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IAPMO ES works for Metals USA

Ontario, Calif. (May 30, 2008) — It's a cliché, sure, but in the building industry time truly is money. And whether it's at the job site or back at the factory, "wait" is one unwelcome four-letter word. Each day manufacturers confront hundreds of choices impacting their business — and these decisions generate long-term ramifications.

For Metals USA Building Products, choosing IAPMO Evaluation Service (IAPMO ES) as their third party product certification provider strengthened the manufacturer's customer service and hastened their products' time to market. IAPMO ES promised Metals USA a four-month turnaround from application to completed report, and after delivering on that assurance continued to support them — even after the report was in the field, according to Mike Huizinga, vice president, Engineering and Production at Metals USA. And it's not just speed to market that has sparked Metals USA's sales — building official and buyer confidence also plays into the equation.

"The real value of an IAPMO ES evaluation report is in the fact that we have been able to sell our products in a continuously growing list of municipalities while the competition is jumping through the hoops. We are the only holder of an evaluation report based on the current code. Our competition is waiting and we are selling."

Michael A. Huizinga

Vice President of Engineering & Production at Metals USA

"The utilization of an evaluation report from such a well respected firm such as IAPMO gives our dealer/contractors, as well as the building officials throughout the country, the engineering specifications and guidelines that they can depend on for meeting building code compliance. The IAPMO ES name on our evaluation reports should also give peace of mind to the consumer who is purchasing these products to be installed on their homes."

Michael L. Bonasoro

Regional Sales Manager at Metals USA

IAPMO ES is committed to working with all regulatory agencies to ensure acceptance of each and every product certification. Manufacturers needn't worry they'll be forced to return to their previous provider due to questions about the viability of an IAPMO ES evaluation report — building officials respect the IAPMO ES name.

"IAPMO ES' comprehensive review of products, by their own qualified personnel, and their surveillance inspections of the product manufacturers provide a high level of confidence when accepting listed IAPMO ES products. Their efforts to assure that IAPMO ES approved products meet and exceed the codes helps us do our job to protect the public and improve the built environment."

George Thomas, P.E., B.O.

Chief Building and Safety Official for Pleasanton, Calif.

"Our reports offer the same credibility among Authorities Having Jurisdiction as any of our competitors', and do so without sacrificing our ability to remain very responsive to the needs of all involved," said Amir Zamanian P.E., director of IAPMO ES. For more information on IAPMO ES, direct your Web browser to www.iapmoes.org or contact Zamanian at (909) 230-5533 or amir.zamanian@iapmoes.org.

*IAPMO ES evaluates building products, materials and designs according to all applicable codes and standards, ensuring continuous compliance to such documents.
IAPMO ES is part of The IAPMO Group's family of companies.*

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