

**CUSTOM
BUILT STRUCTURES**

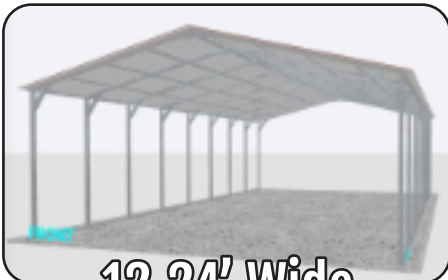
**Pocket Dealer
Guide**

V.1



Common Building Types

Standard Wide



12-24' Wide

Truss reinforced with U-Channel in peak and U-channel Leg braces

Cannot be taller than it is wide.

If Above 14' in Height, must be priced completely from RV cover Price Sheets

Triple Wide

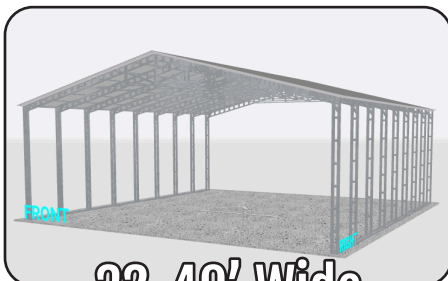


26-30' Wide

Truss reinforced with Welded Tubular steel cords and (typically) two welded uprights in peak and U-channel Leg braces

If Above 14' in Height, must be priced completely from RV cover Price Sheets

Commercial Wide

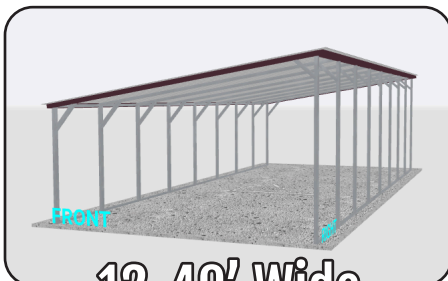


32-40' Wide

Truss system where truss body is "laddered" and reinforced with "webbed" peak bracing. Leg Bracing is welded to truss.

Lower Heights are double Legged. As height increases, Leg type changes to Ladder.

Single Slope Wide



12-40' Wide

Single Slope build with trusses and leg bracing changing much in the way DuoSlope models do as they are made different based on width and height.

Common Building Types (cont.)

"Barn" Style Units



Horse Barn

The Two "Barn" models are one of our three classic models (Standard, Triple and Commercial), however have a lean-to attached to them.

Lean-tos are essentially Single slope models that max out at 15' wide and share their high side legs with the center structure.

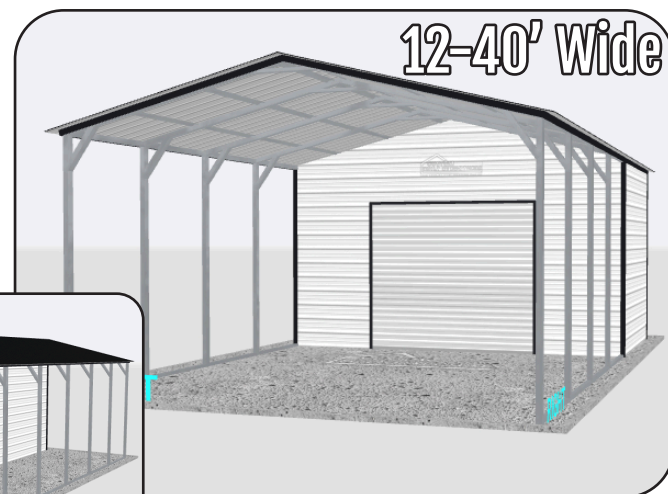
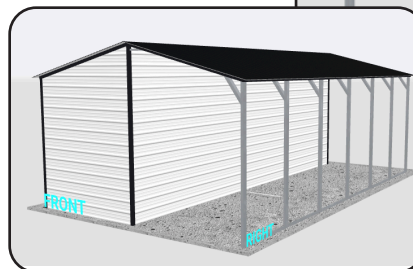
Unlike "Horse" Barn models which have few rules for connecting, CBS barns must match the pitch of the build that they are connecting to.



