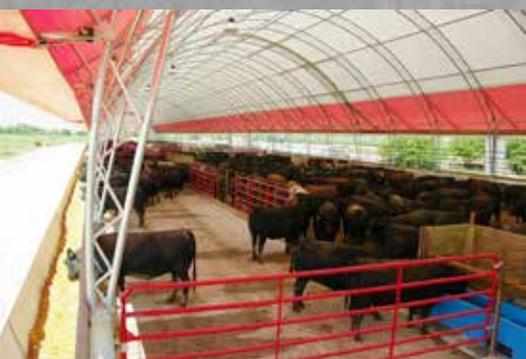


Britespan™ Building Systems Fabric Building Buyer's Guide



Britespan™
BUILDING SYSTEMS INC

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Engineering. Customization. Quality.

Fabric Building Buyer's Guide



To the untrained eye, most fabric buildings look alike, but are they? Britespan's Fabric Building Buyer's Guide will help you understand how fabric buildings are different from one another even though they look very similar. It will also help educate you on steel trussed tension fabric buildings.

Like anything else, price is a main factor when you make a purchase. Unfortunately, the bitterness of poor quality remains long after the sweetness of low price is forgotten, and often ends up costing you thousands in the long run. Fabric buildings are no different.

Some companies just want to make the sale, and there is no follow up or service when you need it. These companies are low priced and often cut corners to hit their price point, often at the building owner's expense. There are also many situations where engineering is not required to erect a building. These companies take advantage of that and rarely follow the requirements of the building code, allowing them to lighten the building and make it "cheap". Unfortunately, a building that does not comply with the building codes is often NOT insurable.

The Fabric Building Buyer's Guide addresses several issues that are normally not discussed when you are looking to purchase a fabric building. It also helps ensure you purchase a fabric building that meets your individual requirements, is safe, minimizes liability, and is insurable.

While it is true that a majority of fabric buildings look the same on the outside, the fine details are what make them different. Britespan Building Systems Inc. is a leader in the fabric building industry and strives to provide the best building at the most affordable price. The value we bring is second to none!

Fabric vs. Steel	Britespan	Traditional
Maintains 16 year warranty in corrosive and or harsh environments	✓	✗
Maximum usable space no columns or poles to interfere with your interior plans or ease of movement	✓	✗
Maintains shape does not shrink, swell, split, warp, rust or rot away; steel frames resist corrosion even in the harshest conditions – including extreme weather, marine, salt	✓	✗
Fewer pests corner-free design means no hiding places for rodents, no building material or insulation to nest or feed on	✓	✗
Is not treated with arsenic, acid, or pesticides rain simply washes the building clean	✓	✗
Less likely to catch on fire flame retardant cover material is available; there are fewer losses in a fabric building because the flame is able to escape eliminating heat build up and the fire spreading	✓	✗
Acoustics are exceptional no sounds of pelting rain or sleet	✓	✗
Abundant interior sunlight no artificial lighting needed during the day, decreased utility bills	✓	✗
Controlled climate buildings stay warmer in winter, cooler in summer; energy is saved, utility bills reduced	✓	✗
Many ventilation options interior smells fresh, natural light helps to eliminate moisture and bacteria	✓	✗
Self cleaning never needs painting, dust, dirt, pollutants wash off with water, no rotting parts to replace	✓	✗
Low cost per square foot	✓	✗
Portable or temporary buildings are engineered to be permanent, but designed to be portable	✓	✗
Initial investment is low	✓	✗

Protect Your Investment



There is always a reason something is cheap.



Engineered buildings offer you piece of mind.

Insurability

Britespan Building Systems Inc. was formed on the foundation of providing the best value to its customers. We are not willing to sacrifice top quality product for the sake of price when selling our buildings. That value is what allows us and our customers to sleep at night. Some companies only sell on price while value is an afterthought.

Whether it's a pole barn or fabric building, you are making a substantial investment. Have you ever considered that this investment might not be insurable? Britespan buildings are engineered to comply with the most current building codes. This does mean that there is more steel in our buildings as well as many other important features as seen in the complete Fabric Building Buyer's Guide.

