

Competition Spread Sheet

Competitors	size range offering	aluminum or steel or both	Typical Bay Spacing	Price on 5' x 10' comparable	Price on 8' x 12' comparable	Lease	Insulation: yes or no	If yes, what Insulation type	Membrane type offered	Current delivery time from order	Turn key: yes or no	If yes: what method / cost	Guarantee period membrane	Guarantee period substructure	Max Wind load	Environmental Program	Independent Engineer Review	Applications	Doors windows skylights	Permits	Sells Direct of Partner	Verified Independent Engineer Document	Price Increases	Other comments: Strengths / Weaknesses
Alaska Structures alaskastructures.com																		Major part of business Military & Government, Standard Residential & commercial. Other applications Camps, Mining, Oil & Gas, Construction, Recreation, Prison, Unique Structures, "Blu-Med tm" Disaster medical mobile structures, "Kaieron tm" portable disaster recovery structures						Tried to interview Saturday, April 30, 2011 Sales Representative D. J. Taylor lacked any knowledge on answering any questions. Wants to refer to engineering department. Will get back to me
All Weather Shelters allweather-shelters.com	Builds up to 126' wide and any length up to 220' Wide	Electrostatic Galvanized Steel that has a chromed finish or hot dipped galvanized steel Steel	typical spacing is 10' @ 40lbs per square foot used Edmonton structure as example	50x50x20 \$8.50 sq.ft. + insulation		No	Yes	R10 to R40	No	8 - 12 Weeks	Yes, Distributor	\$10.00 to \$12.00 per square foot plus \$5.50 labour plus cost of foundation plus \$5,000 to \$6,000 for hoist equipment based on membrane 28lbs per square foot \$10-20.00 sq.ft including foundation	15 year warranty prorated	35 year warranty prorated	offered design to specific region	no environmental program are ISO 9000	Has independent engineering firm in Edmonton that documents all drawings	Specializes in light industrial structures, warehousing, has built ambulance structures, skating rinks and recreational facilities mentioned Salt storage buildings can be tricky but have found solution around it.	offers window and doors and does not recommend skylights or translucent ceilings always repairing competitions structures tells me structures move in the wind that tend to rip and tear membrane	Will help with permitting process but owner has sign off responsibility as well	Sells direct	Yes	Prices have doubled over the last year on steel	Told me that they are a highly preferred customer as they pay for each order from the steel mill and have established preference on pricing over competition They have structures all over the world in places like Libya, Queensland, Australia, Whistler Weather tightness warranty 0.02 sq.ft for 10 yrs. 0.05 sq.ft. for 20 yrs. 0.07 sq.ft. for 25 yrs. Covers up to 0.80 sq.ft. for part
All points international api-structures.com	Up to 300' wide and any length free standing	Aluminum 6116 6", 8" 12" aluminum beams generally uses aluminum and can use steel on customized structures.	12'6" on 50' 5", 7" up to no more than 14' 13.4" on 100'	\$15.76 sq.ft. 6" I Beam \$8.33 sq.ft on 60x100	\$15.76 sq.ft.	No Yes offer leasing direct from All points but recommends to purchase	No Yes can offer up to R30	Walls R25 Ceiling 6+ weeks Up to R30	24 oz 18oz -24oz PVC fabric up to 45 lbs per square foot	Delivery can be 2 weeks from order date	Yes, both options Yes with an on site Construction Supervisor	\$8.50 sq.ft on 50' \$4.50 for 100'	Heavy membrane 15 years, light membrane 10 years	Aluminum structure lifetime	100 MPH 120 MPH 3 second gust	ISO Certified, GSA certified DEP approved	Yes	Primarily military, sporting complexes and municipal buildings for machinery storage Any geographic area Alaska to Afghanistan	Yes, Any size doors oversize windows and skylights	will help with permit process if needed	Sells Direct			Often in stock discount of 10-15% Mentioned biggest competitor is Sprung (Cadillac of Structures) Offers solar power alternatives, Wins contracts as API is a smaller outfit with less overhead and can have better pricing can be as low as \$5.00 per square foot shipped. New website will be going live this month April 2011
