

Success Stories

Plumbing Industry

Application: PEX Tubing

Need: Industry needed a fast remedy for competitor-provided parts failing in the field.

What We Did:

- Developed new passivation process that quickly, safely and permanently removed lead, the source of the problem.
- Quickly collaborated with raw materials suppliers to develop a new lead-free alloy to provide short and long term solutions to the industry.

Results:

- Our customers began retrofitting faster than their competitors, securing a greater market share in two distinct market segments.
- Solving end-user problems with fast, smart innovations added to the awareness that our customers were fast becoming leaders in their industry.
- Profits for our customer increased yielding a substantial ROI.



We believe these application examples best describe why we do what we do. We aim to be that multiplier of competencies for our customers, bringing alloy development far beyond the capabilities of other parts suppliers.

Always A Part of Something Bigger.SM

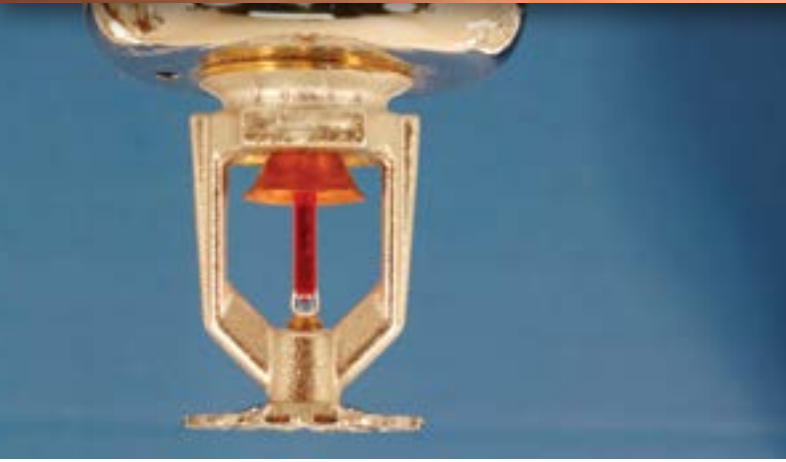


ANDERSONFITTINGS

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Fire Suppression

Application: Overhead Sprinkler Systems

Need: Prospective customer seeking a new supplier to perform to very tight specifications.

What We Did:

- Went beyond the expected and suggested adjusting the alloy composition.
- Researched customer ordering patterns to ensure effective use of working capital.

Results:

- Lowered Days-to-Ship by 23% due to reduced set-up costs.
- Provided creative inventory reduction solution that increased customer inventory turns by 42%.
- Customer gained a new, reliable supplier able to provide customized, innovative solutions.



OEM Customer

Application: Copper Stub-Outs

Need: Existing customer looking to counter off-shore and quality issues for a component not previously manufactured by AF.

What We Did:

- Developed new process to manufacture a pre-assembled part.
- Performed complete FEMA review and analyzed prior field failure complaints in order to design out deficiencies.
- Invested in capital equipment to perfect new manufacturing process.

Results:

- Customer achieved 6 month ROI.
- Partnering with a domestic supplier considerably reduced carrying costs .
- Lead times cut in half while realizing a cost savings of more than 10%.
- PPM running at six sigma levels.