

Metal Construction News

The Voice Of The Industry

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Doublecote Enters 21st Century With State-Of-The-Art Coating Line

Doublecote officially opened its new coil-coating facility in Jackson, MS, in March with a grand, industry-wide celebration. About 300 steel makers, paint suppliers, man-

ufacturers of metal construction products and local and state politicians turned out for the festivities.

To Page 14, Doublecote ⇐



Kirk Fordice, Mississippi governor, cuts the ceremonial ribbon on the new facility, along with Doublecote executives, local politicians and other dignitaries.

Span Construction & Engineering Wins Fifth Top Builder Honor

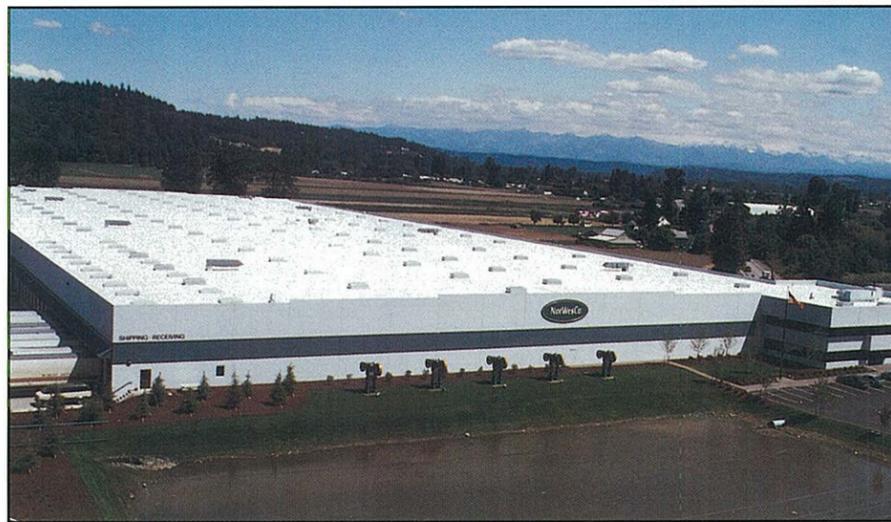
By Shawn Zuver
Editor

Span Construction & Engineering has been named *Metal Construction News'* 1994 Top Metal Builder, based on steel purchases of 13,756 tons in 1994. This most recent award marks the fifth consecutive year—every year since the annual competition was started—that Span has earned the top spot among the largest metal builders in the U.S.



King Husein

While at first glance the



Span Construction & Engineering completed 68 projects in 1994 including this facility, supplied by Varco-Pruden Buildings, for North West Metal Products in Puyallup, WA.

results might seem the same as previous years, with Span outdistancing all other metal builders by a significant margin, the Madera, CA-based firm implemented some noteworthy changes in operating practices during 1994. These improvements, specifically those related to quality roof systems and a new safety program, are part of an on-going effort to maintain the highest level of service to Span's customers.

Span's rise to the top of the metal construction industry has been well chronicled in past editions of *Metal Construction News* (August 1991, August 1992, May 1993 and May 1994). Firoz "King" Husein, P.E., started the company

To Page 8, Span ⇐

BHP Steel Building Products Opens Salt Lake City Facility

BHP Steel Building Products USA Inc. has broken ground for its eighth West Coast facility in Salt Lake City, UT. A mid-summer opening is anticipated.

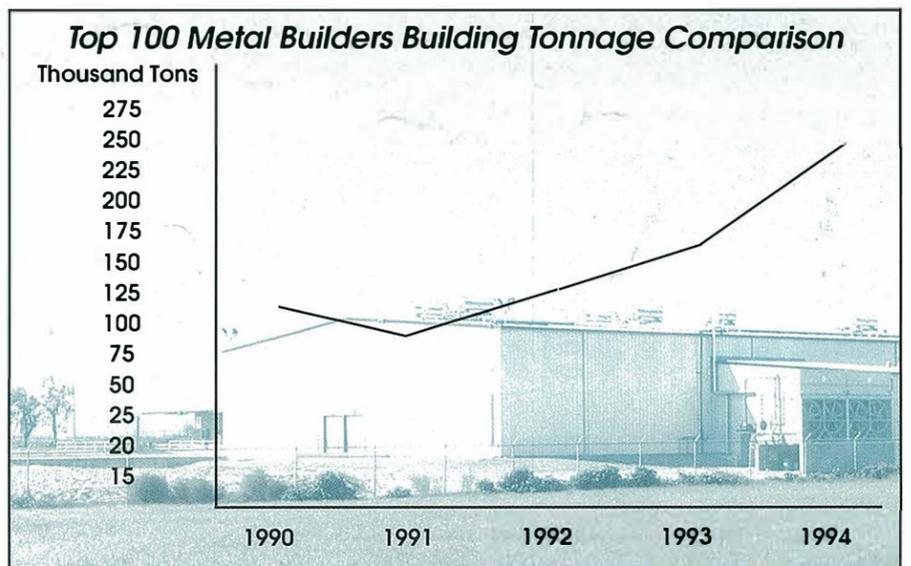
The new 26,000 sq. ft. plant and 1,800 sq. ft. office facility in the Centennial Business Park will serve BHP Steel Building Product's customers in Utah, Southern Idaho,

Wyoming and parts of Nevada. This location, serving the greater Utah inter-mountain area, is part of an aggressive growth plan BHP Steel Building Products devised to better serve its customers.

Products to be manufactured at the Salt Lake City branch include

To Page 4, BHP ⇐

Top 100 Metal Builders Purchase 240,000-Plus Tons Of Steel



Elite 100 reach a record level of 244,450 tons in 1994.

