

Fabrication Quotes Made Easy

By Bill Bass

WANT A FAST FABRICATION QUOTE? Here are some tips from SAF to give you the quickest possible response. But first, some background information is necessary. SAF uses proprietary software for creating quotations and sales orders. Every quote is stored for potential future use and may be called up by the quote number. All customer information is stored in a database that the quoting program accesses to provide name and address information on each quote. The quickest access is via your customer I.D. which is usually the first three characters of your company name combined with your billing zip code. You can find this I.D. above your name on the mailing label of this newsletter. If this information is not available, our next look-up is via your company's primary phone number.

If your request for quote (RFQ) includes sheets, extrusions, or finishing of your metal, we can provide a faster response if those items are separated from your fabrication request. While you will work with a single Project Manager who will handle all aspects of the job for you, internally we will route the different parts of the job to other departments. It will speed the process if you will separate these different kinds of materials.

As a matter of policy, SAF does not do "take-offs" from architectural drawings. To do so would put us in competition with our clients and also assume risks with which we are unfamiliar.

The best method for ensuring a prompt

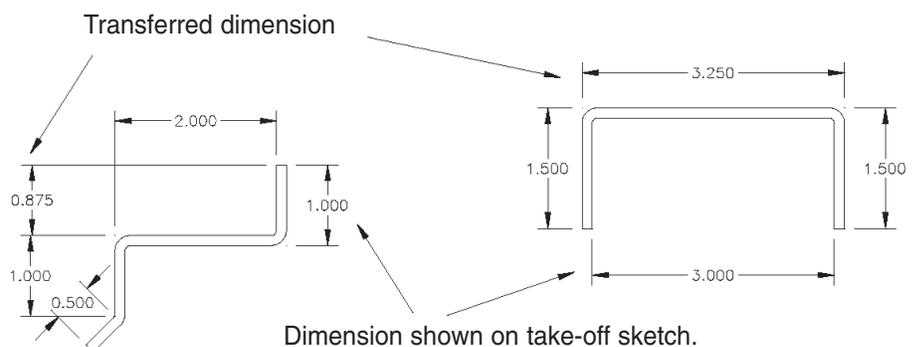
and accurate response is to provide SAF with a line drawing of the brake shape(s) desired. A hand drawn sketch is acceptable provided all quantities, dimensions, metal thickness, and type of finish are indicated for each item. If a shape could be misinterpreted, providing an isometric sketch of its application will be helpful.

Dimensioning a shape, particularly a line drawing, may become a critical issue as metal thickness increases. In calculating the girth of a shape, SAF transfers all dimensions to one side of the shape to ensure that the linear measure of the metal is accurate. SAF's quoting software generates a Cut Schedule with every quote showing the optimum yield of sheet sizes for producing the brake shape(s). When transferring the dimensions, SAF takes into account the metal thickness. For instance, if the dimension indicated on your drawing shows 1" on the backside of a turn-up of a sill made of 1/8" metal the transferred dimension will be 0.875" (7/8"). If a particular dimension is critical, *its location on the sketch is important*. If you intended the turn-up to be 1" on the inside, place the dimension there. SAF assumes that the indicated dimension is for the location shown regardless of metal thickness. (See illustration below)

SAF does not do stretch forming. However, we can create shapes to appear bent by cutting and welding. We can also outsource stretch forming if you desire.

If you are in a bidding contest, do not

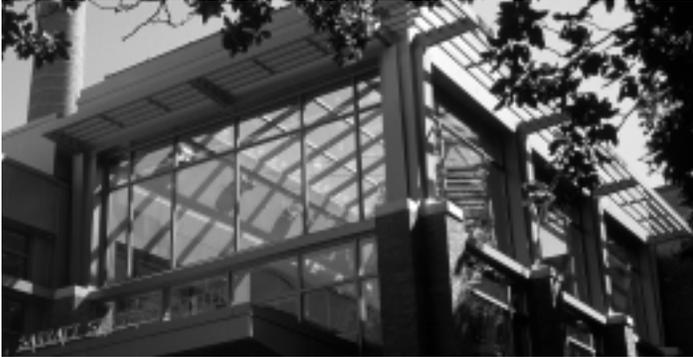
Continued on page 3



PROJECT SP TLIGHT

Alexander Metals: The Sarratt Center, Nashville, TN

By Todd Hamilton



Southern Aluminum Finishing Company strives to meet all of our customer's metal and finishing needs. Our ability to supply, fabricate and finish metal in house often provides our customers with a one-stop shopping experience.

