

Why Robertson?

Insight into an uncommon company

Robertson 

Robertson Building Systems





You've chosen a contractor who is proficient in constructing engineered buildings because of the many advantages over conventional construction. Hopefully, your contractor is an Authorized Robertson Builder for these six important reasons:

1. Robertson is an uncommon company

Uncommon in that we believe that working to make a profit is not our primary goal. It's working to make sure our customers remain totally satisfied – satisfied to the point that they would recommend us to their closest associates. By doing this properly and continuously, profits naturally follow.

In short, we are a customer-centric company.

Our people – from plant workers to top management -- understand and embrace the discipline of Customer Service. We strive to build long-term relationships with our Builders and with you by offering the best total solution for every unique or individual building situation.



2. Robertson is fully dedicated to both Quality Service and Quality Products

Your company has specific building needs. Our job is to fulfill these needs and strive to exceed your expectations. We take pride in our integrity and the level of service we offer to our Robertson Builders and to you. A promise made must be a promise kept.

We firmly believe that Service is one of our primary Products. We know that without good service, even the best products can cause problems.

And while service is paramount, Robertson designs and manufactures only top quality building systems. Robertson consistently ranks above industry standards in terms of product quality.

Our Quality Assurance Programs are effectively managed to ensure that every building component is of the highest quality and is manufactured according to specifications.

When a Robertson building is delivered to the construction site, the engineering done in advance allows the structure to be completed fast, allowing you to take occupancy of your new building sooner. Some industry estimates show the time saved is as much as one-third of conventional construction time.

Robertson Buildings withstand the ravages of weather better, cost less to maintain, last longer and thereby provide a low-life cycle cost to building owners.

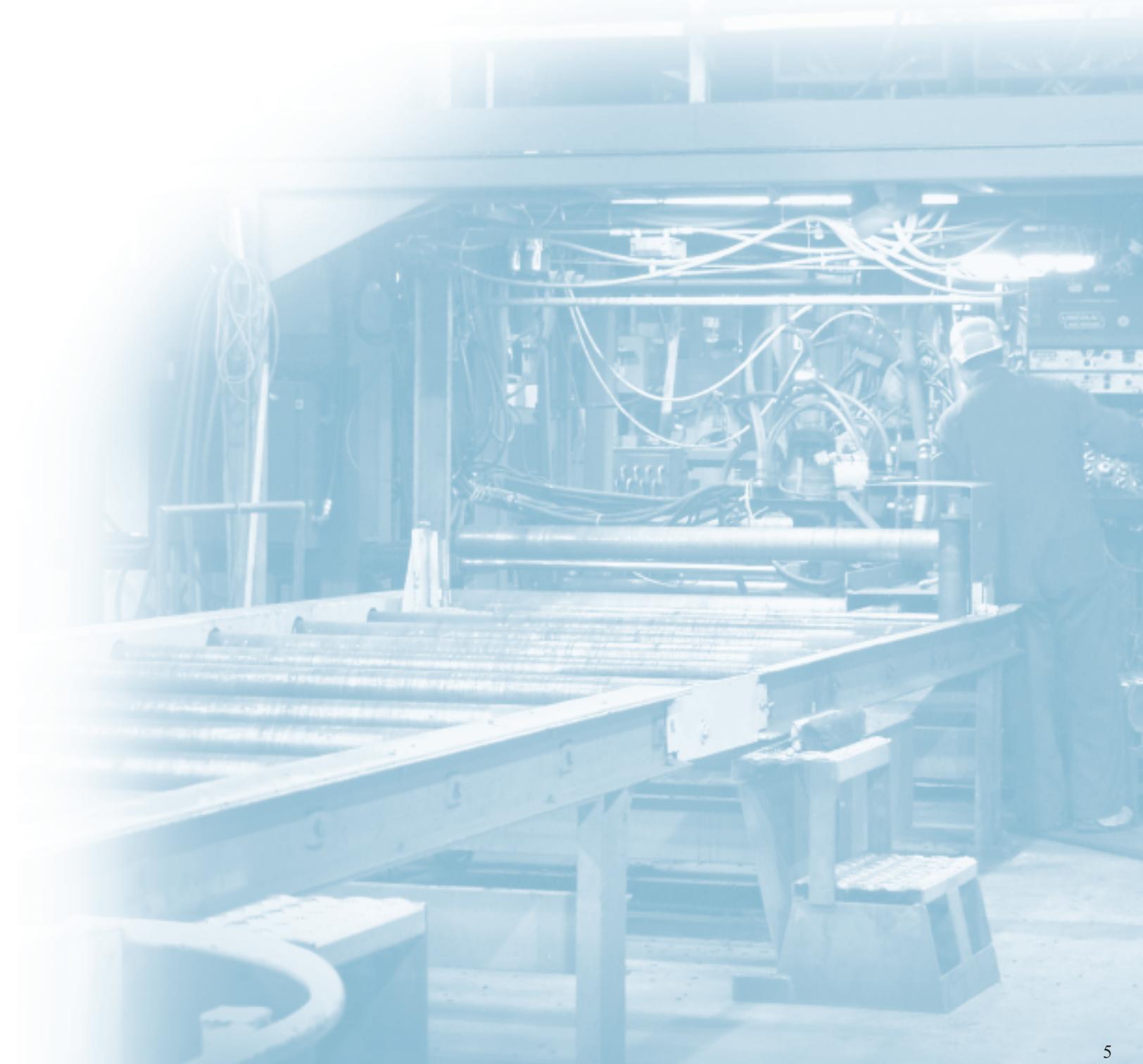
We continue to build on an excellent reputation by consistently providing practical, aesthetic building design solutions for you and other building owners.