See Page Top-2 For Details ⇐

Next Month In Metal Construction News...

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

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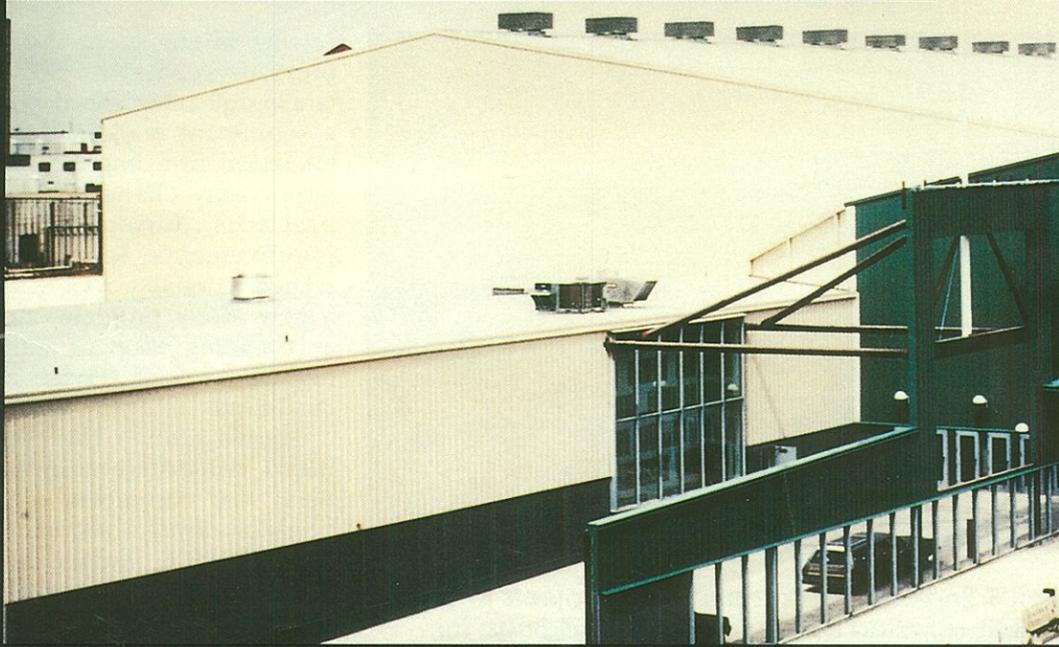
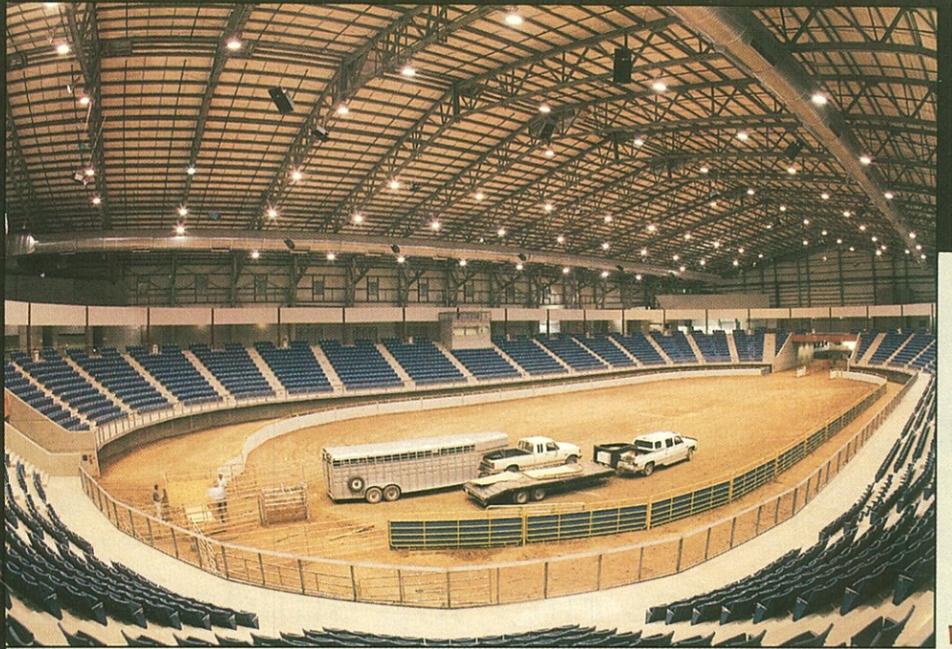
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TO HORSE ARENA



