

Flat Rolled Metals Supply Management

for
Manufacturers



for
Service
Centers

for
Success



The Best Metals Supply Partner You Can Have Who Doesn't Sell Metals

Would you like a *Supply Chain Expert* optimizing every aspect of your flat rolled metals processing, storage and inventory, quality control – even *packaging* – while you retain complete control of the price and terms you pay for the material?

We Are That Expert. We're The Material Works - TMW.

Our customers enjoy the flexibility of being in charge of the material buy and putting us in charge of everything else. In fact, they use the *TMW metals management capabilities* as strategic tools to improve their bottom line. That toolkit includes:

- the premier metals processing systems in the industry
- meticulous, ISO-certified Quality Control procedures/records
- real time inventory and order status at your fingertips
- dedicated account managers who fully understand your needs
- ultimate logistics flexibility – *road, rail, barge* – plus climate-controlled storage

It used to be called toll processing. Not anymore. The people of TMW have evolved that rather limited idea to encompass *complete management of your flat rolled metals supply chain* – from the time your coils leave the mill, until they hit your manufacturing floor as sheets ready to be made into parts or products.



The TMW Team is
ready to serve.

TMW Helps OEMs and Manufacturers Succeed

When manufacturers rely on TMW, smart material management involves two steps:

Step 1 - Purchase: The manufacturer negotiates the material buy - for the specs they need, the volume they want and the best price they can get, whether mill-direct or from a service center partner. *Here we offer our coil optimization software to evaluate how overall material or carrying cost might be reduced.*

Step 2 - Process: The material ships direct to TMW at the designated time. There it can be inventoried (saving space at the manufacturer's facility) or immediately processed: *slit, leveled, cut-to-length, SCS cleaned . . . even punched or laser cut.* Each processing run is QC inspected for dimensional accuracy and surface quality, then packaged and released to ship or stored for JIT delivery on the designated schedule.

We'll even handle the unpleasant stuff like filing the mill claims, coordinating mill rep visits and handling all claims communication/information exchange.

The InSite Advantage

TMW customers get the complete picture of material assets we manage for them, at any time, from any PC with an Internet connection. How? Simply login to the InSite system, our on-line materials status portal.

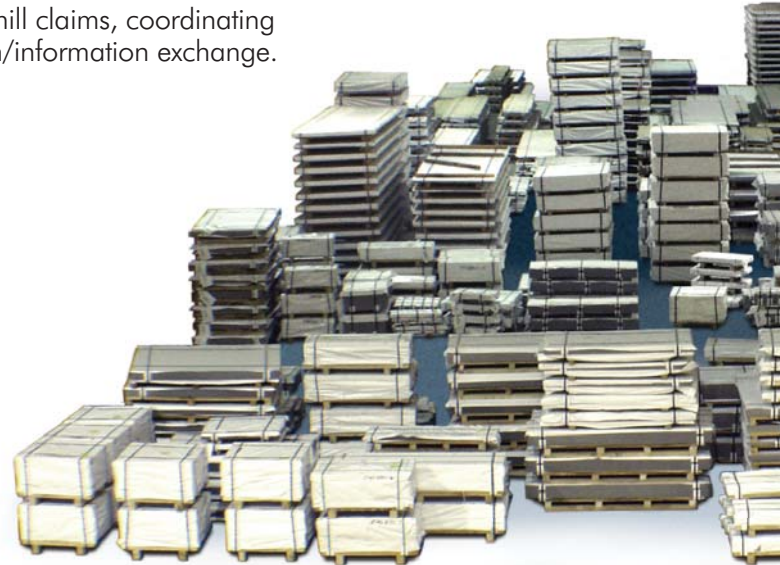
This secure window into current inventory (yours or your customers) is powerful, yet easy to use. InSite gives a complete accounting of your stacks or coils on hand, including dimensions, mill source, QC notes and status (in process, released for pickup, etc.). You can even download all the records to your PC as an EXCEL file.

You can release jobs for shipment right from the InSite screen, adding your own notes or instructions that your TMW account executive will implement and confirm.