In the end it means that you will be able to insure your investment for years to come. Buying on price alone can potentially cost you substantially more in the future.

Like the rest of your buildings, you want to make sure your new fabric building is protected by insurance in case something would happen. Some insurance companies have begun excluding or limiting coverage on buildings that do not meet the requirements of the building codes. Some companies may offer insurance, collect premiums for insurance, and then deny claims after a building failure if the building is found to be non-compliant with the building codes. It may also be difficult to get any value for an uninsurable building when it comes to the sale of the property. Britespan works hand in hand with insurance companies to eliminate the worry on their end. This means that your Britespan building will be insured like the rest of your buildings.

Liability

Some building owners may think it is unnecessary for the building to meet the requirements of the building codes if it is for their own personal use. You should seriously consider the matter of liability if someone is injured in any way while in your building.

Warranties and the Company

Warranties provide you with peace of mind that if something happens to your product, the company will be there to stand behind it. Warranty length is most commonly 15 years.

Britespan offers a 16 year warranty, and we believe in our buildings so much that we actually manufacture our product inside one of our own buildings.





This building was "designed," just not to the correct loading for the area.



This building was engineered to the correct requirements of the area. Can you see the difference?

Designed vs. Engineered

Does it really matter? Many manufacturers offer buildings that are "designed" for your area, but they have that disclaimer or small print to follow. Then, when you ask for the building to be engineered, everything changes and the price doubles. How would you feel knowing that they would have sold you a product that is not capable of handling the conditions of your site without consideration for your safety?

Britespan does not work that way. We incorporate all of the critical design factors into our buildings so you do not have to worry about your building's safety.

Before you get a quote on your building we will have made sure to comply with all North American and International building codes for :

- wind and snow loads
- thermal factors
- importance categories
- enclosure categories
- exposure factors

This means that the engineered Britespan building you are quoted up front will withstand the conditions of the site to which it has been engineered without all of the surprise price increases.

Is All Galvanizing the Same?

No. There are two different types of galvanized pipe: in-line (triple coat/Gatorshield or pre-galvanized) and post production hot dipped galvanized. While both use zinc coating, the application is the most critical part.

In-line galvanized pipe is rolled through a waterfall of zinc and the pipe is coated on the outside, painted on the inside, and is then sent out to be manufactured. The pipe is bent, welded into trusses, and shipped out. Unfortunately, the welding of the trusses burns off the paint on the inside of the pipe, leaving it unprotected and susceptible to rust before it ever gets erected.

Britespan applies hot dipped galvanizing to all of their trusses post production (*after all fabrication is complete*), which uses an entirely different process to ensure lifelong corrosion protection and a much longer service life. We start with untreated black structural steel. We bend and weld the raw steel into our trusses. Holes are drilled into the pipe to ensure the galvanizing reaches every surface. After that, the trusses are submerged in a bath of molten zinc where they receive a coating on every surface inside and out that is **three times thicker** than the coating on the outside of in-line galvanized pipe. This process means that your building will offer a service life that is approximately three times longer than the in-line galvanized alternative.



In-Line pipe after welding.



In-Line pipe trusses before the building is erected.



In-Line pipe trusses, 6 year old salt building.



Trusses being hot dip galvanized.



Britespan's post production hot dipped galvanized.

The Difference between Trusses

Truss Weight

Many companies claim that they use as much as 30% more steel in their buildings. The question is, 30% more than what? In order to exceed required loading, Britespan has some of the heaviest trusses in the industry. For example, our 42' truss weighs 560 lbs, whereas some of our competitors are tipping the scale around 360 lbs. Your building is not something you want to be lightweight.