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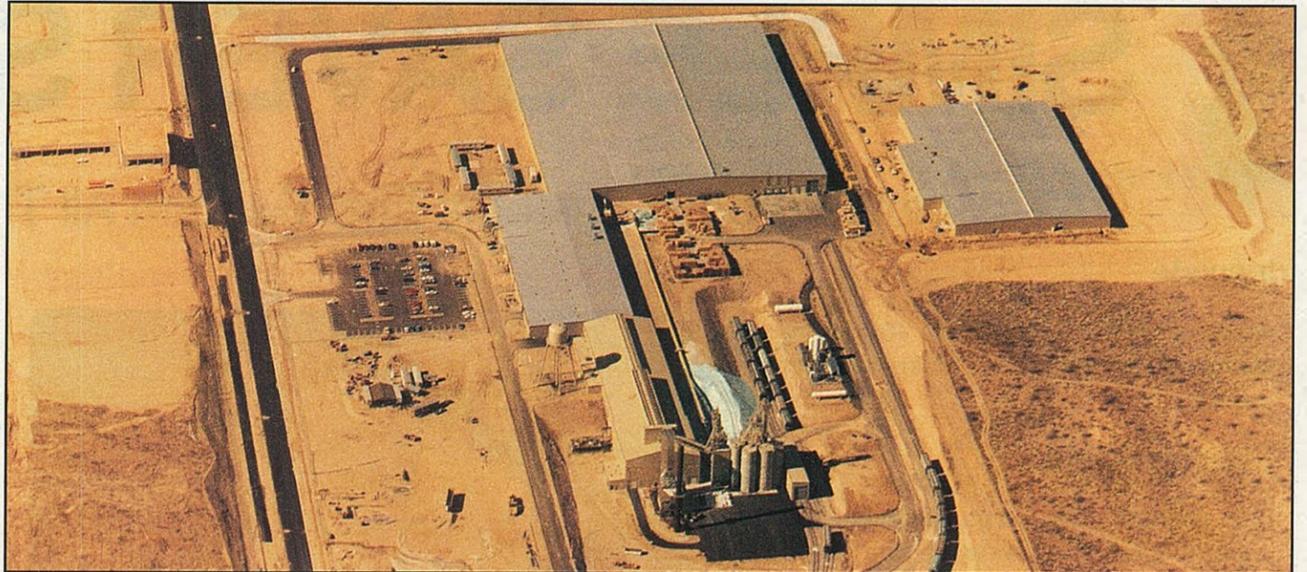
Circle #1 on reader service card.

Contractor

Profile

From Front Page, Span

Span's rise to the top of the metal construction industry has been well chronicled in past editions of *Metal Construction News* (August 1991, August 1992, May 1993 and May 1994). Firoz "King" Husein, P.E., started the company in 1980, after having began his career in pre-engineered structures less than a decade earlier. He



A notable Span Construction project, the 350,000 sq. ft. AFG Float Glass Plant in Victorville, CA, is pictured above.

StackDoor



holds a Masters Degree from Brigham Young University and a Bachelors Degree from the University of Bombay. It was as a high school student in his native country of India that he dreamed of becoming an engineer and moving to the United States to practice his craft.

King noted in previous articles that Span strives to take care of the small details on every project, in addition to assuring that larger items are also covered. This, along with Span's other philosophies, have enabled the company to secure numerous large corporate customers for whom it has constructed several projects throughout the years, without regional boundaries. It is common for Span to build several buildings for these "repeat" customers, each measuring hundreds of thousand square feet.

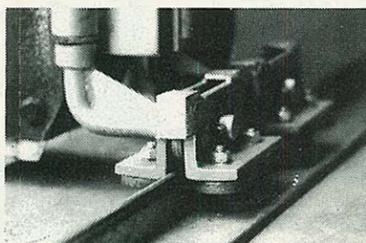
King frequently explains that he is most concerned with fair pricing, service and the quality of the buildings that Span designs and constructs, rather than the amount and size of buildings that it completes. Span also has a progressive attitude in working with architects and engineers to best utilize the advantages that are offered by pre-engineered systems.

In 1994, Span received Hall of Fame awards from Varco-Pruden Buildings, its long-time supplier, for two notable projects: North West Metals, Puyallup, WA, and Fresno Plumbers Training Facility, Fresno, CA.

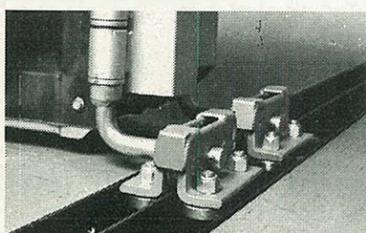
Nonetheless, Span's successful formula has enabled the company to compile some very impressive sales and tonnage figures. In 1990, the first year that *Metal Construction News* sponsored its *Top Metal Builders* contest, Span reported that it purchased 5,495 tons of steel for metal buildings. In

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To Page 10, Span



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• Decorate

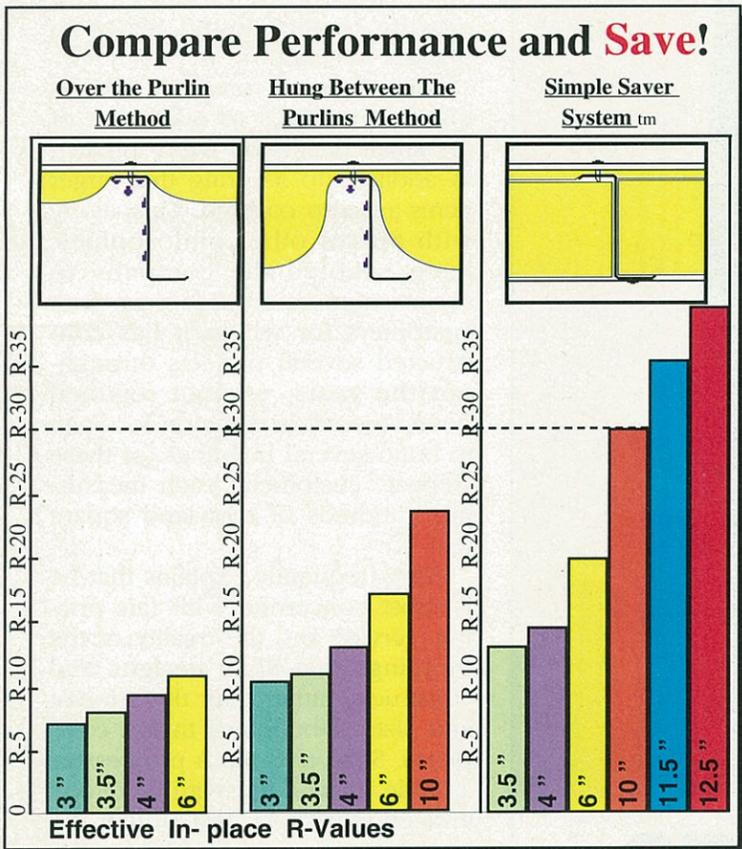
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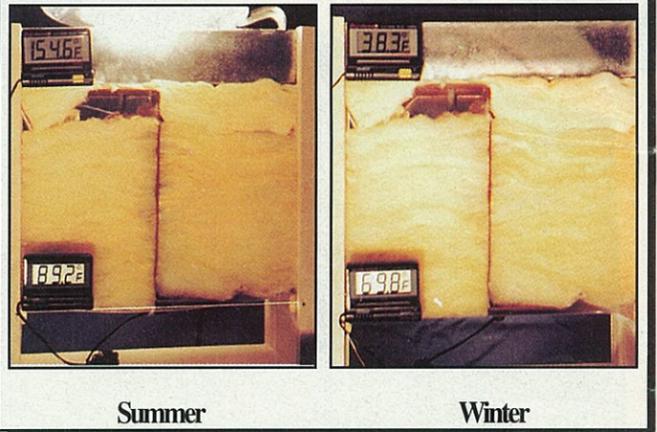
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More impressive projects completed in 1994 by Span Construction include Stop Supply in Fresno, CA, (above) and a packing plant for H.J. Heinz Co., Escalon, CA, (shown at right).



