

RAPIDSET™

METAL BUILDINGS



The **RAPIDSET** Building

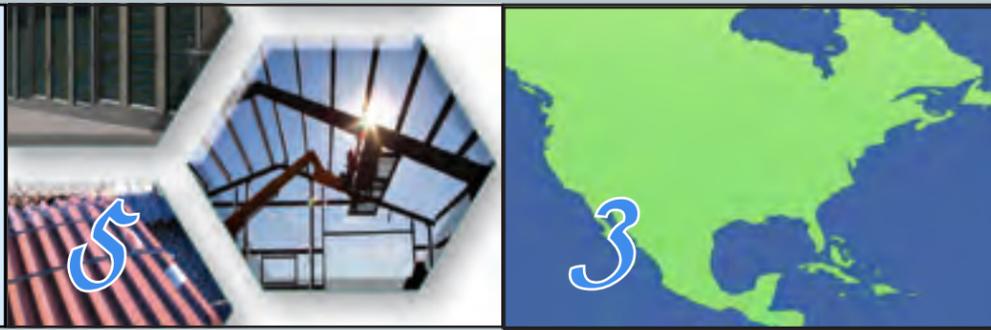
World of Satisfied Customers Map

Importance of Customer Service Article

SteelBuildingSupplier

1.800.793.8555

Importance of Customer Service



Dear Customer,

We at Rapidset Metal Buildings are dedicated to providing you the customer with the most problem free service from design to completion. Our staff works with builders to design, engineer, and ship buildings not just across the United States but around the world. You can find our buildings in 49 States, 7 Caribbean Islands, Canada, Eastern Europe, Africa, and the Middle East. For ten years we've been the world's Steel Building Supplier. Let us be yours as well.

Sincerely,

Larry Stevens, GM



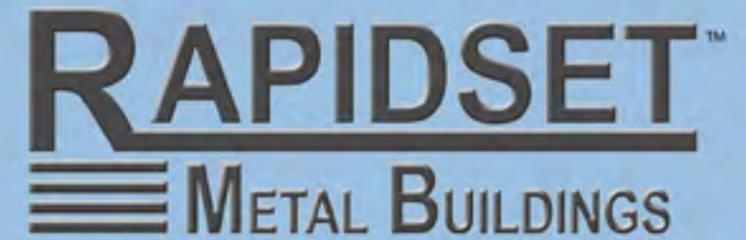
Rapidset "What's in a Quote?" Corkboard

World of  Satisfied Customers Map

Letter from  Ryan Delaney

Importance of  Customer Service

Explore  The Rapidset Building



"My experience working with Steel Building Supplier (Rapidset) Metal Buildings was outstanding. We changed the plans for our building at least four or five times and the company's customer service dealt with everything helpfully and efficiently. True to their word, Steel Building Supplier (Rapidset Buildings) steel arrived exactly on time, allowing the construction company we hired to erect the building easily in less than two weeks. The entire building process was positive and stress-free. I would definitely work with them again."

-James Lunt, CO

"These are a small token of my appreciation of you and your organization... I consider the referral from Scott with Salsa Steel to contact you a year and a half ago to be one of the greatest assets of my business. Enjoy an evening out on me. Thank again."

-Chet Wilkins

"Every member of your staff has been nothing but a pleasure to work with. SteelBuildingSupplier (Rapidset) is the most professional company I've worked with. That along with the most competitive pricing makes SteelBuildingSupplier (Rapidset) the only choice for my steel needs. Larry Stevens was my main contact and he was able to answer all my questions and always went above and beyond the call of duty. My expectations have not only been met but exceeded throughout the entire process."

- Sam, CA

Call today for a Free Quote
Domestic Calls: 800 793 8555
International Calls: 719 268 1325
Fax: 719 599 9382

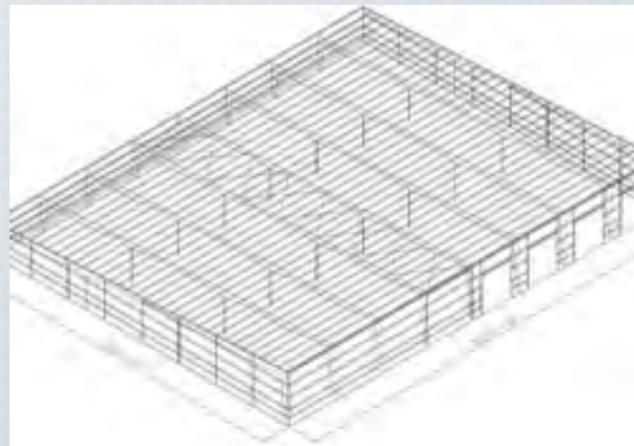
SteelBuildingSupplier.com
RapidsetBuildings.com
HangarBuildings.com
ExportSteelBuildings.com