3. Robertson is well-grounded in the construction business

We were founded in 1863. So, we've accumulated over 145 years of valuable experience in the construction business. Our continuing rate of growth can be attributed in large part to our dedication to technologies that improve our production capabilities and generate greater value-added features for our Builders and you.

Our manufacturing plants are located so delivery and coordination to your construction site are easy to manage. Our Builders and District Managers are located in the same geographic areas that they serve. They understand the weather, snow loads, and other regional issues that are important for your building situation.



4. Robertson is small enough to care and big enough to get it done

A key reason for our continued growth is because our building systems are competitively priced. The market sets the price and it's our job to keep your Robertson Builder competitive with other contractors in your area. This is done by continuously seeking methods for improving productivity.

In addition to lower production costs, as an NCI company we are financially stable. This allows our Builders to remain competitive even during trying times. Our financial strength also assures that we can keep our commitments to our Builders and they, in turn, can keep their commitments to you.



5. Robertson values our Builder Partnerships

We firmly believe that our Robertson Builders are an integral part of the Robertson organization.

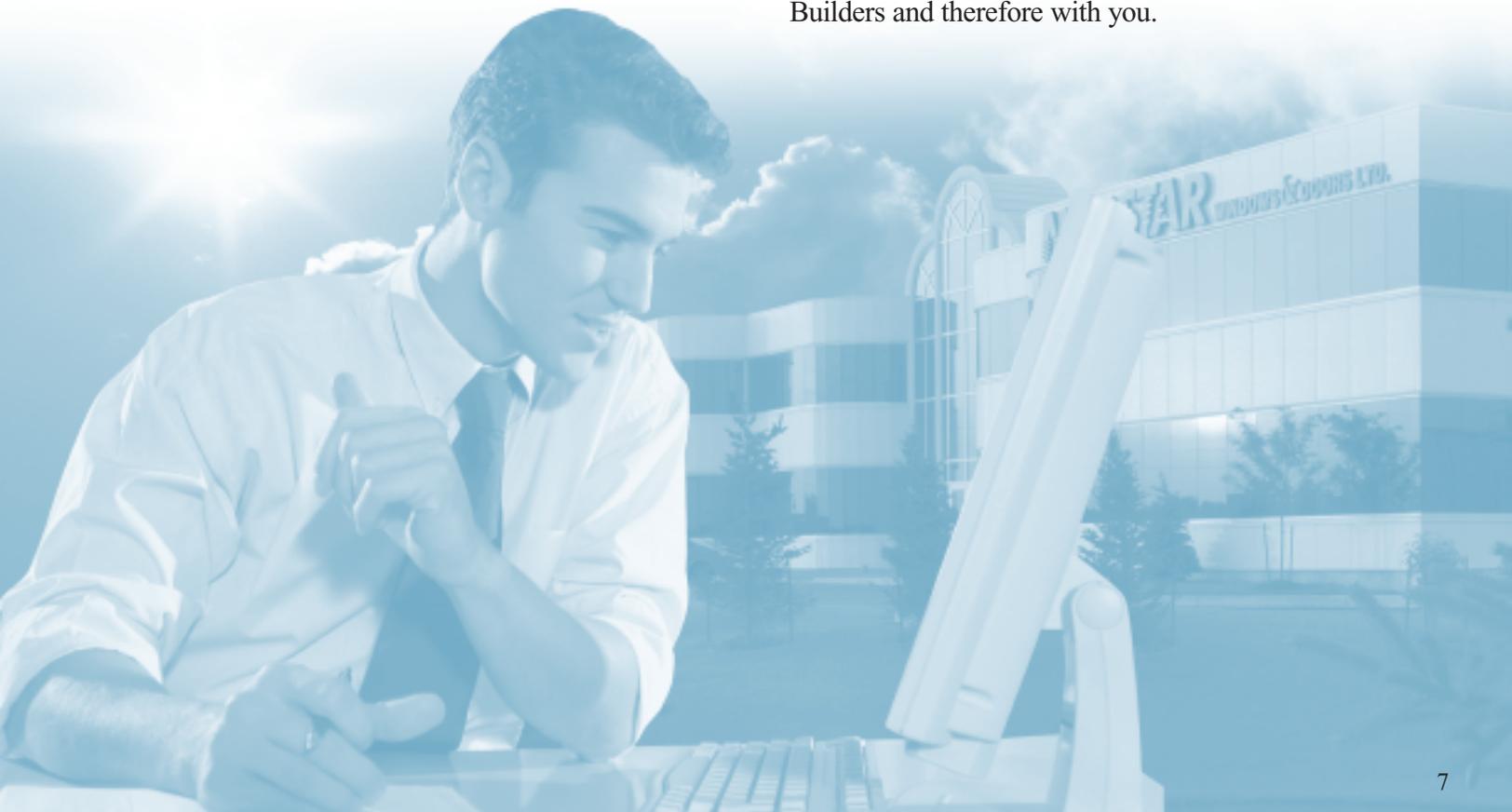
Plain and simple, they are our partners! We make it easy for our Builders to work with us. Because you will depend on your Authorized Robertson Builder for single-source construction, we're responsible to your Builder for the entire building envelope. And we'll give your Builder the cost predictability to eliminate surprises along the way.

