



ARMOR Steel Buildings, Inc.
www.ArmorSteelBuildings.com
Toll Free: 1-877-772-7667

An ARMOR Master Builder talks about the Power of 4© **Dan Myers, President of Colorado Steel Systems** **ARMOR Master Builder**

"Hello, I'm Dan Myers, President of Colorado Steel Systems and we are proud to be an 'Authorized Master Builder' for ARMOR Steel Buildings. Not Master, like our great Lord and Master, but simply a Master Builder due to the experience and knowledge we have gained from ARMOR Steel Buildings in serving our local steel building clients and General Contractors."

– Dan Myers



Dear Builders & GC's,

I would like to tell you very quickly the top 4 reasons that we became a Local authorized Builder for Armor Steel Buildings. What Armor refers to as the **Power of 4©** -- You will be able to start to see the **Power of 4©** yourself, right on this website.

1. ARMOR's Network of Local Builders

First, Armor is **committed** to serving the local steel building customer, design professional, Developer or General Contractor only thru a **local authorized builder**. Unfortunately, most manufactures are not that loyal if the profits are big enough. ARMOR is! In addition, Armor's commitment is to constantly be researching and teaching the Local Builder and his clients the best ways to "value engineer" your project and educating the **local authorized builder** to better serve the local steel building customer.

2. ARMOR's World Class Product

The second element in the **Power of 4©** and designed as the perfect complement for your local building needs is the strongest and most durable steel building materials available anywhere. And ready to prove it. In a word, **American-made, pre-engineered steel buildings by ARMOR Steel are unmatched.**

3. ARMOR's 3-Levels Value/Pricing

Third, Armor has a **3-Level-Value/Pricing Program**, which allows you as the local builder, to design a project to fit any use or budget, while allowing you to control the value, quality and service to meet your customer's financial needs. There is no need to try to maintain 2-3 product lines to meet your different types of clients financial needs. Armor gives the Local Builders the ability to meet all your clients steel building needs.

4. ARMOR's Unyielding Integrity

Finally, and by far the most important to Colorado Steel, as an Local Authorized Armor Builder and to you as a contractor or GC, is Armor's **Commitment to Integrity** in All and **I mean All**, aspects of their business practices, as well as product and service. Proven to me, when they were willing to lose a sale rather than even exaggerate! Armor's "**direct approach**" in being willing to hurt my pride rather than my pocket book, has saved my company literally millions of dollars in potential mistakes. This is the single most powerful reason I am an Armor Builder.

ARMOR Steel Buildings, Inc. and your local Authorized ARMOR Steel Builder are known worldwide as "**The Symbol of Strength, Integrity and Quality**" in the pre-engineered steel building industry. The **Power of 4©** is the way they think of our business. It is the way to multiply your satisfaction. Simply stated, they offer consumers, builders and General Contractors the **Best Value/Pricing** in the steel building industry.

Regards, *Dan Myers*

Read what other ARMOR Builders have to say...



Customer Testimonials

Armor's Quality of Product

OFFICE / WAREHOUSE

Gerald H. Phipps Construction: CFO – Kevin Bard says:

“We just happened to purchase land for our new construction yard in one of the most difficult cities in America – Aurora, Colorado. Armor Steel and their Builder, Colorado Steel Systems, was able to get our 2 story office/warehouse building project designed, manufactured, delivered and completed, in 6-7 months, when a job of this size and complexity would normally take 12 months or more to complete. We have already given them more projects!”

<http://www.ghipps.com/>

OFFICE / EQUESTRIAN

Senator Tom J. Wiens says:

“Well, we had 5 ft. of snow, and actually several of our neighbors barns collapsed. Some other people, even in the cutting horse business, had terrible tragic results in their steel buildings. Amazingly, even with the huge 6-7' drifts on the roof and around the building, we were structurally sound through the whole big storm, so we're very grateful that we made the decision that we made.”