Big Top bigtopshelters.com	20' to 166' Up to 150' width and any length	Galvanized steel	10'	similar to 5'x10'		No Yes can offer leasing from finance company recommends purchasing	No Yes	Inner Liner only offers R7-R19-R30	3 options Large structures 28oz translucent narrow structures 18oz-22oz weight load 35-40 lbs per square foot	4 weeks Small structures 6 weeks and large structures 10-12 weeks	Yes, Option Offers on site construction manager interiors done locally	Yes, add \$3.00 sq.ft. Full Crew & Tech	18 oz - 5 yr. warranty 10-12 yr life offers 10 years on fabric and membrane 22 oz - 8 year warranty 14-15 yr life	15 years on structure will match competitors if needed	100 MPH	GSA Approved	Yes	Primarily military applications number one provider in North America, Warehousing, Construction shelters, Vehicle Inspection shelters, Sports and Recreation Exhibits, RV & Boat Storage, Environmental Enclosures	Offers windows and doors does not recommend skylights with 28oz translucent fabric	Permits to be issued locally	Direct			Sprung and Rubb biggest competitors mentioned Sprung being the most expensive and the prettiest structures Casino's as an example if money not an issue Sprung would be the choice Bigtop purchases all fabric membranes from Siemens. All interiors built locally. Bigtop is a non-union outfit.
Calhoun calhoun.ca	Up to 140' wide and any length	Hot tipped galvanized steel	normally 12' for heavier snow loads 10'			They do not offer leasing direct but can arrange through a 3rd party	Yes	Only inner insulated liner	12 1/2 oz Polyethylene woven fabric	12-14 weeks	Mentioned the distributor would look after project not very confident	100' X 100' non insulated structure \$16.00 per square foot plus the cost of a concrete base	15 year Warranty prorated	10 warranty prorated	Told me built to local code	No	offered independent engineering firm to document	Equipment, Manufacture ring, Warehousing, dairy, arenas, Horse barns, Farming, Hay and Salt Storage	Offers Doors and windows no skylights	said local distributor would help with permits not very confident	Sells through distributors	Yes	Does not foresee any price increases but said who can predict	Mentioned can build to any weight and wind load for each geographic area told me built a structure in the Yukon. Fell we the school project was not a fit they build more for non insulated structures. Received CAN/CSA 686 in December 2010 gave him my e-mail address did not seem to be interested in pursuing farther
Clearspan clearspan.com	20' to 350' 20' to 300' maximum they have only done one project 250' wide	steel structural steel is post hot-dip galvanized or epoxy primed and finished after fabrication	10'-15' Snow load areas, have done 6' - 20' pending application			Lease to purchase can apply tax right offs on monthly lease payments	No Yes	From standard inner insulated inner liner, to standard R19-R30 and able to fill wall cavities	12 1/2 oz- 24mm-22oz-31oz ultraviolet acrylic/PVDF topcoat	3-5 weeks from order 5,000 square feet 45-60 days, 10,000 square feet or more 90-120 days	Yes Yes with crew and project manager	Full crew or Tech example 100'X100' non insulated based lined \$100,000 to \$125,000. Lined \$140,000. Full R30 insulated \$185,000 and full lights all in \$250,000	28 oz - 10 year warranty 20+ year life 15 years covering all materials, labour and equipment upon signed maintenance agreement. Unlike our competitors we offer the 15 year warranty as standard.	15 years 15 year warranty with the first 8 years covering all materials, labour and equipment upon signed maintenance agreement. Unlike our competitors we offer the 15 year warranty as standard.	Maximum wind load 150 mph installation in Alaska 120 mph and standard structures 90 mph. High snow load areas up to 100 pounds per square foot	American Green Building Council	Internal engineers and will have out of state stamp with independent engineers.	Riding Stables, Sand & Salt Storage, Equipment, Warehousing, Livestock, Athletic Facilities, marine, Industrial, Aircraft Hangers	Offers windows, doors and highly recommends skylights which Signature has not issue with can apply for Government tax credit to invite to Signature Factory and re-imburse for expenses of \$1.80 per square foot	Normally does not help with permits	Sells Direct	Only has internal engineers documents stamped by independent engineers to verify drawings are correct	Had price increase in the beginning of 2nd quarter on steel and foresees increases coming in the fall of 2011	Uses unique to industry round tubing with CNT machine that robotically welds. Only company to adhere to new 2010 IBC code book changes do to the Dallas Cowboys roof collapse company was Coverall most all other companies still using 2006 standards. Mentioned Coveralls Pennsylvania Transportation installations all not designed to spec. Said companies must now follow Plastification Calculations. Noted Chapter K AIFC. If projects are of larger scale would invite to Signature Factory and re-imburse for expenses. Only one to mention the potential for green energy tax credits. CoverAll look alike