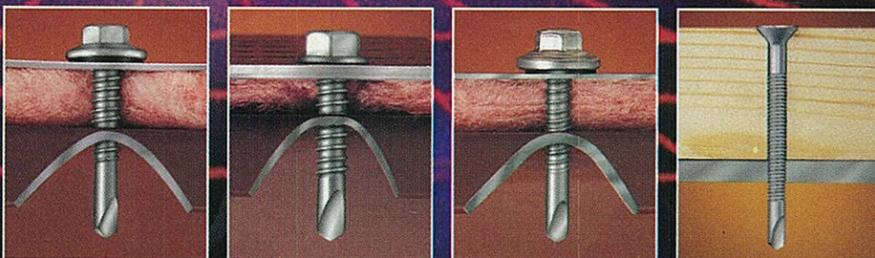
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Contractor

■ Profile

⇐ From Page 8, Span

1991 the figure increased to 6,279 tons and grew to 7,882 tons in 1992. An incredible jump was realized in 1993 when tonnage hit 14,189 tons and that level was almost duplicated by 13,756 tons in 1994. Sales for 1994 exceeded \$34 million.

King Husein recently provided additional insight into Span's accomplishments—including aggressive programs regarding quality roof systems and improved jobsite safety.

MCN: With Span's incredible success and reputation in the industry, it's somewhat surprising to learn that you've placed an added emphasis on quality, focusing on your roof systems. Why did you feel this was needed?

King Husein, P.E.: Our focus in 1994 was to raise the level of quality and performance to a new standard. Within the company this new standard of quality is referred to as "Span Quality". It is a major part of our mission statement which is "Commitment to excellence through quality and performance." This is what is differentiating us from our competition.

The reason we are focusing on our roof systems is because a majority of maintenance problems on a steel building occur on the roof. The standing seam roof is the best roof on the market. Varco-Pruden does a good job in controlling the quality of the SSR in the manufacturing stage at the plant. However, quality control in the field during the erection phase is not always easy due to weather conditions, level of expertise of the ironworker and extent of supervision. If the roof is installed right, it is virtually maintenance free. If it is installed improperly, it

To Page 12, Span ⇐

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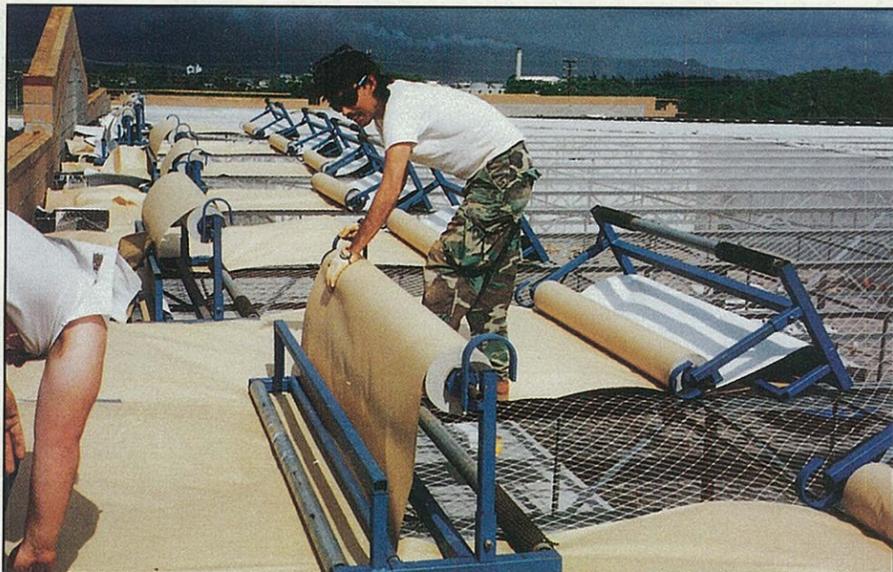
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Span Construction requires vital, on-the-job safety training. Nylon safety netting is in place as an additional safety precaution on the roof of a 1994 PriceCostco project, Maui, HI, (shown at left). Proper safety reinforcements are shown while working on the roof of the Maui PriceCostco project, (above).



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Contractor

■ Profile

⇨ From Page 10, Span

is a costly maintenance problem. This roof is non-forgiving and has to be installed right the first time with careful attention to all the details.

