

February 2024

## National Accounts Team: Provide a Wealth of Knowledge Across Markets

The Nucor Buildings Group [National Accounts](#) team are the go-to building resource for Builders with national companies and target markets, assisting with solutions that work for their customer's 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 the entire NBG network, with the capability to handle even the largest projects with predictable pricing, schedules and performance.

As an Authorized Builder, you can discuss your potential projects with one of the National Accounts team members. Contacting them early in the process for advice and information, in conjunction with your DSM, can help you gain a better understanding of what might be needed in your project.

Check out the team and read about their areas of focus.

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### Steve Green

Steve works with National companies, developers, architects, and A/E design firms to promote and market Nucor building products to the end user, going through our national network of Authorized Builders from the four metal building manufacturers within Nucor Buildings Group. Steve's hottest target industries are waste and recycling, aviation, lumber and wood products, and manufacturing. He will be representing NBG at the MRO Aviation Expo, NBAA Aviation Expo and Waste and Recycling trade shows.

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### Bob Barry

Bob's focus is on freight and aviation markets. In the freight market, Bob's been quite active with several projects planned across the US. Freight has been his most active market the last 3 years. Freight also involves logistics, which is a rapidly growing market. Some of the larger freight companies are providing warehouse distribution services to large end users. The larger freight companies will build a distribution center near a large production facility. They will pick up production products, inventory them, and deliver them to the production plant all on their trucks. This is becoming very common in the automotive industry. The aviation market has also been quite active, especially in the private or corporate aircraft FBO (Fixed Base Operation) market. Private aircraft usage and charter activity increased substantially during COVID and has continued today. New business aircraft hangars are being built every month. Bob sees this growth in the aviation marketing continuing and not declining.

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## Don Nelson

Don's active in the steel industry markets, large equipment distributors, and ports. The steel industry includes service centers/fabricators and mills. These customers are actively planning large capital projects. NBG National Accounts is attending the Fabricators and Manufacturers Association conference in February. The large equipment distributors market continues to be strong with growth across the country in multiple location distributors expanding their footprint. Port and port adjacent growth is steady with many port expansion projects on the horizon. Don sees large warehouse projects will also be abundant.

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## David Boyd

In addition to Don, David also focuses on the steel industry markets. He will also attend the Fabricators and Manufacturers Association conference in February. David has a focus on the waste and recycling market, seeing transfer stations and recycling centers being very active. The new opportunity in this market, however, are the renewable natural gas and landfill gas projects being developed across North America. The power and energy market is also a focus for David, as PV Solar Panel manufacturers are shifting production from overseas to North America to qualify for US Tax credits. He's also seeing strong opportunities in substations, controls buildings and other power grid support infrastructure.

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## Justin Ehlert

Justin has been working with the unprecedented growing market of data centers and new account development. Steel buildings are well suited for data centers and utilizing the experience and depth of Nucor, Justin can help you with your first or next project in this market.

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## Ed Osborne

Ed is new to the National Accounts team. He has spent much of his career in the construction industry on both the contractor and manufacturing side, from laborer to president of a construction company and sales manager of a PEMB manufacturer.

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For more information, check out our [website](http://www.kirbybuildingsystems.com).