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VOLUME 9, ISSUE 2
FALL 2006

Aegis Donates Trusses for Iraq Veteran Home

Aegis Metal Framing in partnership with Metal Component Truss of Ft. Myers, Florida donated 120 steel trusses for an ADA compliant home built for Iraq veteran, SSG Paul Russell "Russ" Marek, US Army, at 16th annual METALCON International trade show and conference.

A three-bedroom, ADA-compliant structure was built inside METALCON's exhibit hall by instructors and construction professionals enrolled in STUD University, an intensive three-day steel-framing program held each year at METALCON and produced by the Washington, DC-based Steel Framing Alliance.



of pop culture," commented Tom Valvo, President of Aegis Metal Framing; "Staff Sergeant Marek, however, is the real deal—a true American hero who risked his life, and suffered grievous injury, defending the country and people he loves. His dedication and commitment to duty is both remarkable and inspiring. I was humbled just to be in his presence at MetalCon."

Marek was released less than a week earlier from the Tampa Bay Veteran's Administration Hospital where he spent more than a year recuperating from injuries sustained when his M1A1 Abrams tank was destroyed by enemy fire in Iraq. The incident severed SSG Marek's right arm and leg, part of his right ear, and part of his left hand. He also suffered severe head trauma and burns over 20

On Tuesday, October 3rd, a ceremony marked the home donation as the University of Tampa U.S. Army ROTC honor guard graced the exhibit hall to honor U.S. Army SSG Marek and his family. The ceremony marked the beginning of a new stage for the severely injured 35-year-old Satellite Beach, FL, native and honored his contribution to freedom and his spirit of optimism. The event drew a packed audience from the tradeshow and conference.

percent of his body.

Marek's injuries have not impacted his resolve, courage and determination to live life to the fullest. He looks forward to enjoying his new home, and plans spend his time learning to surf.

Aegis Metal Framing sincerely wishes that the donation of steel trusses made to Sgt. Marek's new home will help bring him many, many years of happiness. We thank him, and all his comrades, for their service and valor. They are the true "heroes".

"All too often the term "hero" is utilized to describe athletes, actors, and other figures



PRESIDENT'S MESSAGE

An Improving Commercial Construction Market

Although most of the recent economic news has focused on the much anticipated slow down in residential construction, calendar 2006 has experienced a significant improvement in the non-residential construction sector. According to the US Census Bureau of the Department of Commerce, the annualized rate of total non-residential construction in August 2006 was up over 17% from the previous year. Leading the way were Lodging (+64%), Office (+22%), Healthcare (+12.6%) and Education (+6.3%). Yes, although not widely reported in the media, non-residential construction has performed well, and most experts anticipate a continued steady performance, even as the overall economy begins to cool in late 2006.

All of this should be no surprise to our fabricator customers. Through September 2006, Ultra-Span® engineering requests and material purchases are both up at least 24% over the same period last year. Aegis fabricators are clearly riding the wave of an expanding market, as well as the continued penetration of cold formed steel trusses into a wide array of commercial, institutional, and multi-family residential applications. And, this has taken place in an environment where rising steel prices have at times reduced our products' competitiveness versus alternative framing materials

Aegis Metal Framing continues to invest heavily in software and product development to keep our fabricators at the forefront of the pre-fabricated cold formed steel truss market. Within the next couple of months we will be releasing a new version of the Aegis Suite of software, filled with numerous new productivity-enhancing tools and features. We will be launching a brand new, patent-pending truss-to-bearing connector that sports some of the highest uplift values in the industry—ideal for Florida and the coastal regions. And, as we roll into 2007, you will see a totally redesigned www.aegismetalframing.com, replete with new tools and features for the Architectural/Engineering, Contracting, and Component Fabricator communities.

Please enjoy this first, “new look” issue of Steel Notes. Inside these pages you'll find articles about the new faces at Aegis Metal Framing, MetalCon 2006 and Aegis' contributions to a truly worthy cause, and a brand new industry association—just to mention a few.

As always, thank you for your business.

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THE STATE OF STEEL

In the June 2006 issue of Steel Notes, I wrote about the domestic and international market forces impacting the price and availability of domestic steel in general, and hot dipped galvanized sheet in particular. Now, as we move into late fall of 2006, we should again take stock as to where steel prices are, and more importantly, where they might be headed.

To briefly review, in April 2006, U.S. steel companies began implementing zinc surcharges to compensate for a near doubling in the price of this key commodity for galvanized steel production. At the same time, the still booming U.S. economy was driving demand for steel-intensive products like heavy equipment, tubing, autos, and construction materials. These factors, coupled with the continued consolidation of global steel producers, lead to a basic imbalance in the supply and demand of all steel products. The result—by August, galvanized sheet prices were 35 to 40% higher than their low water mark in 2005.