MCN: Span has compiled extensive quality control checklists of metal roof-related items to be reviewed after the completion of each roof system, with different versions for pre-engineered buildings and hardwall structures. What are some of the aspects of the roof system you have spotlighted in your efforts to improve quality?

Husein: In general, we focus our efforts on perimeter conditions, ridge, endlaps, panel alignment, seaming of sidelaps and most importantly on penetrations. An ideal roof is one without any penetrations, but we do not live in an ideal world.

MCN: It must be very reassuring for your clients to learn that you will personally walk each major roof after it is installed—with inspections taking up to a half day or more. What feedback have you received from building owners concerning this initiative?

Husein: My personal inspections are lending credibility to the 20-year weathertight warranty. The warranty is no longer a piece of paper with a lot of fine print on it, which makes the warranty meaningless. The owner feels assured that Span has taken over the responsibility for the weathertightness of their roofs and they do not have to worry about it.

MCN: In addition to the service this roofing quality focus provides your customers, it must also have residual benefits in your relationship with your crews in the field. What role do they play in suggesting ways to improve quality?

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A 1,000,000 sq. ft. Sears Distribution Center in Delano, CA, contracted by Span Construction. Currently Span is adding 270,000 sq. ft. to this facility.

Contractor

Profile

From Page 12, Span

Husein: This process is having a two-fold effect on our field crews. First of all, it has increased the level of awareness of each worker because he knows that I will be inspecting his workmanship on all the details on the roof. All of the employees receive a copy of the checklist and are instructed at the pre-erection meeting what is expected, and they understand that they are responsible for the items on the checklist.

Secondly, the majority of the suggestions for improvements come from the field. We are encouraging the crew members to provide their input and have initiated a "Best Idea of the Year Award". The employee with the best idea during the year receives a free trip for two to Hawaii for a week. Not surprisingly, this is getting their creative juices flowing.

As another incentive, a yearly Performance Award with a \$1,000 check is awarded to the employee whose efforts significantly improve our performance during the year.

MCN: You have often credited your employees for their contributions to Span's success. Please tell us some of the ways they've aided you.

Husein: We truly work as a team. During our weekly co-ordination meeting, we receive input from our management team on all aspects of our business. We do not waste any time in implementing a good idea. We do not have any perceived barriers between departments or employees. Our key managers are given a lot of authority in the company and they have grown as our business has grown.

MCN: You noted that Varco-Pruden, particularly business development manager Bill Crabtree, has been important to Span's growth. Just how important is a solid relationship like this? (Related story on page 23.)

Husein: The Span/VP relationship is unique in the industry. Varco-Pruden is not only our business partner but also a strong member of our team.

Our success is directly related to Varco-Pruden's ability to service our business through sales support, engineering, manufacturing and delivering a good product. Varco-Pruden has dedicated their resources to provide us with this support. Over the years, we have helped each other become a better

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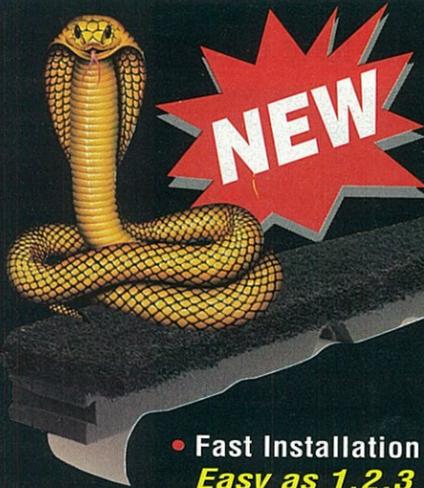
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To Page 26, Span

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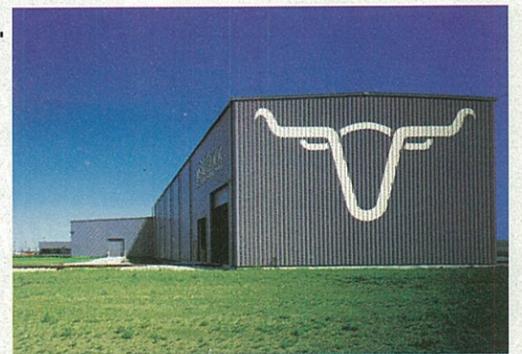


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Span Construction:

An Inside Look To Success

By Deborah France
Assistant Editor

It is nice to recognize a company like Span Construction & Engineering Inc. for its thriving sales volume and numerous awards, but after five years of being named *Metal Construction News' 1994 Top Metal Builder* we wanted additional perspectives on what makes this company so special. It is not just Span's tremendous effort in offering quality products and fair pricing, effective marketing, maintaining well-trained erection crews and top management. The company's success is far deeper and it starts with the values incorporated by its founder, King Husein, himself.

Whether those interviewed were talking about the excellent customer service and satisfaction Span offers or the propitious growth Span has demonstrated, most commented on the way Husein treats people, with much respect and kindness.

The following are various comments from just a few business associates at Varco-Pruden Buildings and employees at Span to help gain a better idea of the Span environment.

Duane Stockburger, president of Varco-Pruden, considers Span's

success the result of an organization that is driven to achieve customer satisfaction through timely performance and quality construction.

"King and his organization are experts in the utilization and installation of metal building systems in fulfilling a customer's needs. I would expect King and his organization to be the top performer for years to come as they continuously strive for improved performance and quality.

"Span Construction and Varco-Pruden are business partners and we are very proud of the business and personal relationships that have fostered over the years. It is fitting that this award goes to an organization that is dedicated to the promotion of our products and our industry," Stockburger said.

