

*things you*  
**absolutely**  
*need to know about*  
**STEEL BUILDINGS**

CONGRATS ON  
STARTING THIS  
EXCITING JOURNEY!

You're following in the footsteps of hundreds of thousands of Americans who have saved money and built with steel. Here's a look at 9 key points to help you avoid common pitfalls people encounter when purchasing a steel building.

# STEEL BUILDINGS REQUIRE SPECIALIZED KNOWLEDGE.

This isn't a building system most local contractors deal with every day. Steel buildings aren't more complicated or difficult than conventional building solutions. They're just different and knowing how to efficiently engineer a steel building system can make or break a project for steel building buyers.

Make sure you're working with a company that truly knows steel building systems. We specialize in them! There's a reason we are 'The Steel Building Destination For Millions'. Our experience and expertise has helped us streamline the process, which helps steel building buyers maximize their purchasing power and get inside their erected building faster.

## A HISTORY OF DELIVERING RESULTS

Armstrong Steel is the country's leading dedicated steel building provider. We've managed the steel building needs of companies like DOW Chemical, Microsoft, & NASA. The Better Business Bureau has recognized our commitment to providing outstanding customer service with an A+ Rating and Inc. Magazine recently named us the 11th fastest growing construction company in the country from 2009-2012.



*“Make sure you're working with a company that truly knows steel building systems.”*

9 THINGS YOU NEED TO KNOW

#2

## **TURNKEY ISN'T ALWAYS THE WISEST ROUTE, IN FACT IT MIGHT CREATE MORE PROBLEMS.**

When a contractor or steel building company hears turnkey, they see dollar signs. Think about it. How can a building salesman, honestly, give you a turnkey price? Have they seen your site? Do they know the price of concrete or labor in your area? Any steel building provider who offers you turnkey pricing is setting you up for two things – disappointment and unforeseen overages!

9 THINGS YOU NEED TO KNOW

#3

## **YOUR JOURNEY BEGINS WITH DRAWINGS YOU NEED A SET OF PROFESSIONAL DRAWINGS**

Don't worry, we've got you! Drawings on a cocktail napkin won't cut it when it comes to financing or even county or city approval should you require it. Often times, professional permit drawings are needed before you can go to the bank for financing or to the county to pull your permits. Some customers don't understand that in order to secure financing; often times you need these drawings in hand. No one wants to go through the arduous process of dealing with government bureaucracy only to be told that permits can't be pulled because you didn't make a small engineering payment to get your drawings first!

# THE STRONGEST STEEL BUILDING BUYERS ARE EXCITED, NERVOUS AND, MOST IMPORTANTLY, EDUCATED.

Purchasing & erecting a steel building can be one of the most exciting purchases you'll ever make. But it can certainly come with moments of frustration and uncertainty. Maybe that's not entirely unsurprising when you're talking about a five figure, six figure, or even seven figure project.

The highs and lows of the steel building process are often amplified for first time builders. There's a whole new language littered with strange acronyms like ASD (Allowable Stress Design), PEMB (Pre-Engineered Metal Building), IECC (International Energy Conservation Code) and IBC (International Building Code). But there's a sense of accomplishment that's tough to find outside the world of construction when your project is complete, you take a step back, and soak in your building exactly as you imagined it.

The reality is this doesn't have to be an emotional roller coaster. Sure, hiccups and unexpected issues can and do arise. But both experienced and first-time builders who come to Armstrong Steel with some education and preparation in hand are setting themselves up for the best possible experience.

## STEEL BUILDING RESOURCE HQ

Armstrong Steel is dedicated to providing you with the most robust set of resources around. We want every one of our customers to be educated about the purchase they are making. Be sure to check out our Resource HQ for everything from Video FAQ's to a detailed glossary of every term used in reference to steel buildings.

# BUYING A STEEL BUILDING FROM A LOCAL CONTRACTOR IS A MISTAKE.

Everyone knows that when you buy in bulk, things cost less. When it comes to steel buildings, the same rule applies. A high volume steel building supplier like Armstrong Steel, who delivers hundreds of buildings a year, has the purchasing power to buy thousands of tons of steel at significantly lower prices than a local contractor. Contractors who stay extremely busy boast anywhere from 5-35 buildings a year. This kind of volume doesn't translate to significant savings! There really is no reason to buy a steel building from a local contractor. Hire a local contractor after you've purchased your steel building! This way he isn't selling you the cheapest building possible or worse yet, bundling the building price in with his "turnkey" pricing and hiding huge mark-ups! Whether your steel building system comes from 1 mile away or 1000 miles away, you want to work with a company that has the power to lock in your steel order for you.