World Of Satisfied Customers

Represented is only a portion of our satisfied customers



A Letter from **Ryan Delaney** Of Spirit Implements



I wanted to write you a letter and let you know how impressed I am with your product and your organization. When we began our search for a manufacturer and supplier for our new building, we had many choices. There were the high pressure commission guys that promise that the price is going up by the end of the day, and that it sure was a good thing that you called today. The other common tactic is the companies that tell you that their fiscal year just happens to end in whatever month you call them and that they are going to work you out the best deal possible to push their sales to a new record. They need to have your phone number and name before any other information and they start calling you back almost before you end your phone call with them. They are rude, unprofessional, and the horror stories from people who have worked with companies like this are endless. Then there are the huge companies that spend millions of dollars in advertising every year and therefore must pass these costs on to their

customers and cannot be competitive with their pricing. I am certain that these companies have a great product, however, they have priced their product out of the budget for our project. We came across your company and really did not know what to expect.

We started with your company as we did with all of the others. We discussed our project in general terms, ballpark pricing, options, etc.... The pricing was not the highest, not the lowest; but it was very competitive. We decided to engage in further talks. What impressed me was the very high level of customer service. We decided to walk by faith and

place a down payment with your company.

Doing business with other steel building companies in the past, and having less than perfect results, we wanted something more. What we were faced with was a new project with a unique set of requirements from our local building department and state to meet building codes. We had to trust that your company would follow through and do what you said you would do. What we found is that Rapidset Metal Buildings does.

Our building was delivered exactly on the day that it was scheduled to be delivered. There was a delay on the sheet metal due to a factory problem, but this did not delay our project and the sheet metal was shipped from a factory in Texas instead of Indiana at NO COST to our company. The siding and roofing was delivered as promised and did not delay the construction. It took an extra truck to deliver the siding and roofing, there was NO EXTRA COST to our company for this service.

How could your service be any better?

The drawings were perfect, the construction of all of the beams girts and purlins was perfect. Everything bolted together without any rework.

This is the FIRST building we have ever constructed that we did not spend at least 100 man hours on re drilling, reworking, and refitting factory mistakes. At \$65.00 per man hour, this savings is a direct pass through to the bottom line. Not only the rework, but the ease of construction compared to other systems is unparalleled in the industry. In ten days our crew of seven men had all of the steel for our 32,000 square foot building erected. Within 18 work days our crew

"The ease of construction...is unparalleled in the industry"

will have this building roofed, sheeted, and turned over to the mechanical contractors. Steve, I've got to say that I am very

impressed. Your building system has allowed our project to stay ahead of schedule, ahead of budget, and you have impressed not only our company, but an entire community. The question that anyone looking at your website should ask themselves is not, "Should I build with Rapidsetbuildings.com;" instead, it's, "Can I afford not to?" I would be happy to speak with any of our customers about my experience. I believe anyone seriously interested in building a steel building would be crazy to consider any other company. **Thank you,**

Ryan R. Delaney, Pres.

What Sets **RAPIDSET** Apart From the Rest

1. Extensive Preliminary Design and Engineering

Rapidset designs and engineers based on the specific requirements of your building and quotes the exact cost of materials. Our designs are specifically structured to serve your needs. Our buildings are designed to be quickly erected without modification and sold at a cost that makes you competitive. We provide preliminary plans that help you communicate with your laborers and customers.

