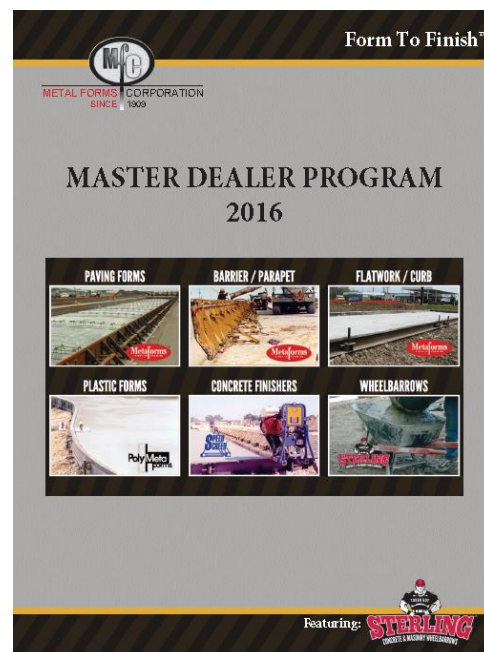


Form To Finish™

SET YOUR DEALERSHIP APART IN 2016!



BECOME AN MFC MASTER DEALER

These days it's more and more difficult to distinguish locally based dealers from regional and national big box stores. Set your business apart by offering your customers exclusive products as a Metal Forms Master Dealer - innovative and heavy duty products that cannot be found at chains.

Master Dealer benefits include large discounts, terms, sales leads, national marketing support, in-store signage, product samples, website presence and so much more.

Give us a call at 414-964-4550 for more information on becoming a Metal Forms Master Dealer.

MEL'S METTLE

MASTERMIND



Since I don't consider myself to be a mastermind, I'm probably not the best guy to ask what a mastermind is or what a mastermind looks like. I have a hunch though: it's probably someone or something that consistently uses a lot of common sense when making choices and decisions. Over the long haul, this common sense approach leads to success and, in the minds of many, elevation to mastermind status.

Although I could be accused of being prejudice, it seems to me that MFC Master Dealers could be considered masterminds. Here's why: When contractors visit these stocking dealers, they don't have to wait to get products. These dealerships have MFC products readily on hand so they can immediately respond to their customers' needs.

In recognition of this commitment to stock, MFC rewards it's Master Minds (err . . . Master Dealers) with many benefits. Besides guaranteeing the best pricing and providing very liberal terms, the list of Master Dealer advantages has been expanded in 2016 to include "on line" price lists, co-op advertising credits and special apparel packages.

Mastermind or not, take a look at the back of this newsletter and start exploring the impressive list of benefits packaged in the 2016 MFC Master Dealer Program.

DEALER PROFILE



National Concrete Accessories history dates back to 1958 when the Acrow-Richmond Company was formed to manufacture high quality form hardware and accessories. 10 years later the namesake National Concrete Accessories was founded in Edmonton, Alberta as a distributor of quality products. Through superior customer service, NCA continued to expand in Western Canada while Acrow-Richmond continued to grow in Ontario. In 1985 the two companies merged to form Canada's first national distributor of concrete related products.

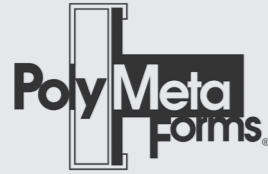
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Poly Meta Forms® and Sterling Wheelbarrows on display at NCA Open House





Steel Forms



Plastic Forms



Concrete Finishers



Wheelbarrows

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Today, NCA features 15 locations from Montreal, QC to Victoria, BC with two regional warehouses in Edmonton, AB and Toronto, ON. All of these locations aggressively work to deliver exceptional value to our customers by providing innovative and quality products while maintaining the highest level of professionalism, integrity, honesty and fairness. NCA hopes to be the first and only call necessary for its customers by offering a wide selection of products and brands for all of their concrete related construction needs.

Business between NCA and MFC began with the successful marketing and sale of Poly Meta Forms® to Canadian municipalities and flatwork contractors. This beginning has expanded and now NCA also represents the entire MFC line of steel forms, screeds and Sterling wheelbarrows.

Looking forward, the positive relationship between the two companies should grow as MFC products seamlessly align with NCA's vision of consistently delivering superior and innovative products to its customer base.

SHOW ANNOUNCEMENT

WORLD OF CONCRETE
Las Vegas, February 1st - 5th 2016



Booth: S12220

FIELD REPORT

INSIDE JOB

California Prisons Speed Sidewalk Construction With Environmentally Friendly Forms

The IWL (Inmate Ward Labor) Supervisor at the California Institution for Men and the California Institution for Women (both in Chino, CA) is constantly on the lookout for improving productivity and quality on the job site. After becoming aware of Poly Meta Forms®, he immediately thought this product could be a “game changer” for the multiple concrete sidewalks, slabs and curbing projects inside the prison.

The institution of the IWL Supervisor proved correct. Not only did the lightweight poly forming system allow faster and easier concrete construction, but the State of California was also impressed with the sustainable and environmental features of the product. The wood forms previously used last only 2 or 3 times before being discarded, while the poly forms can be reused up to 200 times. Also, in comparison to wood, the poly forms are easy to clean and transport.

Some rather unique logistical factors are involved in prison construction since the work is performed under tight security. All labor is provided by prison inmates who, interesting enough, are eager to work since they are paid and can then purchase items from the prison “canteen”. Pay begins at 75¢ per hour and can advance to 95¢ per hour. Intense interviews are required before inmates are selected for the construction work and the most violent and dangerous are automatically excluded.

Although all labor is provided by the prisoners, each 20-man inmate crew has up to 3 supervisors. The supervisors are supplied by outside union halls and are on the job to train the inmates on concrete forming and finishing techniques. One of the objectives is to teach construction skills that can help the inmates find gainful employment after being released from prison.



The State of California has made a considerable investment in Poly Meta Forms® based on both the sustainability/environmental advantages as well as the simplicity and ease of setting, stripping, cleaning and transport. The total amount of lineal feet purchased amounts to almost 2 miles of forms: 2,880’ of 4” flexible forms, 1,800’ of 4” straight forms, 2,640’ of 6” flexible forms and 2,520’ of 6” straight forms. In addition to the interchangeable staking hardware for both the 4” and 6” forms, stacking pockets were purchased to form 8” slabs (4” + 4”), 10” slabs (4” + 6”) and 12” curbs (6” + 6”).

The Poly Meta Forms® concrete forming system has proven to be a “Win/Win” investment. Looking at the big picture, the State of California prefers to purchase products that are sustainable. This product is also one that is easy to use and produces quality results. In the words of the IWL Supervisor: “The Poly Forms are all we use now. They give us straight, clean lines as well as providing a perfect radius.”

MEL'S MUSINGS



A New Year's resolution is something that goes in one year and out the other.