CBS Barn

Combo Units

Combo Units are the best of both worlds providing the ease of access of an open carport, while having the security you get with an enclosed garage.



12-40' Wide

Side storage units partition walls priced as end walls. If you need assistance in calculating, contact Dealer Support

Truss Styles

Standard Wide Truss



Triple Wide Truss



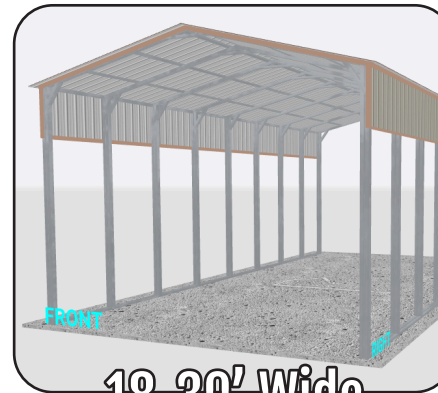
Commercial Wide Truss



Trusses/bows subject to change depending on design requirements laid out in engineer drawings

RV Carports and Leg Types

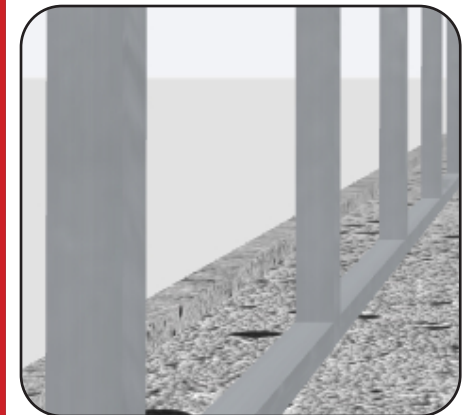
RV Carport



18-30' Wide

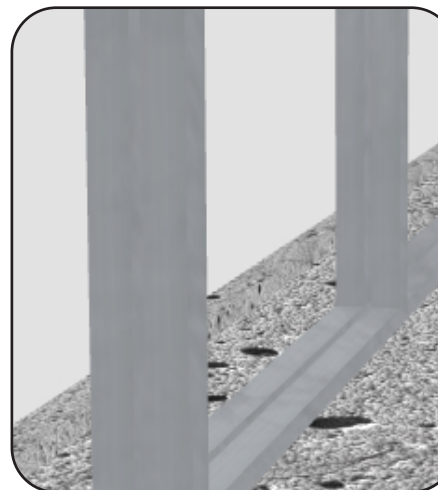
"RV Carports" is a term used for Standard and triple wide carports that have met, or exceeded 14' height, and have "double legged" uprights.

Single Leg



Often Found on single and triple wide structures 6-14', and consist of a single piece of tubing (or if reinforced, another piece of tubing within the single upright)

Double Legged



Two pieces of tubing welded in set intervals found on single and triple wide 14' and above or on commercial wide structures below 12' in eave height.

Ladder Legged



Named after the ladder-like structure made by the 8" pieces of tubing welded in set intervals, this leg type is used primarily in commercial sized structures.

Anchor Types (And when they are used)

Concrete Anchor



Placed Vertically through a hole in the baserail into the concrete then screwed into place, setting the anchor.

5.5" in Length

Helix Anchor



Used on all surfaces but concrete and asphalt.

Is installed next to baserails and then secured to the baserail through the "eye".

It also referred to as a 'Mobile Home Anchor'

Asphalt Anchor



Used whenever the build site is located on asphalt.

Is installed next to baserails and then secured to the baserail through the Attached L-bracket

Rebar Anchor



Used on all surfaces but concrete and asphalt.

