WINTER/2026/ISSUE #134

Publisher: Robin Banks

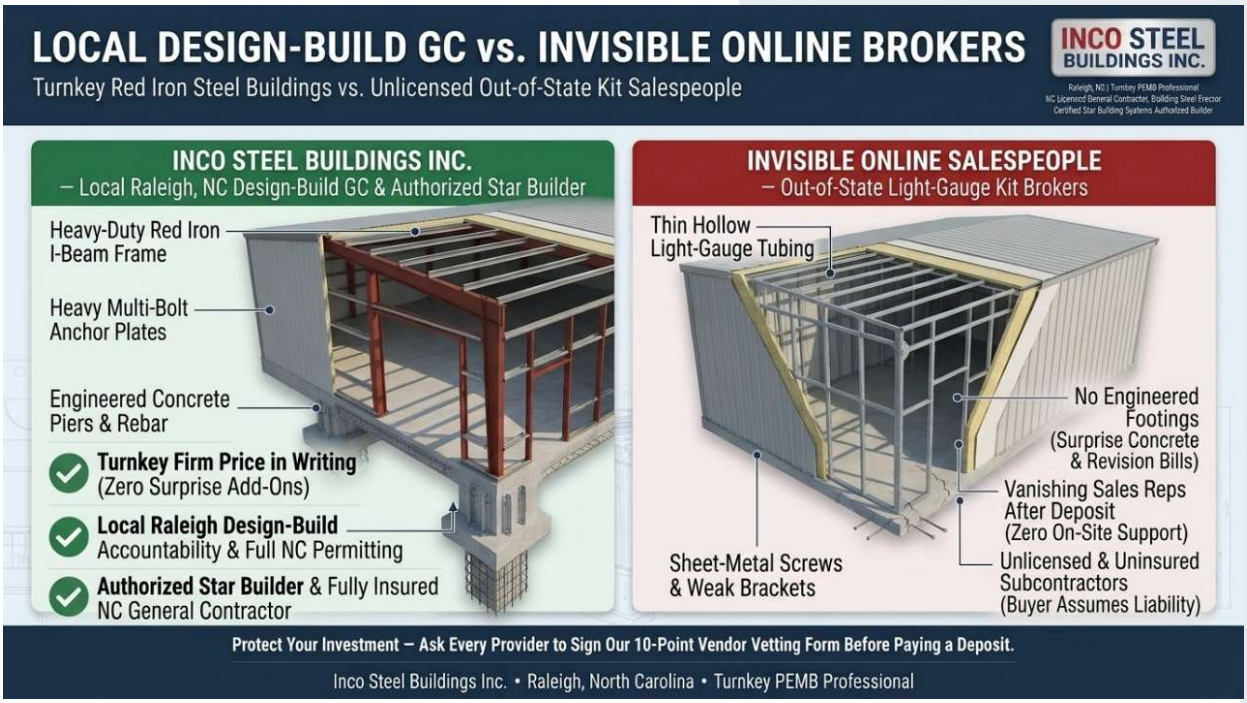
Cary North Carolina Edition

©2000-2026 Inco Building System.
All Rights Reserved

The Official Inco Newsletter

The Inco News

Your Guide to a Business Building. **We Build on Your Land**



Focus on Saving Money & Avoiding Mistakes

What Online Metal Building Brokers Won't Tell You Before You Sign.....and pay.

By Baze Dane

Online steel brokers hook you with a rock-bottom kit price, collect a deposit, and disappear once the truck arrives—leaving out critical costs like local wind engineering, permitting, concrete, and erection crews.

When out-of-state brokers vanish, surprise change orders and finger-pointing fall squarely on you. You don't just need a pile of steel; you need a finished, code-compliant building that stays on budget.

That's why we created the **Inco Building Systems** newsletter. Subscribe for turnkey cost breakdowns, steel pricing updates, and design-build tips to protect your wallet before you sign.

WHAT'S NEW

KEY POINTS OF THE INCO BUILDING SYSTEM

Turnkey Engineered Metal Buildings in the Cary-Raleigh NC area.
We Build on Your Land

SMART BUILDINGS

Intelligent buildings that can be managed on-site or remotely.

READY TO BUILD YOUR BUSINESS?

Build your business in a 2500 to 7900 square foot space.

5 Ways Inco Protects You from Broker Traps

By Zack Light

The "Bait-and-Switch" Kit Price vs. True Turnkey Cost:

Online brokers hook you with rock-bottom square-footage prices that only cover raw steel panels and framing—leaving out permits, concrete, site prep, insulation, doors, and labor. **Always demand a true turnkey estimate before paying a deposit.**

Missing Local Wind, Snow, and Seismic Engineering:

Out-of-state brokers often quote generic building packages that ignore your county's wind ratings, snow loads, and soil conditions. **Always verify that your price includes stamped engineered drawings tailored to your exact address** so you don't pay thousands in costly redesigns.

Zero Accountability Once the Delivery Truck Arrives:

Call-center brokers drop a pile of steel on your lot and disappear—leaving you to pay idle crews if parts are missing or mis-fabricated. **Inco, the local design-build general contractor and authorized dealer, owns the schedule, quality, and accountability from start to finish.**

Unvetted Erection Crews and Hidden Freight Fees:

Brokers leave you hunting for erection crews while adding surprise fuel, crane, and offloading fees before delivery. **Hire Inco instead—lock in a firm-priced quote, a guaranteed completion date, and a quality building from day one.**

The Concrete Trap

By Kane Raisor

Online brokers sell steel kits and expect laypeople to manage site layout, prep, and concrete pouring alone.

Inco engineers and pours your foundation system under one roof—enforcing a mandatory 28-day curing phase before any steel goes up, ensuring zero anchor-bolt surprises and lasting strength.

Solution Planning

By Robin Banks

Before buying steel metal building, start with a clear turnkey plan—not a guesswork kit quote filled with anxiety.

Inco maps out your permitting, site prep, foundation, and erection schedule upfront so you get one firm price and zero surprises.

INCO BUILDING SYSTEM
Smart Buildings for Business Owners™

Ready to build your Metal Building?

By Brentt Woods

Skip the online broker guesswork and build with a local design-build team you can trust.

Partner with **Inco Steel Buildings, Inc.** today for a firm turnkey quote, a guaranteed completion date, and the proven strength of the Inco Building System.

Inco Building System. Preston Executive Drive, Cary, North Carolina 27513, United States