3. Reliability

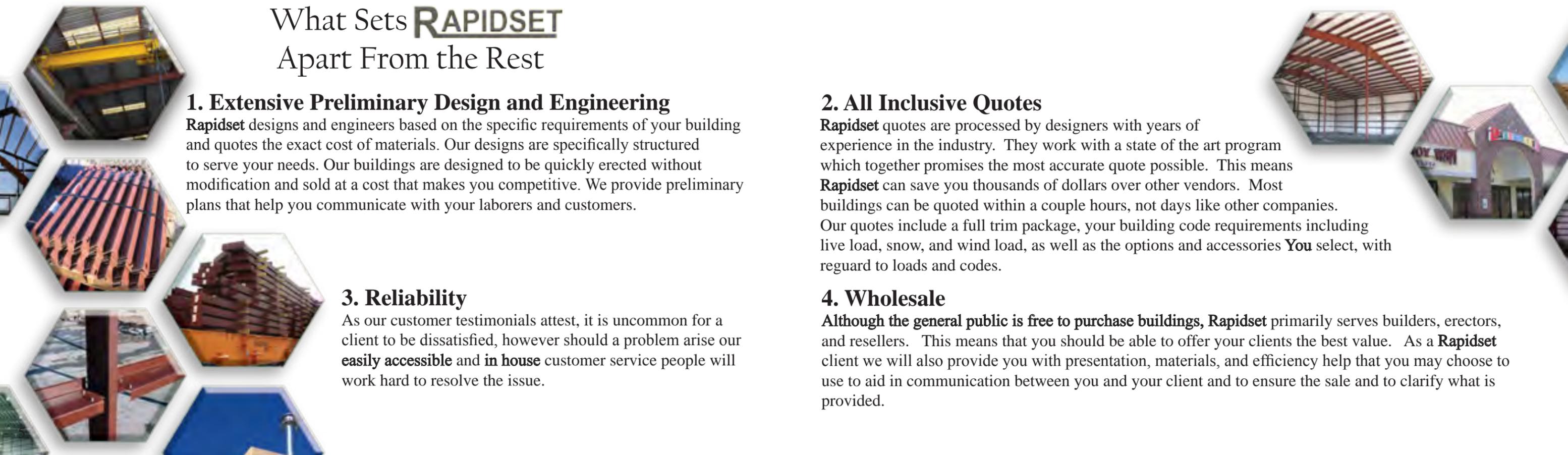
As our customer testimonials attest, it is uncommon for a client to be dissatisfied, however should a problem arise our **easily accessible** and **in house** customer service people will work hard to resolve the issue.

2. All Inclusive Quotes

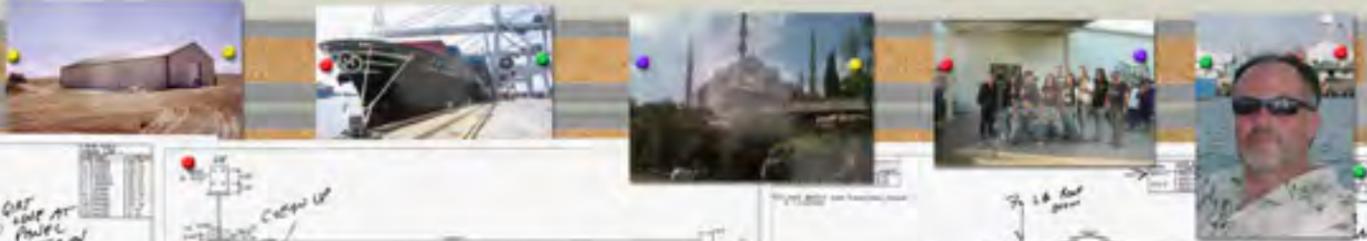
Rapidset quotes are processed by designers with years of experience in the industry. They work with a state of the art program which together promises the most accurate quote possible. This means **Rapidset** can save you thousands of dollars over other vendors. Most buildings can be quoted within a couple hours, not days like other companies. Our quotes include a full trim package, your building code requirements including live load, snow, and wind load, as well as the options and accessories **You** select, with regard to loads and codes.

4. Wholesale

Although the general public is free to purchase buildings, Rapidset primarily serves builders, erectors, and resellers. This means that you should be able to offer your clients the best value. As a **Rapidset** client we will also provide you with presentation, materials, and efficiency help that you may choose to use to aid in communication between you and your client and to ensure the sale and to clarify what is provided.



Quotes



Customer Tools

- Conference Calls
- Job Processing
- Detailing
- Auto CAD
- Files
- Renderings
- PDF
- Customer Service
- Engineers
- Prints
- Online Quotes



FREE Quotes

Call 719.268.1325
Fax 719.599.9382
Online SteelBuildingSupplier.com

FREE

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Communication

Our most successful builder and reseller clients use all the tools we offer at their disposal like having one of our sales staff work through conference calls with their client, or have one of our experienced general contractors or detailers answer questions He or his client might have. Success is reliant on Trust and Communication. Offer your clients both and success will follow. That is our philosophy and the philosophy we hope our clients adhere to as well.

