



JOHN F. BROWN

John was raised in the small west Texas town of Floydada (about 50 miles north-east of Lubbock,) on a farm raising cotton and wheat. He attended the University of Wisconsin on a boxing scholarship. After earning a BS degree in Mechanical Engineering, John reined in Madison for three years selling cars full time. He pumped gas 11:00 PM to 7:00 AM six nights a week for three years while he went to school and owned and managed three service stations while selling cars.

In 1968 his Army reserve unit was activated and he served 1½ years including 10 months in Vietnam and he was awarded the Bronze Star. After "Nam" he entered graduate school at Texas Tech University. He completed his MBA in 1970 and went to work for Continental Oil Company in Houston in January, 1971.

John spent four years with Conoco working in numerous capacities : engineer, Special Project Development; plant engineer of a natural gas/gasoline plant in Eagan Louisiana; plant foreman of the Grand Cheniere gas plant on the coast of Louisiana; staff engineer in Houston; Buyer in charge of Purchasing Department in Lake Charles, Louisiana, and Senior Buyer in charge of purchasing for the refinery/chemical plants in Louisiana. During his work in the Special Projects division, he worked under Archie Dunham, President of Continental Oil Company.

While on special assignment for Conoco in October of 1974, John met a gentleman on an airplane who owned a company in Montana selling farm buildings on a private label basis. Six months later he made John an offer he couldn't refuse, and John left Conoco to go to work in Billings, Montana as a Vice President of purchasing, finance and manufacturing. One of his first assignments was to locate and purchase a factory so the company could manufacture and sell its own products, rather than selling on a private label basis.

John resigned from this company in February, 1976 to found Tri-Steel Structures. Tri-Steel sold farm buildings on private label basis through an initial eight-state territory. Sales exceeded \$1,000,000 the first year working out of the basement in John's home. In 1977 Tri-Steel introduced and sold its first steel framed home and it quickly became apparent that the future of Tri-Steel was in steel homes, not metal buildings. In 1980 the steel home portion of the business had expanded substantially and the company relocated to Denton, Texas (30 miles north of Dallas) with an emphasis on developing and selling steel framed homes.



Tri-Steel has annual sales in excess of \$15,000,000 has sold over 15,000 homes and has Distributors in all 50 states and 52 foreign countries. John is the Chairman and sole stockholder at Tri-Steel.

John used his VA benefits to obtain his pilot's license and holds a private ant commercial license with instrument and multi-engine ratings. His interests are boxing, travel, golf and automobiles. His car collection includes a Viper, a 427 Cobra, a rear engine dragster, a Model A Mazda Miata, and A fully-restored 1968 Mercedes 280SL.

John is a member of Mensa and is currently listed in *Marcus' Who's Who in the South and Southwest*, *Who's Who In Finance and industry*, *Who's Who in America* and *Who's Who in the World*. John and Kay live on 220 acres on the edge of Denton, Texas.

John is married to his high school sweetheart, Kay, (39 years) and they have three children. John Robert, age 30, a graduate of the University of Texas and received his Masters at Dallas Theological Seminary. John Robert is now pursuing his Doctorate at Dallas Seminary. David, age 28, graduated from the University of Texas and worked at the Georgia office for 5 years in Dealer Development before taking a sabbatical to get his MBA at the University of Georgia. David heads up Tri-Steel's operations as President in Denton, Texas. Bill, age 21, is a senior at the University of Texas and is active in the University of Texas Club Soccer Team (1997 National runner up).

John is a lifetime member of the CEO Club and founding member of both PAC groups in Dallas and the Super PAC. He has attended many CEO functions around the country and has visited numerous chapters. John says s big source of friends and plasure in the last 15 years has been through the CEO Club and race.

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