As business development manager for Varco-Pruden Buildings for 23 years, Bill Crabtree has worked closely with Husein for the past 15 years.

"King is very unique in the industry; he has a vision of success and the talent to set himself and his company apart from the pack. He surrounds himself with a highly qualified team. Coupled with King's tenacity, Span Construction turns that vision of success into reality year after year after year.

Large projects over the years that have helped to define the scope of Span's business include:

- Sears Dist. Center, Delano, CA, (currently Span is adding 270,000 sq. ft. to this facility)
- Payless Drug Stores, Woodland, CA, 502,000 sq. ft.
- Payless Dist. Center, Ogden, UT, 675,000 sq. ft.
- Gottschalks Dist. Center, Madera, CA, 420,000 sq. ft.
- Proctor and Gamble Dist. Center, Woodland, CA, 450,000 sq. ft.
- Brueners Dist. Center, Fairfield, CA, 250,000 sq. ft.
- AFG Float Glass Plant, Victorville, CA, 350,000 sq. ft.
- AFG Float Glass Plant, Minomonie, WI, 365,000 sq. ft.

Some of Span's more impressive projects completed during 1994 include:

- Packing Plant for H.J. Heinz Co. in Escalon, CA
- NT Gargiulo/Dresick Associates in Firebaugh, CA
- Stop Supply in Fresno, CA
- Span #8 in Madera, CA
- North West Metal Products in Puyallup, WA
- PriceCostco in Harrisonburg, VA
- PriceCostco in Maui, HI.

"King's enthusiasm is contagious. It generates excitement with everyone involved with his projects, and this excitement contributes towards Span's success. Throughout the years of his success, he has remained true to his principles. His customers and business associates know that he is fair, loyal and a man of his word."

Employed as controller and office manager at Span, Doug Standing oversees the cost of all financial portions of the company. He describes his five years working for the company.

"I feel it is a privilege to work for such a prominent company. There is great opportunity for growth now and in the future," Standing noted. "Working with King has been a great experience. He has the ability to get people to react to many different situations. He provides great leadership for the company and employees, and the strong commitment by all of the management people proves it."

Continued exposure has earned Span repeat and referral business. Part of Keith Harris' job as vice president, sales and marketing, entails furthering the market span of the company by bringing in as many accounts as possible. According to Harris, Span looks for different designs or projects that go beyond the typical metal construction projects. He has worked for Span 15 years this July.

"The benefits and rewards working for Span are tremendous, mostly because of our exposure and prominence in the metal construction industry. We've done some very unique and unusual projects because of this exposure," Harris commented.

After working for Span for almost nine years, Dwayne Burns, general superintendent, believes Husein's family values and morals reflect his actions in the workplace.

"I believe King is a man of his

word—when he says something will happen, it does. As a family man himself, King treats his employees as family too. If one person makes a mistake it is treated as a family problem and we all work a little harder to take control of that problem."

"I also think the company has grown so much because King is open to change, he won't close the door on anyone. If you present a legible idea to him and show him how it will work, he'll let you try it. For example, I suggested we try manufacturing our own roof curbs. We discussed the idea and now we manufacture 5,000 to 6,000 curbs per year for use on our own Span projects," Burns said.

Burns' job requires him to hire field personnel, visit the jobsite, as well as conduct various seminars.

For 12 years George Goddard, vice president, engineering & construction services, has worked for Span. He commented on Husein's "flexibility to do whatever it takes to get the job done."

Scott Clausen, a licensed architect and manager of Span's engineering department, agreed with Goddard stating that the company is "not set in its ways because [the employees] will respond to any customer need until the customer is satisfied."

Although Span's successful business philosophies remain true, Husein's ability to adapt to industry change plays an important role in future success. With this in mind, Span along with Husein's driving force concludes the recipe for triumph as we know it in the metal construction industry.

○

Equipment For Metal Contractors

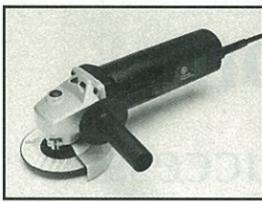
Chicago Pneumatic Features Angle Grinder

Chicago Pneumatic Electric Tools Division introduces the 5" angle grinder with an 11 amp, 1,200 watt rating. The WS 1200 weighs 4.2 lbs. for the optimum power-to-weight ratio available in a 5" angle grinder.

The WS 1200 features self-disconnecting motor brushes that automatically shut off when worn, designed to protect the motor from damage.

Sealed armature bearings prevent dust and debris contamination, prolonging the performance life of the tool.

The ergonomically designed WS 1200's low-profile, metal gear case provides improved operator visibility and easy access to confined areas. This grinder includes a 10' rubber power cord and oversized spindle lock button. The tool's motor housing can be rotated 180 degrees for true left-hand operation. Also designed for concrete cutting



The WS 1200 5" Angle Grinder.

applications using diamond wheels and a CP Electric accessory guide frame. The WS 1200 features a design that allows easy access to major internal components.

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Fein Power Tools Introduces Nibbler

The Fein RSs 636-2 corrugated nibbler suits the metal building industry. Since its invention in 1958, the Fein nibbler has helped make the task of cutting corrugated metal panels up to 18-gauge, easier.

The Fein nibbler is designed to rip sheets and cut across the corrugate while leaving a burr-free edge. Before the arrival of the nibbler, cuts in panels were made by hand or with an abrasive saw. When using Fein nibblers, small half-moon chips are expelled below the panel being cut. Changing the tooling (punch and die) is designed for ease.

