

March 2020

National Accounts Team Adds Value Across Many Markets

The NBG National Accounts Team is a single-source building program that works in conjunction with our Authorized Builder Network to provide cost-effective solutions for complex building projects as well as those requiring multiple buildings across a regional or national geography. With an in-depth market specific approach, our complete building program can deliver the buildings our customers need, on time, and within budget, with accuracy, expertise, professionalism, and, of course, cost efficiency. National Account customers and Builders benefit from our depth of knowledge, resources and strategic relationships across various industries.

Over the past year, the National Accounts team has been focused on continuously cultivating strategic relationships with numerous accounts that have been mutually beneficial. With dedicated teams serving industries ranging from distribution, retail, aviation, to data centers, the recent success stories below highlight some examples how customers of the National Accounts Team benefit from our depth of resources and strategic relationships across these various industries.

Dollar General Retail Facilities

Dollar General, a general store chain selling a range of household goods, groceries, beauty products, and more, has more than 15,000 stores in 44 states. For over a decade, the Nucor Buildings Group National Accounts Team has sold and shipped between 80-100 Dollar General projects per year. In addition, the company has a very aggressive growth plan, with an intent to build around 1,000 new stores per year for the next 3-4 years. The average store is 9,100 square feet; however, they have a 10,640-square foot and a 7,500-square foot prototype. The Dollar General projects with NBG are done on a build-to-suit lease basis and typically require a full turn-key package from the general contractor.



"Due to the use of a series of prototypes for over 1,000 stores nationwide, for them to have a supplier that has national distribution, a consistent product line and be competitive and a single source for the entire building is a big deal for them," said Bob Barry, National Accounts Sales Manager. "The availability of product and our lead times have remained competitive. Their developers like the consistency of our product during construction."

Predictability and superior products are of high importance for Authorized Builder Westwind Construction. "In our industry, predictability is everything," said VP of Operations Pete Oleszczuk. "We have always found that with Nucor, we know we will get a consistent and predictable product. This includes all facets of design, delivery, products, and even warranty. Once a building is complete, the Nucor PEMB products are the best that's out there in regard to the full package."

"For Dollar General, we have to keep zone ordinances in mind," explained Oleszczuk. "The design and features need to be able to mold and fit into the communities where they are located. The nice part about Nucor is that the sales, design, and engineering teams all work with us on adapting the prototype design to conform to the standards that are required in the jurisdiction that we're operating in. There is a true partnership mentality with the sales professionals because they will use their wealth of knowledge to work with engineering to add value and cost savings."

Saia Corporation Distribution Terminals

Throughout the past two years, the National Accounts Team has developed a strong relationship with Saia Corporation to understand their needs and has recently produced three new facilities in various locations across the country. As one of the nation's largest LTL carriers with 156 terminals, 9,500 employees; Saia Corporation makes more than 26,000 shipments daily, has a footprint that covers 100 percent of the U.S., including Alaska and Hawaii; Canada, Mexico and Puerto Rico, and is publicly traded on NASDAQ (SAIA). In 2018, NBG delivered our first facility for Saia - a \$4.1 million LTL freight cross-docking facility in Strafford, Missouri. Oftentimes trucking terminals' utilitarian, cost-effective facades are not well received by



communities; therefore, Saia set out to make a statement with the new design of its freight terminals. By creating a contemporary, attractive, cost effective and functional pre-engineered metal building, the company aims to develop a new stereotype for metal buildings so that its terminals become more warmly received by communities and business parks alike. The facility offers optimal working conditions and increased productivity while also pushing the boundaries of what people think is aesthetically achievable using metal buildings.

"This builder partnership with D.F. Chase Construction has been successful because we are there at the beginning of the sale, throughout the project to assist with questions, and at the end of the project," said Finton Riggins, National Accounts Sales Manager. "We understand their needs, are partnered, and become a part of their team."

Choosing a metal building for this project made sense for Saia and was driven by economics. The new terminal boasts 16,230 total square feet and sits on five acres. The Missouri facility was designed as a prototype and can be replicated in three different sizes in multiple markets, giving each of its terminals the same feel from the outside in. With a metal building archetype established, Saia is able to control construction costs, and can streamline efficiency and speed of construction for new terminals in the future.