We recently demonstrated our versatility on a job for Alexander Metals in Nashville, TN for the Sarratt Center at Vanderbilt University. The job called for us to supply three different sizes of rectangular tube, one item of sheared flat sheet and one fabricated brake metal shape. All of these items were to be painted Copper Metallic UC52408XL along with some customer-supplied U.S. Aluminum storefront extrusions. In addition to the painted items, we had to provide one size of mill finish tube, one size of mill finish angle and one mill finish brake metal shape.

Not many companies have the ability or the project management expertise to handle such a variety of items. Coordination between our metal warehouse, fabrication shop, paint shop and sales department was crucial on this job to ensure the processing went smoothly. Thanks to our outstanding team, we completed and shipped the various parts of this job and the material is now installed.

Department Spotlight

SAF's Fabrication Department: Our experience leads the way
By Richard Moore

Southern Aluminum Finishing's Fabrication Department offers a unique one-stop source for custom fabrication to meet your needs. Whether you need a gutter, a windowsill, a column cover, or any custom shape, we can help you. Our experienced production and sales staff is second to none when it comes to making your drawings a reality. SAF can fabricate metal up to 16-foot lengths and we can apply a custom color-matched paint or an anodic coating that will leave your clients impressed.

SAF is proud to have people with many years of experience working in our fabrication department. Every job is important and having employees with this much experience can make the difference throughout the processing of your job. Whether it is the cut to length line operator, the shear operators, or the brake press operators, SAF has the experience to send out quality products.

Most of our metal begins at the cut to length line operated by Darryl Davidson and with over 15 years of experience, he can pinpoint problems right away. Darryl cuts the aluminum coils down into stock size sheets and prepares them for the fabrication, anodizing, or painting. He makes sure all the metal is in good condition and that the cuts are square.

Our shear operators, Eddie Graham and Mike Lancaster take our stock sheets and cut them down to the size required by our customers for the press break operators to form the parts ordered. This is another critical point in processing where Eddie and Mike's experience totaling more than 20 years together can make or break a project. Cutting metal down to the correct cut sizes and double-checking the cut schedule is a valuable part of the overall quality system.

The final step in fabrication is where the metal is actually formed on the break presses, welded, punched, and/or riveted together.

With Fabrication Supervisor Larry Lancaster's 34 years of experience and second shift supervisor Hoang Thanh Ha's 19 years of experience, SAF can meet almost any challenge presented. Along with help from Tri Duc Nguyen, our lead press break operator with 9 years of experience, SAF can produce the high quality fabrications your customers demand with very stringent tolerances.

SAF is lucky to have dedicated employees with many years of experience. Our goal is to fabricate the highest quality metal to very high tolerances. With these employees, we can meet those goals. However we must also depend on our customers to give us the information we need in order to continually improve our quality. SAF recommends giving us comments whether it is positive or negative, as we earnestly desire your feedback. It will allow us to gain even more experience and help us to better satisfy your fabrication needs.



Key Players

By Stephanie Lovely



Sherry Kent - A Sales Leader

Sherry Kent joined Southern Aluminum Finishing Company in November of 1998 as a Customer Consultant. Sherry is a significant part of the sales team at SAF. With her positive attitude and 5 years of former experience, she has been a great contributor to SAF's sales growth.

Prior to joining SAF, Sherry worked in the printing industry in account support, customer sales, management, and human resources. She worked with Xerox servicing the Coca-Cola account and also helped develop QC procedures and systems, along with training manuals.

Sherry began preparing for a career by attending West Georgia College, earning a certification in Industrial Psychology. After 2 years at West Georgia College, Sherry transferred to Georgia Tech. At Georgia Tech she won admission to the National Honors Society in Business, Alpha Kappa Psi and graduated with honors with a degree in Industrial Management. She went on to receive accolades from Xerox including, "Regional Champion, Customer Satisfaction" in 1994, Employee of the Quarter in 1993, and Employee of the month of October in 1993.

When asked, Sherry said that she likes her job best because it is challenging and every project is unique. "It's like putting pieces of a puzzle together". Some of the projects she has contributed to in the past are:

- Navel Base Housing, Puerto Rico; Alutech Corporation
- Sardis Dam Guardrails, Sardis Mississippi; Tennessee Valley Authority
- Tri-Rail Station, Fort Lauderdale Florida; Fry Reglet Corporation
- Midwest General Metals, Michigan City, Indiana; Superior Aluminum Products Inc.

Outside work Sherry enjoys biking, boating, traveling, and playing the piano. She is a proud mother of a 3-year-old son, and is involved in the community outreach program at her church.

With all of her hard work and dedication, Southern Aluminum Finishing Company is proud to have Sherry Kent as one of our customer sales representatives.

