

WAREHOUSE RENOVATION

By Penn McClatchey



SAF renovated their sheet and extrusion warehouse in April 2002. This historic metal warehouse renovation was SAF's first in over thirty-five years. The purpose of the renovation was to help SAF offer 1-day service on anodized extrusion orders. It has also profoundly improved the quality and accessibility of our sheet products.

The new warehouse system was designed and installed by Design Storage and Handling out of Fredericksburg, VA. The racks were manufactured by OHRA-Geschichte and the forklift was made by HUBTEX Maschinenbau GmbH & Co. Both Ohra and Hubtex are German firms. The racks were installed for easy access to our racking, packing and fabricating facilities. The forklift is specially designed to handle heavy loads yet slide down narrow aisles to maximize material storage. The forklift runs on an electric motor, which is charged on 3rd shift.

The warehouse crew did an outstanding job of working during the renovation. Shipments continued uninterrupted while the contractors installed the racks. This required extensive coordination between our Production and Maintenance Departments. The sales department extends its congratulations to all the hard-working SAF personnel that made this renovation happen without disappointing a single customer.

With the new warehouse system in place, SAF can now ship orders for mill finish, anodized and cut-to-length extrusions

the next business day. Indeed, our Next Day Out Extrusions Service is the only such comprehensive service for rapid turn-around of quality aluminum extrusions in the U.S. and maybe the world.

With the Next-Day-Out extrusion program the sales department takes orders on weekdays up until 4:30 PM. Extrusions are pulled from inventory and anodized on 2nd shift between 3 and 11PM, and then packed on 1st shift the next morning. SAF ships material from coast-to-coast. Our delivery times range from one day in the southeast to as much as five working days to California. Many of our western customers are surprised to find that SAF's extrusions and sheet products typically reach them in less than a week.

Customers may also place orders for the Next Day Out Extrusions Service anytime on SAF's website at <http://www.saf.com/safmetal.html>. Orders will be processed Monday through Friday, except during holidays.

"SAF is one of the few sources in the world with such a deep inventory of aluminum extrusions located next to an anodizing line," says President John McClatchey. "For decades customers have relied on SAF for exact quantities of custom anodized aluminum extrusions. With our fast and easy Next Day Out Extrusions Service we hope to increase customer loyalty while giving new customers a reason to experience SAF's excellent customer service."

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With our ability to ship stock extrusions anodized to order in 24 hours combined with our investments in fabricating and our website, SAF grants unparalleled access to anodized aluminum to our customers. This unsurpassed level of service helps our customers get the metal they need when they need it.



Glazing contractors, architectural specifiers, design engineers, and metal service centers, among others are expected to take advantage of our overnight service. We can help avoid project delays that plague commercial construction projects without undue stress and strain on anyone.

A Familiar Face Joins the SAF Team

By Glenn Garvett

It is always good when a quality player joins the team. And so we welcome Tom Hall to Southern Aluminum Finishing. Tom, who was once a Production Manager with SAF, is rejoining us as an Account Manager. He will be covering the western region, calling on glass and glazing contractors, door manufacturers and other building product suppliers.

Tom was a key figure in SAF's finishing operation for 10 years. His knowledge of aluminum and aluminum finishing will be of great value to our customers. He believes in providing strong customer service and maintaining quality control. David Yancey, senior account manager, will introduce Tom to his region.

Tom is married and has two daughters. He graduated from Duke University and has lived in Atlanta for 25 years. He has a varied

background working with the City of Atlanta in economic development and as a plant manager for a Georgia foam fabricator. For the last five years he has been the owner and operator of Atlanta Tree Service, Inc.

Southern Aluminum Finishing is excited about adding Tom Hall to its existing sales force. We welcome him back to the SAF team.



Perimeter Systems News

A 24-page Press-Loc Series Technical Manual will be printed and distributed to approximately 3,000 roofers and general contractors the first week of September. Perimeter Systems is reintroducing the Press-Loc Gravel Stop and Press-Loc Coping products to the marketplace.

Later this Fall, also look for a mailing giving Perimeter Systems customers a chance to win a free steak. There will be a reply card for customers to mail back in for more information on the product line, as well as the Omaha Steaks awards catalog. Once product is

purchased, customers can redeem their Omaha Steak premium incentive. Perimeter System's customers will receive one Omaha Steak Buck for every \$500 worth of Press-Loc Gravel Stop or Press-Loc Coping ordered.

Look for the Perimeter Systems booth at these upcoming shows this fall:

- AIA Building Virginia -- Nov. 7-8, 2002
- AIA Build Boston -- Nov. 12-14, 2002



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NEWEST Additions & Announcements

Congratulations to the Charlotte plant for achieving a record month of sales in July. Keep up the great work!

We would like to bid farewell to Melanie Lakin. Melanie worked as the sales department intern this summer and returns to the University of Georgia this fall to continue with her degree. We will miss you.

Welcome Ben Huisman to SAF. Ben has a degree in Mechanical Engineering from Georgia Tech and will be working with the fabrication estimation department doing CAD drawings.

Our sympathy goes out to Dave Yancey and his family. Brian Daniel, Dave's 28-year old son-in-law, passed away suddenly in August. Our hearts go out to the Yancey and Daniel families in this trying time.

Congratulations to Reynolds McClatchey and Ronnie Hull for successfully installing a new email server without interrupting our email service. This is a complicated process and they should be commended for managing this seamless transition.

The annual SAF company picnic will be held on November 2, 2002 at the Water Works Lodge. Volunteers are welcomed. Contact Todd if you are interested in helping.

What's Inside

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Do not forget about SAF's new Customer Service Website. The site enables customers to place sheet and extrusion orders, check order status and even obtain shipment tracking numbers. Point your browser to <http://www.saf.com/safmetal.html> to access the site.