Quote Samples

Quote Request for Second Building

#Offered to Client Based on Low Quote

Cohesive
Organization
Motivated
Marketing
Understanding
Networking
Illustrations
Customer Service
Advertising
Testimonials
Effective

Draw a Picture of Communication

737 Hangar Sold to Africa



26 Buildings Sold to One Client



Sold to the Bahamas

Sold to Cyprus in Europe

RAPIDSET™

METAL BUILDINGS

**Call To Get Your Free Custom
Quote Today**

Toll-Free 800.793.8555

Or Visit Us Online At...
SteelBuildingSupplier.com
RapidsetBuildings.com

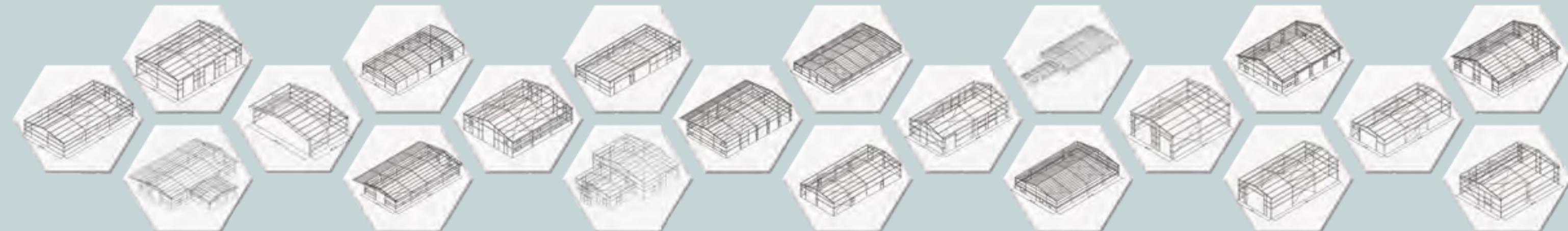


All of the buildings below were
sold to a single reseller

"The people at SteelBuildingSupplier.com (Rapidset) have been excellent to work with. They are personable, professional, and responsive to all our needs. SteelBuildingSupplier (Rapidset) is locally owned, which produces a higher level of commitment. We

have been thankful for the excellent customer service and appreciate that SteelBuildingSupplier (Rapidset) isn't just helpful when trying to make the sale, but also in all phases of follow up and, when necessary, problem solving. They have proven their willingness to go the

extra mile. The product they supply is equally first class and consistent. We would wholeheartedly recommend Rapidset to anyone looking to find a building supplier company." -Chris White of All American Steel, LLC



Customer Service

A company's customer service record should be a core consideration when making any buying decision. This especially applies to buying a pre-engineered building. Each steel building should be designed and built to order. Nowadays the building department scrutinizes each detail of a design before granting their approval.

Rapidset Metal Buildings started life from SteelBuildingSupplier.com Inc. which was born out of a commercial construction company, Plumline Commercial Builders. Created by three general contractors, Plumline handled a lot of the major contracts around Colorado Springs. However, with Plumline's rapid growth, managing the company became increasingly difficult. Plumline erected pre-engineered buildings and found it was quick, relatively easy and usually required fewer trades to manage than conventional commercial building. From there Plumline acquired a steel building dealership. Our first purchase was Butler, then Whirlwind and some others. We discovered, however, that success was dictated by two things. The first was a price point that we were unable to hit as a dealer. The second was customer service which was difficult to handle along with managing a successful commercial construction company. So we needed to devise a better



solution.

The answer we found was to design, detail, and engineer our own building brand "Rapidset Metal Buildings". So, we purchased MBS (Metal Building Software), the same software that steel building factories use, to design and detail our buildings. Dealers and resellers often have a "dealer version" of MBS for quoting jobs supplied by factories in their offices, but we needed to design and detail all the

way down to the shop drawings so we could eliminate a lot of the trouble we had become so familiar with when working with other manufacturing companies.

When we first purchased MBS the configuration was a nightmare. We joked about anchor bolts hanging out of the roof. We began logging each customer service issue and used it to refine MBS and our internal processes. There are thousands of settings within MBS to dictate how the factory manufactures a building. Sometimes we change a setting and it never happens again; sometimes it is a detail check; sometimes it is a change to our assembly manual. The result is an increasingly cleaner building for our clients. After years of refining, the majority of our buildings designed, need no adjustments or changes

"...Success Is Dictated By... Price ... And Customer Service..."

"...We Can Design A Building In Minutes..."

"...We Focus Primarily On Builders, Erectors, And Resellers..."

"...Come For The Price, Stay For The Service..."