Since August, the “rhetoric” in the steel market has taken on a different tone. Major restructuring and production cuts at GM and Ford, a marked slow down in new home construction, high inventory levels at steel service centers, and a general slowdown in the US economy have helped ease the steel supply pressures at home.

In years gone by, such significant retrenchment in demand would have lead to falling prices, as multiple domestic producers fought to maintain their share of the shrinking “pie.” Ah, but that was then, and this is now.

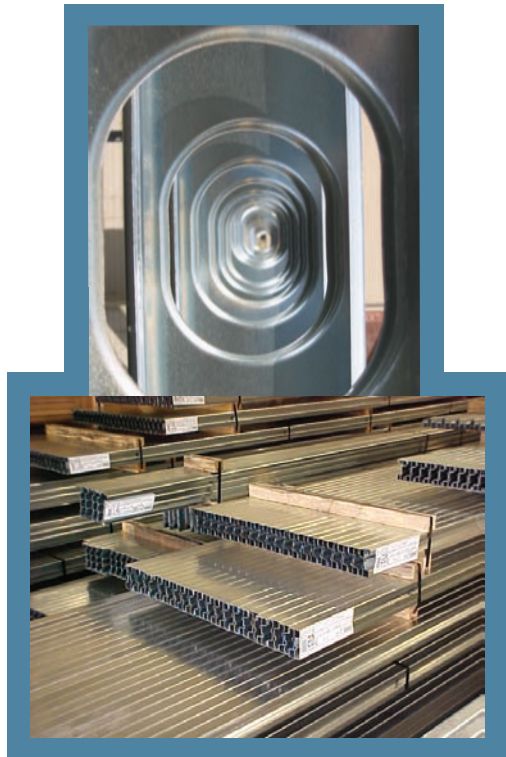
In the new steel “paradigm”, the few companies that control the lion’s share of U.S. production are responding by curtailing production to more closely match output with demand.

Already, Mittal Steel has announced the indefinite idling of two blast furnaces. Other producers are taking planned and “unplanned” maintenance outages in an effort to reduce overall supply. As a result, prices for galvanized sheet steel remain stubbornly high, with most industry experts predicting only modest softening through the end of 2006.

The lesson to take away from this year is that steel is, and will continue to be, a globally traded commodity and that the number of major producers continues to shrink. Since the June article, shareholders and government regulators have approved Mittal Steel’s purchase of Arcelor Steel, creating a \$77 billion dollar behemoth with 113 million tons of

capacity—more than 10% of total global production. In response (or in defense), other major producers from Asia to Europe to the United States are in dialogue over potential acquisitions, mergers, or alliances. The coming months will likely bring news of more consolidation.

For cold formed steel component suppliers and purchasers, the result of these global shifts will likely be relatively stable pricing and availability over the next 3 to 6 months. Of course, any external “shocks” to the system could upset the apple cart of supply and demand. Suffice it to say, things should remain interesting.





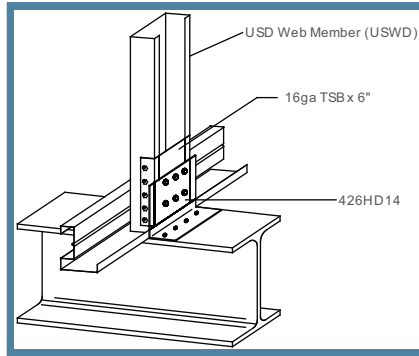
Travis Keys Manger, Engineering Systems

NEW DELUXE PRODUCT: 1224/1226HD

In 2003, Aegis Metal Framing launched a new product line - Ultra-Span Deluxe (USD), which changed the designs of roof systems. The USD material is extremely versatile and cost effective for long span, wide-spacing, heavy load trusses. In our continued effort to provide our fabricators with the latest products to increase efficiency and decrease cost, Aegis Metal Framing will be launching another new Deluxe product in December 2006, Ultra-Span Deluxe Hold-Down clips (HD14D).

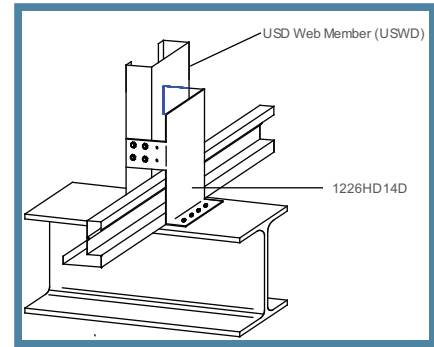
The HD14D clip matches the size of the web member. The 1224HD14D is designed to fit a 362USWD while the 1226HD14D clip is designed for a 600USWD member. Four (4) pre-drilled holes in each tab of the HD14D clip must be filled with #10 self-drilling screws. This means that every clip will require eight (8) - #10 self-drilling screws, while sixteen (16) screws are required for a two-sided connection. The clip must be attached to both sides of a USWD web member; therefore a 1226HD14D clip cannot be used with a 362USWD web member.

