

# Teamwork Produces a Triple Play

**N**uconsteel Corporation, BNN Design-Build, and Builders Choice Inc. (BCI) recently made a triple play by teaming up on the Hyatt Place project located in Seattle, Washington. The project consisted of fifteen stories of load bearing panelized exterior and interior walls as well as non-load bearing exterior walls. The Hyatt Place consists of an 8 story hotel in one tower and a 7 story apartment complex located in the second tower. The project spans 270,000+ square feet and required 17,364 linear feet of steel, all of which was fabricated at BCI's Nevada location.

Nuconsteel has been partnering with its Authorized Fabricators on a variety of jobs across the country for quite some time. These collaborative efforts are generally Fabrication only contracts, however, in some instances Nuconsteel may become the fabrication partner on a project in which the fabricator holds the contract. Recently we were asked to partner with one of our Authorized Fabricators to bid and furnish panels for a truss job that the fabricator was bidding. Nuconsteel views all of its Authorized Fabricators as part of the Nucon team and the result is a win/win situation for everyone involved. The objective of growing our team, from our perspective, is to help our Authorized Fabricators be successful and more

profitable on projects throughout the country. The idea is to leverage our collective capabilities and geographic proximity to reduce freight costs and to increase the overall profitability of the jobs that fit this category.

The Hyatt Place is a perfect example of how working together with our Authorized Fabricators can benefit both parties involved. Nuconsteel was able to sell and design the job, while Builders Choice was able to fabricate the job at their Nevada location in order to offset a large freight expense. Builders Choice was able to supply their Nevada plant with the fabrication work and they were able to do so without incurring any selling expenses, carrying costs, and liability costs for design errors. They were also able to make a profit on the fabrication labor.

## **ABOUT THE FABRICATOR:**

Nuconsteel's Authorized Fabricator, Builders Choice Inc., has two locations, one in Hughson, California and one in Silver Springs, Nevada. BCI is a family owned business and was started back in 1986 for the purpose of providing a superior product in a timely manner. Phil Overholtzer, owner of Builders Choice Inc. located in Silver Springs, NV, became a Nuconsteel Authorized Fabricator in 2008. Phil's team recently completed a cold-formed steel panel job in Reno for an assisted living center prior to teaming up with Nucon and BNN on the Hyatt Place project in Seattle. Phil has been involved



BCI's Silver Springs, Nevada production team.

in construction for most of his career and has fabricated both wood and steel components (walls and trusses). The Hyatt Place project will be completed in the next few months and has been a stand out success for all involved. Nuconsteel is proud to have people like Phil and Builders Choice as a partner, friend, and as a member of our growing number of Authorized Fabricators.

#### **DESIGN INFORMATION:**

Once the specifications were set, Nuconsteel's design and engineering group began the design process utilizing its recently acquired NUPANEL software. The NUPANEL software is state of the art panel design software that operates on an Auto Cad platform which enables users the ability to acclimate quickly to become power users very quickly. NUCON launched this cold-formed steel panel design software to arm it's fabricators with this powerful design tool with 3D modeling capabilities which should expand their sales and fabrication opportunities.

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