Bridgestone-Firestone Service Facility Prototype

Beginning in 2018, the National Accounts Team started working with Bridgestone-Firestone at the corporate level, alongside the company's architect, to convert their Auto Care Service Center prototype drawings to utilize pre-engineered metal buildings. The partnership resulted in three completed facilities that year. The partnership continued to flourish, with a total of 31

completed facilities during the year 2019. Currently, Nucor Buildings Group is supplying approximately 75 percent of new facilities for Bridgestone-Firestone. Typically, these projects are build-to-suit leases — an arrangement that requires the developer to construct an asset based on the lessee's specifications that the lessee will lease when construction is complete — contracted through a group of Bridgestone preferred developers nationwide. This partnership is projecting 35-40 new stores in 2020.



A high level of customer service, and the backing of Nucor Buildings Group's brands, along with close coordination between all those involved, is why the partnership has been successful. "We are involved very early in the project and work in concert with Bridgestone's architect to assist in design and permitting," explained David Boyd, National Accounts Sales Manager. "This close coordination is driving efficiency and quality."

Business Jet Center Hangar

In the aviation industry, Fixed Base Operations (FBOs) are a growing opportunity, with the Business Jet Center at Love Field in Dallas, Texas as a recent example of a successful project for Nucor Buildings Group National Accounts Team. After meeting the National Accounts team at the National Business Aviation Association (NBAA) Trade Show in 2018, the general contractor, Tectonic, and the end user, Business Jet Center, started a partnership creating a new 49,000 square foot hangar and office facility at Dallas Love Field. The success has led to another duplicate hangar at Love Field breaking ground this year.



"The reason they chose us was because of our TrussFrame open web framing system, and the ability to do large clear span spaces at an economical price, said Barry. "In today's market, money plays a factor in everything. We performed very well on the project and helped them stay on schedule and kept them competitive." Furthermore, local manufacturing was important to the end user. "They really liked that the product was made in Texas, and that's where their company is headquartered."

Data Center Facilities

A data center is a building, dedicated space within a building, or a group of buildings used to house computer systems and associated components, such as telecommunications and storage systems. NBG National Accounts has been working closely with multiple data center clients, including two of the largest cloud-based computing service providers. Within the data center sector, in the last 12 months alone NBG has provided over a million square feet of buildings, with an upcoming project adding 700,000 square feet spread over multiple buildings. These projects within the United States have been in nearly a dozen different markets including Washington, Iowa, New York and Texas. Future growth in Canada and Mexico are on the horizon for 2020 and 2021.

"Most data center clients have exact standards for their buildings, we know precisely what the client requires in the design of their data center," explained Justin Ehlert, National Accounts Sales Manager. "In some instances, our internal team is engaged with the client and their architects and engineers to define the scope prior to involving Builders. There are strict design criteria to be met. By predefining the scope we help ensure the client is getting exactly what is needed from the client and the architect, eliminating potential changes and delays in the schedule."

In addition to the centers having strict set of standards, these buildings are mission critical — containing any operation that, if interrupted, will cause a negative impact on business activities. "The building itself is as important as what they are putting in the building," said Ehlert. "These data center buildings are typically comprised of insulated metal panel (IMP) roof and wall systems with minimal roof penetrations. This goes along with the mission critical structure; all precautions are made to minimize the chance of failure to the building envelope. That can be very important to a client."

Another value of the National Accounts team has been providing opportunities to Builders. "Our team has worked hard to become the preferred vendor for some of these clients," said Ehlert. "Contracted directly by the clients when new projects are in development, which we are then able to introduce to our Builders — a huge win for our Builders."

With another data center client, their environmental footprint and sustainability is of high importance, requiring LEED gold as a minimum on all projects. "They feel that Nucor is a great partner, knowing that Nucor Corporation is the largest steel recyclers in North America and our products are all produced here in North America," explained Ehlert.

Contact our National Accounts Team to learn more
or get started on your next project.