Mahaffey fabricstructures.com	33' to 164' 50 metres wide any length	hollow aluminum box beams uses Aluminum can use steel on custom structures	5 meter bays			Offers Leasing program direct from Mahaffey or lease purchase	Yes	R5.7 steel hand work can offer foam spray in pre cut insulated panels up to R35 in cold climates did R35 in a Chicago installation	Fabric 24oz PVC	2 weeks 6-8 weeks delivery	Yes	Full Crew or Tech with a project manager and a Mahaffey crew 100'X100' tension structure \$18.00-\$19.00 per square foot. 180K to 190K Mega Structure \$175,000 will provide pricing with insulation	Fabric 7 years	Frame 10 years	120 MPH only on a Mahaffey Tension Series 380 mm frame 1000 pounds per truss. 30 pounds per square foot	GSA approved	Has independent engineer	Primarily military, industrial, warehouse, Country music events, Olympics, Superbowl	Offers doors and windows does not recommend skylights	Will help with local permits answering any questions buyer must look into all details for infrastructure	Sell Direct 140,000 square foot facility in TN	Verified with documentation	Has in contract to cover fuel surcharges no price increases predicted for this year.	Just awarded major contract with U.S. Army for 50 structures competing against 12 other firms won on price and being the sole manufacturing. Military is now buying from manufacturers who can turnkey project without outsourcing. Mahaffey builds a number of structures for touring ICE shows sponsored by Gaylord Hotels. Has references they would provide contact names.
Metal - Brand X Cannot locate on Internet	Clearspan 20'-60' 1 column 50'-160' 2 column up to 240'	Steel	\$40.00 sq.ft.	\$35.00 sq.ft.	Yes	No	R13 Wall R19 Roof	N/A		8 - 10 weeks	Yes		10 years standard Option 20-25 years											Roof Scope typical 1/4 : 12 Always compare with erected all in cost Not reloadable
Competitors	size range offering	aluminum or steel or both	Typical Bay Spacing	Price on 5' x 10' comparable	Price on 8' x 12' comparable	Lease	Insulation: yes or no	If yes, what Insulation type	Membrane type offered	Current delivery time from order	Turn key: yes or no	If yes: what method / cost	Guarantee period membrane	Guarantee period substructure	Max Wind load	Environmental Program	Independent Engineer Review	Applications	Doors windows skylights	Permits	Sells Direct of Partner	Verified Independent Engineer Document	Price Increases	Other comments: Strengths / Weaknesses

Megadome	up to 125' wide and 900' long	Pre Galvanized Steel and Hot Tipped Galvanized for corrosive environments	typical is 12' but heavier wind and snow loads 6' builds to local specifications			Yes Lease to own wants last 2 years of financials uses 3rd party and has leasing available up to 5 years can offer monthly or quarterly payments	No insulation as such offers inner liner		12 1/2 oz fire rated interwoven liner. Also offers PVC liner but does not recommend	4 weeks can be longer as the fall is busiest time of year	Yes with crew on board after delivery	could not provide pricing to many variables	10 warranty prorated	2 years on the steel, has a 2 year guarantee on parts and labour	could not provide as he would have to check with local municipality	No	No	Industrial, Commercial, Equestrian, Agriculture, Bulk Storage, Waste Management, Mega Projects	Offers windows and doors does not provide skylights says fabric emits 30% light	Does not help with permits will answer questions on drawings	Central Ontario has a factory rep	No	Just had a price increase on fabric does not foresee any increases this year	He could not provide any basic pricing at all and would have to figure out. Deferred weight load, wind load to having to find out local codes did not refer to website only offered one project they constructed in the NW Territories without offering details.