When customer service is needed we first discern the source of the error. Because our buildings are completely engineered in house, we simply pull up the shop drawings and ship list from the server or we pull the job folder to ensure the factory manufactured to our specifications and that our design does not require further attention. From there we devise a solution using the MBMA manual. If the time comes that you need customer service, you'll work with a single person in our office to reach a solution.

We at Rapidset Metal Buildings understand that a happy client is a returning client. Our clients are based around the world which has given us a chance to travel, often just to make sure shipping, delivery, and construction goes smoothly. Our clients return to us for all of their buildings because they



through detailing and engineering. Today, we can design buildings in minutes including the software input for some of the manufacturing machines on the shop floor.

At Rapidset Metal Buildings we felt that we could better manage customer service as well as designing, detailing, and engineering metal buildings more effectively, than we could a construction company that consisted of so many moving parts to bring a job in on time and within budget all while maintaining quality. So today we are only Rapidset and it's a pleasure to continue to refine our process.

Choosing a specific market has also vastly improved our customer service. We focus primarily on Builders, Erectors, and Resellers, although buying a building does not require a dealership or license. Today most of the buildings sold do not generate a single customer service call.



know that Rapidset Metal Buildings provides an unparalleled product and unsurpassed customer service.

We do refer work, but experience has taught us to work mostly from established relationships. If Rapidset Metal Buildings refers a client to you this means that you've purchased a number of buildings from us, that you know our system, and we're confident in you as a builder, erector, or reseller. Working by this philosophy has greatly reduced the number of calls from buyers who are dissatisfied with their builder.

This is why we say "come for the price, stay for the service".

-The Rapidset Team



The **RAPIDSET**™ Building

Rolled Steel Ridge Caps & Pre-Welded Clips

Rapidset ridge caps are steel, stamped to match the roof for a finished look and are fitted with seals to combat adverse weather. Rapidset frames include pre-welded clips to make assembly quick, precise, and easy.

One Piece Fasteners

The Rapidset standard roof fastener is a EPDM, sealed, zinc/carbon steel alloy fastener for quick assembly as well as lasting quality.



Pre-Engineered Frames Rapidset frames are individually engineered to meet the code requirements of the site. Usually Rapidset frames are bolted together at a vertical joint (shown) but can be designed to bolt horizontally or diagonally. Frames may be engineered to span the entire width or, to lower cost, columns may be added. (Customer should confirm Loads and Codes.)

Full Trim Package

A full trim package is included standard unless the client specifies otherwise. Rapidset's extensive trim package includes rake trim, eave closure with seals, roll out mastic for roofing, covered jambs, and "j" molding for panels edges.



Double Sealed Base & Heavy 26 Gauge Sheeting

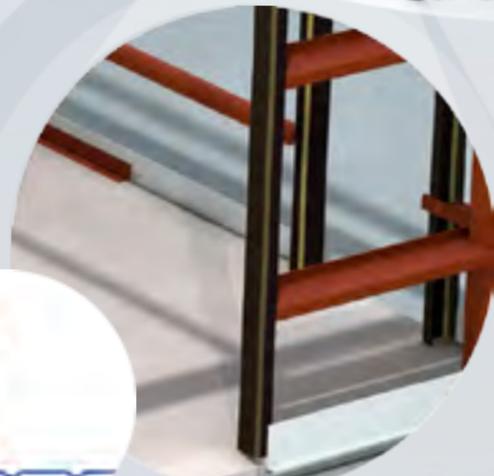
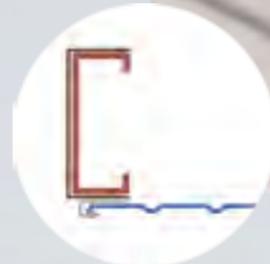
The standard Rapidset sheeting is 26 gauge steel PBR (Purlin Bearing Rib). Our standard trim includes a double sealed base comprised of a foam seal and steel closure.



Windows Rapidset windows are available in white, bronze, or a mill finish with either single or double pane insulated glass. Windows can clip directly into an opening in the sheeting or can be framed with wall girt if requested or code dictates a low girt option.



