

BUILDING **PROFIT**[®]

SPRING 2015

Industry Boom Fuels Canadian Company's Growth

Hurry-up Offense

Midwest Manufacturer Stands the Test of Time

A New Model in Flint Region



COVER STORY



3 INDUSTRY BOOM FUELS CANADIAN COMPANY'S GROWTH

**VISIT
OUR WEBSITE
FOR MORE TOPICS!**
For a handy reference
to other interesting construction
projects, please bookmark:
buildingprofit.com



6 HURRY-UP OFFENSE

A 58,160-square-foot facility was constructed in three months to serve as the preseason home for the New Orleans Saints®.

CONTENTS

SPRING 2015
Vol. 36, No. 1

THE MAGAZINE FOR DECISION-MAKERS

11 MIDWEST MANUFACTURER STANDS THE TEST OF TIME

For a fourth-generation, family-owned company, collaboration with local entities made the construction of a new corporate office and warehouse distribution center possible.

16 A NEW MODEL IN FLINT REGION

The building expansion of a HVAC and hydronics manufacturer was cause for celebration in the Flint, Michigan, region.



facebook.com/butlerbuildings



twitter.com/butlerbuildings



linkedin.com/company/butler-manufacturing



youtube.com/butlerbuildings



CORRECTION

An article in the Fall/Winter 2014 issue misstated the photographer for the Victoria Jewellers facility. It is Ty Guenther Photography.

Photograph front cover: Jim Dobie Photography
Photograph back cover: Chad Jackson Photography



Industry Boom Fuels Canadian Company's Growth

Houston-based company builds presence in oil-rich province

Over the past decade, an oil and gas boom has swept through Canada with enough force to push the North American country into the ranks of the world's top 10-largest oil producers. Today, it ranks sixth.

The province of Alberta is the nation's largest producer of conventional crude oil, synthetic crude, natural gas and gas products in Canada. Its oil sands have proven reserves of about 168 billion barrels — the third-largest proven crude oil reserve in the world. These oil reserves play an important and growing role in the global economy, supplying stable, reliable energy to Canada and the United States. In addition, every dollar invested in the oil sands creates about \$8 in economic activity.

That activity is driven by hundreds of small companies in Alberta dedicated to serving this industry. Drilling. Well maintenance. Pipeline maintenance. Seismic exploration. One such

company working to serve the booming industry is Powell Canada Inc., a provider of complex packaged engineered solutions. The company helps manage critical processes involving power, water, wastewater, transportation and petrochemicals all over the world.

Powell has developed a thriving business over several decades, reaching the Great White North from its roots in Texas. To develop that success in Canada, it needed a good home — with room to grow.

Northern acquisition

Founded in 1947, Powell Industries opened as a small metal fabrication shop in Houston. After a destructive explosion in the Houston port, founder Bill Powell reacted to the demand for electrical plant equipment, evolving Powell's product and services offerings. Throughout the 1960s, Powell's innovations began to transform the industry. The company developed the first Power Control Room (E-House) in 1968, providing portable, factory-tested power control structures that can withstand challenging environments.

In 2009, Powell joined the Canadian market via a series of acquisitions, creating what is now known as Powell Canada Inc. Given Powell's engineering solutions

“Good planning solves almost all problems. Collectively, this group planned very well and executed a big, complex and well-managed project.”

TIM JAMES, CLARK BUILDERS

PHOTOGRAPHY BY JIM DOBIE PHOTOGRAPHY

CANADIAN COMPANY'S GROWTH

“The flexibility of Clark Builders, coupled with the vast building and design experience of Butler, helped us build a facility that meets our needs.”

FRED MUDGE, POWELL CANADA

expertise and the growing popularity of E-Houses in the power generation, oil and gas industries, it was only natural for the Houston-based company to seek a presence in the oil-rich province north of the border.

