



A MESSAGE FROM THE GENERAL MANAGER



*Matthew Threadgill,
General Manager*

I want to start this note with a “thank you” to our customers and our employees in supporting the continued growth of Liberty Building Systems. It has been a challenging year so far with unusually wet weather, extraordinary steel cost increases from our suppliers, high fuel prices, and a major downturn in the housing market. And though these factors have put a tremendous amount of pressure on the construction market, the demand for metal building solutions is still strong and we believe that Liberty is Right for so Many Reasons®, especially in getting the most value for your construction dollar.

Safety Performance

Our number one priority at Liberty Building Systems is keeping our employees safe. We believe that if you cannot manage your safety, you cannot manage your business. We are very proud of our achievements in safety including 33 consecutive months of 100 percent safety audit participation, which is the best in BlueScope Steel, eight consecutive months without a medical-treated injury and more than one year without a lost-time injury.

Quality Improvements

We understand that construction is a difficult business and that there is little room for errors in order to keep projects on time and in budget. We took the opportunity during the slower winter months to implement multiple quality improvement initiatives like adding a quality control check to the engineering process, burning web markers to denote top and bottom flanges on symmetrical beams to ensure proper clip placement, and implementing multiple engineering system changes in order to improve the accuracy of the product from order to shipment.

Steel Price Increase

One challenge we’ve faced in our industry recently, suppliers and competitors included, is the steady rise in the price of steel since February. The demand of exported steel from domestic steel mills has risen, along with freight and energy costs, which has driven up the cost of steel and the raw materials that go into making steel. We’ve sent out two notices to our customers in February and April to inform and prepare them for the increase. We will continue to leverage our buying strength as a member of the BlueScope Buildings North America family to secure the best material prices available to minimize the impact.

As mentioned in the last pricing update, Liberty will honor existing quotes that are still valid within the 21-day quote period and scheduled to ship within 60 days of the original quote date. Customers should be aware that if there are any changes made to an existing order, the order will be subject to the current price increase. We appreciate your continued support and business during this challenging time. If you have any questions or concerns regarding the price increase, please contact me at 877-505-4596 or mjthreadgill@libertybuildings.com.

LIBERTY ENGINEERING AND SALES OFFICE MOVE

The Liberty engineering office in Bartlett will be moving to a new office building on Friday, July 18 – the office will be closed and phone lines down. The office will reopen at its new location on Monday, July 21 at 8 a.m. The Liberty manufacturing operations will not be affected and customers can contact the plant for any questions regarding the shipment of an order at 731-645-9433. All phone numbers and employee e-mail addresses will remain the same. Our new location address will be:

Liberty Building Systems
3200 Players Club Circle
Memphis, TN 38125

Our new mailing address will be:

Liberty Building Systems
PO Box 750837
Memphis, TN 38175

We look forward to serving you better at our new location this upcoming fiscal year. If you have any questions regarding the office move or anything else, please feel free to contact Matt Threadgill, general manager, at 877-505-4596 or at mjthreadgill@libertybuildings.com.



Liberty's sales and engineering office will move to a new office location in Memphis, Tenn., on Friday, July 18. The Liberty office will be closed on Friday, July 18 and will reopen at its new office on Monday, July 21 at 8 a.m. Liberty's phone and fax numbers will remain the same.

SELMER PLANT SURPASSES GOAL, GIVES TO RELAY FOR LIFE



Recently, Liberty's plant and office personnel in Selmer, Tenn., participated in the American Cancer Society's Relay for Life. Employees donated time and money toward finding a cure for cancer by selling homemade dishes at the plant, raffling a piece of artwork and selling kabobs from a cooking trailer to participants during the night of the Relay walk on May 16. Participants were (from left to right) Jennifer Mayatte, Brandon Brown, Dennis White, Doug King, Josh Ashe, Janet McCann, Robert South, Clay Garner, Chad Montgomery, George Boyd, David Montgomery and Kim Smith. Not pictured: Angie Linn, team leader, and Sandy Robinson.

Plant workers and office personnel at Liberty's manufacturing plant in Selmer, Tenn., united in their efforts to raise funds for the McNairy County chapter of the American Cancer Society's Relay for Life. Employees donated time and money toward finding a cure for cancer by selling homemade dishes at the plant, raffling a piece of artwork and selling kabobs from a cooking trailer to participants during the night of the Relay walk on May 16. Liberty receptionist Janet McCann, a cancer survivor, participated and was honored with other cancer survivors and families during the event. Led by team leader Angie Linn and assisted by Sandy Robinson and many others, the Selmer plant donated nearly \$2,600 to the McNairy County chapter, beating the goal set earlier in the year.

NEW ARCHITECTURAL PANEL

In the previous newsletter, Liberty introduced a new architectural panel to Liberty's standard product offering. Named ValleyRib, the exterior wall panel features semi-concealed fasteners located in bottom of V-groove, which provide an attractive and smooth appearance when installed. The product can be used as an exterior wall system, roof parapet or exterior facade for commercial, industrial or retail applications. The product is available in 11 colors and two finishes. Customers can download the ValleyRib product sheet on Liberty's Web site at www.libertybuildings.com.

Liberty's new architectural wall panel, ValleyRib, was introduced to customers earlier this year. A new product sheet is available for customers and can be downloaded at www.libertybuildings.com.

CUSTOMER SERVICE DEPARTMENT ADDITION

Wendy Smith, Liberty's sales and engineering administrative assistant, has been promoted to the customer service department as a customer service representative. She is an excellent addition to the customer service team. Please contact Wendy for any answers regarding parts orders or paint warranties.