It is typically the first type of anchor to be installed as it is used to keep base rails from moving before Helix anchors are installed.

Accessories

Man Doors

Non-Residential VS Residential

Walk-in man doors come in two distinct types that each have their own unique mounting style.

Residential Style doors come with their own frame and cannot be installed on units unless that unit is on concrete. If installed on a surface that is not concrete, there is a high chance of the frame shifting, which would cause issues that could impede proper use of the door.

Non-Residential Styled doors make use of the tubular steel frameout and baserails on builds for their frame. Thus they are able to be used on any build regardless of install surface.

Flush Mount Kit

Typically when builds are installed on concrete, baserails are required to be placed 3½" away from the outside edge per engineering standards. This often causes issues of water leaking under baserails for pads that have been poured without lips to allow for proper drainage. Fortunately there is an addition that allows for customers to pour their concrete pads the same dimensions as their build! "Flush Mount Kits" are this addition that are designed to inset the anchor points the 3½" required by engineer drawings and can be added for an additional cost.

Flush Mount Kit
Hole show in picture is where new anchor point is located.



Insulation Square Footage Calculation

Roof Formula:

$\text{Length} * (\text{Width} + 2)$

Add one to width for every raise in pitch above 3/12

Sides Formula:

$(\text{Length} * \text{Height}) * 2$

This is for both sides

End Formula:

$(\text{Width} * [\text{Height} + 2]) * \text{Number of ends}$

Add one to height for every raise in pitch above 3/12



Special Note

Commission rate for

Spray Foam insulation is universal

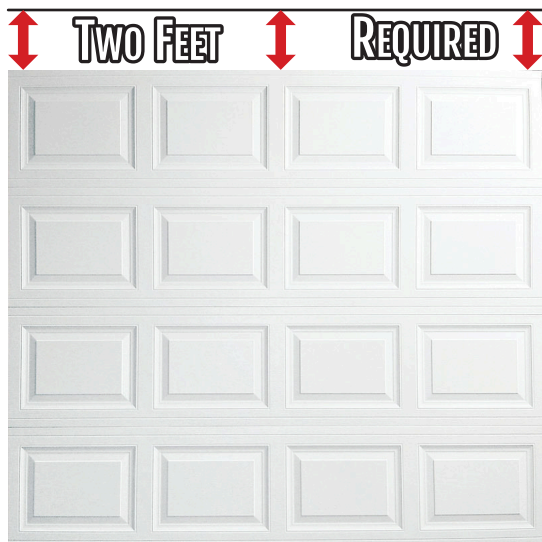
Orders \$0-\$7,500 10% | \$7500+ 15%

Overhead Garage Door

Overhead (Residential) Garage Doors provide a step up in style compared to the standard roll up doors seen as the carport industry, however there are some rules you should know before selling them to your customers.



1. ALL overhead garage doors require two additional feet of overhead clearance above eave height. In addition, due to how rails are mounted, end walls don't gain additional height as they are centered.



2. Overhead garage doors unlike roll-up garage doors are installed on a different day than the rest of the building.

3. Glass, insulation and various window options are available for installation on overhead doors where they are not available at all on roll-up doors