Market expansion leads to expanded facility needs

During its first few years in Alberta, Powell Canada's electrical division operated out of a small facility. But the company aimed to significantly increase its local manufacturing presence, with the goal of becoming the only Alberta manufacturer to build electrical equipment, E-Houses and complete integration, including on-site system integration.

“We were keenly focused on being the only company in Alberta to not only manufacture E-Houses but assemble the equipment required and fully handle the integration process,” said Fred Mudge, president and general manager, Powell Canada. “We knew that would be a key differentiator for our customers, and we needed the space to make it happen.”

To meet expected expansion needs, Powell sought bids in 2012 for a projected

100,000-square-foot building. Among the four finalists, Clark Builders submitted a proposal featuring a combination of design-build and construction management. The goal of the Clark Builders approach stemmed from the company's desire to work with Powell to better understand facility requirements and collaboratively work on a design.

Once Powell chose Clark Builders, a career Butler Builder® for more than 30 years, the benefits of its design-build approach immediately showed. Discussions among the Powell board of directors led to a construction project of nearly 160,000 square feet — of which 123,000 square feet was built with Butler® materials. Design-Build allowed Clark to stay flexible as building needs evolved.

Function drives form

With the scope and building size determined, Clark and Powell worked together to design the building to meet the functional needs of a full-service manufacturing facility. Powell wanted to model the Canadian facility after another building it operated in Houston. Clark, along with the Butler design team, was able to help customize the facility to make that happen — a testament to collaboration.

E-HOUSES — THE EFFICIENT AND ECONOMIC ELECTRICITY SOLUTION

An electrical house (E-House) is a prefabricated modular outdoor enclosure that houses medium voltage (MV) and low voltage (LV) switchgear equipment. An E-House is designed to be ready to operate in the field with minimal installation, commissioning and start-up time. It's an alternative to traditional on-site building construction (concrete block, brick construction or similar).

Proximity to major suppliers during design and construction makes the changes and integration easier. The E-House is tested before shipping, including all of its components, which minimizes risks in the field. Its mobility makes it easy and cost-effective to install and relocate. An E-House can be installed close to the main loads, which reduces the power and control cable size and length, in addition to reducing energy costs.

“Good planning solves almost all problems,” said Tim James, vice president, Clark Builders. “Collectively, this group planned very well and executed a big, complex and well-managed project.”

To create a completed E-House, the manufacturing facility requires a structural system that could adequately handle Powell’s heavy crane requirements. The Widespan™ structural system from Butler was up to the task. The six-story design met 40-foot crane hook needs. The Widespan structural system provided ample space to build and load a completed E-House within the facility.

Beyond load and height requirements, Powell’s facility required a combined blasting and painting booth, plus a separate area for powder coating. The anticipated growth led Clark to design the building so it could be expanded.

Powell Canada growth realized

In the end, the collaborative efforts of Clark and Powell successfully ensured the facility’s physical and functional needs were met. The building was completed in June 2013 — design through construction — in less than 12 months.

“The flexibility of Clark Builders, coupled with the vast building and design experience of Butler, helped us build a facility that meets our needs,” said Mudge. “Clark operated as an extension of Butler, and that relationship really helped us fast-track the completion of the building.”

Powell, which set out to bring its one-stop shop to the market, has clearly achieved the growth it sought, and, in spring 2014, it enlisted Clark to double the size of the original project, a process that is nearing completion. Powell Canada’s original electrical equipment acquisition included 17 employees; today, Powell Canada’s electrical division employs more than 300 people. Once the facility expansion is completed, Powell will have nearly 800 employees — more than 90 percent of whom are local residents. ▲

POWELL CANADA

Butler Builder®: Clark Builders

Architect: Bennett Architect Inc.

Size: 159,000 square feet, currently being expanded to 321,000

Butler® Systems: Widespan™ structural system, MR-24® roof system, Shadowwall™ wall system



The facility includes several joined structures, with large spans and great heights to accommodate 40-foot crane hook needs.



