



Canopies define upscale offices

Just as fast as we put a canopied office structure on our lot for display, another customer orders it off the lot.

“Instead of paying a designer for an elegant look, you can have a ready-made structure brought to your construction site. Builders are particularly keen on the 15 pane glass door, arched windows and wood sides on this Presidential suite.

“Instead of paying a designer for an elegant look, you can have a ready-made structure brought to your development. You’ll be up and running sooner, and feel more comfortable inside,” says George Zambiasi, Executive Vice President.

Features inside include vinyl covered gypsum, large display and reception area, coffee bar with sink and cabinets, large storage closet and coat closet. Recessed lighting



Lease or buy an ideal office for a special event or sales studio with 9-foot ceilings, track lighting, offices and large windows.

illuminates a conversation nook while track lighting showcases your displays. When you seek privacy for closing a sale, you have a first class, VIP office. Throughout the structure you’ll find 9-foot ceilings for the expansive look.

“Builders tell us they forgo making sales offices out of a garage or dining room in one of their houses. This allows them to keep selling units, while maintaining an attractive presence in the new subdivision,” Zambiasi says.

All of McDonald’s modular structures undergo extensive testing to meet ISO quality. The units are available in 12, 14 and 16 foot widths and 60 feet long for permanent and temporary applications.

Call (800) 221-4297 or visit www.McDonaldModular.com. ■



Sales are strong for temporary offices with higher ceilings and upscale finishing.

Ramp up to meet customers

When clients come to call, can you now accommodate all of them at your modular structure? Recognize the new Rapid Ramp. It rolls out the welcome ramp for wheelchair bound guests to sales offices, schools and special event buildings.

A structural steel sub-frame and skid-resistant aluminum surface characterizes the Rapid Ramp, a new device sold or leased by McDonald Modular Solutions. The ramp can be towed behind most vehicles and assembled in less than an hour. The patented leveling system adapts to most site conditions with little or no foundation requirements. An optional heater will melt snow and sleet from the surface.

“Fulfilling the needs of the Americans With Disabilities Act becomes affordable and readily available,” says Jerry Carrico, Vice

President of Sales for McDonald. Without the advantage of Rapid Ramp, companies with modular structures must comply with ADA by building a wooden ramp and removing it when the project ends.

“Hand-built wooden ramps required a large monetary investment that can’t be recycled. Set-up requires a skilled craftsman and several hours of labor,” he added. “The Rapid Ramp goes up in less than 45 minutes with thresholds 17 to 34 inches high.”

Already Stevenson School in Southfield and Beaumont Hospital in Royal Oak have used adjustable Rapid Ramp. Home Depot rented a ramp to accompany its interview trailer at various locations. Carrico envisions broader use for media event trailers, mobile clinics and temporary business offices. Ramps are available for same day delivery. Call (800) 905-3905. ■

Kudos for Marketing

“Best of Show,” was the vote of attendees at the most recent Modular Building Institute Conference. Among the 250 members of the Charlottesville, VA, association, the kudos went to our marketing pieces, which we assemble for each product line, mobile offices, permanent modular buildings, containers and in-plant offices. The institute’s judges gave marketing pieces an “honorable mention.” For more information see the website, www.mcdonaldmodular.com. ■

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Projects galore:

MSU vs OSU = Business



Two days before the big football game between Michigan State University and Ohio State University at Spartan Stadium, ABC Sports called with an urgent request. They needed

two, 12 by 60 trailers to interview players and house 40 or 50 people, including security, journalists and news executives. The trailers had to arrive soon enough to install the miles upon miles of cables and storehouse of electronic gear. McDonald scored a touchdown, prepping units and speeding them to campus. Comfort and convenience won everybody over.

Zooming in on Michigan International Speedway

Visitors to Michigan International Speedway in Brooklyn, MI, are used to the cars going fast. But McDonald’s team of modular specialists had to move even faster to get 17 trailers delivered in 24 hours for a Three Doors Down rock concert and NASCAR race. Among the uses was a green room for the rock stars, a cafeteria for the crew and assorted other uses related to the big race. ■



9,000 square foot structure serves Nissan North America

NISSAN

Think big! If your concept of modular building mostly runs from single-wide to double-wide, you are due for expansion. McDonald Modular Solutions installed a 9,360-square foot building at the Nissan North America headquarters to house its 60 engineers for two years while a permanent building is constructed.

The building, comprised of 13 single modules seamed together, contains rest rooms, windows,

private offices, cubicles and conference rooms. Yet it was planted on Nissan ground in 45 days. They will remove it once the permanent building is completed later this year.

Large scale modular classrooms and offices are sprouting up across America because new construction capabilities

can seam together any combination of units from two to 20, without poles or glitches, according to Tom Hardiman, Director of the Modular Building Institute in Charlottesville, VA.

“Everybody, including my staff, have been pleasantly

surprised about what a flexible work environment can be,” says John Calandro, Director of Administration and Human Resources for Nissan Technical Center North America Inc.

Temporary offices are set 30 inches above grade – to accommodate transportation – and a foundation is built. Units come equipped with windows, lavatories, heating and cooling systems and downspouts. “It meets our needs,” Calandro said. ■



Moving on up

McDonald Modular added a new sales manager and promoted three individuals.

After 10 years working with other modular companies Jerry Carrico joined McDonald Modular Solutions to help enhance customer satisfaction and expand sales.

“My experience helps me benchmark the best practices of our industry so we can help our firm grow. I believe I can add a fresh perspective to our already powerful sales force,” Carrico said. What lured him



Jerry Carrico

to the Southfield-based company is its quality reputation as the only ISO 9002 registered Modular office dealer in the country.

Dan Darnell, a 20 year veteran of modular construction moved up from sales manager to the Director, Facility Planning. His expertise in coordinating the modular classrooms at Wheaton, a suburb of Chicago, led to his promotion, working with installation of larger projects around the Midwest.



Dan Darnell

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Bill Duffield

Bill Duffield, joined McDonald in 1998 after 12 years working in the wholesale residential building materials industry in Chicago. He rises to the title of Vice President of Operations, overseeing the quality of construction, maintenance and delivery of modular products. His computer background in systems and analysis is invaluable.

George Zambiasi, a 30-year employee with McDonald becomes Executive Vice President, overseeing the new employee office and all of its award-winning activities. He was among the first graduates of Michigan State University to earn a degree in Modular Home Marketing. His love of solving the space-needs of clients infuses the office with motivation. ■



George Zambiasi

Solving noise abatement hassles

Testing engines for durability wasn't a problem for Detroit Testing Laboratories. They test all sorts of mechanical equipment at their Warren MI facility. The problem was the noise from the giant fans used to cool the testing equipment setting the neighbors abuzz.

"The lab wanted to maintain its reputation as a good neighbor and valued part of the community," says Jim Teeling, a 25-year veteran of modular solutions. They called McDonald looking for trailers to surround the outdoor testing site. Teeling wanted more than sales, he seeks a win/win solution for everyone involved.

Trailers, because of ground clearance required for transportation, left more than a two-foot gap between

structure and ground. But eight industrial containers, each 8 feet high – would muffle sound if double-stacked to 16 feet high.

The kind of teamwork that analyzes orders, oversees construction and/or delivery and ships the unit on time, is the mainstay of McDonald's client mission for its 71 years in business. "Happily the sound abatement worked," Teeling reports. ■



Jim Teeling of McDonald Modular meets with Lois D'Alessandro of Detroit Testing Lab to solve noise problem.

