

## Mid-West Hosts National Sales Meeting

Mid-West Steel Building Co., a division of NCI Building Systems L.P., recently held its 2006 national sales meeting, themed "Reaching New Heights". Approximately 130 Mid-West builders, guests, employees and preferred vendors attended the three-day gathering in early March at the Horseshoe Bay Marriott Resort in Horseshoe Bay, TX.

Ed Kohutek, president of Mid-West Steel Building Co., hosted the general session. "This year the theme of our meeting is Reaching New Heights," he said. "We felt this was an appropriate theme to complement our beautiful surroundings here in the heart of the Texas Hill Country. We also thought it was a true testament to the relationship between Mid-West and its builders. It is our combined talents and strengths that ensure we are reaching new heights together now, and for many years to come."

Kohutek introduced several speakers to the audience to present the newest Mid-West and NCI programs and offerings. Brian Roper, general sales manager of Mid-West, discussed the state of the industry and the process improvements enacted over the past year. Christopher Levy, Mid-West marketing manager, introduced the enhanced Mid-West website design currently in production and reviewed some public relations successes.

Garry Clayton, national sales manager for NCI corporate accounts and special services, gave an overview of the Mid-West Long Bay System and corporate account projects. Ken Buchinger, vice president of NCI corporate warranties and certifications, showed the diverse line of NCI products available. Mike Young, CEO of the NCI Engineered Buildings Division, discussed a new on-time service initiative designed to improve the quality and timeliness of service across the entire division.

Among the other meeting highlights were a vendor night with representatives from Mid-West's business partners, live musical entertainment and other social functions.

During the awards gala and dinner, builder accomplishments were recognized. Roper served as master of the ceremonies, while Kohutek and Young assisted with the presentation of awards.

Mid-West presented meeting attendees with such awards as years of service, design-build excellence and the Mid-West top 15 performers. The awards included:

- Building Of The Year: Teinert Commercial Building Services, for its

30,000 sq. ft. office structure, Armtech Inc. in Lubbock, TX.

- District Sales Manager Of The Year: John Johnson.

- President's Award: B&R Construction Inc., Moriarty, NM.

- Builder Of The Year: The award for top-volume producer went to Brazos Metal Building Systems, Granbury, TX.



Mid-West Builder Of The Year honors went to Brazos Metal Building Systems. From left: Brian Roper, general sales manager, Mid-West; Mike Young, CEO, NCI Engineered Buildings Division; Tony Smith and David Jones, Brazos Metal Building Systems; and Ed Kohutek, president, Mid-West.

## ALL Expanding

ALL Erection And Crane Rental Corp. Cleveland, OH, has announced the addition of a tower crane division and a new facility in Alabama.

ALL's new tower crane division is headquartered in Richfield, OH. The division has six technicians in its professional service department, with 12 in training to be dispatched to ALL's other tower crane yards. The department maintains the fleet and inspects each crane before it goes out on a job to make sure it is in top condition and meets all OSHA standards, helping contractors stay on schedule and optimize worker safety.

ALL Crane Rental Of Alabama LLC in Mobile, AL, is a new branch of ALL Crane Rental Of Georgia in Atlanta. ALL Crane Of Alabama brings the total of ALL's affiliated companies to 25, and is located to improve service to the southern U.S.

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