Powell Canada’s new facility was designed for future growth, and the company anticipates it will have nearly 800 employees after an expansion is completed.



Hurry-up Offense

NFL's Saints build a new preseason home in the shadows of The Greenbrier

Each February, the NFL® crowns its champion. Often, during post-championship game interviews, players and coaches tout preseason preparations for laying the groundwork for the team's success. Preseason training camp is when football teams isolate themselves so they can fully focus on the common goal of winning a title — a goal the New Orleans Saints® had in mind as they approached the 2014 NFL season.

As it turns out, the foundation of this particular season was laid during the 2013 Greenbrier Classic, a PGA Tour golf tournament in West Virginia. That's where Saints head coach Sean Payton, who served as a caddie for friend and professional golfer Ryan Palmer, hatched an idea. Payton met The Greenbrier owner Jim Justice, who suggested the

Saints move its team camp from the sweltering heat of New Orleans to the more agreeable climate of West Virginia.

The conversation continued and, in March 2014, Saints management decided to move a portion of preseason camp to The Greenbrier. The only problem? There was no facility to accommodate a professional football team.

Design under deadline

To bring the Saints to West Virginia, the preseason quarters needed to be built in a hurry. Under a three-month deadline to complete the facility for the start of preseason camp, the resort's design and development team reached out to representatives from Butler Manufacturing™. They knew Butler® had a reputation for unmatched quality and

PHOTOGRAPHY BY CHAD JACKSON PHOTOGRAPHY



experience with design-build projects. Butler connected The Greenbrier with Long Construction Management, a trusted Butler Builder® from Lexington, Kentucky.

Located within hours of The Greenbrier, Long Construction sent its design team to West Virginia and immediately worked through space needs. After three weeks of floor plan and design consultation, the team completed the design.

“Long Construction eagerly attacked the design phase and understood the immediacy of the project,” said Jeff Kmiec, president and managing director at The Greenbrier. “It was a 100-day sprint to preseason camp, and we didn’t have extra time to waste.”

A professional football team needs a lot more than a field and a locker room. This

floor plan included meeting rooms for the various position groups, weight rooms, coaches’ offices, medical training rooms, and kitchen and dining facilities. The timeline allowed less than a month to design the building, and once the final design was ready, it was a sprint to the end zone.

Building successful teams

To accommodate the multi-story building, Long Construction worked closely with Butler on the planned second-floor mezzanine area — a design that doesn’t fall within a typical systems construction project, but Long Construction knew Butler could easily handle an atypical design. Butler’s structural expertise was integral to the build process, and its flexibility helped Long Constructiton maintain the aggressive timeline.

With architectural elements such as a gable, porch and columns, the training facility matches the aesthetic standards of The Greenbrier.

“It was a 100-day sprint to preseason camp, and we didn’t have extra time to waste.”

JEFF KMIEC, THE GREENBRIER

The various building companies working on the project stuck to a 24-hour work schedule, a key factor leading to the project’s successful completion. Collaboration among Long Construction, the structural erection team and utility companies was crucial to staying on schedule, with various utility companies expediting their processes.

“The key to meeting tight timelines is to make sure the proper teams are in place,” said Linden Long, owner of Long Construction. “From Butler to the subcontract team to the erector teams, this was one of the smoothest projects we’ve done.”

Ready for the first snap

As June turned to July, the sounds and speed of construction continued at a feverish pace to prepare for the Saints’ arrival for the first day of preseason camp. In little more than 90 days, a former dirt patch transformed into a world-class facility — complete with all the modern amenities.

Not only does the finished facility meet the needs of the New Orleans Saints, it also fits the design and architectural style of the resort itself. The extended front of the building — with its gable, porch and columns — ensures the facility matches the signature aesthetic standards of The Greenbrier.

“The look of this building fits in so well with the historic structures and architecture of The Greenbrier resort,” Kmiec said. “It’s remarkable that a pre-engineered building was constructed so quickly, on budget and still looks like traditional construction.”