4. Various exclusive Color Options are available for an additional cost.

5. Commission rates are universal regardless of dealership. Subtotals \$0-\$5,000 are 10% | \$5000+ Subtotals are 15%

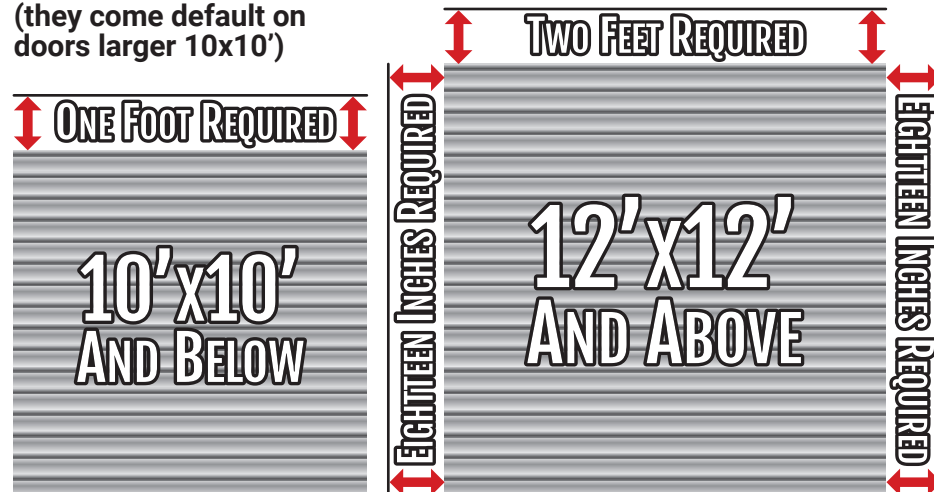
Roll-Up Garage Door

Roll-Up doors (RUD's) much like their more fancy cousin the overhead garage doors, also provide much needed security measures for the larger entrances on your enclosed carport structures. However the largest benefit roll-up doors have above overhead doors is that they are more cost effective for the purpose they serve.

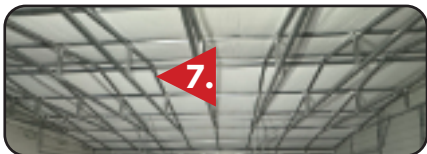
RUD's below 10'x10' are locked externally and are tensioned in a way that they can be rolled up and down with ease by hand. They also only require one foot of overhead clearance.

Doors above 10x10' have inner toe-latches and are chain hoist driven. Additionally they require Two feet of overhead clearance to raise properly.

Additionally, Doors that have Chain Hoists require 18" of clearance on either side for the hoist (they come default on doors larger 10x10')

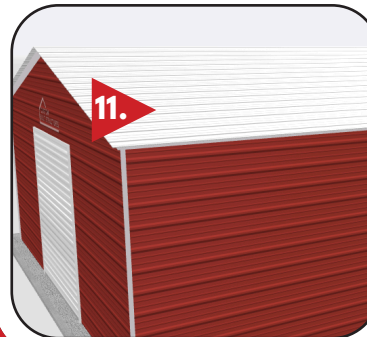


Carport Parts Index (Inside View)



- | | |
|--------------------|--------------------------------------------------|
| 1. Hat-channel | 7. Triple Wide Truss |
| 2. Vertical Girts | 8. Commercial Wide Truss |
| 3. Header Bar | 9. Window Frame |
| 4. Leg | 10. Installed Insulation <i>Fiberglass shown</i> |
| 5. Baserail | 11. Leg Brace |
| 6. Single Wide Bow | 12. Peak Brace |

Carport Parts Index (Outside View)



- | | |
|-------------------|--------------------------|
| 1. Wainscotting | 7. Ridge Cap |
| 2. Z-trim | 8. Vertical sides/ends |
| 3. Extended Gable | 9. Horizontal sides/ends |
| 4. Cupola | 10. Vertical Roof |
| 5. Gable | 11. Boxed Eave Roof |
| 6. 3' Drop Panel | 12. ½ Panel |

Cupolas are strictly decorative, and do not serve as additional ventilation.

Writing An Order

Knowing how to properly price out structures and put them on an order form is the first big step in becoming a dealer. Upon opening the most up to date order form in Adobe Acrobat Reader, you will complete the following steps to complete your customers order.

Step 1:
Fill in the "Authorized Dealer" Boxes on page one of the order form. Note that if you are a company that only has one office or contact you can save a copy of your form with this information already filled in so that you can skip to Step 2 in the future.

Step 2:
Fill in all the available boxes with your customers information.

Step 3:
Fill in all the information pertaining to your customers building.

