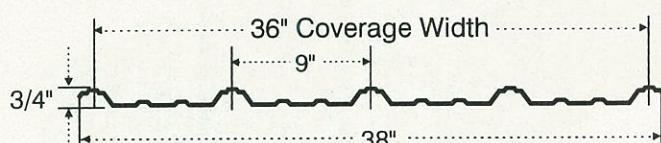
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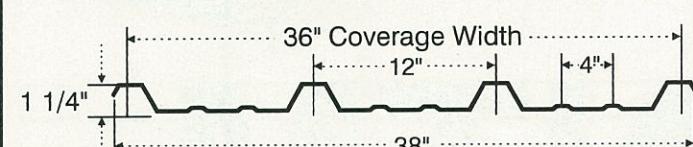
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Top Metal Builders Of 1998 Set Tonnage Records

By Shawn Zuver
Editor

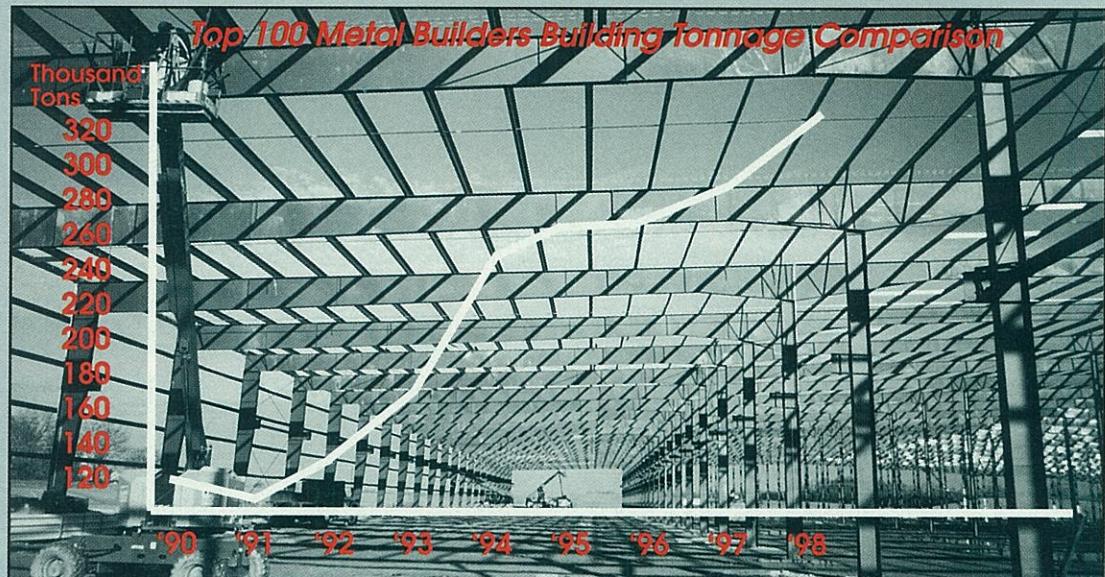
Once again, Span Construction & Engineering, of Madera, CA, has been named *Metal Construction News' Top Metal Builder*. Span is the recipient of this title for the ninth consecutive year, based on its 21,780 tons of steel purchased for pre-engineered metal buildings in 1998. Span purchased a record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

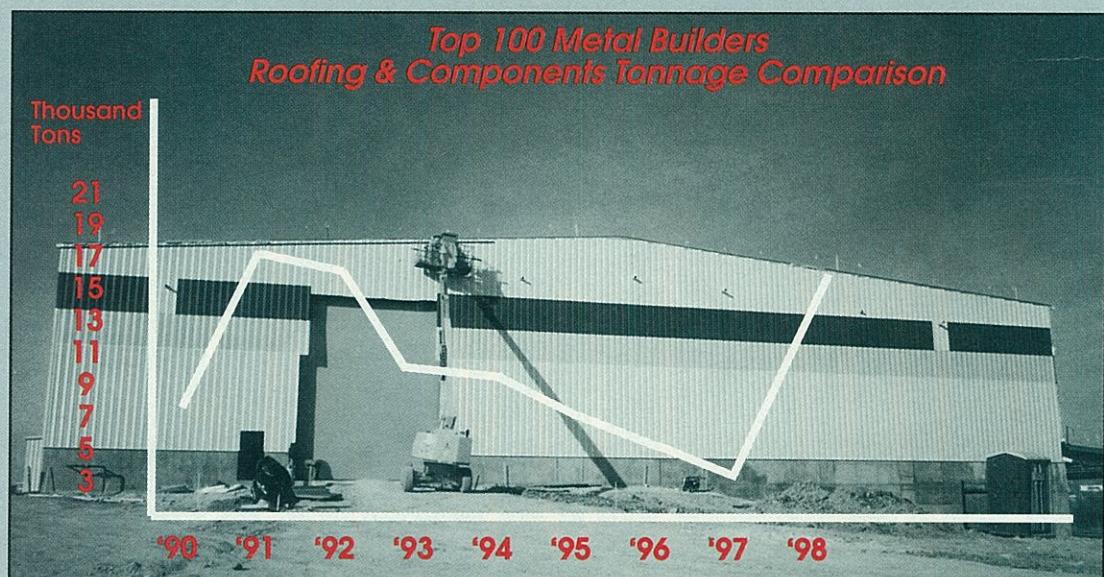
Charts on this page track the annual tonnage figures for the *Top 100 Metal Builders* for the past nine years, since the contest was initiated.

