



Donald J. Oborowsky

**WAIWARD STEEL
FABRICATORS LTD.**



GROWTH AND SALES

1972 (6 months)	\$50,000
1982	\$2.7 Million
1992	\$14 Million
2002	\$68.8 Million



SAFETY

- A REAL Safety Program
- Safety Culture



**KNOWING
WHO
YOUR PARTNER IS**



TYPES OF CONTRACTS



INSURANCE REQUIREMENTS

- Additional named insurance or assignment of liability insurance



CONTRACT RELATIONS



**BEING THE
BEST
YOU CAN BE!**



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