

April 2022

National Accounts Team Welcomes New Leader

The National Accounts program was established to expand the networking capabilities and business opportunities for NBG and our Authorized Builder partners across North America. We aim to be the go-to building resource for national companies, assisting them with solutions that work for their needs. From helping develop prototype building solutions for Program Accounts, to site and purpose specific building needs of manufacturers and distributors, Nucor's team of experts can help from start to finish. Our National Accounts team works across all of NBG, which provides the capability to handle even the largest projects with predictable pricing, schedules and performance.



At the helm of the team is Jay Kocon, who has recently been named the Director of Group Sales and Talent for Nucor Buildings Group. Jay is a veteran of Nucor, beginning his career on the joist and deck side at Vulcraft, a sister company of Nucor Buildings Group. He served as a sales engineer, and then spent seven years as a district sales manager before moving to Nucor Building Systems South Carolina as the Division Sales Manager. Jay received a bachelor's degree in Construction Engineering from North Dakota State University.

"It is an exciting time to be part of Nucor and Nucor Buildings Group. We continue to grow and expand our capabilities and the National Accounts Team is no exception. We will continue to focus on creating leads and providing opportunities for our Builders."

Upcoming Tradeshow

- Coming up on April 27 – 29 in Tucson, AZ, National Accounts representatives Burt Shell and Finton Riggins will be attending the 53rd annual Metal Building Contractors and Erectors Association, MBCEA, conference. The MBCEA Annual Conference allows members to get to know their peers nationwide and offers an amazing series of speakers each year.



- From April 30 – May 4, National Accounts representatives Bob Barry and Finton Riggins will be exhibiting at the Terminal Properties Exchange, TPE, Annual Conference, in Captiva Island, FL. Every year the three-day annual meeting brings new topics in both the real estate and construction/maintenance areas. The conference provides a forum for continued information and education for TPE members.
- On May 22 – 24, National Accounts representatives Bob Barry and Finton Riggins will be at Booth #3483 at ICSC RECon in Las Vegas. The annual conference is the premier event for ICSC (Innovating Commerce Serving Communities). It is a two- to three-day gathering of dealmakers and industry experts, who are driving innovation and evolution in the Marketplaces Industry.
- During Oct. 18 – 20, National Accounts representatives Bob Barry and Steve Green will be exhibiting at NBAA/BACE in Orlando, FL. As the most influential business aviation trade show in the United States, the 2022 NBAA/BACE, held at the Orange County Convention Center, will feature exhibitors promoting their latest products and services, two aircraft displays – one inside the exhibit hall and the other outside at Orlando Executive Airport, and more than 50 education opportunities.



If you have any questions regarding tradeshows, please reach out to:

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If you're interested in more information our National Accounts program, please visit our [website](https://www.kirbybuildingsystems.com).