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.

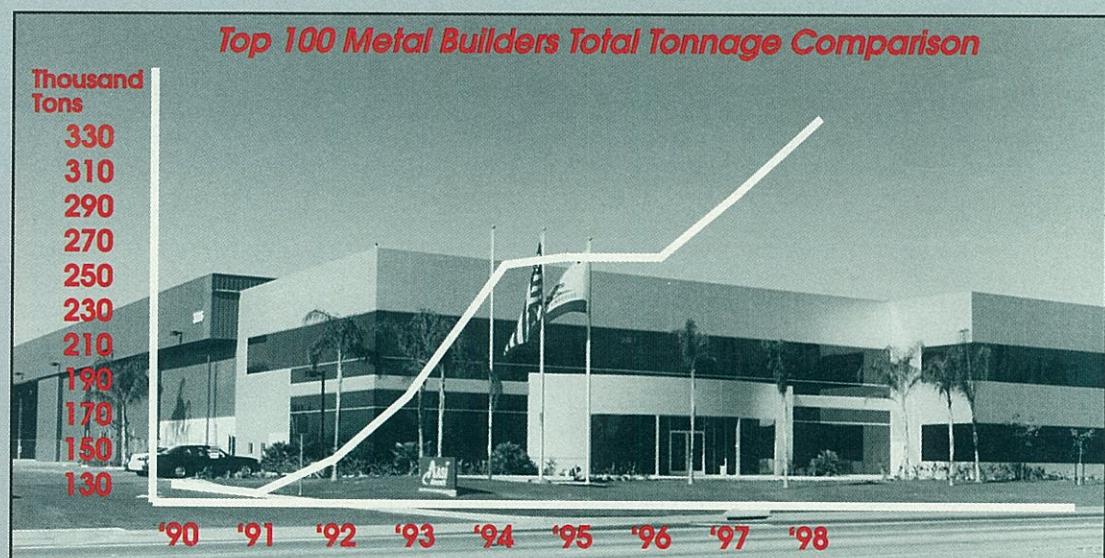
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Tonnage By Year:
 1990—117,974 tons; 1991—97,923 tons; 1992—129,018 tons;
 1993—168,222 tons; 1994—244,450 tons; 1995—257,848 tons;
 1996—259,745 tons; 1997—289,943 tons; 1998—327,588 tons.



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.

M A Y
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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?

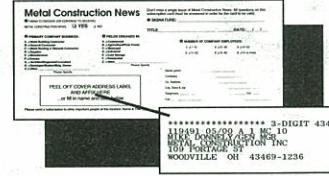
Husein: During 1998, approximately 65% of our business again was from repeat customers. I am sure that the Span Quality program is a major factor in the strong customer base that we have and we hope to expand this base because of our quality.