Step 4:
It is important that you break down pricing for the structure line item by line item as shown in the example

Step 5:
Fill in the tax information as well as the dealer commission and any labor fees that may apply. Please note that for the taxes you will use the tax rate for where the building is going, not your dealerships tax rate.

Step 6:
Have the customer sign and date both page one and two of the purchasers agreement

Step 7:
Save and send the copy of the contract to:
orders@custombuiltstructures.com

Special Note

Overhead doors, Concrete, Spray Foam, Epoxy Flooring, Gutters and site checks must be separate from their main orders and placed on their appropriate form (see below).


Concrete must be placed on Custom Grading and Concrete

Overhead Garage Doors must be placed on Mayberry Garage Door Order Forms

Epoxy Flooring must be placed on Mayberry Epoxy Coatings Order Form

Spray Foam, Gutters and Site checks are placed on our normal CBS order form.

Example of Order



CUSTOM BUILT STRUCTURES
YOUR PREMIER STEEL BUILDING CHOICE

510 Riverside Drive, Suite 100 | 1 (877) 552-7020
Mount Airy, NC 27030 | orders@custombuilt-structures.com

PURCHASE ORDER V6

2. CUSTOMER INFORMATION ORDER DATE: 3/3/24

NAME: John Doe

INSTALL ADDRESS:

CITY: STATE: ZIP CODE:

EMAIL: COUNTY:

CELL: PHONE:

1. AUTHORIZED DEALER

DEALER NAME: Example

PHONE NUMBER: 123-456-7890

EMAIL ADDRESS: Example@gmail.com

3. BUILDING TYPE ROOF STYLE: Vertical

WIDTH: 12 LENGTH: 20 HEIGHT: 8 FRAME GAUGE: 14 Gauge 12 Gauge

COLORS: Roof Color Sides & Ends Color Trim Color Color Screws YES NO

Is your surface level? YES NO Ready for installation? YES NO

DESCRIPTION	QTY	PRICE
vertical 12x20	1	\$ 2,195.00
8' Eave Height	1	\$ 180.00
Enclose sides	1	\$ 785.00
Enclose End	1	\$ 685.00

Electricity Available? YES NO

LOT MUST BE LEVEL, NO MORE THAN 3" OFF LEVEL AND CLEAR OF OBSTACLES OR UNIT MAY NOT BE INSTALLED

Installation Surface? Concrete

NOTE: FRAME IS 1 FT.

5. TOTAL COST INFORMATION

SUBTOTAL \$ 3,825.00

SURCHARGE %

TAX %

TOTAL PRICE \$ 3,825.00

DEALER DISCOUNT

DOWN PAYMENT %

LABOR FEES

GENERIC DRAWINGS Risk 1 \$100.00

EQUIP/ PERMITS FEE

BALANCED PAYMENT \$ 3,925.00

6a. CUSTOMER SIGNATURE

With customer present at time of installation, customer will sign below to

CUSTOMER SIGNATURE: _____

6b. TERMS IN THIS PURCHASE AGREEMENT AGREED TO BY CUSTOMER

CUSTOMER SIGNATURE _____ DATE _____

Purchase Order Accepted by Seller.

SELLER SIGNATURE _____ DATE _____

Page One

Page Two

Ground Preparation

If your Customer opts out of a concrete slab as their build surface there are some precautionary measures that must be taken to prepare the site for installation.

#1 - Level your site

Just because your customers land is flat does not mean it is level. Leveling of the site must be within 3" of level side to side and end to end with a line level.

#2 - Ensure all underground utilities are clearly marked.

A call to 811 in many places of the country will allow you to have some one come out and mark your utilities for you.



#3 - Ensure the site is clear of obstacles and easily accessible

There should be at least 5' around where the building will be placed to allow for installers ladders. There should be no above ground electrical wire within 20' of where the building will be installed. Finally the crew will require an 80' radius, to turn their truck around on site, or have a way to pull their truck easily around forward through a site.

