

Very few companies can match our prices on comparable steel buildings, but that won't stop some from telling you they can. This handy form will help you determine if you're comparing apples with apples. We're also happy to go over a competitor's quote with you. Just fax it to 800.981.8167. Heritage Building Systems is committed to getting you the best value for your building dollar, even if you buy from someone else.

**References:**

Do you know who you're doing business with? Have they been in business since 1979 and provided more than 35,000 buildings? Are the companies you're considering listed with the Better Business Bureau, and do they have a record of dealing fairly with customers? Can they refer you to satisfied customers in your area? Do they clearly post a physical address, and would they welcome a visit from you at their offices? Are they a real company with substantial resources, experience, and expertise and not just two or three individuals with a slick web site and a toll-free number?

Heritage



Others



**Fully-Itemized Purchase Orders:**

Do you know what you are paying for? Does your steel building contract break down the cost of each item and option? Does it give line-item prices for accessories, like insulation, that you might want to shop locally? Does it list the manufacturer and model number of overhead doors? Remember, if an item is only described in general terms, you're probably going to get the cheapest thing that satisfies the description, and you're not assured of getting anything that is not specifically noted in black and white.

Heritage



Others



**High Quality Drawings:**

Will you receive an easy-to-read but comprehensive set of erection plans that include diagrams of connections in your steel building, and can you request examples of the drawings before you buy?

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Others



**Written Warranties:**

Are you getting written 25-year paint and 20-year Bare GALVALUME® warranties on your paneling? (Note: It is the steel producers like IMG and US Steel that guarantee the quality of this construction material and underwrite the 20-year warranty to back it up. We suggest regarding any claim of a Bare GALVALUME® warranty longer than 20 years with suspicion).

Heritage



Others



**UL 90 Roof:**

Does your roof system have the highest wind uplift rating awarded by Underwriters Laboratories, Class 90, which can lower your yearly insurance payments up to 15%?

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**Lifetime Roof Fasteners:**

Are you being supplied with premium-quality roof fasteners with a lifetime red-rust warranty which will prevent the most common cause of roof deterioration?

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**Deluxe Trim Package:**

Will your steel building have an exclusive trim package with factory-mitered rake and gutter trim that eliminates field-modified corner boxes, enhances appearance, and extends the life of your building?

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Others



Call **800.643.5555** with questions.



**Welded-On Clips:**

Are all the clips used to connect structural components – including main frames, girts, purlins, flange braces, and framed-opening jambs and headers – pre-welded on at the proper location and angle so you can start erecting components right off the truck instead of spending hours locating, sorting, and attaching bolt-on clips or days waiting for missing clips to be replaced?

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Others



**Factory-Located Framed Openings:**

Are all the framed openings engineered into the building at specific locations with all the structural elements pre-cut and pre-punched for a bolt-together assembly so that you don't have to spend two to three hours measuring parts, cutting girts, burning holes, and attaching clips for each field-located opening?

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Others



**Available Building Options:**

Does your supplier have the ability to engineer a custom design with the extra features you want like roof overhangs, higher roof pitches, mansards, parapets, mezzanines, and standing seam?

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**Customer Service:**

Does your supplier have its own in-house customer service department with specialists in the areas you are most likely to need help with like product information, shipping, and technical support?

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**Control:**

Does your supplier personally fabricate all the components of their buildings at manufacturing facilities they own, with accredited quality program guidelines, and produce their own drawings?

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**Scams and Come-Ons:**

Does a prospective supplier spend as much time bad-mouthing other companies as they do describing their own? Do they claim to be matching or beating a quote without specifying exactly the same items in the contract? Do they claim to have dozens or even hundreds of "clearance" buildings, including one that just happens to fit your requirements? Do they try to hurry you into a decision before you've gotten all the facts or decided what you want? Do they ask you to sign a contract and pay a deposit before you know the total cost, including shipping? Do they tell you it's important to "get the ball rolling" and promise to iron out the details later?

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Others



**Note:** Although some companies claim to have dozens of "clearance buildings," it is highly unlikely that they really do. First of all, no one "stocks" metal buildings; they are only manufactured after an order is placed. Real clearance buildings are those that were made for a customer but never delivered. They result from contract breaches, errors in fabrication, bounced checks, and other problems and mistakes. Even at reduced prices, they are hard to sell. Most people will be better off ordering a new building made to their specifications.

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