



2nd Quarter 2008



Sapa Railing Systems Newsletter

2nd Quarter

Letter from the Editor



During these uncertain economic times it is important to protect your market share. One way to do this is to increase the range of products and services provided to your customer base. This will ensure a greater opportunity for a diverse range of projects.

Special points of interest:

- DJC's 2008 Top Project Winners!
- Highlighted Capabilities
- **New Stocking Product: Anodized Cable Railing**
- New Team Members

During the second quarter of 2008, our Sapa Railing team has come together to provide you with unique business solutions. Sapa has launched a new line of ornamental fencing and is in the process of launching a new anodized cable product that we will carry in stock. As usual, these ideas came from you, the customer! As a valued customer, please feel free to let us know any product development ideas. We listen!

Sapa ranked 4th out of the Top 25 Foreign-Owned Companies in the *Portland Business Journal's 2008 Book of Lists*. This means Sapa is a large company with many diverse capabilities. Moving forward, each newsletter will now devote a page outlining at least two of Sapa's capabilities. Stay tuned!

As always, I look forward to helping you grow your business in 2008 and my door is always open! Please remember that prior newsletters are kept on the railing website www.sapagroup.com/us/profiles for easy reference.

Sincerely,
Alyssa Stibolt
Marketing Manager

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NEW Distributor Marketing Materials

Sapa Railing Systems understands that to be able to sell our product you require the necessary materials. This is why we are working hard to continually update and create new materials that will prove beneficial to your business. Some materials that have been recently created include:

- **Marketing Binders**

The marketing department has created Residential Marketing Binders available for those that need them. Included in these binders are pricing information, ordering information, installation instructions, engineering stamps and much more. Please let us know if you are in need of an updated binder. Please limit one per company. Distributor materials are available for print at: www.sapagroup.com/us/profiles/railings



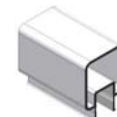
Top Rail 200



Top Rail 999



Top Rail 375



Top Rail 100



New Stock Product!

Clear Anodized Cable Railing



Over the past year we have seen an increased number of Clear Class One (CC1) anodized cable railing projects. Currently any anodized projects have a 4-6 week lead time and an additional cost. Sapa wants to streamline this process and add CC1 anodized railing to our current stock. This will decrease both the lead time and your cost!

To begin, Sapa will stock CC1 anodized Top Rail in our 200 series (flat top) and both 36" and 42" heights. We will also stock pre-drilled posts. This product will be added as a standard product with standard pricing. Announcements will be made when

this product is available. Anticipated launch time is beginning of August.

.....More to come!



Successful Product Launch!

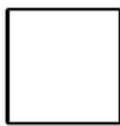
Sapa Ornamental Fencing Product

The beginning of May marked the launch of Sapa's new Ornamental Fencing product line. Please keep in mind that each customer service representative is fully trained on the material and are ready to furnish your fencing project needs. Sapa's fencing product is ideal for pool surrounds, playgrounds, schools, businesses or residential homes. Ornamental fencing comes in three different design options: closed top rail, punched finial and ornamental finial.

For a quote, please include the total lineal ft., fence height, design and color desired. Please contact customer service for questions, **503-802-3467** or Email sapa-inc-rail@sapainc.com.



Black



White



Closed Top Rail



Punched Finial



Ornamental Finial

Privacy Screens and Divider Panels

Divider Panels or Privacy Screens are an economical way to divide a balcony, patio or for use in place of a residential fence. Divider panels and privacy screens are an economical and modern way to provide a building occupant or resident with a discreet space. Aluminum frames are incredibly light compared to steel which eases the installation of large panels. Each panel is easily customized per project. Our modern designs feature the safety of tempered or laminated glass, the sturdiness of our aluminum frames, and the assurance that our product will stay attractive for decades to come. Contact us for more information.



Customer Service 503-802-3467 or Email sapa-inc-rail@sapainc.com



Introducing Tue Lee, Assistant Project Manager

Ms. Lee started with Sapa in June of 2008. Tue came to us with six years experience doing both commercial and residential drafting. Tue was hired as the Assistant Project Manager in the Architectural Products Group and is responsible for organizing and making sure each project has a seamless flow. Continuing education is important to Ms. Lee so she is currently taking classes at Portland Community College for building inspection and AutoCAD. Sapa welcomes Ms. Lee!

Introducing Kira Noordwijk, Summer Marketing Assistant

Kira Noordwijk began her summer internship this past May. Kira just finished her Freshman year at Washington State University (Go Cougars!). Ms. Noordwijk has chosen to spend her summer working as an assistant for Fabricated Components. Kira is spending a majority of her time working on projects for the Marketing department, but has shown a great interest in other areas of the company. Ms. Noordwijk's passion is in animal science and she is studying to become a veterinarian.



Introducing Craig Allen, New Project Manager

Recently, Craig Allen has been promoted to an Architectural Products Project Manager. Mr. Allen has devoted 19 years to Sapa. Needless to say, Craig is incredibly knowledgeable with Sapa's capabilities and personnel. Craig started in the extrusion facility and worked on the press lines until July of 2004. Due to shoulder surgery, Mr. Allen was moved to light duty at Fabricated Components (FC). At FC, Craig was responsible for the machining division planning and engineering and became the Quality Manager for the Assemblies division. Last year, Craig became involved in Production Control for the Architectural Products Group. Craig is especially focused on maintaining efficiencies and coordination between Sapa locations. As a Project Manager, Craig ensures that each phase of a project runs smoothly and shipped to the job site correctly and on time. Please welcome Craig in his new role!