	300' wide and any length in modules	Uses steel	25" to 50" with 3 plate trusses			no leasing offered	Yes	Offers rigid board or batten fiberglass	could not provide	6-15 weeks	Can offer turnkey very expensive uses recognized through recognized erectors across 50 states	could not provide pricing to many variables	could not provide	could not provide	could not provide only that they have a maximum weight load of 250 lbs per square foot and an average installation is 40 to 50 lbs per square foot	US Green Building Council and Leadership in Energy & Environment Design www.usgbc.org/LEED Cool Roof Energy Council	can offer pure review by independent engineer if required	All structures across the US and Worldwide	Doors & windows installed by local builder does not recommend skylights but light panels	No questions answered by local builders in each state	sells through recognized distributors	If required	could not provide	These are metal walled structures with clear span roofs spoke with and engineer who could not provide to many answers and told me not a very organized person. Claims to have the most comprehensive R&D facility in the industry has marketing material Building Profit Canada on website. Very bad service and very disorganized.
Metal - Butler butlermfg.com	up to 220' Wide	Steel		50x50x20 \$8.50 sq.ft. + insulation		No	Yes	R10 to R40	No	8 - 12 Weeks	Yes, Distributor	\$10-20.00 sq.ft including foundation												Weather tightness warranty 0.02 sq.ft for 10 yrs. 0.05 sq.ft. for 20 yrs. 0.07 sq.ft. for 25 yrs. Covers up to 0.80 sq.ft. for part
Norseman (CMG Building Sales) norseman.ca	140' wide and any length	triple coated galvanized steel in modular pieces	10'-12' spacing			offers leasing through Natural Leasing or Maple Leasing	Yes	uses straight liner and add R20 as additional insulation more elaborate structures can add R30	PVC woven fabric 23 mm 12 1/2 oz or 25 oz up to 45lbs per square foot if required	6-8 weeks	Yes through distributor CMG Building Sales in Ontario	100'X100' no foundation \$18.00 - \$23.00 per square foot and insulated \$23.00 - \$28.00 per square foot	15 years prorated	15 years prorated	can use 6" tubing in max wind areas and snow load	CNA/CSA-A660 certified working towards ISO certification	Independent engineers in Ontario approved documentation	Hurricane Alley 80 lbs per square foot Niagara Falls to hold 12" ice load applications in agriculture, manufacturing, warehousing and great success in mining	Offers window and doors and does not recommend skylights have created many leakage issues and difficult to maintain	Yes will help with entire process	CMG Sales is a distributor for Ontario	Will provide independent engineer and documentation	Had price increase in March on membrane	Constructed Crescent School in Toronto 140'X240' with large overhead doors for airflow will offer documented references to call.