When the Saints aren’t marching

So, what’s the plan for the building when the Saints aren’t in town? The AdvoCare Sports Performance Center serves as a multi-functional facility for athletic training, physical therapy and events. Recently, three area universities have had discussions with the resort to potentially host future spring football practices and exhibition games there as well.

THE GREENBRIER

The Greenbrier is an award-winning luxury resort located just outside the town of White Sulphur Springs in Greenbrier County, West Virginia. A National Historic Landmark, The Greenbrier’s classic architecture, lush landscape and outstanding amenities have hosted distinguished guests from around the world since 1778.

The Greenbrier offers amenities such as championship golf, fine dining, designer boutiques, a world-renowned mineral spa and a 103,000-square-foot gaming and entertainment venue. The Greenbrier Classic golf tournament on the PGA Tour has an extended contract that cements its status as a PGA Tour stop through 2021.



*The SunLite Strip™
daylighting system
provides natural
daylight for the 58,160-
square-foot facility.*

*The new facility,
commissioned by
The Greenbrier's owner
and custom-built for the
New Orleans Saints®,
is in the foothills of
West Virginia's
Allegheny Mountains.*



“It’s remarkable that a pre-engineered building was constructed so quickly, on budget and still looks like traditional construction.”

JEFF KMIEC, THE GREENBRIER

Beyond that, the facility could serve as a medical rehabilitation center for injured athletes thanks to the physical therapy suite, professional weight and locker rooms, and large hydrotherapy pool. The U.S. Ski Team also is considering it as a possible offseason training facility.

No matter what team or athletes may be in town throughout the year, they can access a world-class facility in one of the most beautiful corners of the country. ▲

ADVOCARE SPORTS PERFORMANCE CENTER AT THE GREENBRIER

Butler Builder®: Long Construction Management

Architect: Long Construction Management

Size: 58,160 square feet

Butler® Systems: Multi-story structural system, MR-24® roof system, Sky-Web® insulation support system, SunLite Strip™ daylighting system, TextureWall™ wall system



The building houses locker rooms, meeting rooms, coaches’ offices, training rooms, medical facilities, dining room and weight room — which were used by the New Orleans Saints® prior to the 2014-15 season.



Midwest Manufacturer Stands the Test of Time

New facility made possible through collaboration with local entities

It all began in the heart of the Midwest in 1921. Four men in Muncie, Indiana, bought patent rights to the light-switchbox holder and hardware strip from an acquaintance in Fort Wayne, Indiana. That was the birth of Mid-West Metal Products, a fabricated wire and sheet metal manufacturing company.

Although Mid-West Metal is firmly rooted in the Rust Belt, its products — which include wire-built pet homes; commercial air-circulating fans, guards and wire fixtures for retail stores; and components for the heating,

ventilating and air conditioning (HVAC) industry — are used around the world. Customers range from small, emerging enterprises to billion-dollar global corporations and span industries such as appliance, automotive, retail and marine.

Now at the helm of the company is Steve Smith, CEO. His grandfather, Earl Smith, joined Mid-West Metal in 1926. Earl Smith became a sales manager for Mid-West Metal and directed product line expansion. In the 1940s, Steve Smith's father and his uncle joined the company. More

PHOTOGRAPHY BY DAY CREATIVE SOLUTIONS

“Briner, the local government and economic development organizations had a vision. Without their help, this new project would not be feasible.”

STEVE SMITH, MID-WEST METAL PRODUCTS



Steve Smith (left), CEO of Mid-West Metal Products, and Mike Swinford (right), president of Briner Building, Inc., stand outside the office and warehouse distribution center.

than 70 years later, Mid-West Metal is in its fourth generation of family leadership.

Steve Smith leads the private, family-owned company, with an annual revenue of \$65 million and 140 employees locally — including engineers, salespeople, graphic artists, machine operators and warehouse workers. Over the years, Mid-West Metal’s product mix has evolved. For example, most of its products were for the construction business until World War II, when it started manufacturing canning racks used for victory gardens. Its wire rubbish burners also were popular until trash burning became illegal in many city limits in the 1960s. This product was adapted for animal cages, which has become the company’s bestselling product.