| Ship | Cust No | Job No | Lbl No | Coil No | Supplier Part No | Customer Part No | Material | Thick | Width | Length | Pcs | Act | St |
|--------------------------|---------|---------|--------|--------------|------------------|------------------|----------|--------|-------|--------|-----|------|----|
| <input type="checkbox"/> | SCS510 | 1491403 | 1 | 521445-64 | | | SCS | 0.0386 | 36 | 70.75 | 49 | 1490 | |
| <input type="checkbox"/> | SCS510 | 0869902 | 1 | 802402 | | | SCS | 0.096 | 48 | 24 | 49 | 674 | |
| <input type="checkbox"/> | SCS510 | 0393403 | 7 | 270404-0 | | | SCS | 0.106 | 48 | 120 | 20 | 3478 | |
| <input type="checkbox"/> | SCS510 | A893401 | 1 | LNK | | | P&D | 0.11 | 48 | 96 | 11 | 1636 | |
| <input type="checkbox"/> | SCS510 | F104401 | 1 | MULTIPLE | | | SCS | 0.13 | 24 | 36 | 6 | 161 | |
| <input type="checkbox"/> | SCS510 | 078004 | 18 | 08127609A1B1 | 4228-00 | 4228-00 | SCS | 0.13 | 24.5 | 17.75 | 25 | 405 | |
| <input type="checkbox"/> | SCS510 | ED73001 | 1 | HSM00426431 | | | SCS | 0.242 | 30 | 24 | 2 | 170 | |
| <input type="checkbox"/> | SCS510 | 0479504 | 13 | 263444 | HON | 2469-00 | SCS | 0.375 | 13.5 | 12.125 | 29 | 504 | |

"TMW's Internet access to inventory is the best tool of its kind that we've seen."

- Arnie Koldenhoven, President of Arrowhead Steel Company



Decoupling Purchasing From Processing Gives You A Powerful Advantage.

You can buy flexibly from multiple sources. Buy from offshore suppliers. Even take advantage of attractive one-time buys that come along, while resting assured that your processing will always be done consistently, to the highest standards in the industry.

Plus, we give you a single point of contact and 24/7 'InSite' into status, schedule and QC records of your stock. *Materials management just doesn't get any easier than that.*

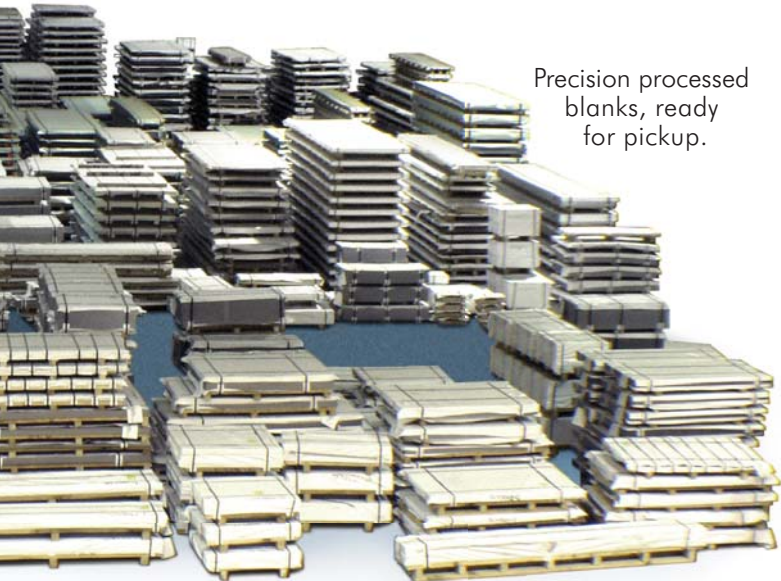
Changing Suppliers Doesn't Have To Mean Losing Ground When It Comes To Processing and Managing Your Material.

Keeping TMW on your team retains the TMW account manager - our 'knowledge bank' of your standards, interfaces, logistics and QC requirements - serving you no matter where your next coil comes from.

TMW Helps Service Centers Succeed

Successful service centers seek to 'extend their reach' in both geography and capability, without adding to overhead or other non-value-added costs. Partnering with TMW helps achieve that goal.

Service Centers strive to meet customer needs while making shrewd material buys. However, when customer requirements change or new customers pose demands that can't be satisfied with in-house processing equipment or information systems, it often doesn't make sense to acquire new, more capable equipment. *But it still makes sense to serve that customer . . .*



Precision processed blanks, ready for pickup.

