

# Solid Structures

NATIONAL METALS AND SUNCOR REACHED SALES OF \$14 MILLION LAST YEAR, ON TARGET TO MEET A GOAL OF \$20 MILLION IN ANNUAL REVENUE.

> NATIONAL METALS LLC/SUNCOR INC.



// Suncor has offices in Florida and Wisconsin to best serve the needs of its customers in the structural steel sector.

BY JEFF BORGARDT

**Suncor Inc. is a structural steel fabricator** that has been providing structural steel products throughout the United States since 1992. It specializes in fabricating steel for office buildings, airports, medical buildings, public works projects and schools.

Suncor has offices in Hialeah, Fla., Orlando, Fla. and De Forest, Wis. National Metals and Suncor are separate companies with common ownership.

Suncor owns the office in Hialeah, Fla., and both firms manufacture out of its 40,300-square-foot Wisconsin plant.

"Suncor and National Metals are different than most other metal-manufacturing firms because we work with all types of metals," says Douglas Kuiper, president and owner. "Our building that is dedicated to heavier fabrication includes three overhead cranes with clear spans up to 80 feet so we can MIG weld and manufacture very heavy members

PROFILE

**National Metals LLC/Suncor Inc.**

[www.suncor.net](http://www.suncor.net)

Annual revenue: \$14 million

HQ: Hialeah, Fla.

Employees: 75

Specialty: Structural steel

up to 30,000 pounds. Our other building, which includes two 60-foot-span cranes, is dedicated to specialty work

which includes precision cutting, TIG welding and forming materials such as steel pan stairs, railings and aluminum products, such as sun shades.”

Kuiper formed Suncor with his wife, Patricia, in 1992, and founded National Metals with his two sons D. Patrick and Scott in 2009 to focus on aluminum extrusion sales and fabrication of specialty metal products. In 2012, National Metals became certified by the American Institute of Steel Construction (A.I.S.C.) and renews this certification annually.

Suncor has just completed work for the Logan Airport Terminal B concourse expansion in Boston. This \$5 million contract was awarded via general contractor Suffolk Construction Co. of Boston, one of the top-300 largest private construction companies in the United States, according to *Forbes* magazine.

The company also recently completed a \$1 million project for the Miami Art Museum, a \$2.4 million sports facility project at Camp Lejeune, N.C., and a \$1.7 million project for Lincoln Road Garage in Miami Beach, Fla.

Suncor also completed a \$2.5 million project for Univision in Miami, under a contract from HITT Construction Inc., providing the structural steel components needed to renovate a TV studio there. For this job, the Spanish-language broadcaster was adding a second floor with a reinforced roof – all within the confines of an existing shell, Kuiper says. “That brings some unique challenges,” he notes. “Normally, you’d see a big crane hoisting the steel but in this case the members were installed from underneath so it was more difficult erecting.”

### **Manufacturing Legacy**

Kuiper graduated from Gateway Technical College in Kenosha, Wis., with a degree in structural engineering in 1974 and then worked as a steel drafter for eight years for Nielsen Iron Works in Racine, Wis. That opportunity was followed by employment with Zalk Josephs Fabricators in Stoughton, Wis.

“In 1992, I decided to form my own company as a structural steel and miscellaneous metals subcontractor,” Kuiper explains. “Needless to say, it was difficult at first. Suncor initially focused on the structural steel market in Florida and expanded over the years to other regions up the coast to Boston. Over the years, we provided the structural steel framing for countless schools, manufacturing facilities, movie theaters and office buildings.”

Suncor then established itself as one of the largest producers of structural steel for schools in the [Florida]

counties of St. Lucie, Indian River, Martin, Palm Beach, Broward and Dade.

In 2006, Kuiper decided it was time to build a new manufacturing facility. He located it just north of Madison, Wis., because of its proximity to steel mills and metal service centers. The site was then expanded with a second building added in 2008.

Today, it has found additional work supplying structural steel for public projects, healthcare facilities and historic building and hotel renovations in Miami Beach.

For example, Suncor recently supplied structural steel for renovations of the Cabanas Hotel in Dade County and Roosevelt Hotel in Miami Beach. Suncor is also providing structural steel for the Brickell City Center in Miami including a metro mover structure at the same site. Suncor is also providing healthcare sector work for Sinai Residences in Boca Raton and office sector work at Ft. Lauderdale Airport.

Last year, sales exceeded \$14 million. Kuiper sees activity increasing in the near future and is aiming to exceed \$20 million over the next two to three years. *mt*



804 Liberty Blvd. Suite 203  
Sun Prairie, WI 53590



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