## LOOKING FOR LIGHTNING FAST DELIVERY?

The sooner you return the order form we'll send you, the faster we'll be able to move toward getting your building on site. The documents are pretty simple, but talk with your building specialist immediately if you have any questions.

# THE PROCESS OF BUYING A STEEL BUILDING HAS FIVE BASIC STEPS. YOU'RE ALREADY CLOSE TO COMPLETING THE FIRST TWO.

The steel building buying process can be intimidating. But strip away the paperwork and strange language and you're really looking at five simple steps. The first two are locking in your steel order with a small engineering payment and reviewing and marking up or OK'ing your approval drawings, and the fact that you're reading this means you're already on the path to knocking out both of those.

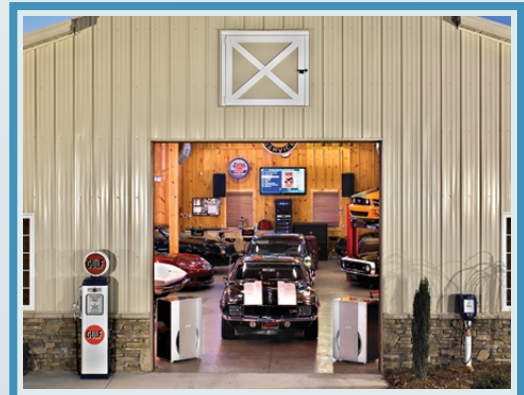
That leaves the final three – scheduling a delivery time that works best for you, unloading your new building from the truck, and checking for inventory accuracy and any shipping damage.

You might choose to spend six days, six weeks or even six months carefully considering your approval drawings before signing off and releasing the building into our fabrication schedule. But once you're assigned a delivery date, those final steps typically only take four to six weeks.

# DOORS AND WINDOWS “INCLUDED” CREATES MORE OPPORTUNITIES FOR SALESMAN MARK-UPS.

Do they manufacture doors and windows? All-inclusive doesn't necessarily equate to getting the best deal. What kind of doors and windows are they including? What brand are they? Roll up or overhead? What kind of warranty is included? What's the R-value of these doors? Does it come with glass or without? Is the lockset included? Is it a knockdown door or is it pre-assembled? The unknowns go on and on. When you ask a salesman to include doors and windows with your steel building, you're asking for trouble. If they're included in the price, you can be sure they're marking them up. The smartest steel building buyers are educated on this. Pick doors and windows yourself, either locally, if that makes you more comfortable, or from a high volume seller after you've purchased your building!

*“When you ask a salesman to include doors and windows with your steel building, you're asking for trouble”*



## DON'T WAIT UNTIL THE LAST MINUTE

Many people don't realize that metal buildings are different. They take time to engineer, fabricate and deliver. Pre-engineered metal buildings are meticulously engineered to meet the criteria of your specific jobsite location. This means snow loads, wind loads, seismic activity, and even soil types factor into the equation when your building is detailed. You want your building to stand up to the heavy snow, earthquakes and/or high winds in your area! Proper engineering takes time; as does precision fabrication, accurate loading and delivery. You're not buying a Tuff Shed from Home Depot, you're buying a workshop, a place where you'll store memories, a garage, a barn, or a home for your business. Planning ahead means you won't be shocked when you aren't delivered a building in four weeks.

I'VE BOUGHT THREE PREVIOUS STEEL BUILDINGS and I will say my Armstrong building surpassed each and every one of them. The detail that went into fabricating it was unlike anything I've ever seen. It was so easy, fit together perfectly and the trim package was super sharp. I use my building for car storage and this year we got 120 inches of snow here in Wisconsin. A lot of my neighbors roofs collapsed and mine didn't. Honestly, I wasn't even concerned about it. I LOVE my building. I've got heated floors and will be adding insulation this summer. My next building will most certainly be an Armstrong building.

— Allan M.



# CONTROL WHAT YOU CAN CONTROL. WE'LL TAKE CARE OF THE REST.

Our Steel Building specialists guide hundreds upon hundreds of folks through this process every year. Our knowledge and expertise are the reason we know these steel building systems better than anyone in the country.

Our experts will walk you through every step of the journey. And, unlike a lot of other companies, you'll work with an expert at every turn.

But please understand you play an absolutely critical role. The faster you return documents to your Building specialist, the quicker this process tends to go. Contact your Building Expert immediately if you anticipate a change or delay in your planned building schedule.

## WE'VE BUILT OUR REPUTATION ON PASSIONATELY SERVING FOLKS JUST LIKE YOU.

We do the hard work and the heavy lifting for you. Control what you can control, stay in constant contact with your project manager and take comfort in knowing you've put your trust in a team of more than 100 here to do one thing and one thing only – get folks like you into the buildings they've always dreamed of.



# Armstrong Steel

## Building Systems

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