

## Shaffner Heaney Associates, Inc.

**B**ob Shaffner and Fred Heaney began Shaffner Heaney in 1970 working as manufacturers' representatives for companies producing building products. Throughout the years as the market has grown and new needs have arisen, Shaffner Heaney has grown to meet those needs. Today, Shaffner Heaney is a national leader in the distribution, design, fabrication and installation of premium exterior walls, roofs, windows and skylights.

Shaffner Heaney started selling building products for H.H. Robertson Co., now a part of Centria, in 1970. That put them in the metal wall, metal roof and metal floor deck business. Eventually their line increased to include sky lights and **Kalwall** systems. It was with the addition of the **EFCO** line that Shaffner Heaney moved into the distribution business.

In 1978 they were approached by a company which was introducing an aluminum composite material (ACM) regularly used in Europe to the United States market. Shaffner Heaney's plan was to sell this material to a company that would engineer and fabricate the product into a finished system. They found, however, that the knowledge and engineering required to bring that product to a finished product state was not available in the United States. That was the impetus that catapulted Shaffner Heaney into the manufacturing business. Manufacturing currently makes up sixty percent of Shaffner Heaney's business.

Utilizing ACM Shaffner Heaney has developed and fabricated premium exterior wall systems all of which have been tested and certified by an independent testing laboratory. Their interlocking, maintenance-free wall systems are flexible and adaptable to unique shapes enabling them to enhance an architect's design. Another advantage to this type of wall system is that, being recyclable, it meets the new construction requirements of the Green Building Program.

While ACM wall systems have traditionally had a painted aluminum finish, recent designs have utilized other natural metals including stainless steel, zinc and copper. Shaffner Heaney has been flexible in following the trends of design and has fabricated wall systems using all of these metals. "Our role is to execute the designs of the architect. If the architect wants to use a particular product," says corporate sales manager **Lonnie Jones**, "We are happy to work with them on that." They have yet to work with the newest metal on the market, titanium, but are looking forward to the opportunity.

These changes in trends have created new challenges for Shaffner Heaney. According to Fred Heaney special considerations have to be taken when utilizing different metals to make wall systems. Conceptually, the process is

the same, but the technology of making these panels is sensitive to the type of metals used. When you combine metals you have to accommodate for differential movement. Different metals expand and contract at different rates. Furthermore, dissimilar materials such as copper and aluminum interact with one another. They need to be isolated from one another so that you don't get galvanic action or corrosion.

The new Nanotechnology building at Purdue University is an example of this. The

architect's design called for copper walls around the entrance. To isolate the copper walls from the aluminum extrusion joints Shaffner Heaney sent the extrusions out to be cleaned and primed with a heavy, structural primer. This step will prohibit the interaction between the two metals.

Shaffner Heaney recently worked on the Indianapolis Museum of Art expansion. For Fred Heaney this was a particularly interesting project because it used the largest amount of zinc composite anywhere in North America. On this project Shaffner Heaney engineered, fabricated and installed the exterior wall systems.

In addition to fabricating wall systems, Shaffner Heaney can produce custom architectural metal products including fascias, column covers and soffits at their state of the art facility.

As a distributor they deal in curtainwalls, windows, entrances, skylights and daylighting. Examples of these products can be seen throughout Indiana on such buildings as White River Gardens, Conseco Field House, Hamilton Southeastern High School, the control tower at the Indianapolis Motor Speedway and an Ivy Tech academic building in Bloomington. Not all of their work has been structural, however. They also offer specialty products such as TGP FireLite, the product used in the 2002 International Olympics Cauldron in Salt Lake City, Utah.

Shaffner Heaney employs 65 people in four offices. Their corporate headquarters and manufacturing facility are located in South Bend with satellite offices in Indianapolis, Louisville, Kentucky and Detroit, Michigan. There are fourteen people in engineering and six project managers. Each project that Shaffner Heaney works on is assigned a project manager and one or two engineers depending on the complexity of the project. Having experience as a manufacturer's representative, distributor, fabricator and subcontractor gives Shaffner Heaney a unique understanding of a construction project. They have the expertise to work with architects in the design phase establishing specifications all the way through installation. Having such a complete understanding of the different aspects of a project is an asset for Shaffner Heaney and their customers.



(clockwise from top) Copper panels at Birk Nanotechnology, zinc panels at Indianapolis Museum of Art, Shaffner Heaney state-of-the-art fabrication facility in South Bend, Ind., Conseco Fieldhouse, the Olympic Cauldron in Salt Lake City