Proteus proteusdemand.com	up to 165' up to 165' wide Clearspan or 40 to 50 metres typical structures are 40 metres wide	Aluminum or Steel typical permanent structures are all weather triangle steel and temporary aluminum can offer larger thicker extruded aluminum used in many coastal areas	Varies typical structures are 5 metres heavy snow and wind load 3 to 5 metres	Lease Only	Lease Only	Yes, Lease Only will lease with deposit and additional payment upon completion with quarterly payments there after offers short term leasing locally and uses 3rd party out of country installation	Yes	Foam Panels most typical structures are R19-R21 can customize to any R value if requested with typical R16 in walls	PVC typical structures are 24 oz heavy duty unique process in tightening down roof for high snow load and wind load areas	2 + Weeks delivery generally delivery is 90-120 days from order out of box usually in stock can be shipped next day	Yes works is collaboration with local builders who would supply own project manager	Full Crew	6-10 life Warranty on roof is 3-5 years	Max 10 Years Life guarantee on structure is 5-8 years can offer warranty on structure 8-12 years	Claims 130 Max wind load is 130 mph on Proteus 625 and 25 lbs per square foot base d on pre-engineered structures and not post engineered.	Sub contractors that install in partnership have GSA approval for Government installations	Independent engineers will stamp out of state	Big market is prisons, Disaster Relief areas built fully functional Presidential office in Haiti, currently building school for 800 students in tornado hit Georgia as of last week (week of April 25 2011) many events on demand Golf, weddings, recreational, temporary shelters disaster relief zones school classrooms 8' X 20' modular flex units, apartments and commercial use.	offers doors, windows and recommends not to use skylights but use translucent roof covers	will not help with permits a local issue will provide drawings	Sells Direct from factory	Has drawings stamped by out of state engineers for approval	Could possibly have 1 to 2 price increases in 2011 has in contract for fuel increases	complete turnkey jail solution Jail solutions on generally a lease bases, builds disaster relief men camps (Hurricane Katrina) and Haiti many event buildings for golf, weddings and Olympics as well as schools 100'x100' steel structure no foundation insulated \$500,000. to \$600,000. with basic lighting and no foundation. Non insulated structure no foundation \$350,000 to \$450,000. basic steel. using translucent roof covers
Rubb rubb.com	10' - 300' Rep was very unclear as to what width they can provide	Steel Hot dipped galvanized steel	Ranges common spacing is 16' heavy snow loads 12"	\$17.35 on 80x100	\$18.37 on 100x150	Yes, 5yr @0.38 /can offer leasing 3rd party only approved by President	Yes offers insulation installed by independent contractor	Claims R30 but only promote inner liner told me R19 not sure of what they offer	28 oz/square yard PVDF coated PVC	8-12 weeks from order all custom orders they do not stock not sure how long	Yes has there own crew will provide project manager if asked	In House 5.11 sq.ft on 80x100	10 Years membrane has 20-25 year lifespan offers only 1 year guarantee on structure and membrane	1 year guarantee	90 MPH	ISO approved	only has internal engineers, .	Military, sports complexes, aviation, marine, bulk, industrial and many more applications	offers windows, doors and not sure about skylights	Does not help with permits	Sells Direct	Internal Engineers has drawings approved state by state	Just completed price increase on membrane in December 2010	Low cost door options Shirley Representative was very unsure of information and did not have at hand, has to consult others in organization for answers to basic questions. On keyboard typing while I was asking questions. Told me 100'X100 structure insulated \$25.00-\$30.00 per square foot, non insulated \$22.00 - \$27.00 per square foot. higher sq.ft. cost