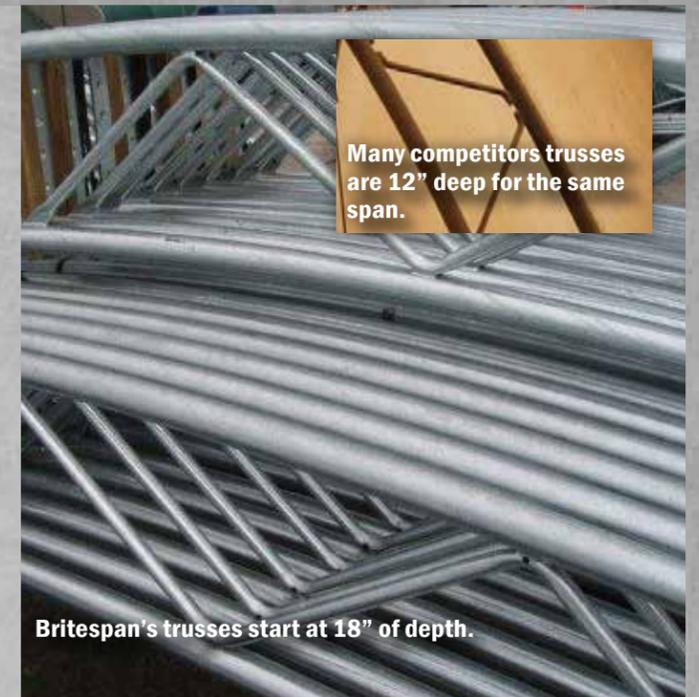


Truss Depth

Geometry plays a very important role in the structural integrity of a building. The deeper the truss the more rigid it will be. Britespan's trusses are commonly built deeper than our competitors. This allows us to adhere to the strictest building code and provides superior longevity in adverse conditions.

Many competitors choose to minimize this truss depth for the sake of price. This leaves the consumer wide open to all of the liability should there be a failure in the building.

As you look into purchasing a fabric building or a pole barn that is not compliant to the building codes, make sure you are willing to pay the replacement cost of the building out of your pocket should adverse condition arise.



Many competitors trusses are 12" deep for the same span.

Britespan's trusses start at 18" of depth.

Round vs. Square Tubing

Pound for pound, round tubing is stronger than square. Britespan buildings utilize round tube on their arches as it dramatically reduces cover friction and provides a stronger truss that is needed to comply with stringent building codes. Cover friction is where the cover rests against the steel of the truss. The picture to the right illustrates this point as the rather sharp edge of the square tube acts like a knife and cuts through the fabric when it is placed under proper tension.



Round tube allows for proper tensioning without cover failure.

The abrupt edge of square tube often causes cover failures.

Purlins & Cross Cables

Solid Mounted Purlins



Britespan's standard double bolted solid purlin mount.



A competitor's fork style purlin mount offers no structural stability.

cord and offers less rigidity in the connection causing the building to buckle under load.

Britespan uses up to 4.5" purlins that are double bolted to the engineered structural truss, providing the strongest building possible. There are no parts that can move or loosen over time, which increases the lifespan of your cover.

Purlins are a section of pipe that keep the trusses spread apart and are responsible for withstanding the wind load against the ends of the building. Many companies use small diameter light gauge purlins. This often results in the building racking or collapsing in severe wind conditions. These companies may also use a saddle bracket and fork connection that wraps around the truss cord for attachment. This allows for rotation around the

purlin. This system provides unparalleled strength and durability in high wind areas.

Many competitors choose the "cheap" route when it comes to purlins. They utilize a generic "one-size-fits-all" sliding purlin. You simply slide the pipe to the length you need and drive three little screws in it to lock the length. This method is rarely used in applications that require engineering as the entire strength of the purlin is dependent on three little screws. Most buildings using this system are not engineered or insurable.

Cross Cables



Britespan's standard solid bolted cable attachment.



A competitor's way of attaching critical structural cables.

The strength of a building is dependent on many factors. While the amount of steel in the building is the biggest factor, you also need to look at the building's rigidity. The less the building moves the longer the fabric will last. Cross cables in a building dramatically reduce the deflection of the building under load. Well, in theory, that is. Cables must be secure and tight to achieve this benefit.

Britespan uses the best quality cables that are solid mounted to structural truss members that are specifically designed to do the job, and they utilize turnbuckles for easy tensioning.

Many manufacturers overlook this element and weave their cables through many bays and wrap them around the web of the truss, which is quite often the lightest part of the truss. The cables can slide and move and require maintenance to ensure their tension at all times. This results in buildings that move more in the wind, reducing the life of the fabric.