Concrete Preparation

In addition to the ground preparations listed above ensure that the concrete pad has been poured to the specifications listed in provided generic (or site specific) engineer drawings.

If the site is on a raised pad above 1' this drop should be noted on the order form and/or pictures of the site drop sent in with clear measurements of drop off the pad sent to Custom Built Structures before time of scheduling. If not raised pads could cause issues with installation due to inability to access a particular portion of the build or lack of proper equipment being brought on site by the crew (lift / taller ladders).

If your customer has any of the following or falls into a size marked "Yes" on the below Width and Leg table, the customer will need a lift on site while the building is being installed:

Does your Customer have a 14' wide or 14' tall roll up door?

Do they have a pitch above the standard 3/12?

Is the build Rated as a Risk Category Two?



Leg Builds	18'-30' Wide	32'+ Wide
12' Eave Height	No	Yes
13-14' Single Reinforced	*No	Yes
14' Double Legged	Yes	Yes
15'Double Legged	Yes	Yes
16' Double Legged	Yes	Yes

* 12-Gauge Needs Lift

Customer may opt out of lift charges if they wish to rent their own lift for installation

If customer chooses to rent their own, lift must be on site no later than 7am of the day of install. Custom Built Structures, Inc reserves the right to charge \$1,000 or more per day for loss of time due to third party customer rented lifts not being on site.

For Lift weights below 7K please call Custom Built Structures to ensure the lift is a right fit for the job.

If customer chooses to rent their own lift, and is rescheduled for any reason, CBS is not responsible for any fees that incurred to the customer by outside companies.

Engineering Overview

Risk Category I

“Risk Category I” is a term referring to structures that will be unoccupied such as a car garage or tool shed.

RCI carports will make up the vast majority of carports sold by an average dealer and all our single and triple wide carports are naturally at this rating.



Risk Category II

“Risk Category II” Buildings can consist of a wide variety of uses from mechanic shops to residences, but overall refers to occupied structures that at no time has more than 199+ occupants and does not hold anything of value to local emergency services.

RCII builds require 4' on center and +20% upcharges (as of 7/23/2024), and upcharges cannot be discounted as part of sales.



RCIII & RCIV

Risk Category III Rated builds are a step above RCII in that RCIII builds are designed for a larger number of occupants.

For example, while a small family home would be a RCII, a Church service hall would be a RCIII.

RCIV builds differ entirely from previous ratings in that builds that are given this rating were to fail, they would effect not only the people in the direct area, but cause issues with the surrounding area. Such builds typically include things like emergency service equipment.

Wind Exposure

While not directly tied to risk categories, an important piece of engineering information is what wind exposure rating is for a select area. Wind exposure ratings are rated from “B” to “D” and vary based on what surrounds a structure.

The less there is around the structure in question the higher the exposure rating, for example, a build in a residential area that is surrounded by trees and other structures would be rated at a “B” for wind exposure, where as a structure located on the coast, without anything in the surrounding area to help block or redirect the wind, it would be classified as a “D” for wind exposure.

Engineer Drawing Types

“Generic” Drawings

“Generic” Drawings refer to a set of drawings that cover a large variety of builds that are typically broken down by width. For example, a set of generic drawings may include all building widths from 0-24’ wide, and 0-20’ tall. Generic drawings are also typically stamped for every state that the generics are usable.

Wet Seal Drawings

Wet Seal Drawings are in between Generic drawings and site specific drawings. They are a set of generic drawings, however they are only stamped for the state a specific build is going. ‘Wet Seals’ get their name sake from being physically stamped with an inked seal by an engineer, however these seals can also be raised or even digitally verified seals.

Site Specific Drawings

Site Specific Drawings are drawings designed for a specific customers build and location by an engineer and are extremely precise on how a particular structure is to be built.

