

NUCOR BUILDING SYSTEMS DOUBLING CAPACITY FOLLOWING  
SCMEP'S COMPETITIVENESS REVIEW

**ABOUT NUCOR BUILDING SYSTEMS SOUTH CAROLINA.** Nucor Building Systems (NBS) began in 1987 as a single location in Waterloo, Indiana. Through their dedication to quality they are now a leading steel building manufacturer with full-service plants in Indiana, South Carolina, Texas, and Utah. They provide building solutions for projects ranging from industrial and commercial structures to custom buildings for the agricultural, community and warehouse/distribution. They offer a nationwide network of Authorized Nucor Builders with the ability to service customers throughout North America. The company maintains industry accreditation and offers the highest performing products. At NBS, they strive to deliver unsurpassed customer service, design using the latest in technology, and maintain a strong commitment to sustainability. Their South Carolina plant is located in Swansea.

**THE CHALLENGE.** NBS Swansea was preparing for an upcoming strategic planning meeting. Their team is very experienced in the industry but as with any business, there can be some complacency. They questioned if they were focusing on the correct things and if any waste was present. The plants biggest focus was retaining and growing market share. With the highly competitive landscape, if relationships are not renewed you will lose them. If new relationships are not pursued, market share will decline. NBS Swansea decided to reach out to SCMEP for help looking at the business in a new, critical way.

**MEP CENTER'S ROLE.** SCMEP offered NBS Swansea a free Competitiveness Review. This assessment delivers a road map to improve competitiveness, performance, and the company's bottom line. It typically provides key strategic inputs for the future direction and areas of focus for a 3-5-year window and is a foundational component of transformational activity and engagements. The assessment became instrumental in the strategic planning event.

"SCMEP's Competitiveness Review became instrumental to our strategic planning. Our relationship with SCMEP is extremely positive and would highly recommend to others— including our other divisions. The value they provided us a team was fantastic and one that will continue into the future."

-Matt Currie, Controller

## RESULTS



\$9,000,000 in new investment



\$1,500,000 in new products



\$1,000,000 in increased sales  
& \$1,000,000 in retained sales



\$300,000 in cost savings



60 jobs created

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