



**A&S Building Systems**

**REAL STATUS.**

**REAL PEOPLE. REAL PRODUCTS. REAL SOLUTIONS.**



[www.a-s.com](http://www.a-s.com)



**Authorized Builders Program**



## Authorized BUILDER PROGRAM

Because of the increasingly complex nature of construction-related matters, such as site selection, code compliance, scheduling, coordination of subcontractors, and quality control of the completed product, A&S Building Systems believes the best return on a client’s investment is achieved by working with a professional Builder. For this reason, A&S Building Systems markets its metal building systems exclusively through its Authorized Builder Network.

### DEFINITION

An A&S Builder is a partnership between two individuals representing separate companies, the buyer and the District Manager, for the mutual success of both companies involved. This partnership is further strengthened by the development of a trusting relationship with the Manufacturer that works to ensure accuracy and success for the overall project.

*At A&S Building Systems, Authorized Builderships are not to be taken lightly and will only be established once a relationship has been built, a successful track record documented, and a project completed.*

### WHY A PARTNERSHIP WITH A&S

A&S District Managers are entrepreneurs that are responsible for the development of a business territory. They have the industry experience to assist in clarifying your project needs and the product knowledge to keep you on the winning edge. The fact that A&S Building Systems has some of the best District Managers in the industry is proven in the longevity of our partnerships with qualified Builders. It is this longevity that displays our ability to supply you with qualified proposals and innovative pricing solutions, maximizing your profitability.

A&S Building Systems’ people, with an average length of service of over 18 years, are experienced, dedicated, and knowledgeable with skill sets that allow them to embrace any scope of work, regardless of the complexity. After more than 50 years, A&S continues to offer quality single source products that not only fit well together, but are preferred by many erectors. Combine this with outstanding customer service, integrity, and reliability, and you have a trusted advisor for your partnership.

Many companies talk about relationships, but when you join forces with A&S Building Systems, you are receiving security, accuracy, and efficiency with a personal touch.

### HISTORY

A&S Building Systems has a long history beginning with its incorporation in 1958 by the two founders of the company, Bill Attebury and Will Schroeder. In 1973, the corporate office and full manufacturing facility was built in Caryville, Tennessee. In 1992, NCI, one of the largest suppliers of metal building products in the industry purchased A&S Building Systems. NCI is a publicly traded company under the NYSE ticker symbol NCS.

### CAPABILITIES

As a division of NCI, A&S Building Systems can offer the strengths of a leading corporation with the personal service levels of an autonomous facility. By partnering with A&S Building Systems, you are assured of a quality product by our many affiliations and accreditations. A&S Building Systems is accredited by the IAS, a leading accreditor since 1975. In addition, we are a member of the MBMA, Cool Roof Rating Council, and



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the Metal Building Contractors and Erectors Association. We are FM approved, UL Classified, Energy Star rated, and Quasar registered. Additional metal building product lines under the corporate umbrella, such as IPS, MBCI, and DBCI are incorporated into one purchase order and included in the design and erection drawings at our facility, *thus taking full advantage of a true single source supplier.*

As the term “*building green*” becomes increasingly popular, so does the demand for providing high performance products. A&S Building Systems has been providing these products for years and continues to promote buildings that minimize energy consumption and are environmentally responsible. Constantly making strides in the way of green building, A&S provides a variety of materials and techniques that are environmentally friendly and minimize a project’s carbon footprint.

### AUTHORIZED BUILDER BENEFITS

A&S Building Systems conducts an annual National Sales Meeting with the intent of building and strengthening relationships with fellow builders as well as with A&S personnel. Here, you will be engaged in a true family setting where you will meet with and expand your contact base of vendors and independent material suppliers. You will also receive the latest updates on pre-existing products as well as be exposed to state-of-the-art developments within the industry. Additionally, builders are recognized with awards honoring achievements, which are announced in major industry releases.

Because we value your partnership, we keep you up to date on all current market trends - both favorable and unfavorable. Material changes in our industry during the last several years and the impact to everyone involved has been widespread. A&S communicates and outlines these changes in our newsletter to ensure you, the Builder, are protected.

### BUILDER BENEFITS

- Builder Starter Kit
- Co-op Advertising
- State of the Art Design-Driven Pricing Program
- Early Pay Discounts
- Builder Bonuses
- Online Pricing/Purchasing of Express Buildings
- Unlimited Access to A&S Supported Marketing Programs
- Lead Generation Programs
- Press Release Generation

### FOR YOUR CONSIDERATION

The production and sale of superior products translate into greater opportunities and growth for A&S Building Systems and is an obvious advantage to the A&S Builder Network. As an A&S Authorized Builder, you are capable of taking advantage of a multitude of products and services. At A&S, we understand that the more a Builder succeeds, the more we succeed. It is indeed a team effort. We ask you to consider A&S Building Systems as your business partner. We invite you to meet the *people*, see the *products*, and be a part of the *solutions*. Join the A&S family of Authorized Builders and explore the opportunities.





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