The current method for attaching a USD truss to bearing requires the combination of two pieces, a track (TSB) to cover



Two Piece Connection of USD to Bearing

the web member and a clip (HD) to attach to the TSB and bearing. Two pieces require extra time, money, and labor to assemble and install the truss. Plus, this method of attachment limits the connection to only the front side of the truss, limiting the uplift capacity of the connection to just one hold-down clip.

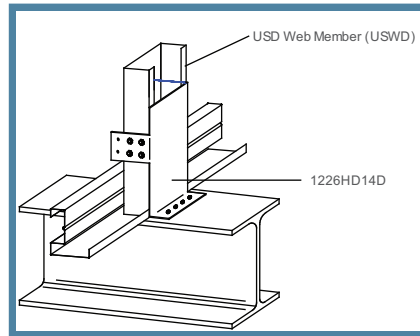


HD14D Back Side Connection

The HD14D uplift capacity is the same for a front or back side connection. Attaching to both the front

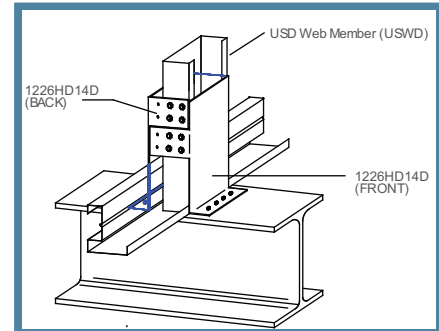
and back side increases the capacity of both clips, thus more than doubling the uplift capacity of a one sided connection. Welding the HD14D down to the bearing also increases the capacity of the clip as compared to a fastened connection.

The new Deluxe Hold-Down clip integrates both pieces (TSB and HD) into one easy to install



HD14D Front Side Connection

clip. The HD14D clip attaches from the front, back, or both sides of the truss. This flexibility allows for the easiest means of attachment, slight misalignment of embedment plates, or an increased uplift capacity for a single ply truss.



HD14D Front and Back Side Connection

The total connection capacity will depend on the combination of the web member mill thickness,

fastener capacity, and clip capacity. This dependency can be seen in the new Aegis Standard Connection Details, which are available online at www.aegismetalfaming.com. Reference details SS1224-1 and SS1226-1.

Continued on page 5

NEW STEEL TRUSS ASSOCIATION



Thomas J. Valvo
President

WTCA offers members the opportunity to participate in key WTCA committees, network with

During the past decade, we have witnessed remarkable growth in the specification and use of pre-fabricated, cold formed steel trusses in the commercial and institutional construction markets. What began as an idea of leveraging existing technology and distribution channels in one industry (wood trusses) to provide an alternative material (cold formed steel) has evolved into an estimated \$350 million industry for precision-designed, factory assembled steel truss systems.

component manufacturers on common issues, and have access to tools and resources for steel component manufacturers that are unprecedented.”

The strong growth in factory-built cold-formed steel components has created the need for a unified “voice” to support the industry’s efforts and protect its interests. To address this need, WTCA - Representing the Structural Building Components Industry has announced the formation of its Cold Formed Steel Council (CFSC). According to a WTCA press release, “CFSC will focus on protecting and advancing the structural building component industry, with special emphasis on steel component manufacturing issues.”

WTCA’s CFSC will focus its resources on such critical areas as design team and contractor education, quality control and certification, truss technician training, specifications, and risk management.

Aegis Metal Framing is proud to be an Associate Member of WTCA’s CFSC. Over the course of the next several months, we will be lending our technical and commercial expertise in cold-formed components to assist CFSC in the development of new materials and online resources. We encourage all providers of factory-built steel components to join WTCA’s CFSC to have a “say” in the future of our industry.

Joe Odgers, Vice President of Sales & Steel Division Manager for Aegis fabricator Bama Truss and Components and CFSC co-chair added, “Creating the council and working with

For more information about CFSC, visit www.cfsc.sbcindustry.com.

Below is a table of the capacities of the new clips based on method of attachment.