Leadership of the company has not been without challenges. During his tenure, Smith has navigated increasing labor and material costs and ensured the firm survived an economic recession. Despite these challenges, Smith saw an opportunity to consolidate facilities and finance the construction of a new corporate office and warehouse distribution center, which required ingenuity on the part of Smith and company leadership, local government and a Butler Builder®.

“Creativity is a key success factor in the sheet metal and wire fabricating company. If someone has an idea, we can design a product or manufacture from their own design,” Smith said. “We apply this ingenuity to everything we do, whether it is constructing a new facility or evolving to meet new types of business transactions.”

A community effort

Smith has worked for the company for 39 years and is an active member of the community. He serves on boards of several nonprofit organizations and advises on committees at Ball State University’s Miller College of Business. In addition, Smith promotes local economic development through the Delaware Advancement Corporation, hosting potential employers and encouraging them to do business in Muncie. So when it came time to

merge the corporate office building and one of two warehouse operations at Mid-West Metal, it was important to Smith to remain in Muncie.

Mid-West Metal's new facility is within the ABB Community Revitalization Enhancement District (CReED) in Industria Centre Industrial Park. The 906-acre industrial park — located within a day's drive of 60 percent of the U.S. population and retail trade market — has seen a resurgence in recent years. It provides fully serviced business sites for small, medium and large businesses.

As part of the CReED program, area government entities also approved more than \$1 million in tax incentives for Mid-West Metal, helping the area retain 44 jobs and \$2.8 million in annual payroll. Mid-West Metal is one of many companies that has benefited from this unique program, which promotes development in areas that previously suffered economic blight.

"One of my passions is Muncie. I want to do whatever I can to help it grow," Smith said. "Mid-West Metal looked at many options in Indiana and surrounding areas — but with the financial assistance of local government and economic development entities, it was an easy choice to stay and expand our presence here."

Getting credit

For construction of its \$6 million facility, Mid-West Metal chose a local company with a longstanding tradition of excellence: Briner Building, Inc., in nearby Bluffton. Briner is a design-build general contractor and Butler Builder®.

Several general contractors bid for the job. Briner, a career Butler Builder, was selected because of its detailed proposal, which recommended tax incentives and highlighted the total cost of ownership of the new facility.

"What differentiated us from the competition was our use of value engineering," said Bryan Harshbarger, vice president of sales and marketing at Briner. "Briner evaluated the design, construction materials and systems involved to determine whether there were more cost-effective options to achieve the same result."

Part of Briner's proposal included applying for tax deductions associated with the Energy Policy Act of 2005 (EPAAct). Briner had recommended several customers take advantage of the EPAAct and realized that Mid-West Metal also could benefit from the cost savings.

The first step toward qualifying for the tax deductions was documenting that HVAC systems, lighting systems and the building envelope were well above baselines set by the American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE) 90.1-2007 Standards. The result was well worth the effort, amounting to a tax credit of about \$1.80 per square foot for Mid-West Metal.

The savings did not end there. In addition, Briner specified high-efficiency air rotation units, which made Mid-West Metal eligible for a \$20,000-plus rebate from Vectren Corporation, a local energy utility.

BEHIND THE ENERGY POLICY ACT OF 2005

The Energy Policy Act of 2005 (EPAAct) was the first major energy law enacted in more than a decade. Its goal was to combat growing energy problems. General provisions included tax incentives and loan guarantees for energy production of various types; increases in the production of clean energy; and new responsibilities for the Federal Energy Regulatory Commission.

Although it expired on Dec., 31, 2013, the EPAAct is credited with the development of a stronger energy infrastructure. Since then, climate change and emission requirements continue to be at the forefront of national policy discussions.

