

October 2021

## National Accounts Team Available at Upcoming Tradeshows

The NBG National Accounts Team is ready and excited to attend upcoming tradeshows. The National Accounts program was established to expand the networking capabilities and business opportunities for NBG and our Authorized Builder partners across North America. The intention for the program is to be a strong building resource for national companies, on both the knowledge side and the solutions side.

Many NBG retail accounts are Program Accounts. Those are accounts who buy many buildings that are so close to the same description allowing Nucor's design teams, working closely with the customer, the ability to develop prototype buildings. These buildings tend to be small in size, many in number and geographically dispersed. Nucor's outstanding ability to manage program logistics provides the key to success for Program Customers. Prototype buildings can be delivered with predictable pricing, schedules and performance.

### UPCOMING SHOWS

Coming up on **October 12 – 14**, National Accounts representatives, Bob Barry and Steve Green, will be attending the National Business Aviation Association – Business Aviation (NBAA BACE) National Convention & Exhibition in Las Vegas, NV. This show is the first in-person opportunity in nearly two years to view product advancements and technology development in aviation. NBAA-BACE features over 700 exhibitors, including Nucor Buildings Group. NBAA-BACE provides an opportunity for National Accounts to focus on developing potential national company customers for NBG Builders.



Coming up on **December 5-7**, Bob Barry and Finton Riggins, will be attending the ICSC RECon show in Las Vegas, NV. ICSC promotes and elevates the marketplaces and spaces where people shop, dine, work, play and gather as foundational and vital ingredients of communities and economies. At Nucor Buildings Group, we manufacture custom designed pre-engineered metal buildings that are perfect for the retail market. RECon attendees include developers, retailers, and owners making it an ideal forum to expand and develop relationships with national companies in this market. Partnering with Authorized Builders, NBG continues to be successful in the retail market.



If you have any questions, please reach out to:

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If you're interested in more information on our National Accounts program, please visit our [website](#).