Due to the exact nature of site specific drawings, customers cannot add or subtract features or chance the location of existing requested features once the engineer has started working on site specific drawings. If changes are made after drawings have been finished, a brand new set reflecting said changes would need to be requested and customer would have to pay for both sets of drawings.



Calculating Slope

Learning how to calculate pitch is a necessary skill to find various measurements for your customers and is all but essential for ensuring lean-to heights are correct, or even possible.



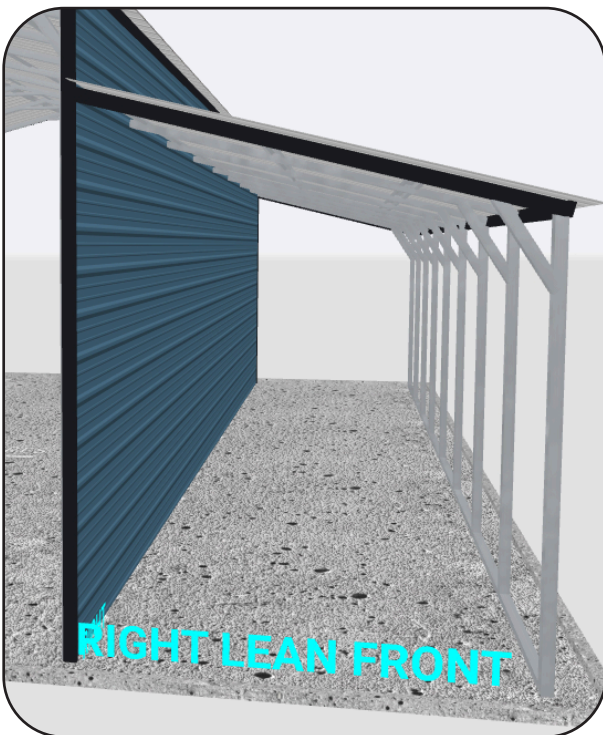
The first step in understanding how to calculate the pitch is understanding "Rise" over "Run". For the vast majority of our buildings we will be looking at a pitch of 3/12, meaning that the "Rise" is 3 units and the "Run" is 12 units.

After you understand "Rise over Run" you can begin finding lean-to connection points and peak height values.

For example if you wanted to find where the connection point between a lean to and the connecting center section you would find the following information before calculating.

- 1) Lean-to Width
- 2) Lean-to Pitch
- 3) Lean-to Height

In this example we are using a lean-to that is 8' wide, 8' tall and has a 3/12 roof pitch and finding the connection point (circled in red). Knowing these points we can begin to calculate the connection point by first multiplying the width (8') by three (since the pitch is 3/12) to get the rise of the structure in inches, in this



case getting you two feet (or 24") of rise.

After finding this rise you then add your lean-to eave height (8') to the rise gained from the pitch to find your connection point (in this example, 10').

The same formula can be used to find the peak for structures as well, you just take half the width of the build.

Responsibilities

Customers

It is the customers responsibility to ensure that all permitting and land preparations are completed before their carport installation is scheduled to ensure that installation crews are able to easily access and install at the customers desired area.

In addition for larger orders, customers must also pay half of the balance due, as well as send in finished site pictures so that the site can be reviewed for any possible issues that could delay the installation crew in finishing their work.

Dealers

Dealers are responsible for writing out purchase orders as they are working with a customer and making the initial price check. If a customer either decides to revise their order or it is found to have errors in price or build by the main office the dealer is responsible for revising the order, updating the customers signatures and advising CBS order department of revisions that are sent in.

Custom Built

Custom Built Structures is responsible for performing final price checks, scheduling, manufacturing and installation of a customers building. Due to the nature of construction CBS is allowed up to three independent attempts to schedule and install a build (not pending any lack of preparation or misunderstanding on the dealer or customers part).





**510 Riverside Drive,
Mount Airy NC, 27030**

Local: 336-415-4520 • Toll-Free: 877-552-7020