“What differentiated us from the competition was our use of value engineering. Briner evaluated the design, construction materials and systems involved to determine whether there were more cost-effective options to achieve the same result.”

BRYAN HARSHBARGER, BRINER BUILDING, INC.

“Many of the building upgrades, such as the energy-efficient HVAC systems, will pay for themselves over time,” Harshbarger said.

Energy efficiency abounds

Energy-efficient design is integrated throughout the 155,520-square-foot office, warehouse and distribution center.

Briner specified a hybrid construction of the new facility, which integrates a Butler structural frame, with bar joist, precast concrete walls and the MR-24® roof system. The building design helped achieve the long bays needed for the warehouse and distribution facility but it also allowed for 9 inches of insulation in the MR-24 roof system to achieve an R-30 rating.

In addition, Briner recommended T5 fluorescent high-bay lighting systems with

motion sensors, which provide an estimated savings of more than \$55,000 per year. The result is performance that is 48 percent above the baseline established in ASHRAE 90.1-2007.

Positioned for the e-commerce boom

Mid-West Metal has found success by being agile. Adapting to new trends in products and business transactions has driven higher profit margins. For example, since construction was completed in 2012, e-commerce sales have more than doubled for the company, which has resulted in more receiving and shipping of products from the warehouse.

With more products entering and exiting the facility, environmental protection is more important than ever. The weather-tight seam of the MR-24® roof system was a primary selling point of a Butler® building, according

STIMULATING INDIANA BUSINESSES

Delaware County, Indiana, home to Muncie, is one of only six counties in the state that offers tax abatement on logistical and information technology through the Community Revitalization Enhancement District (CReED) program. This unique program was created to encourage investment in areas that have been severely adversely affected by economic downturn and/or the loss of a specific major employer. It offers the following benefits:

- A 25 percent investment tax credit on “qualified investments” to existing and new buildings in these areas
- The potential for recapture of employee income taxes for up to 15 years (or the remaining term of the CReED zone)



MID-WEST METAL PRODUCTS

Butler Builder®: Briner Building, Inc.
Architect: WKM & Associates
Size: 155,520 square feet
Butler® Systems: MR-24® roof system,
Butler hybrid system

to Tom Jones, manufacturing engineer at Mid-West Metal.

“For our company, a weatherproof environment is critical in maintaining profitability. If raw materials or finished product come into contact with moisture, the result is increased waste and decreased efficiency,” Jones said. “The MR-24 roof system is integral in protecting millions of dollars’ worth of products.”

A collaborative approach

The new facility was completed on time and on budget. Smith credits local partners with making the project a reality.

“Briner, the local government and economic development organizations had a vision,” Smith said. “Without their help, this new project would not be feasible.”

Jones also lauds Briner for its extensive knowledge of local codes and tax incentives.

“The expertise of Briner and the excellent craftsmanship of Butler components made it a lot easier for Mid-West Metal to complete construction of our new facility,” Jones said.

With a new, energy-efficient facility, the company is well-positioned for the e-commerce boom and growth opportunities that come its way.

“Mid-West Metal is not only a family legacy but also a Muncie legacy,” Smith said. ▲

Mid-West Metal Products’ repeat customers range from billion-dollar global corporations to small, emerging enterprises.



A New Model in Flint Region

Company expands opportunities in HVAC and hydronics market

PHOTOGRAPHY BY CHAD JACKSON PHOTOGRAPHY

“I joined TMI Climate Solutions 24 years ago. This company and its people are the local community. We want our team to feel confident that this business will continue to grow and provide opportunities for far longer than another 25 years.”

JIM HUFF, TMI CLIMATE SOLUTIONS

As the sun rises over Flint, Michigan, its residents wake up to a new day — one filled with the promise of a brighter tomorrow. Though the city has seen challenges that arguably are more devastating than a natural disaster, it has emerged strong and resilient, with citizens who are proud of their hometown and dedicated to returning it to its former glory.