We train to assure the success of our Builders for their customers

The Robertson District Manager who works closely with your Builder has been carefully chosen based on his work ethic, attitude, professional demeanor, business acumen, and background in the systems building industry. For example, the average number of years a Robertson District Manager has worked in our industry is 20. With this level of experience, your Builder can rely on his District Manager to be a valuable resource.



Since we're extremely selective in recruiting and hiring District Managers with proven track records in our industry, we trust them to make decisions on behalf of top management that are consistent with being a customer-intimate company. They can make it happen on the spot, resulting in better relationships with our Builders and therefore with you.



6. Robertson provides value engineering and software excellence

Robertson Builders use the most advanced computerized engineering, pricing, and order-entry program in the steel building systems industry today. The software is enhanced every year to meet the increasingly demanding building challenges of today's construction market. Our program even computes loads (wind, snow, seismic) by geographic area.

With this level of sophistication, Robertson Builders can provide you with complete detailed drawings and pricing faster than any other contractors your company may be considering. 2D and 3D views will allow you to *see* your building. Then, after reviewing your building plans with you, your Robertson Builder will make any requested changes and resubmit new drawings and prices to you quickly.

Once your building has been finalized and your order has been placed, the information is electronically fed directly into Robertson's computerized plants where all building specifications are met exactly, ensuring that your expectations will be fully met.



In addition to cutting-edge metal building design programs, Robertson offers advanced capability to handle complex "hybrid" systems construction using state-of-the-art conventional design software.

Being able to combine engineered building systems with light-gauge steel roof trusses and/or conventional construction materials creates new architectural possibilities for buildings such as sports facilities, industrial or distribution facilities, offices, worship facilities and shopping centers.



Please tell us more about your building plans:

We'd like to become better acquainted with your building plans. We hope that you'll take a few minutes to answer the 15 questions on this detachable questionnaire. Simply return it by fax to 905-304-2420.

Name (please print)

Company

City State or Province

Email

Phone

1. Have you decided on the basic type of building you're planning – a new stand-alone building or an extension/expansion to your present building?
 YES NO

2. Have you determined the number of square feet that will be needed now and in five years for each department or work area in your organization?
 YES NO

3. Have you included sufficient space for each department's storage area(s), including room for equipment, files, and materials?
 YES NO

4. Have you provided for any new departments you're thinking about adding in the future?
 YES NO

5. Have you identified the special needs for each department you're planning such as cranes, loading docks, computer wiring, fiber optics, extra-wide, column-free areas, special electrical and/or plumbing areas, including barrier-free accommodations?
 YES NO

6. Have you determined the square footage inside your building that will be needed now and in five years for the common areas such as your reception area, lunch and/or break rooms, rest rooms, meeting and/or conference rooms, etc.?
 YES NO

7. Have you drawn a floor plan for the building you're planning?
 YES NO

8. Have you determined the approximate ceiling height to accommodate your present and future needs?
 YES NO

9. Have you determined what the look and feel of your building's interior and exterior will be when it's finished?
 YES NO

10. Have you determined how many parking spaces will be needed (including barrier-free parking spaces), plus storage?
 YES NO

11. Have you determined if special insulation will be needed to ensure both employee comfort and cost-saving energy efficiencies during all seasons?
 YES NO

12. Have you decided on a heating/cooling source for your building (e.g., natural gas, electricity, etc.)?
 YES NO

13. Have you investigated property insurance for your company including the need for sprinkler systems, alarms and/or security monitors?
 YES NO

14. Have you conferred with your accountant to determine how much you will need to budget for your new building or expansion?
 YES NO

15. Have you set any target dates for the following events: selection of a design source; selection of a contractor; start of construction; and your move-in?
 YES NO

If you need any assistance in completing this page, we would be happy to recommend a Robertson Builder in your area. Simply call 800-387-5335 or visit www.RobertsonBuildings.com to find a builder.

THANK YOU

Robertson 

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An NCI Company

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