

Vince Kostelnik

From: Customer Service [customerservice@weldaloy.com]
Sent: Monday, June 04, 2007 10:23 AM
To: Vince Kostelnik
Subject: Vertically Integrated to be your Single-Source | Weldaloy



VERTICAL INTEGRATION

What is Vertical Integration?

Vertical integration occurs when a company brings all the operations to produce your parts in-house, resulting in increased quality, faster and more reliable delivery, and increased convenience. In this case, it means you only have to go to one place for copper forgings: Weldaloy, your Single-Source.

Weldaloy brings your products from raw material to forging and heat treating, through rough or finished machining, and then shipped right to your door.

The Benefits of Vertical Integration

- **Increased Quality** | In 2006 Weldaloy shipped 21,532 parts and only 19 parts were returned for further inspection. That's a Quality record of 99.9%. By having all of our processes controlled and maintained in-house, you eliminate the potential problems of using multiple suppliers.
- **Shorter Lead Times** | Shipping products to multiple locations not only extends lead time, but increases cost without adding value. At Weldaloy we cut out the non-value added costs by performing the functions in a single location.
- **Reduced Delays** | Vertical Integration eliminates unplanned delays by centralizing control over the development process. Look at our delivery record: 97.5% of the time we deliver when promised. When we miss, it's only an average of 3.5 days. Additionally, 92.4% of the time, we deliver to customer's initial requested date.
- **Convenience** | Centralizing control means less work for you. There's no need to coordinate multiple suppliers with Weldaloy. Convenience for you means one call.
- **Saves You Time** | Don't waste any more time trying to bring it together on your own. Weldaloy can handle your job from start to finish --- from raw material to shipping.

Vertical Integration at Weldaloy



Raw Material

Weldaloy commonly stocks over \$4 million of raw material in over 17 alloys in various shapes and sizes to help ensure quick turnaround when you need it. That means faster quotes, shorter lead times, and quicker delivery to you. See all [commonly stocked alloys](#).



Sawing

While sawing non-ferrous materials is not "rocket-science", you must control the speed, feed rate and pressure to effectively and efficiently process them. We have developed optimal matrix patterns for all the materials we process to eliminate mistakes, save you money, and keep your project on schedule.



Forging

Forging is the heart of our Vertical Integration process, whether you need open die, closed die or precision rolled rings. We can forge material for an existing product or for a newly designed product. Talk to us about which method will deliver the right material properties for you.



Heat Treat

Regardless of your heat treating needs, our ability to handle your needs in-house means Single-Source convenience. Since it's all done in-house, you get increased quality, faster delivery, and process consistency. Our services include annealing and or stress relieving, quenching, and solution annealing.



Testing

Along with two coordinate measuring machines (CMM) and a full range of dimensional inspection equipment, we can test for mechanical properties, grain size, hardness, and conductivity. Non-destructive testing (dye penetrant, ultrasonic, and radiographic) rounds out the services we can provide.



Machining

Weldaloy has over 20 turning and machining centers, the majority of which are state-of-the-art CNC operated. We can provide rough machining with stock allowance for your final machining operation, or we can machine your products to meet your drawing requirements.

Vertical Integration saves you time, energy and money

Link up to our [On-Line Quote Configurator](#) now and request a quote from your Single-Source supplier - Weldaloy Products Company.

Not ready for a quote yet?

Visit our [Resource Center](#), get valuable [FREE reports](#) or review material property lists for your next project.

3 Easy Ways to Order from Weldaloy

- Phone - 1 (888) WELDALOY (935-3256)
- Fax - (586) 758-5049
- Internet - weldaloy.com

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