

Cary & Associates Builders Inc.

Sebastopol, Calif.

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Manufacturer affiliation: Metallic Building Co.,

www.metallic.com

In 1984, Bob Cary launched a sole proprietor construction company with only a pickup truck, checkbook, toolbox and a small crew of iron workers. He set out to sell and build commercial metal buildings using the skills he learned as a Navy Seabee in Vietnam combined with five years as a metal building project manager working for other general contractors. Twenty-six years later, Cary & Associates Builders Inc. is a licensed California corporation having successfully built hundreds of new projects and delighting in a very long list of loyal and satisfied customers. The small pickup truck and toolbox turned into heavy duty trucks, trailers, tractors, mobile offices and sophisticated computer systems.

The company currently employs four full-time office staff and two to 12 field employees (depending on the specific needs of a given project or multiple projects). Cary & Associates Builders is a Metallic Building Co. product representative, and has been ranked among the top 10 builders for Metallic sales volume in the U.S. in recent years.

"We are proud of the many awards and honors through the years," said Cary, who is also on the President's Advisory Committee for Metallic. One Cary & Associates Builders project, Copain Wine Cellars, Healdsburg, Calif., was on the cover of Metal Construction News in July 2008.

Standout Qualities

Cary & Associates Builders follows the concept of quality workmanship. Cary believes in teamwork and encourages owner participation in establishing budget, design and construction phases.

"Our policy is to conduct our business with integrity and loyalty to our clients," he said. "We are very loyal to our clients and they have been loyal to us."

To that end, Cary & Associates has worked diligently to promote design-build projects and to provide customers with the finest building their dreams and budgets permit.

Cary & Associates' innovative methods and flexibility create the unique ability to integrate pre-engineered metal building systems with complex conventional designs.

"The design-build approach we use is the best avenue for the client and the contractor. It allows the planning, specifying, designing, estimating and construction to be combined under a single source of responsibility to provide improved handling of solutions with significantly better value than other construction methods," Cary said. "We believe

that pairing specific design professionals and funding sources with each customer provides a more stable platform and assurance of a professionally completed building."

The Cary & Associates office is truly a close knit team.

"We function more like a family unit and are there for each other through the good times and the bad," Cary said. "It has often been stated that rather than hire, we adopt. Every member of our staff believes that the customer comes first. We often develop lifetime friendships with our clients. These methods and attitudes are what contribute to Cary's success. The majority of our business comes from referrals, word of mouth and repeat customers."

The Work

Through 26 years of experience with metal buildings, Cary & Associates has learned the intricacies and flexibility needed to adapt a metal structure to traditional designs.

"Many owners want the strength of metal but the look of a conventional structure. We cover a wide variety of ground when it comes to innovative buildings," Cary said.

Some recent projects with Metallic buildings include an 85,000-square-foot building for Kelseyville Lumber; a 42,000-square-foot warehouse and loading dock for Manzana Apple Products; a 20,000-square-foot fermentation facility for Copain




Winery; a 40,597-square-foot building for Freeman Lexus; and, a two-story 33,800-square-foot auditorium, along with a new 64,125-square-foot two-story classroom and library for Capital Christian Center.

There are many challenges in the design-build metal building business, according to Cary. One recent example was Sonoma Wine Co. The challenge was to design a 26,000-square-foot canopy that could be lifted into place over an operational wine processing plant. The structure had to be designed so that the columns and roof structure would not interfere with existing wine storage tanks. All work had to be performed without inhibiting their daily operations. The project was designed, engineered and completed as planned.

Guiding Principles

"Whether in good times or difficult ones, Cary & Associates Builders conducts business with integrity and loyalty to our clients," Cary said. "Design-build projects are diligently promoted since we believe that in all economic climates our customers should receive a quality building. This can be achieved through the use of design-build and value engineering concepts. In other words, our clients should always expect far more building for their dollar!"

Cary also keeps in mind the person behind the building.

"We are here for them and will work for their best interests. During bad economic times, our staff pulls together with whatever measures it takes to ensure that both our customers and staff are getting through any difficulties, whether personal or professional. That's who we are." 

◀ Kelseyville Lumber, an 85,000-square-foot home improvement store. This Metallic Building Co. building featured projection canopies and purlin extensions without soffit at all walls, and interior transverse and longitudinal full-height partition walls for area separations. Numerous open wall and framed opening options were used to accommodate storefront openings, walk and commercial roll-up doors.

◀ The Freeman Lexus Dealership is a 40,597-square-foot Lexus showroom and service center. The complex arrangement of buildings is from Metallic Building Co.

▼ The 15,000-square-foot Schell Vista Fire Station from Metallic Building Co. is a multi-bay fire station, complete with four apparatus bays, living quarters, offices and meeting facilities. This station accommodates rapid response vehicles, including ambulances and fire trucks.