Clip	Side of Connection	Method of Attachment	Uplift Capacity (lbs)
1224HD14D	Front or Back	Fastener	1450
1224HD14D	Front and Back	Fastener	3860
1224HD14D	Front or Back	Weld	3490
1224HD14D	Front and Back	Weld	6980
1226HD14D	Front or Back	Fastener	2400
1226HD14D	Front and Back	Fastener	6400
1226HD14D	Front or Back	Weld	3820
1226HD14D	Front and Back	Weld	7640

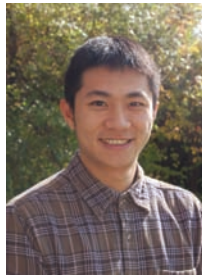
NEW FACES AND TRANSFERS AT AEGIS



David Boyd assumes the role of Sales Representative, Central United States and Canada. David has served as Marketing Manager since the inception of Aegis in February 2002. In 2005, he added the responsibilities of Sales Representative for our Canadian customers. Prior to the formation of Aegis, David held various positions at MiTek dating back to 1995. His broad industry experience, product knowledge, and technical skills give him a solid background for assisting his customers in growing the market for cold-formed steel truss and panel systems.



Jayna Altman stepped on board in August 2006 to head up the Marketing Department. She brings a broad range of marketing, communication, and graphic design skills to Aegis. At Aegis, she will be responsible for developing, implementing, and managing a recognizable and uniform marketing "message" through a wide array of on-line and trade media. Jayna is originally from Orange County, CA and has called St. Louis home since mid-2005. She graduated with Department Honors and Distinction with a Bachelor of Arts in Communications from the University of California, San Diego.



John Lin returns to Aegis Metal Framing in September 2006 as a Software Engineer. He was previously employed at Aegis Metal Framing from October 2003 to June 2005. During his departure, John enrolled and is in the process of completing a Masters program in Mathematics at Wash University, St. Louis. He was born in Shanghai and raised in Hawaii; his personal hobbies involve swimming, ukulele, and reading.



William Hawk joined the Aegis Metal Framing engineering team in October 2006 as a Design Engineer. William is a 1996 graduate of Southern Illinois University at Edwardsville with a Bachelor of Science degree in Civil Engineering, with an emphasis in Structural Engineering. Prior to joining Aegis Metal Framing, he worked as a structural engineer for Ibrahim Engineering Corporation in St. Louis, Mo. designing commercial, industrial, and educational buildings.

NEW FABRICATOR AT AEGIS



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HERSHEY COUNTRY CLUB

Unfortunately for most of us, the intersections of professional life and personal passion are all too infrequent over the course of our careers. But for Jack Haagen, General Manager of Ciesco Truss and an avid golfer, this issues' Project Profile presented just such an opportunity.

The historic Hershey Country Club in Hershey, Pennsylvania was opened in 1930. The club was a cornerstone of chocolate magnate Milton Hershey's vision for the unique melding of industry and entertainment that would become the Hershey resort—known as the Sweetest Place on Earth®.

In October 2004, Hershey Entertainment and Resorts announced an \$18 million renovation and expansion of the Hershey Country Club. This renovation included demolition of the existing clubhouse—replacing it with a brand new, 43,000 sq ft state-of-the-art facility. Atwood Architects of Virginia, a firm specializing in clubhouse design, chose a traditional structural steel



frame capped with a steeply pitched Ultra-Span® truss system to achieve a dramatic, country lodge-style façade.

Ciesco Truss worked closely with long time customer R and R Plaster and Drywall to supply the nearly 400 trusses for the new clubhouse. Fabrication and installation took place in the fall of 2005, and as usual, time was of the essence. Although R and R had previous experience with site-built C-stud trusses, they quickly found that the ease of installation of the Ultra-Span system was a real productivity-enhancer.

“We found that using pre-fabricated trusses was much cheaper and quicker to install,” commented Ed Billet, Project Manager, “The

Project Name:	Hershey Country Club Hershey, PA
Architect/Engineer	Atwood Architects, Inc Charlottesville, VA
Ultra-Span Truss Manufacturer:	Ciesco Truss division, Ciesco Inc. Harrisburg, PA
Installation Contractor:	R & R Plaster and Drywall Harrisburg, PA



engineering package provided by Ciesco was also a huge advantage. All the documents we needed were compiled in one easy to follow package. Going forward, we will be using

pre-fabricated steel trusses whenever we have the opportunity to do so.”

For Ciesco, Ultra-Span trusses have grown to become a significant part of their overall product offering. According to Jack Haagen, “Cold formed trusses help to round out our materials package of metal studs, drywall, and finishes. We believe we can offer the drywall/metal framing contractor a one-stop shop for all their material needs. That is one of the reasons we have more than tripled our metal truss volume since 2002.”

The Hershey Country Club is a “must visit” for avid golfers throughout the Northeast. For more information on playing Hershey, you can visit www.hersheypa.com. For more information or to receive a truss quote from Ciesco Truss, just give them a call at (717) 232-5825. If Jack Haagen isn't at the office, you should be able to catch him somewhere on the back nine at Hershey!

Aegis Metal Framing presents

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Light Gauge Steel Trusses

Light Gauge Steel Floor Joists

Light Gauge Steel Wall Panels

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