Continued from page 1

hesitate to discuss cost cutting options with SAF. SAF's original quotes are usually based on certain assumptions that may be altered as the project progresses. For instance, SAF provides several thicknesses of "clear anodized" coatings. The cost decreases as the coating gets thinner. While product application should drive the coating requirement, SAF is not always provided with the product application and may assume a higher requirement than necessary.

When sending us Purchase Orders, please reference the quote number we provided to you. If the quote is more than thirty days old, try to include a set of the original sketches with the purchase order. If any elements of the original quote have changed, they should be noted. SAF will re-quote the order based on those changes.

While determining an accurate color match and racking points are usually reserved for the actual order, preliminary information regarding these items provide a better understanding of your requirements. For instance, indicating the area to be painted may have the effect of reducing the price quoted.

Occasionally SAF's customers request that we provide an itemized quote or several versions of the same quote. An important point to consider when reviewing these quotes are the minimum charges SAF requires for any job. The "per item" price will increase as total quantity decreases. Combining your requirements is far more cost effective for you and SAF.

Unless your RFQ is particularly large or complex, SAF expects to provide you with a 24-hour response. Same day service may occur in some instances but should not be expected. Adequate lead-time to properly understand and prepare a custom fabrication quote is appreciated. Thank you for your business!

Birthdays

GLENN GARVETT	09/29	DALE NEVITT	11/08
TRUNG QUOC LE	10/02	ELIZA MCCLATCHEY	11/11
HUY TRUNG TRAN	10/04	JOSHUA SHARP	11/15
DAVID P LEAF	10/07	LAVON FORD	11/22
TRI DUC NGUYEN	10/12	DOYLE GRAHAM	11/25
MARVIN COMPTON	10/14	LARRY LANCASTER	11/30
CHINH VAN THAI	10/15	BRENT SHOLL	11/30
GOITOM T HABTEZGHI	10/15	ANITA THOMPSON	12/07
DARRYL DAVIDSON	10/17	LAI VAN TRUONG	12/13
BA VAN DINH	10/19	WALTER GRASMEIER	12/16
GIANG THANH NGUYEN BUI	10/22	TUAN HOANG HO	12/17
ANTHONY EGNEW	10/23	REGINALD PEEK	12/23
HERMAN PRINCE	10/25	NHAN HUU TRAN	12/31
LOC BA NGUYEN	10/27	MINH CONG TRAN	12/31
NGOI VAN PHAN	10/30	HAU VAN TRAN	12/31
SCOTT JONES	11/05		

HAPPY ANNIVERSARY

LONG VAN PHAM	10/12/95	5 years
TAM THANH MAI	10/24/95	5 years
MAURICE BADAWY	11/27/95	5 years
EFREM TSEGAI TEARE	12/11/95	5 years
PATRICIO PONCE	7/31/95	5 years
NATE JOHNSON	7/30/85	15 years
DARRYL DAVIDSON	8/15/85	15 years
DELORES GALLOWAY	10/16/80	20 years



1581 Huber Street N.W., Atlanta, GA 30318-3781

ADDRESS SERVICE REQUESTED

Pre-Sorted
First Class Mail
US Postage
PAID
Permit # 3207
Atlanta, GA

NEWEST Additions & Announcements

Southern Aluminum Finishing Company welcomes Glenn Garvett to our sales team. Glenn joined SAF at the end of July as a Customer Consultant. Glenn has B.S. in Marketing and Management from the University of South Florida and an MBA from Georgia State.

We also welcome Anthony Egnew. Anthony joined SAF at the beginning of July as our Inventory Controller. Anthony is a recent graduate from Southern Polytechnic State University and has a B.S. in Business Management.

Finally we welcome Bob Simard to SAF as our Plant Chemist. Bob is originally from Vermont and has lived in Georgia for about two years. Bob has a B.S. in Chemical Engineering from the University of New Hampshire.

The annual Southern Aluminum Finishing Company employee picnic will be held on October 28, 2000. The picnic will again be at the Atlanta Water Works Lodge. Walter and Todd will again be cooking for this event. Volunteers interested in helping cook, set up or plan activities will be welcomed.

Congratulations to Larry and Linda Lancaster on the birth of their grandson, Austin Tyler Jennings. Austin is the son of Craig and Tracy Jennings and was born on June 29, 2000, was 19" long and weighed 6 lbs 9oz.



What's Inside

1. Fabrication Quotes Made Easy
2. Project Spotlight Department Spotlight
3. Key Players Birthdays/Anniversary
4. Newest Additions & Announcements