The corrugated nibbler is designed to cut 5.6' per minute. It is designed to handle 95% of the corrugated available, its only limitation is in 18-gauge, where a true 90 degree bend exists. In lighter gauges, the nibbler is designed to work 90 degree bends with ease. With the advent of Hidden Fastener Panels and their difficult-to-cut bends and folds, Fein developed the RSs 636-4 nibbler. The nibbler has a wider opening and an angled punch. Together they allow for this difficult paneling to be cut across the ribs in the same manner as the original Fein nibbler.

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The Fein Nibbler.

Wallace Sales Markets SealTester

Wallace Sales Co. markets a patented testing tool for the metal building industry—the SealTester. Designed by Richard G. Wallace, president of Landmark Design Builders Inc., the SealTester is



The SealTester from Wallace.

To Page 33, Equipment ↔



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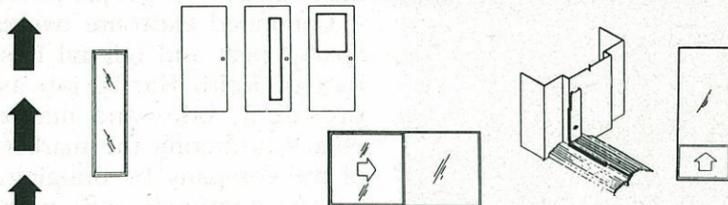
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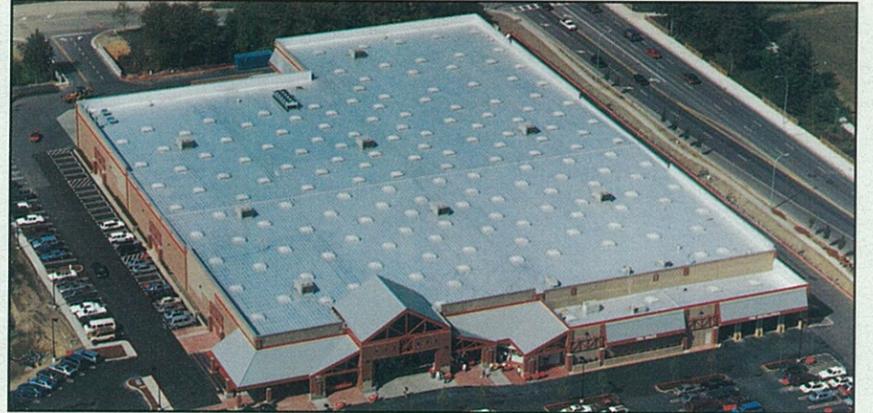
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Contractor

Profile

➔ From Page 22, Span

company. We amplify our mutual strengths and strive to minimize or eliminate our weaknesses.

Bill Crabtree is a very important link in our relationship with VP. He keeps our relationship on track. He has a very effective way

of monitoring our needs on different projects and then organizes the resources at his plant to service those needs. He then follows through on all the commitments on both sides. He keeps his finger on our pulse. He is a troubleshooter, an expeditor, a co-ordinator, a counselor (sometimes he even dictates) and definitely a good friend. He stuck his neck out 15 years ago to set me up as a VP

builder even though I had never been in business before. He has been helping and guiding us in all our major decisions.

MCN: You also indicated that Varco-Pruden has aided Span's geographic expansion.

Husein: That's correct. On the corporate level, Duane Stockburger, president of Varco-Pruden, is committed to supporting Span in our strategic goals. He

is responsible for setting up a dedicated national services team to service our projects nationwide. Without this team, we would not be as effective.

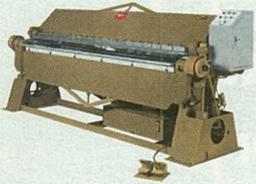
On the national level, Rod Horton, national accounts manager for Varco-Pruden, continues to be very instrumental in supporting our efforts with large national

To Page 28, Span ➔

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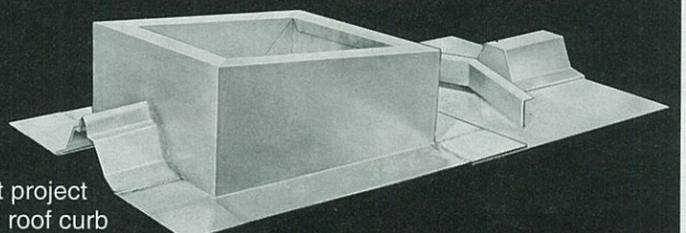
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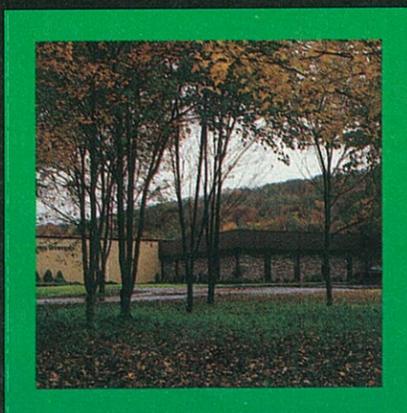
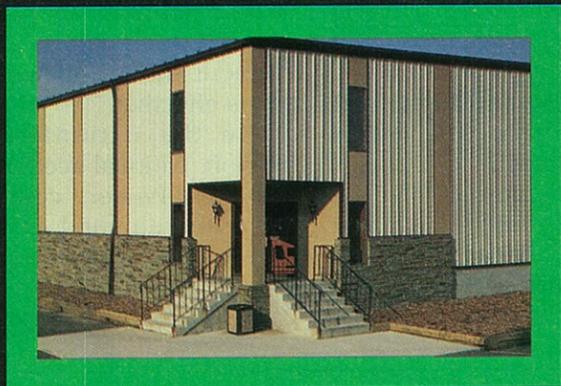
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Contractor

Profile

From Page 26, Span

companies. This is helping Span expand our customer base and our boundaries.