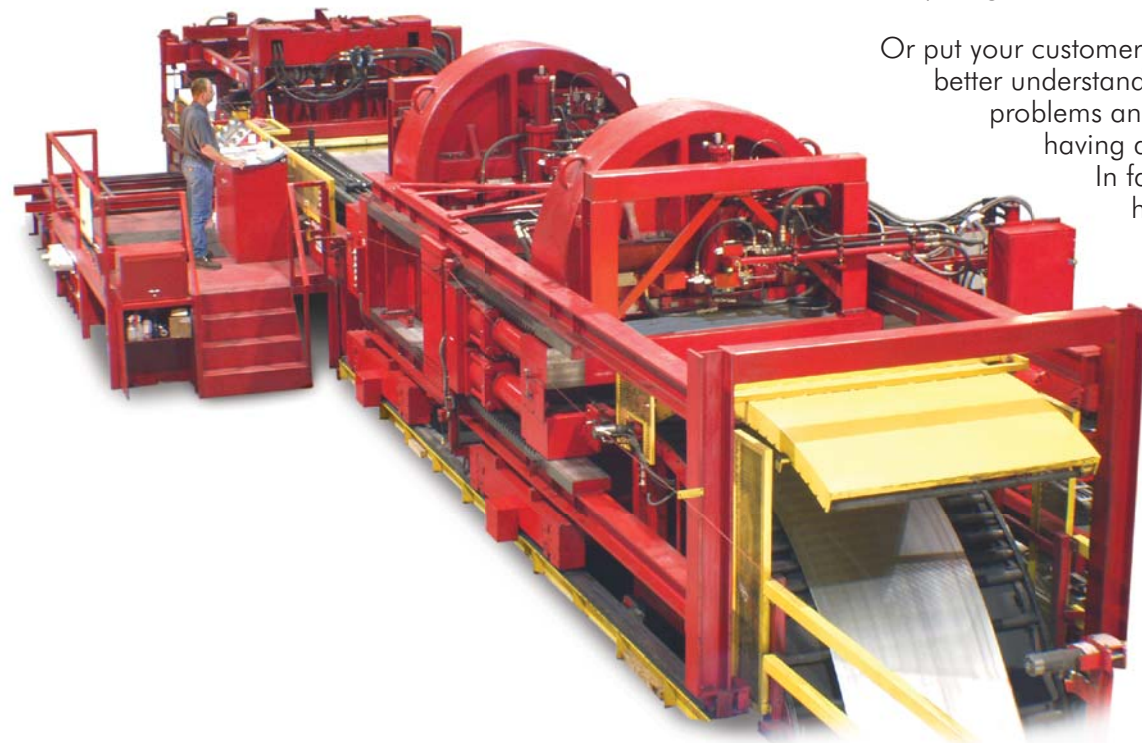
That's where TMW comes in. With an unrivaled array of the industry's most precise, productive flat rolled metal processing equipment, we extend your capacity and your capability to meet the most demanding customer requirements.

TMW also unburdens service centers from the myriad of details that go with managing material, from the time coils leave the mill until they arrive as approved, processed stacks in the customer's receiving bay. We take on all inventory and QC compliance/records management, even filing mill claims on your behalf. We'll even track your customer's historical metals usage patterns to help you intelligently plan future mill buys.

We Lower The Cost To Serve Your Customers While Offering A Flexible Interface.

TMW can stay 'in the background' while your own personnel use the InSite system to retrieve customer inventory and status. We'll even package material using your paper wrap, tags and tracking codes.

Or put your customers and TMW 'face-to-face,' so we can better understand customer requirements, better solve problems and respond to questions faster. It's like having a branch location in southern Illinois. In fact, some service centers will tell you having TMW on board is an advantage that helps them retain customers.



TMW's Stretcher Leveler gets material flatter than temper pass, leaving it able to achieve 1/4 of ASTM A568 Table 15 tolerances *after* laser or plasma cutting.

Flexibility to Manage Freight Costs



Freight/fuel charges are a challenge to steel users. Many are 'locked into' supply contracts where these factors put them at a disadvantage. TMW may hold the key to **unlock** that problem.

We offer ultimate flexibility, accepting shipments by road, rail and barge. Barge loads of coils come from around the world to our dock and into our climate-controlled storage, and never touch a truck. But if truck is the mode of choice, it's good

to know that TMW is near the crossroads of four major interstates, just a short haul from the mills of Granite City, Illinois and within an 8-hour drive of 50% of the country's steel making capacity.

We also offer ultimate storage flexibility. Your plans are to consume steel, not store it, but it's good to know that, as a contingency, TMW can store your material, at reasonable rates, in an environmentally controlled facility.

The Industry's Most Capable People

Experience Matters. The average TMW production employee has been on the job for seven and a half years. During that time they receive 500 hours of training.

Our greatest asset is our employees. When all is said and done, they are the reason top-tier customers trust us to do their processing year-after-year. Here's what a few of those customers have to say:



"TMW has consistently delivered on time, with a high level of quality and simply great communication. Thank you for all your help."

- Martin Millerbernd,
Steel Buyer for
Lozier Corporation

"TMW has great equipment and facilities, but it's also refreshing that their service matches the high quality of their product."

- Chuck Zinnecker,
Production Manager for
ThyssenKrupp-Omni



"TMW has been an integral part of our success for years. Together, we've launched programs to reduce costs and maximize efficiency, while always maintaining excellent quality."