In Flint, when a business grows, the community celebrates. A growing business means more jobs, more hope and more reasons to believe a better future is ahead.

That’s why, in the summer of 2014, Flint celebrated when TMI Climate Solutions renewed its commitment to this community with a new 59,000-square-foot expansion in nearby Holly, just south of Flint. The custom air handling and hydronics systems supplier has been in business since 1982. It once primarily served the automotive sector but has ventured into new markets, such as hospitals, laboratories, universities and other larger commercial and governmental facilities.

With the facility expansion, the company is poised to grow its hydronics systems business and better meet the needs of global customers.

The new space includes 50,000 square feet of manufacturing space, nearly 10,000 square feet of office space and the capacity to accommodate 30 to 50 new employees in engineering, manufacturing and administrative jobs that will be filled throughout the next three years.

The promise of more skilled job opportunities is a bright spot for Flint and helps pave the way for its recovery. “The fact that the company is adding jobs as it expands shows that this region can support business growth,” said

Tim Herman, CEO of the Flint & Genesee Chamber of Commerce.

Big muscle for heavy manufacturing

Fueling TMI’s growth is its ability to respond to customers’ changing needs. Today, TMI builds and tests massive units in-house, before breaking them down into shippable components that are then assembled at the customer’s location. In fact, the first project completed in the expansion totaled 1.5 million pounds and required nearly 130 trucks to transport it upon completion.

The sheer size of TMI’s products made space a key consideration with the expansion project. The facility addition also needed to support a 20-ton and a 30-ton crane, as well as four other cranes. In total, six top-running cranes in the manufacturing space are able to support 130 tons.

“That’s a lot of muscle for the square footage,” said Kevin Johnson with Rhoads & Johnson, a Butler Builder® selected to construct the facility expansion following several other successful projects with TMI. “Most shops will have 5- to 15-ton cranes. TMI needed almost 10 times that capacity and a building structure that is able to support such a heavy-lifting operation.”

For this project, the Widespan™ structural system by Butler® was easily able to integrate the arsenal of cranes that TMI required.

“Working with Butler’s engineering team in advance allowed us to design a more efficient framing system,” Johnson said. “We were able to limit the spans of each bay to a cost-effective dimension. This not only saved money on the steel, but also for the customer and their crane costs.”

The 59,000-square-foot expansion will help meet demand for advanced hydronics manufacturing.

Looking on the bright side

The sun shines in Flint an average of 171 days per year. Now TMI employees can enjoy every minute of the sunshine with the installation of an impressive daylighting system. A total of 70 SunLite Strip™ daylighting system units dot the roof, allowing nearly 30 foot-candles of natural light into the new space. The daylighting features also help the business minimize its electricity usage when possible, given that much of its manufacturing processes require a high level of power.

“We have a fairly steady flow of customers and reps that want to tour our production facility. When we enter the new expansion, every single visitor comments on how remarkable the natural light is. It’s like nothing they have seen before,” said Ryan Whaley, TMI’s vice president of sales and marketing.

Thinking globally

With its sights set on global customers, TMI took international working styles into account when designing the expanded office space. The new office space was organized to emphasize a more team-oriented, less hierarchical approach.

In the new areas, offices and conference rooms are located toward the building’s interior and the cubicles are located around the perimeter. This floor plan allows natural light to reach the majority of employees, instead of just a few managers. It also reflects TMI’s company culture of transparency and collaboration.

The new office design encourages an inspirational work environment. To create space that stimulates innovative thinking, it features open areas; informal and comfortable spaces; flexible work areas; and natural elements.

Never an interruption

From its onset, this expansion project wasn’t going to be easy, but Rhoads & Johnson, located in Fenton, Michigan, was up to the task.

The existing facility was seated on property with challenging constraints, including a railroad and a private drive. Rhoads & Johnson assisted TMI in acquiring neighboring properties and demolishing the existing structures to make room for the new manufacturing and office facilities.