Quick Reference: Procedures

- 1.) Sapa Delivery: Due to the increased price of fuel Sapa has implemented a \$10 fuel surcharge to all deliveries.** Each delivery is a \$50 charge. Deliveries may not exceed **40 miles** from our plant. Any deliveries outside our delivery range will be a freight or shipping charge.
- 2.) Touch Up Paint Orders**—Due to UPS and FedEx policy we can not ship spray paint overnight. Any spray paint orders must go UPS or FedEx ground. Thank you for your patience when ordering this product.
- 3.) Customer Service & Will Call Hours:** Monday thru Friday from 7– 11:30am and 12:00—3pm.
- 4.) Will Call Orders:** Please remember that we will hold will call orders for a maximum of **7 Days**. Unless otherwise instructed, after seven days we will need to restock the order to make space for new orders. You will be charged a 25% restocking fee.
- 5.)** When returning material, please note that if you would like Sapa to pick up the returned material for credit you will incur a delivery charge and \$10 fuel surcharge.

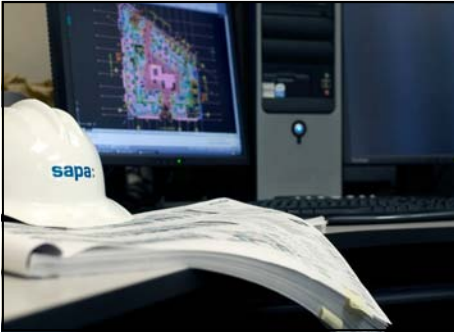


New Section! Sapa Profiles, Inc. Capabilities



Each quarter we will begin to highlight a few of Sapa Profiles, Inc. capabilities. The purpose of this new section is to inform our customers of Sapa's overall capabilities and expertise. While each capability might not directly relate to your business, you just might find a hidden secret that could help you gain an advantage in the market!

In House Capability: Custom Products and Manufacturing Engineering



Sapa has an unprecedented commitment to the development and manufacturing of our customers products. Sapa's expertise entails a vast knowledge of aluminum profiles and fabrication. Our customers are experts within their product area. **With Sapa's innovation, creativity and access to the most advanced technology we help our customers create distinct product solutions.**

Sapa utilizes an in-house die facility, which includes die designers, die fabricators, and engineers. The design and drafting team is ready to create or enhance your desired product. Sapa supplies the drafting team with the most advanced computer aided design (CAD) software. This system gives Sapa the capabilities of supplying customers with 2D, 3D and architectural renderings. By collaborating with our clients, we can work together to develop an exceptional project!

Sapa's Manufacturing Engineers are concerned with the development, improvement and implementation of lean production processes. The Manufacturing Engineering team aids in the design, production process and quality assurance. Product design includes working closely with customers providing design solutions, reviewing customer designs and providing manufacturable improvements. Sapa's engineers help define the process of how to fabricate parts. Also, they help to define the programs for the CNC routing equipment, establish tooling requirements, and design and fabricate all production tooling. This includes weld fixtures, punch tooling and CNC clamps. Sapa's Manufacturing Engineers are also responsible for quality assurance systems, ISO guidelines and facilitating quality and process improvement projects with Production Teams.

Allow Sapa to work together with you to create your products and you will benefit from our capabilities to provide:

- Feasibility Studies
- Design and Construction Concepts
- Prototypes
- Value Engineering
- Engineering Analysis

In House Capability: Tool and Die Design



Sapa understands that each customer has a need to produce a unique product for their specific market. Sapa is equipped with an in house die design team to help customers overcome the most complex challenges. From the initial die design to final assembly, each stage of the die design process is controlled internally. Sapa specializes in both solid and hollow die designs. Furthermore, Sapa's staff develops tooling solutions to ensure the maximum tooling life and quality. Sapa's innovative team is able to meet your simple or complex die design needs.



**2008 Daily Journal of
Commerce's Top Project
Winners!**

Sapa Profiles, Inc., Fabricated Components, is proud to announce that two of six nominated railing projects have been named as winners for the Daily Journal of Commerce's Top Projects of 2008!

Private Buildings:
More Than \$100 Million
Third Place Winner:
The Atwater Place



Private Buildings
\$50.1 - \$100 Million
Third Place Winner:
The Casey Condominium



Matt Peterson, Steven Koch and Alyssa Stibolt attended the Top Project event at the Governor.



Sapa Railing Commercial Project's!
Completed Light Commercial
Railing Projects



Axis Condominiums

- Custom 6005 Aluminum Railing
- 3/8" Glass Infill
- Top Rail 600 Series
- Paint: Tan
- San Jose, CA



Waterfront Pearl Condos

- Custom 6005 Aluminum
- 3/8" Glass Railing
- Decorative 5/8" x 1" tubing
- Flat Top Rail (200 Series)
- Paint: Sea Foam Coating
- Portland, OR



The Pacifica Condominiums

- 6005 Aluminum
- 1/4" Glass Railing
- Elliptical Top Rail (999 Series)
- Paint: Black
- Portland, OR

