



ARMOR Steel Buildings, Inc.

www.ArmorSteelBuildings.com

Toll Free: 1-877-772-7667

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 an Authorized Dealer 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 Local Network of Builders

First, Armor is **committed** to serving the local steel building customer, design professional or General Contractor thru a **local authorized builder**. Just like myself, Armor's commitment is to constantly be researching and teaching the builder and his customer 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. In a word, **American-made, pre-engineered steel buildings by ARMOR Steel are unmatched.**

3. ARMOR's 3-Levels of Value/Pricing

Third, Armor has a **3-Level Value/Pricing Program**, which allows us as your local builder to design a project to fit any use or budget, without having to sacrifice quality and service to meet your financial needs. There is no need to try to contact 2 or 3 steel building dealerships to meet your financial needs. Armor gives builders the ability to meet all your steel building needs.

4. ARMOR's Unyielding Integrity

Finally, and by far the most important to Colorado Steel as an authorized builder and to you as a customer, 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. That 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 we think of our business. It is our way to multiply your satisfaction. Simply stated, we offer consumers, builders and General Contractors the Best Value the steel building industry.

Regards, Dan Myers

Read what some of other ARMOR Builders have to say ...

ARMOR® Builder Testimonials ...

**If you are interested in learning more about becoming an ARMOR Builder
call us Toll Free at 1-877-772-7667 Ext 203 or 139.**

Colorado Steel Systems, Colorado - Dan Myers

"When I originally became a Builder, I went in there thinking I knew everything. I knew I could build rapport with customers, I knew construction very well, so I thought I didn't have anything to learn from them. I didn't know anything about sales, competition investigation, reading the customer, finding out if they're really ready to go, or if it's just a pipe dream. Not wasting my time bidding a project that's not going to happen, and then how to close a deal. It's something that you think is just natural, but it's not, there's secrets to it, and their training really helped with that."

All Steel Buildings, Inc., Winnebago, MN - James Thom

"The phone training with Armor Steel is one of the most valuable & important things you can do as a new Builder to succeed. Your Armor project Management Team will help you, not only learn the product that you are selling, but also teach you how to present and close the sale. The assistance from Armor Steel thru Excalibur will assist your company greatly with advertising and branding ideas."

OEC Construction, Montrose, Colorado - Cory Noles

"The lead generation program that Armor offers is a great way to get in the game of steel buildings and has lead me to one of the largest sales and erection contracts of a steel building my company has to date."

Quest Steel Systems LLC, Tucson, AZ - Johnny Greene

"As an owner of a very small Landscape company previously, (1 guy and a truck as Armor would say) deciding to take my business in a new direction with Armor Steel Buildings, although a little uncertain at first, was quite an exciting adventure. From the get go, they provided me with a very experienced project management team that worked with me on the 24 day phone training classes . This initial phone training gave me the confidence & knowledge to take what I was taught and use it. I had a my first sale and a commitment on my second building and was working on 5 other projects within the first 60 days and I hadn't even made it to the 90 day advanced training Seminar yet!"

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 companies 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. "

"One thing I like is all their window frames and door frames all come pre-punched and they bolt together really well. One advantage without the welded clips is that it's a very time saving way to go. I know that on a project this size I would probably have two days extra of just bolting clips on which takes a lot of time, probably double the bolts and double the labor, and it's a lot faster and easier."

Colorado Steel Systems, Colorado - Dan Myers

"One of the best Parts of this program is the training, they teach you how to do a competition investigation and just like any other project, and you occasionally will have to have a smaller profit margin to get the job. But usually on the building I can get a 20% profit margin and on the construction I usually have about a 30%. I've been a contractor for a long time, but Armor's training has been very helpful in marketing, legal advice, contracts, project management, it's really helped me to grow my business."

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, Montrose, Colorado - Cory Noles

"The Armor Steel Product & features as a whole is 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 Systems LLC, Tucson, AZ: 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 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 builder's."

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 companies going to be around, they're going to be there to stand behind you."

All Steel Buildings, Inc., Winnebago, MN - James Thom

"The Armor Steel lead program thru Excalibur Advertising is extremely valuable to their Builders and I believe is unmatched in the industry. Excalibur connects Armor steel and Builders to customers that we would have never known about. Early on Excalibur & Armor Steel Buildings gave All Steel Buildings Inc. a lead for buildings and construction, a large project that we are currently working on. This one project alone, has seven buildings for a total value of \$1,600,000.00 for just for the steel alone. With construction it is about 2-3 times that!! Thanks Armor Steel!!!"

Contractor & Customer - Greg Maxwell

"The building being pre-engineered and already assembled 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's speedy."

Colorado Steel Systems, Colorado - Dan Myers

"The project managers are there for you and they'll talk to the engineering department for you if you have a building, how it's going to fit together, they'll do design things to make it work for any situation that you run into. And if you have done your competition investigation, you know who your bidding against, they'll help you out. They want to get the project as bad as you do, so they're going to everything they can to help you get that project."

OEC Construction, Montrose, Colorado - Cory Noles

"The customer service team at Armor has attacked all of my questions in a no no-nonsense manner, in a timely fashion with a passion for the end product to be above the competition at all cost."

All Steel Buildings, Inc., Winnebago, MN - James Thom

"Even though it may not be required, the Armor Steel Builder Training seminar is something every serious builder should attend. For the training you receive at no additional cost, it is probably the best investment you can make into your business. At the Builder Training seminar you will learn so many things that will help you in all aspects of your current business as well as being an Armor Steel Builder. Plus, it is great to meet the whole Army of Project Management Team that is behind you everyday."

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