Wendy Smith
Customer Service Representative
877-505-4596
wsmith@libertybuildings.com

The Liberty Letter features important company information, current projects and new product updates and was created to increase communication with Liberty customers. If you have suggestions for future articles, please call the Liberty engineering office at (877) 505-4596 or e-mail us at info@www.libertybuildings.com.



PROJECT OF THE QUARTER: LIBERTY PROVIDES MULTI-PURPOSE FARMING SOLUTIONS



The rising demand for ethanol has sparked a growing need for grain-storage facilities for many on-farm operations across the nation. As a result of this new trend, Liberty Building Systems has provided many multi-use buildings to farmers like this one for Tom Guetterman in Bucyrus, Kansas. Grain can be stored in the building until it is sold, and then farm equipment can be stored in the building for the remainder of the year.

Tom Guetterman farms nearly 10,000 acres in Bucyrus, Kan., and needed a multi-use building to store grain during harvest season and adequately hold large farm equipment for the remainder of the year. He purchased his metal building in 2006 from Liberty Building Systems and contracted Strickland Construction out of Olathe, Kan., to erect the structure.

The 10,000-square-foot metal building features a concrete tunnel built into the floor, housing a chain conveyor for unloading grain, and two 30-foot doors on each end to easily accommodate large equipment.

The rising demand for ethanol has sparked a construction boom in corn storage facilities across the nation. According to the U.S. Department of Agriculture, ethanol production is projected to exceed 13 billion gallons per year by early 2009, if not sooner. This rapidly expanding industry has found its home with corn storage – nearly all ethanol produced in the United States uses corn as its feedstock. Over the past two years, the Midwest Farmers Cooperative has overseen construction of 2.3 million bushels of storage space, more than was built in the previous 15 years.

During the shorter fall harvest, Guetterman's metal building is filled to the brim with grain and has the ability to hold approximately 100,000 bushels. When corn is not in season, Guetterman houses all kinds of combines, planters and other machinery inside the amply-spaced building.

"We needed a versatile building, one that allowed us the flexibility to store as much grain as we wanted yet still maneuver large machinery in and out of the structure," Guetterman said. "One of the reasons we decided on a metal building was the wide beams and absence of rafters – it's an overall better fit for what we needed."



According to Guetterman, farmers in the area are split between metal building and other structures, although he sees more and more metal buildings all the time. He personally employed wood-framed buildings in the 1980s and revisited them for this project, but decided on a metal building solution from Liberty.

"They're strong, spacious and hold more grain and equipment than anything else," Guetterman said. "We've had great luck with them!"

As it turns out, metal buildings are a big part of Guetterman's operation – he uses another steel-framed metal building comparable in size to house office space. Glen Richardson, president of Strickland Construction, and his team helped guide the Guetterman's through the process and erected the entire structure in less than two weeks.

"Basically, they are large farmers with large equipment – this metal building was a clear solution for the needs they had," Richardson said.

SPOTLIGHT ON THE SELF-STORAGE DEPARTMENT: FROM SIMPLE TO COMPLEX, LIBERTY'S SELF-STORAGE TEAM HANDLES IT ALL



The Liberty self-storage team can handle any self-storage project from the planning stage to jobsite delivery. Team members include (front row: from left to right) Cory Soniat, self-storage technician; Elisha Vego, quote engineer; Travis Wiseman, project coordinator and quote technician; (back row: from left to right) Brian Burrage, multi-story self-storage product specialist; Bob Bills, self-storage manager; Xavier Houston, self-storage technician; and Jason Campbell, self-storage technician. Not pictured is Larry Theel, quote technician.

When customers call Liberty Building Systems about a self-storage project, a multifaceted process ensues with many hands contributing their expertise to produce a timely, accurate quote, drawings outlining every detail of the project and a smooth process to the final delivery. The self-storage engineering team takes it a step further by providing more direction and guidance for site layout and suggestions for location based on land.

“Our team dynamic is what makes our work so efficient; we collaborate and create a seamless process internally,” said Bob Bills, manager of the self-storage engineering team. “This is especially reflected in multi-story projects – we pull the best from everybody in our department, and customers get the best product in return.”

The self-storage team is equipped to handle all types of self-storage projects from the simple one-story, outdoor-entry units to more complex designs such as a five-story climate-controlled multi-story building.

Recently, the team has experienced a substantial growth in multi-story self-storage projects. According to Bills, volume and interest have doubled since last year. He attributes this increase to Liberty's product line featuring a lighter and less expensive solution compared to other buildings. Trends in multi-story projects have seen movement toward self-storage in more urban areas, where land is more expensive and amenities like climate-controlled structures are more desirable.

If you are considering a self-storage project, please contact the Liberty self-storage team at 877-505-4596 or e-mail Travis Wiseman, project coordinator, at tmwiseman@libertybuildings.com.

MULTI-STORY SELF-STORAGE UPDATE



Customers can access and download the new product sheet on multi-story and climate-controlled self-storage at www.libertybuildings.com.



Liberty's multi-story design can accommodate up to five levels, so customers can maximize building space, like this project in Castleton, Ind. Liberty's design team can incorporate an office unit within the building to provide savings over individual freestanding designs.



The Liberty self-storage team can provide the interior climate-controlled corridor system on each multi-story self-storage project. Customers can choose from smooth headers, like shown in this photo, or paneled headers, depending on the customer's aesthetic preference.