Purlin Construction

The key to ensuring your fabric building will last for a long time is to make sure that the steel remains as rigid as possible. Cover failures occur when the fabric rubs against the steel trusses. Purlins play a critical role in the rigidity of a building. Britespan buildings use a dedicated large diameter one piece solid



Britespan's standard one piece purlin.



A competitor's one size fits all.

Tensioning the Covers



Britespan's standard 10,000lb winch block.

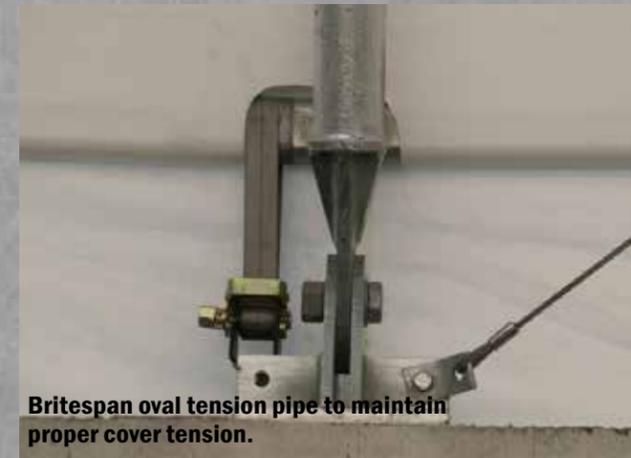


A competitor's ratchet strap mounting system.

Winch Blocks or Ratchet Straps

Ensuring your cover stays tight is the most important factor in the longevity of your fabric. Britespan utilizes the cleanest and strongest tensioning system. Our 10,000 lb. winch blocks hold all of our covers on from 19' wide and up.

In order to be able to sell you a cheap building, many of our competitors will provide you with their standard ratchet strap fastening system. While this is a cost effective alternative up front, the cost of replacing your cover is not. Make sure your fastening system is up for the job!



Britespan oval tension pipe to maintain proper cover tension.



A competitor's inadequate tension pipe means trouble.

Tension Pipe

The tension pipe is a pipe that runs parallel with your cover and is attached to the winch blocks. It allows you to put tension on your cover, which is required for longevity and warranty. A loose cover will rapidly result in cover damage that is not covered by the manufacturer's warranty. Some companies use tension pipe that is as small as 1 1/2" in diameter. When you try to tension a cover with small pipe, the pipe deflects between the winches. This makes it impossible to get the proper tension on the cover between the trusses without over tensioning directly over the trusses. This causes the fabric to tear due to excessive tension.

Britespan only uses large diameter or oval heavy gauge material for fastening pipe. This allows for even tensioning of the cover without fear of an over tension situation over the trusses. This means your cover should last 20-25 years under normal circumstances.



OR



The personalized service from an experienced Britespan dealer?

Or to be just another number to a mass marketer?

Dealer Network

Unlike some companies, Britespan believes that doing business face to face is the best practice. Our authorized dealers are experts in the industry. They can come to your site and see what challenges you may face prior to selling you a building, which will help eliminate unforeseen surprises after the building gets delivered. Britespan has the most experienced Dealer Network in the industry that can help you with every aspect of your project.

Some companies do not care enough to provide localized service. They just expect you to order a kit out of a magazine and you are on your own. In the time of need, would you rather have somebody by your side or simply an order taker on the phone with no practical experience in the field? Which would you prefer?

Find your *LOCAL* Britespan representative today!

About Britespan™ Building Systems

Britespan Building Systems Inc. offers steel framed, fabric covered buildings, as temporary, permanent and portable solutions for a wide range of applications in every industry. Your building is a major investment and you take it seriously; so do we. Our vision is not just about buildings, it's about providing innovative building solutions to meet all of your needs. Combined with our extensive dealer network, we offer the most expertise and experience in the industry. Customer service and satisfaction are our top priorities. Our outstanding team of employees ensure your project flows smoothly from start to finish.

Why choose Britespan?

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