

SOUTHERN REGION / VOLUME 7 / THIRD QUARTER 2007



PROJECT HIGHLIGHTS

Project Size:	3.465 million linear feet of steel in three buildings
CONTRACTOR:	Martin Corp., Escondido
DISTRIBUTOR:	Expo Building Supply
COMPLETION DATE:	December 2008

INSIDE THIS ISSUE...

CEMCO Ships Product to High-Profile Pacific Beacon1
Ask CEMCO Technical Q&A2
CSR Celebrates 20 Years with CEMCO2
They've Got Dimples But Nobody's Smiling
Download the CEMCO Slotted Track Catalog

CEMCO Awarded
USGBC Certificate

CEMCO Ships Product to High-Profile Pacific Beacon

When a large project has to be shipshape, it can't go off course.

Pacific Beacon in San Diego, a housing complex currently underway for the U.S. Navy's single sailors, is just such a project. The mission for Martin Corp. of Escondido, the interior contractor on this job, is to provide perfect interiors from stem to stern in a fast-track timeframe of about 18 months.

When pre-work began in June on the 18-story buildings, Martin discovered a problem with the dimpled light-steel product it intended to use on the project.

"We discovered the problem just as we started to place orders," says James McQuestion, project manager at Martin. "We caught it early and made the switch."

The switch was to CEMCO, who, through Expo Building Supply, expedited 1.825 million linear feet of steel for Building A and 820,000 linear feet of steel each for buildings B and C. Steel products on the job include furring channels, studs and track.

"Orders had to be placed," says McQuestion. "The situation could have been rectified but there was no time to wait around. Our reputation was on the line, too, because we had to provide a good product to the GC."

A first-of-its-kind endeavor, the Navy is charging Clark Construction and Clark Real Estate, respectively, to construct the buildings by December 2008 and then manage them for 50 years. All eyes are on the project, which may serve as the model for another in Bethseda, Md.

With little time for pondering, McQuestion says, the decision to go with CEMCO boiled down to the contractor's experience with CEMCO's exterior products, as well as the bottom line.

"CEMCO makes a good product, and in this case it was that CEMCO came through for us," he says.

Eric Larson, southern regional sales manager for CEMCO, says Martin's has been the experience of several contractors of late who have rushed to use new steel products that haven't been proven in the field.

"Contractors are finding they can't beat CEMCO's prime-steel products for their consistent quality and on-the-job efficiency," says Larson. "Newer products, no matter what their claims, can't measure up to CEMCO's reputation for supplying a reliable product."

"CEMCO," sums up McQuestion, "met our needs."

Ask CEMCO

Answered by Fernando Sesma, Director of Technical Services

Q: Does head-of-wall construction require an OSHPD report?

A: No. Approval by the California Office of Statewide Health Planning and Development for head-of-wall construction, under the category of Fixed Equipment Anchorage, is no longer required and has been a thing of the past for the last two years.

The Fixed Equipment Anchorage approval was intended for wall mounting systems, not for head-of-wall-deflection systems or fire-stop systems. OSHPD does not have any category that would require head-of-wall-deflection types of walls to have approval. Currently, OSHPD no longer requires pre-approval for these types of systems nor accepts applications for head-of-wall-deflection types of construction.

Some project specifications, field inspectors, architects and contractors still request OSHPD approval of head-of-wall construction. If this happens on your job, explain that there is no longer a requirement for an OSHPD pre-approval and that all of the pre-existing OSHPD reports for head of wall are no longer valid, are unenforceable and should no longer be in circulation. If you need more information the subject, please contact me at the number or address below, or call Andy Pike at OSHPD directly at (916) 654-1477.

Because there is a vast difference in the recycled content between the two steel-production technologies, it is important to be aware of the percentage of the steel being specified. Because the two technologies do not produce the same type of steel, achieving the desired recycled content may not be attainable.

The amount of recycled content in steel increases from year to year. Refer to the Steel Recycling Institute at www.recycled-steel.org for up-to-date recycled-content results.

To download a copy of CEMCO's LEED Certification, visit the Technical page at www.cemcosteel.com. For project-specific LEED documentation, please contact us at the Technical Service Department at (800) 775-2362 or fsesma@cemcosteel.com.

Submit your technical questions to Fernando Sesma at fsesma@cemcosteel.com or call the Technical Services Department at (800) 775-2362

CSR Celebrates 20 Years with CEMCO



If you've ordered product from CEMCO in the last 20 years—and had the right materials show up in the right place at the right time—you probably know the friendly voice of Ellen Anderson.

Anderson, who celebrated her 20th anniversary with the company in August, is not just a person on the phone, says her supervisor, Cynthia Cheeseman. "She's like their friend. She's the most dedicated person there is." Taking care of CEMCO's largest house account and supervising all of the Western territory, Anderson has developed an indispensable relationship with customers, says CEMCO Product Manager Steve Farkas.