Universal (Distributor Structures Unlimited Stratford WI) ufsinc.com/	Maximum width 320' any length.	both Aluminum and Steel temporary structures and rentals aluminum up to 200' wide and permanent structures hot dipped galvanized steel	In the Chicago and Detroit area 10' to 12' and in the North Michigan with heavier wind and snow load 4' to 5'			have 2 different lease programs but prefers not to 9 out of ten customers purchase		Typical enclosed inner and outer liner using patented roller fibre glass system can provide R19 to R50	Can use PVC preference is woven fabric twice the strength of PVC, allows 30% more light and helps prevent continuous ripping of fabric 95% of all installations have been woven polyethylene	3 weeks to 8 weeks from order date	has 4 full crews 2 crews work locally and 2 travel throughout the U.S. With project manager	100' X 100' non-insulated structure installed \$20.00 to \$25.00 per square foot.	15 year warranty on membrane	Guarantees steel structure lifetime	up to 140 mph usually on average 90 mph has structure in Alaska rated for 140 mph up to 140 pounds per square foot in heavy snow load areas	working on a number of environmental partnerships in the making	will provide documents if needed by independent engineer	Aviation, Commercial, Correctional Facilities, Environment, Gaming & Casinos, Government, Hospitality & Conventions, Industrial, Military, Mining, Ski Resorts, Sports & Recreation, Worship Facilities, Warehousing	offers windows and doors recommends not to use skylights as it weakens integrity of fabric and creates heat loss	will help fully with all permitting if requested	Structures unlimited is a distributor in Wisconsin that represents 12 different manufacturers of structures	will provide if requested	predicts prices increases about 1 per month has experience a 65% increase in steel over the last year	90% of business is in Agriculture in the Wisconsin State. In the mid West tennis, sports and recreation, NFL teams. 80% of the business in Michigan is Sports and Recreation are considered to be the best in the U.S. For sports and recreational facilities. can build in any geographic area. 50% of the business outside of Wisconsin is Sports and Recreational facilities. Has built structures in Edmonton and Saskatoon.
	up to 164' aluminum	Aluminum or Steel	16'	\$36.82 sq.ft. 40x80 insulated with 3 windows & Doors	16.00 + aluminum	Yes	Yes	R11 reflective or Fibreglass R19 to R25	24oz Ferrari	6-8 weeks from order	Yes	\$1.30 sq.ft. 40x80 insulated	12 years	25 years										Looks like Sprung
	300' steel								18 oz base fabric			full crew or tech												Limited Interior Loads Long Lead time no hoods new to insulation
Signature signaturestructureshome.com	Design up to 350' wide largest to date Barrett Jackson building in Scottsdale Az 318' wide X 380' long	uses steel for permanent structures and aluminum for rentals	10'-15' feet in high snow load and wind areas. Typical spacing is 20'			Yes through a 3rd party.	Yes	Commercial grade fibreglass R19 - R30 new cover vinyl backing Cemguard outer skin and inner skin. Not visually as pleasing	PVC min 22oz most applications 28oz to 31oz	6 to 8 weeks	Yes with there own crew and project manager	very basic structure \$35.00 to \$40.00 per square foot full complete structure \$110.00 per square foot all offers good for 60 days.	Warranty on membrane for 15 years with the first 8 free. Has annual maintenance package	Warranty on structure for 15 years with the first 8 free. Has annual maintenance package	Has built to withstand 161 mph Hurricane 5 winds in Dade County generally sells to withstand 90 mph with 20lbs per square foot built structure in Idaho to with stand weight load 110 lbs per square foot	None	Independent engineering firm reviews and provides documents	Tennis, Casinos, Sports facilities, gymnasium, military, industrial, warehousing Aviation, Environmental	Offers windows, doors and recommends skylights for energy savings	Will definitely help with permits and has helped many customers	Sells direct from factory	Offers independent documents	Does not foresee any increases only on fuel	Did the refurbish on the BC Stadium and just received and award this week April 28, 2011 for project. Owner ext tennis pro develops many tennis structures over the last 5 years a very successful business in refurbishing older structures, bad engineered structures. Built highly engineered structure for owner of the New England Patriots, just completed New York State Aquarium RFP issued no other company responded. They do 10-12 projects per year. Is receiving a number of inquiries out of Ontario many that are 150'-200' in size from Vaughan and Toronto. can build 2 - 3 thousand feet per day on projects. Mentioned Sales Cycle from 1 to 5 years.