



Greeting from Sean Lepper, Vice-President and General Manager of BEHLEN

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BEHLEN
Made Strong

Summer is finally upon us and we are halfway through 2018. Orders are continuing to come in and we are booking rigid frame buildings into fall. Continued uncertainty in the steel sector exists with the US tariffs and recent Canadian countermeasures now taking effect. Behlen was involved in lobbying to the Canadian government in order to protect our interests.

The end result of the tariffs will have a minor negative impact to some heavy industrial buildings but in general we will be fine. Despite all of the uncertainty the building industry and many of our competitors are booked through to the end of the year already.

I would like to congratulate Clint Swain, who recently earned the Chairman's Award for Top Salesperson at WGI. The award was presented at the WGI Sales Conference held in May in Minneapolis. We should all take pride in seeing our co-workers recognized in this way as it is a reflection on all parts of the business combined with his hard work that allows Clint to be successful.

Behlen is continuing to pursue projects around the world with new buildings currently being constructed in Georgia and the sales team pursuing work in Algeria, Panama and Africa. The high level of quality that we achieve in the manufacturing of our products gives us the confidence to promote and sell world wide. Well done everyone and enjoy the summer!

Sean



PROFILE:

Clint Swain

Clint Swain was employed at BEHLEN in 2005 as a general helper on the plant floor. Clint spent 3 years circulating through the various factory departments until 2008 when he moved into the office to take on the position of inventory coordinator. From there, Clint moved to logistics as the supervisor and was then promoted to his current position as Regional Sales Manager for Manitoba and Saskatchewan.



Clint's position at BEHLEN involves managing a network of dealers through which we sell our buildings. Clint is responsible for driving sales and knowing all the projects that are coming up for bid. Clint works with architects, consultants, and clients in the beginning stages of production to ensure BEHLEN gets the opportunity to be the building supplier of choice.

Clint has taken various courses through BEHLEN, most notably, the MBS training which has both granted him more autonomy and alleviated the estimating department's responsibilities. Clint's career is a perfect example of BEHLEN'S corporate policy of investing in people by hiring from within.

When asked about a favorite project, Clint says he is most proud of the \$1.6 million Icon Technologies building completed in Winkler, MB during the summer of 2017 as this was his largest project at that time.

Clint was able to set a new sales records this year for Manitoba and Saskatchewan through an expansion of his territory which he is committed

to further developing. The highlight of his career was this past May when Clint was recognized as the divisional winner for the WGI Sales Award and selected for the Chairman's Award for top salesperson in WGI by Paul Cunningham and the Edwards Family.

Clint attributes his success firstly to his wife Jenna for her encouragement and support of the opportunities he has been given at BEHLEN. Second, every single BEHLEN employee for the team effort it takes to provide the best possible customer service because, as he says, "I think of us as a big dysfunctional family where in the end we all want the same outcome- to provide good service to our customers and sell buildings". Clint gives special credit to Pat Versavel and Sean Lepper for their mentorship, support, and advice.

Looking to the future, Clint will continue to advance himself within the organization by further growing his territory and assisting BEHLEN in maintaining its position as a powerhouse in the industry. As Clint says "with BEHLEN, we are paving the path and setting the standards of what pre-engineered buildings should be in the industry".

PROJECT REPORT:

Georgian Sports Arenas

Three indoor sports arenas erected in the Eastern European country of Georgia in the cities of Telavi, Gori and Batumi were celebrated in February capping off more than a year-long, \$45-million project, and the largest project in BEHLENS 48 years. This is latest in a series of grand openings the increasingly globalized company plans on celebrating overseas.

The largest of the three facilities has the capacity to host approximately 3,500 spectators, while the two smaller buildings have a capacity for 2,500 sports fans, with each site also hosting a practice facility.

The three buildings' components were constructed in Brandon using BEHLENS Frameless building system.

The components were shipped to Winnipeg by truck in 60 container loads, which were then transported to Montreal by rail. Next, the containers were shipped by boat to the Black Sea and Georgia where they were subsequently trucked to the three separate sites.

This project was the first time BEHLEN took on a full engineer, procure, construct project overseas and it was a huge success. Sean Lepper, V.P., and General Manager of BEHLEN credits a one-stop-shop approach and building process for giving them a competitive edge.

BEHLEN Industries is familiar with working on construction projects in Georgia, as the company has supplied new warehouses situated along the Black Sea coastline.

The project is focused on promoting sports and healthy lifestyle in these communities and to give professional athletes and enthusiasts a place where they can train and pursue their dreams.

"They'll really impact their communities locally, giving kids a place to really play and hold major sporting events," Lepper said, adding that he looks forward to future projects in Georgia.

BEHLEN has two more builds underway in Georgia and has a few projects on the go in Russia.



PROJECT SPOTLIGHTS



Legend Boats, Rigid Frame Building in Sudbury, Ontario



Imperial Collision Centre, Rigid Frame Building in Sudbury, Ontario



Bethel Baptist Church, Rigid Frame building in North Bay, Ontario



ICON Technologies Rigid Frame Building in Winkler, Manitoba

A Minute For Safety

Heat stress is when the body heats up faster than it can cool down. It is caused by high temperatures, humidity, direct sun or heat, poor ventilation, physical exertion, and insufficient water intake. Warning signs are excessive sweating, headaches, seizures, and nausea.

If not treated early there are several heat disorders that can have serious effects on the body such as cramps, rashes, fainting, exhaustion, and heat stroke- a medical emergency that can be fatal.

Watch out for symptoms of heat stress in others. Intervene by conducting a mental assessment. Ask questions such as 'what is your name or what month is it?'

If you suspect you are experiencing a heat disorder get out of the heat immediately. Take off any unnecessary clothing, apply cool towels to your skin, drink fluids, and lie down with legs elevated to get blood to your heart, and call 911.

The best preventative action you can take is to not only drink water when you are thirsty but to drink it often.

Annual Spring BBQ

May 17th was a rainy, dreary day but that didn't stop employees and friends from gathering to enjoy good food and recognition for a job well done. The recreation committee held their annual 50/50 draw with the winner walking away with a grand total of \$143.