<http://www.tomwiens.com/>

<http://www.buckarooball.org>

EQUESTRIAN

Equestrian Center Owner & Home Builder – Chuck Joyce says:

“I'm a home builder in Colorado Springs, Colorado and I find that the Armor Steel Buildings for our Equestrian center were a lot easier as far as putting up than a home. The building just looks great. When people come up they are very impressed with the looks, strength, and size! I unfortunately had bought my first steel building from a discount phone broker and the bad experience was very expensive. With Armor, being comfortable, knowing that I had someone behind me, that it wasn't just a sale, it wasn't just a dollar.”

NASCAR SPEEDWAY

Colorado National Speedway – Dave Gamel says:

“Just like NASCAR, the structural integrity of these buildings seems to be superior. We just had a 3 ft. snowstorm about 4 weeks ago, where we had absolutely no damage to any of these buildings. I have some other structures on this property, that were 8-10 years old and we had 3 or 4 roofs collapse on those. I highly recommend going through Armor Steel.”

<http://www.coloradospeedway.com/>

RESIDENTIAL / APARTMENT / HORSE BARN

Owner – Steve Moore says:

“Our Apartment building is a two-story, about a 1400 sq. ft. two bedroom apartment. It was incorporated into the arena building, so it's a great apartment, it's got a heated slab floor, two bedrooms upstairs, two and a half bathrooms, very open kind of design on the first floor ... When it comes to value and budget, we did some serious shopping before we bought this building, and one of our primary drivers was our budget. We wanted a lot, we wanted a really good quality building, so by the time the building was actually standing I felt like that purchase price in total was very, very reasonable.”



Builder Testimonials **Armor's Quality of Product**

Steel Erector – Jason Harding

“They mark their steel in a way that you can see it, and actually read what the numbers say, you know most company’s will actually fade out with weather, these won’t. The building is always delivered on time and on schedule which is really nice. I know that some companies delay buildings and that throws our whole construction schedule and the whole money deal off.”

Contractor – Greg Maxwell

“The building being pre-engineered and ready to assemble, it’s a lot easier than trying to field fabricate things. It goes real smooth because it’s kind of like a snap-together once you get it. It saves money because it’s speedy!”

OEC Construction, Colorado - Cory Noles

“The Armor Steel product & features as a whole are simply impressive. I have been around and erected almost every brand of steel building out there and with out a doubt, Armor Steel is the best fabricated, easy to erect and all around cleanest product on the market.”

Quest Steel System, LLC, Arizona – Johnny Greene

“Armor’s Power of 4 is a commitment to me as a Local Authorized Builder, the highest quality of product, 3-Levels of Value/Pricing, and most importantly, a commitment to the highest level of integrity. Like anything worth while, getting started was the hardest, but I knew that with Armor’s integrity, honesty, and hands on training system, the long term would be very rewarding. Nothing beats the feeling of educating my customer, knowing that I am offering the highest level of integrity, quality and service in steel buildings for the dollar. I am still excited about continuing to move forward as one of Armor’s top Arizona steel building builders.”

Klein Steel, Louisiana – Rusty Klein

“With the high quality of the Armor Building, being in southern Louisiana, we’ve caught the attention of a lot of people. “Hey, we’re offering you stainless steel fasteners, galvanized secondary members, and you’re paying red iron prices for it.” It’s definitely a selling point strictly because of the salt, humidity, and our weather conditions down here. After 8 or 10 years on a standard metal building, your lower girts will start rusting and things of that nature. We found these were really big selling points that no one else offered and to be honest, we were really worried about how much mark up we could make on this high quality building and still compete with everyone else in the red iron business. Well it didn’t take long and we sold our first four buildings and we averaged well over 15% profits just on the sale of the buildings plus the mark up on our usual erecting services.”

Colorado Steel Systems, Colorado – Dan Myers

“The plans are very easy to read and very detailed. They show you how everything fits together and it actually works that way. You feel like you’re a part of a team, you know that the product you’re giving the customer is a great product and they’re going to be satisfied with it. The company is going to be around; they’re going to be there to stand behind you.”