To Page 126, Span

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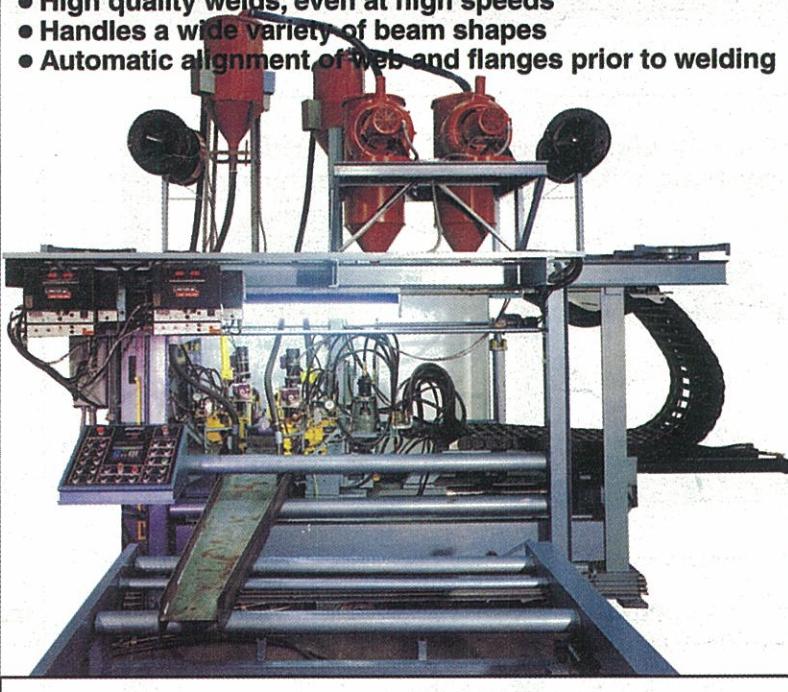
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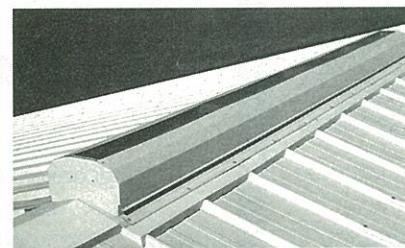


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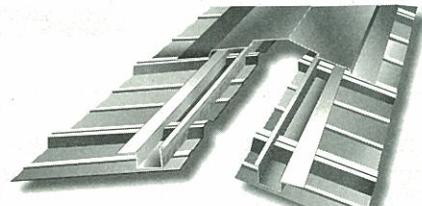
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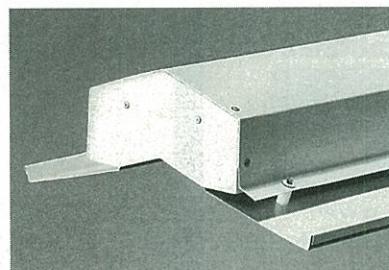


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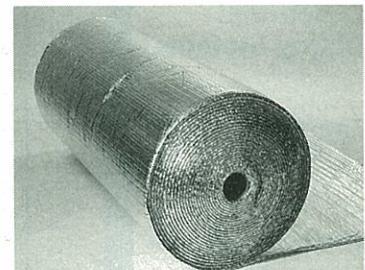
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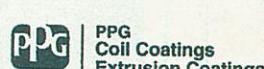
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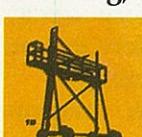
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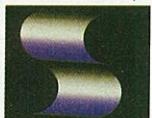
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Top Metal Builder

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, Mirra 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?

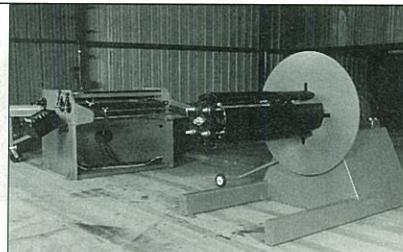
Husein: The restructuring of Span is still in progress. 1998 was a difficult year to implement the restructuring. The weather phenomenon known as El Nino forced us to try and squeeze 12 months of business into six months. This was very challenging to say the least but I am very proud of the Span team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



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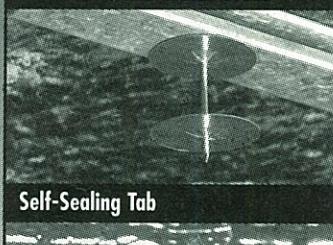
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Company Background
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Schwisow Construction Inc.
Lincoln, NE

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 Service Corporation
CERTIFICATE OF COMPLIANCE
FOR MANUFACTURER'S WARRANTED
INSTALLATION

B

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Mfg. Warranty Number: _____
BASCO Number: _____
Project Name: _____
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Owner's Name: _____
Owner's Address: _____
Owner's Phone, Fax, Email: _____
Approved Installer: _____
Type of Construction: Updated Retrofit New Construction Roofing Division
Square Feet of Roofing: _____
Building Division Problem Job Slope of Roof

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 the manufacturer's warranty and the applicable codes and standards of the state or province of the issuance of the (Company's initials) Weathertightness 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 Weathertightness aspect and/or provisions of the (Company's initials) Weathertightness Warranty, installation sealants and/or sealant instructions and/or details.

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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.

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