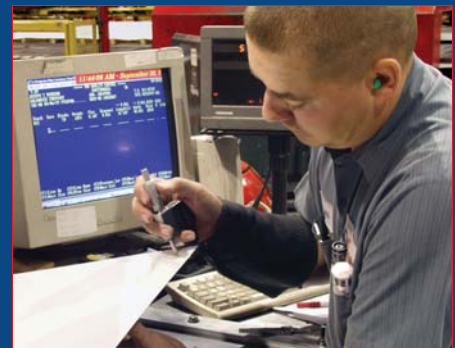
- Travis Koehler, Sr. Quality Engineer,
Ingersoll Rand Climate Control



A Culture of Continuous Improvement

The TMW culture of quality goes well beyond our ISO9001:2000 certification. It guides our actions and decisions. Employee training is thorough, frequent, procedure-based. Bonus payments - made to all employees - are based, in part, on improvements in quality.

On the floor, incoming material is inspected prior to processing and any deviations must be customer-approved for the job to run. Every processed coil and stack must be inspected and signed off, and its QC record is permanently retained at TMW after it leaves our plant.



Detail is everything to the people of TMW, because it is everything to our customers.

When you select TMW for your metals supply management, you put our capable, dedicated people on YOUR TEAM, working to EXCEED your expectations, IMPROVE your competitiveness and OPTIMIZE every aspect of your flat rolled metals supply chain. That's why our mission statement reads:

The people of The Material Works are dedicated to providing a level of toll processing that makes it impractical for our customers to process for themselves or for others.

The Industry's Most Advanced Processing Equipment

Capable people should have good tools. TMW has the best.

TMW's coil processing equipment is built by Red Bud Industries – top choice among service centers. It holds the tightest tolerances, applies greater automation for repeatable setups and has unbeatable uptime that avoids delays in processing your job. It's all located in our modern 306,000 ft² climate-controlled facility.

Our coil processing/fabrication capabilities are summarized below. For details, visit www.thematerialworks.com.

Coil-to-Coil Slitting

Advanced 80" high speed slitter has integrated post-slit roller leveling, a floating slitter head so we won't induce camber, plus an Avon packaging line.

- 0.010" - 0.187" (tensile to 60K)
- 0.187" - 0.250" (tensile to 50K)
- to 80" wide, 80,000 lbs, 84" OD

Multi-Cut Blanking + Roller Leveling

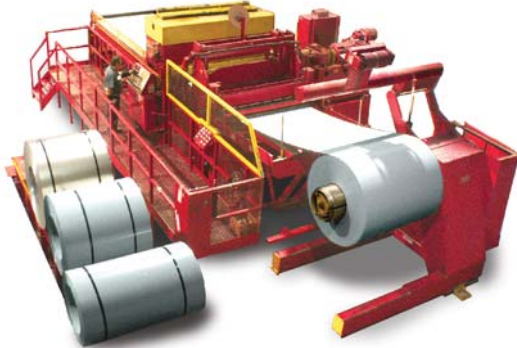
These two lines, 10 & 12 gauge, each handle "surface sensitive" material and have in-line slitting.

- 0.010" - 0.135" thickness
- to 74" wide, 60,000 lbs, 84" OD
- number of blanks per strip:
3 for 10 ga., up to 10 for 16+ ga.

Multi-Cut Blanking + Stretcher Leveling

10 gauge line, with in-line slitter, produces stress-relieved blanks that are flatter than temper pass.

- 0.010" - 0.142" thickness
- to 74" wide, 50,000 lbs, 84" OD
- number of blanks per strip:
2 for 10 ga., up to 6 for 14+ ga.



Multi-Cut Blanking of pre-painted coils

Cut-to-Length with Roller Leveling

The full width CTL line is exceptionally fast and accurate.

- 0.060" - 0.250" thickness
 - to 74" wide, 62,000 lbs, 84" OD
- The narrow width line is very economical for narrow coils.*

- 0.010" - 0.250" thickness
- to 24" wide, 12,000 lbs, 66" OD

Cut-to-Length with Stretcher Leveling

Unique line produces stress-free sheets flatter than temper pass and up to 320" long.

- 0.043" - 0.312" (tensile to 80K)
- to 0.375" (60" wide, tensile 50K)
- to 74" wide, 80,000 lbs, 84" OD
- 0.312" edge trim, 0.250 - 2"/side

Laser Sheet Cutting

- 4000 watt optical laser
- mild steel to 0.750" thick
- 60" x 120" max sheet

EPS® Strip Pickling

Eco Pickled Surface is a 'green' alternative to acid pickling. EPS is tension leveled, rust-inhibitive and can be stored rust-free with no oil. EPS replaces HRPO, pickled dry and hot roll black.

- 0.030" - 0.250" thickness
- to 74" wide, 60,000 lbs, 84" OD

Turret Punch Press

- 33 ton punching force
- mild steel to 0.250" thick
- 60" x 100" max sheet

CNC Press Brake

- 110 ton forming pressure
- mild steel to 0.218" thick
- 72" x 122" max sheet



EPS 'mechanical pickling' of hot band coils

EPS® is a registered trademark of The Material Works, Ltd.



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www.TheMaterialWorks.com

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