Trimmed Openings The Rapidset trim package includes framed openings that are fully wrapped colored jambs with "j" trim at PBR panel. (A cross section of the wrapped jamb is shown)

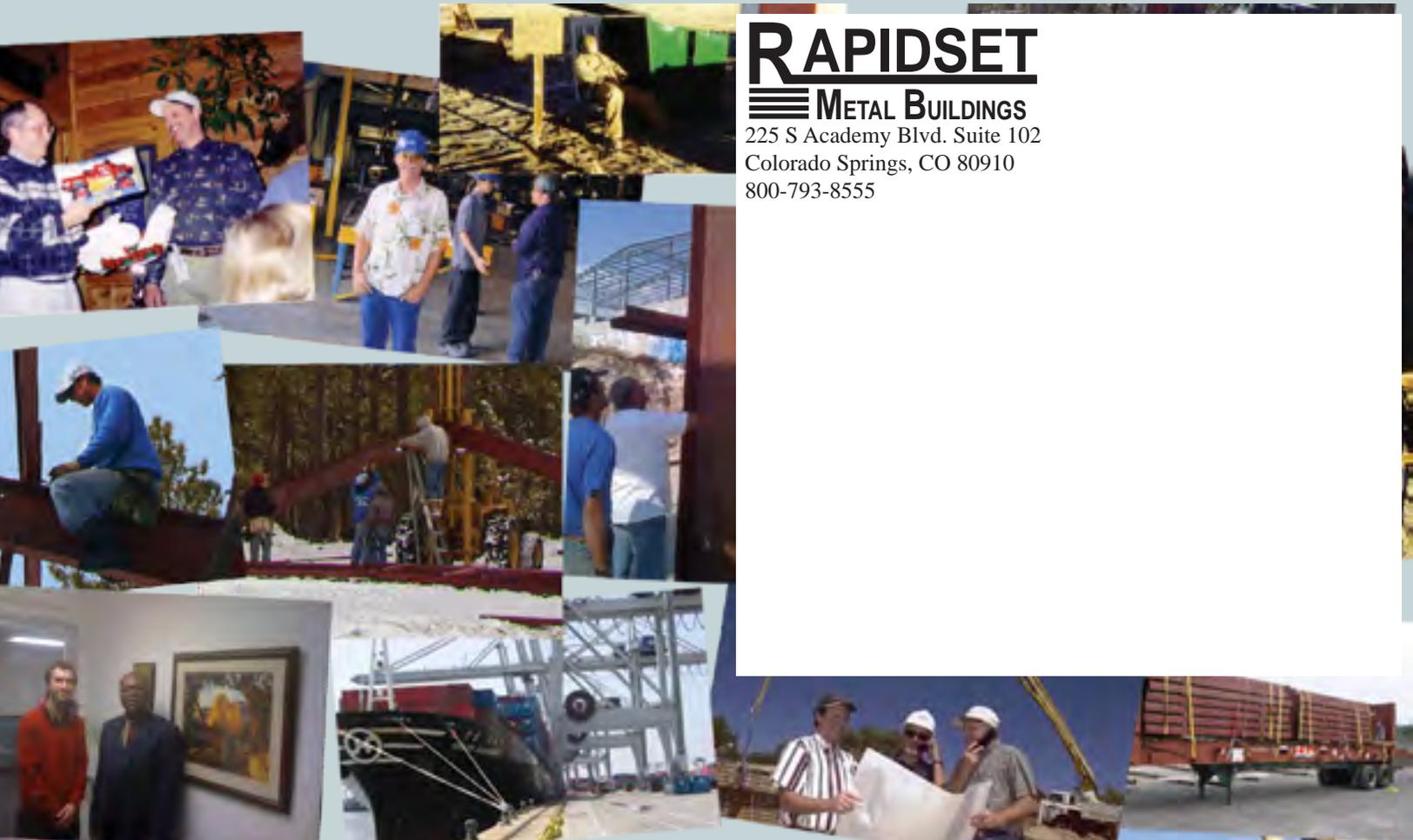


Doors Standard doors are designed to clip in. All standard doors have 8 inch jams to receive a low girt option. **Please Note That We Do Offer An Extensive List Of Other Accessories and custom detailing needs.**

RAPIDSET

METAL BUILDINGS

225 S Academy Blvd. Suite 102
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800-793-8555



RAPIDSET™

METAL BUILDINGS

It's People...

SteelBuildingSupplier

RAPIDSET
METAL BUILDINGS

Hangar Buildings
By Executive Building

Warehouse Buildings

Aircraft Buildings

PEB THE ENGINEERED BUILDING

FALCON BUILDINGS

DesignBuildSystems
AG • HANGAR • WAREHOUSE • INDUSTRIAL • EXPORT

PEB BUILDINGS

EXPORT STEEL BUILDINGS

FALCON HANGARS

Industrial Buildings

