

# THE MUNICIPAL

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## MAINTENANCE & OPERATIONS



**GREYSTONE**  
CONSTRUCTION

PRSRST STD  
U.S. POSTAGE  
PAID  
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Permit No. 1939



### INSIDE:

Developing continuity  
of operations plans

Garnering support  
on the ballot

# Built to last:

## *Two decades of safe and efficient salt and sand storage buildings*

Article submitted by GREYSTONE CONSTRUCTION

**Over the past 20 years, the fabric building division at Greystone Construction has earned a reputation for high-quality projects and excellent customer service, having designed and built more than 1,500 fabric buildings across the country.**

"We are salt and sand storage experts," said Colin O'Brien, Vice President of Business Development at Greystone Construction. "Our fabric buildings cover more than 1.5 million square feet of road salt and sand across the U.S. for cities, counties, state DOTs and private firms."



*The Greystone Construction fabric building crew finishes installing a 73-foot-by-120-foot Magnum Series from Britespan Building Systems to be used for road salt and sand storage. (Photo provided)*

### Working to understand and meet clients' needs

"Since 1987, the key to Greystone's success has remained the same — we are not out to simply make a sale, but to build a strong and lasting relationship. Oftentimes, customers don't know where to start, and in that first initial consultation, we work to understand and identify our customer's needs then tailor a building solution that best fits their budget. There are many ways to set up these buildings and we work hard to find the best solution for our client."

### Best practices for salt and sand storage

"When designed well, fabric buildings are cost-effective, low maintenance and quick to install — oftentimes, our crews can install a building in just days. Greystone routinely works with municipalities and DOTs to understand their bulk road salt and sand storage needs and can assist in designing a safe and efficient building solution that will last for years. There are a number of factors that we take into consideration when designing a fabric building for salt and sand storage, including the budget, the project location (we design to meet site specific wind, snow and unbalanced snow loads per the International Building Code), required storage capacity, site constraints, ventilation, reducing risk of corrosive damage, sufficient clearance to accommodate loading equipment and possible future expansion."

### A full life cycle solution

"We can do as little as furnish you with a building materials package, or provide a full turnkey solution. We can assist in developing building specifications if you need to put the building out for bid. We have in-house estimators, project managers and building installation crews that travel the country. We even perform service or repair work if required. You build a building with Greystone today, and in 20 years when it's time to replace the fabric, you'll work with us again."

### The best fabric building manufacturers

"While all fabric buildings might look similar on the outside, there are many aspects that separate building manufacturers when it comes to quality, engineering, price point and longevity. We know what works and what doesn't. Greystone only partners with the best. The two fabric building manufacturers we work with today and trust are Britespan Building Systems and Natural Light Fabric Structures."

### A diverse general contractor

"When designing and constructing a fabric building, Greystone adheres to the same high standards in terms of quality, service and craftsmanship maintained in all areas of our business. Greystone is a diverse commercial and industrial general contractor. In addition to fabric buildings, we also build pre-engineered metal buildings and conventional brick and mortar buildings. We build municipal shops and offices, city halls, fire stations, police stations, manufacturing facilities, senior housing and more. We have the expertise and the capabilities to get the job done and do it well."

Greystone Construction's team of fabric building experts is prepared to assist municipalities with their salt, sand and equipment storage needs. Call 1 (888) 742-6837 for a free consultation and quote. Visit [www.GreystoneConstruction.com](http://www.GreystoneConstruction.com) to learn more.