"She knows what they want even if they don't," Farkas says. "She almost reads their minds. She's developed extra customer relations to the point where the customers and she are almost family."

Indeed, Anderson remembers the early days, when itself CEMCO was like family—a very small one—where sick kids could come to work and the handful of employees worked intimately with the owners. Today, she says, it's good in a different way.

"There's been a lot of change, but new, good people have come on board," she says, citing the people she helps on the phone as another one of the best parts of the job.

Anderson counts herself as one of the several who will stay at CEMCO well into a third decade.

"It's not unheard of for people be here 15, 20 and 30 years," she says. "People usually like it here and stick around. I've enjoyed it up until now. I'll stay here!"

THEY'VE GOT DIMPLES. BUT NOBODY'S SMILING.

Other products that claim to be innovations are simply irritations when you have to use them on the job. You know what we're talking about: that new dimpled stud that's cutting your hands, sliding off the pallets, failing in screw penetration and making minor fit adjustments virtually impossible.

To make matters worse, those bumps make it difficult to verify the material thickness. How did that product ever get specified?



High-quality, prime-steel studs from CEMCO have never let you down. The studs you get today are the same ones you've trusted on your most important projects for years. You already know the labor savings benefits that are unique to CEMCO's product offering:

- Reinforcing ribs designed into the web for strength and stability.
- Knurled stud flanges and track for better screw ability.
- Easily identifiable part numbers and thicknesses.
- Tapered leg tracks and concave track webs for better friction fitting.
- Hemmed 25-gauge (18-mil) track legs for safer handling.

At CEMCO, we don't need to reinvent the stud, and we'd never try to save a buck with a dressed-up product that doesn't cut it. We make the stud that works. The stud you know. And that makes everybody smile!



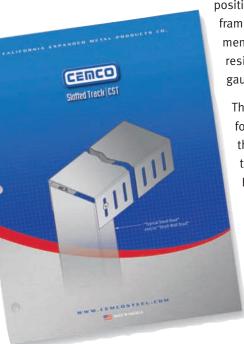
Steel Framing and Metal Lath

800.775.2362 www.cemcosteel.com

Download the CEMCO Slotted Track Catalog

The new catalog for CEMCO Slotted Track is now available for download on the CEMCO Web site.

CST is cold-formed-steel track for use at the head of wall. It can absorb up to 1 inch of total vertical movement while providing a



positive attachment of the wall framing. The positive attachment allows for greater load resistance with thinner gauges of material.

> The downloadable PDF, found on the home page on the left-hand side and at the bottom under New Products, provides applications and detailed drawings, as well all the information needed for specifications and code approvals.

Visit www.cemcosteel.com to download the CST catalog today!

CEMCO Awarded USGBC Certificate



CEMCO has been awarded certification as a national member of the US Green Building Council.

The designation allows the company to participate on various committees, giving it the opportunity to take part in LEED (Leadership in Energy & Environmental Design) certification decisions and contribute to the goals of USGBC, including developing products that are more environmentally friendly.

With the USGBC certificate, CEMCO also qualifies as a manufacturer of preferred products that may be used on projects striving for LEED certification.

For more information about achieving LEED certification with products from CEMCO, visit www.cemcosteel.com.



Corporate Office & Southern California Manufacturing Facility

263 North Covina Lane, City of Industry, CA 91744 Phone: 800.775.2362 Fax: 626.330.7598

Northern California Manufacturing Facility

1001-A Pittsburg Antioch Hwy, Pittsburg, CA 94565 Phone: 925.473.9340 Fax: 925.473.9341

Denver Colorado Manufacturing Facilitu

490 Osage Street, Denver, CO 80204 Phone: 303.572.3626 Fax: 303.572.3627

Pacific Coast Truss Fabricators

12935 Perez Place, La Puente, CA 91746 Phone: 626.968.4595 Fax: 626.968.4395

Engineering Facility

1001-A Pittsburg Antioch Hwy, Pittsburg, CA 94565 Phone: 800.416.2278 Fax: 925.473.9124

Technical Service Department

263 North Covina Lane, City of Industry, CA 91744 Phone: 800.416.2278 Fax: 626.369.7243

800.775.2362

www.cemcosteel.com

www.firestik.us

www.sureboard.com

www.pctruss.com

Southern Region Contacts

Eric Larson / Regional Manager cell: 858.829.2647

Phil Brewer / Sales Representative Territory: Arizona phone: 602.908.1642

Erik Rudrud / Sales Representative *Territory: San Diego & Orange Counties* phone: 714.457.7609

Rod Sadler / Sales Representative Territory: Central Coast, Bakersfield, Las Vegas phone: 626.806.4115

Kyle Young / Outside Sales Representative Territory: Metro Los Angeles, San Fernando Valley, Riverside and San Bernardino Counties phone: 626.536.7888

EDITOR: Tom Porter COPYWRITER: Sarah Humphreys DESIGN: Ashley Thompson