MCN: You told us last year that Span had become a national company. In how many states did Span work in 1994? Also, how many projects were completed last year and how many are currently underway?

Husein: In 1994 we worked in 15 states. On the East Coast we worked in Florida and New York, we worked in most of the western states and also in Hawaii. A project in Guam is the only one off the mainland U.S. We completed 68 projects in 1994 and currently have 11 projects under construction.

MCN: You have published two rather comprehensive Safety Procedures Manuals, to guide your workers on the jobsite, as well as having written a summary of the program for your insurance underwriters. Among the many safety-conscious procedures and prac-

tices is 100% fall protection for workers. The time and cost that has been devoted to this program obviously reflects your commitment to safety. Please tell us about your extensive safety program and why you are so committed to it.

Husein: Steel erection is a risky business. Any time you have employees working 20 feet to 50 feet or higher in the air erecting steel, there is a lot of liability.

The safety program was instituted for three reasons. First, the insurance premiums are directly related to our accident rate. Our goal is to keep our insurance premiums affordable. Second, to meet

the safety requirements of OSHA. Third, to eliminate or minimize litigation. Unfortunately we live in a litigious society. Many lawyers look for reasons, or excuses, to sue a company or individual. They literally entice injured or unemployed workers to sue their employers through radio and TV commercials. This has increased the cost of doing business.

Because of these reasons we set up a safety program and made a commitment to be pro-active and make it meaningful and effective.

We feel that we are taking the lead in the industry by implementing safety programs that set us apart from other companies. Our insurance underwriter was very

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Four-bolt slide locks	<ul style="list-style-type: none"> • Enhanced security
Two springs on all large doors	<ul style="list-style-type: none"> • Smoother operation • Greater longevity
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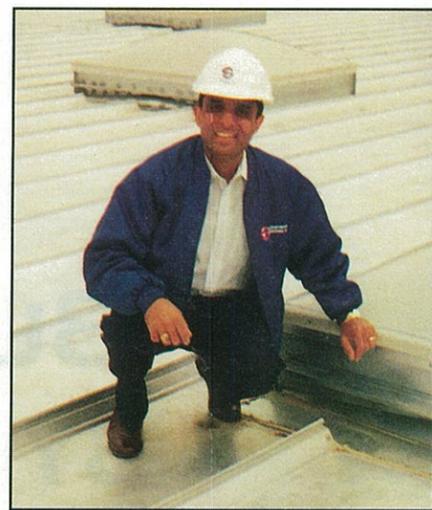
Felt wear strips



Four-bolt locks



Exteriors



King Husein, P.E., conducts his own skylight penetration inspection on a Span project.

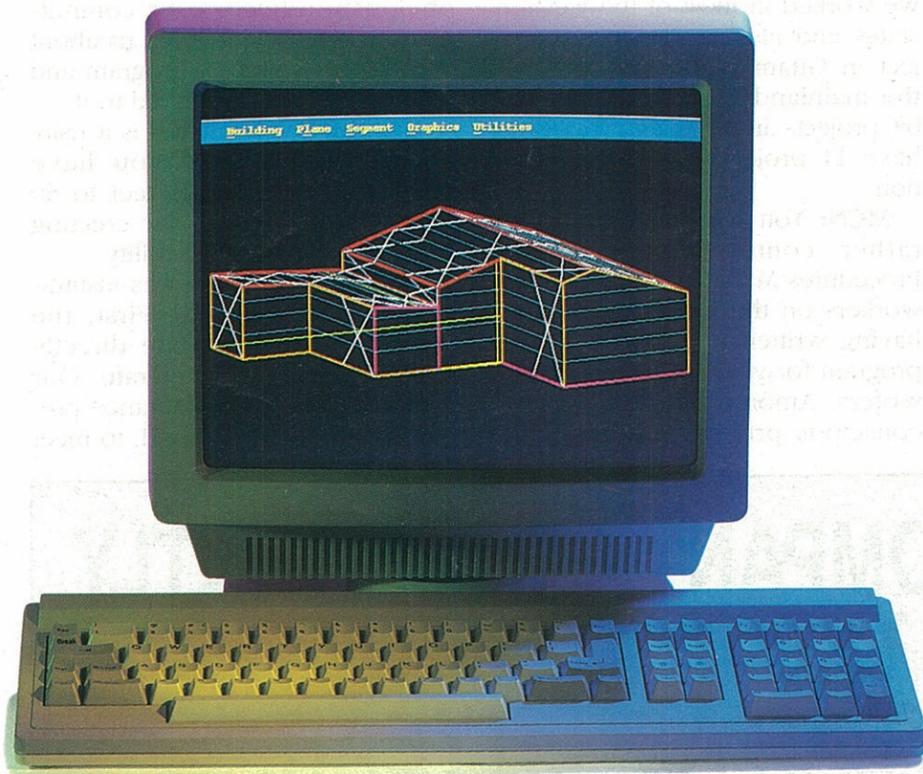
helpful in setting up the program and is actively involved in its implementation. Tim Pendley, director of safety for Span, monitors the program.

An annual safety award with a check for \$1,000 is awarded to the employee who makes the most contribution to our safety program during the year. There is definitely a cost associated with safety. In 1994 we spent \$345,000 on our safety programs and in 1995 we will spend in excess of \$400,000.

Our safety program has reduced our accident rate significantly. This has reflected in savings in our insurance premiums. However, we lose some productivity due to safety requirements. This is taken into account in our construction schedule.

Is the safety program worth it in terms of cost and production? We feel it is essential to Span's future growth.

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