Because of the layout, the addition needed to be built over the building’s existing shipping bays. With just one trucking entry and exit point, Rhoads & Johnson worked closely with TMI to ensure workers could maintain their daily shipping schedule during construction.

“We did not delay or postpone any production during construction,” said Greg Freitas, operations manager at TMI. “We had a full shipping schedule that included inbound and outbound trucks on a daily basis, and Rhoads & Johnson kept our trucking lanes clear.”

In addition to logistical challenges, Michigan was walloped with record-breaking snow during construction. A total of 83.9 inches

LOCAL FOCUS: FLINT, MICHIGAN

Originally an epicenter of logging in Michigan, Flint became home to a booming carriage industry in the late 19th century. From these humble roots, Flint grew into the heart of the automotive manufacturing industry. In fact, it’s the birthplace of or served as the main home to many of America’s automobile brands.

of snow fell throughout the season, which included the snowiest 30-day period since 1967.

“Winter weather in Michigan can affect both project timing and cost,” Johnson said. “By working closely with the customer, we were able to forecast out the critical path, long-lead-time items and then stage construction to be prepared for the installation of those items. This also allowed us to keep the project on time and under budget.”

New life for an old town

With the new expansion, TMI has everything it needs to compete on a global level as a leading HVAC provider. It also has another influential supporter: Warren Buffet. The company was acquired by MiTek Inc., a subsidiary of Warren Buffet’s Berkshire Hathaway Inc., in 2008.

The company also is poised to respond to the ever-changing trends and requirements of the HVAC industry. Often, TMI is sought out to solve problems that other manufacturers have been unable to address. Now engineers have the space they need to conceptualize and manufacture the solutions today’s market demands.

By continuing to successfully build its business, TMI is doing its part to revitalize and diversify its community. Things are looking up in the Flint area, too. New studies show the region’s logistics and distribution market is growing rapidly, local consumer confidence is at a seven-year high and tourism spending is rising.

“I joined TMI Climate Solutions 24 years ago. This company and its people are the local community,” said Jim Huff, CEO at TMI. “We want our team to feel confident that this business will continue to grow and provide opportunities for far longer than another 25 years.” ▲

TMI CLIMATE SOLUTIONS

Butler Builder®: Rhoads & Johnson
Architect: Gazall Lewis & Associates
Size: 59,000-square-foot expansion
Butler® Systems: Widespan™ structural system, MR-24® roof system, Butlerib® II wall system, SunLite Strip™ daylighting system



Jim Huff, CEO at TMI Climate Solutions, joined the company nearly 25 years ago. “This company and its people are the local community,” Huff said.



A total of 70 SunLite Strip™ daylighting system units provide nearly 30 foot-candles of natural light into the manufacturing space.

BUILDING PROFIT®
SPRING 2015
Vol. 36, No. 1

Editorial Director:
Ashley Campbell
editorial@butlermfg.com

Building Profit®, Butler Builder®, Butler®, Butlerib®, MR-24® and Sky-Web® are registered trademarks and SunLite Strip™, Butler Manufacturing™, Landmark™, TextureWall™ and Widespan™ are trademarks of BlueScope Buildings North America, Inc.

The “f” logo is a registered trademark of Facebook Inc. The “IN” logo is a registered trademark of LinkedIn Corporation. The YouTube logo is a registered trademark of Google Inc.

All other trademarks are the property of their respective owners.

Printed in U.S.A.
© 2015 BlueScope Buildings North America, Inc.
All rights reserved.
Butler Manufacturing™ is a division of BlueScope Buildings North America, Inc.
P.O. Box 419917, Kansas City, MO 64141-6917.
May be reprinted by permission only.

HURRY-UP
OFFENSE



**READ MORE ABOUT
ADVOCARE SPORTS
PERFORMANCE CENTER
AT THE GREENBRIER
ON PAGE 6.**

The New Orleans Saints® trained for the 2014-15 season at a state-of-the-art facility at The Greenbrier in West Virginia.