



American Structures
TR 100 with Cable
Custom Color: Ivory

Points of interest:

- New Product! Sapa Select Anodizing
- Customer Spotlight: American Metal Specialties
- Aluminum Gates

What's Inside?

Marketing Materials	1
Sapa Select Anodizing	2
295 Church St. Condo	3
Policies & Procedures	3
Aluminum Gates	4
Employee Highlight	4
Customer Spotlight	5
DJC 2009 Top Projects	5
Architectural Products	6
Team	



Sapa Railing Systems Newsletter

1st Quarter 2010



Letter from the Editor

Welcome to the 1st Quarter Newsletter! This quarter's newsletter is complete with interesting information including: the launch of the new Sapa Select clear anodized product, *Daily Journal of Commerce's* Top Project Nominations for 2009, American Metal Specialties customer spotlight, and new project Case Studies!



In addition to the new Sapa Select Anodized product line, Sapa Railing is looking to add another standard stock color. We would love to hear suggestions from customers. Some suggestions have been Almond and a Dark Beige. If you have a specific color suggestion please contact us!

I look forward to a great 2010 and please don't hesitate to contact me for help! Also, past newsletters can be found online at www.saparailings.com.

Sincerely,

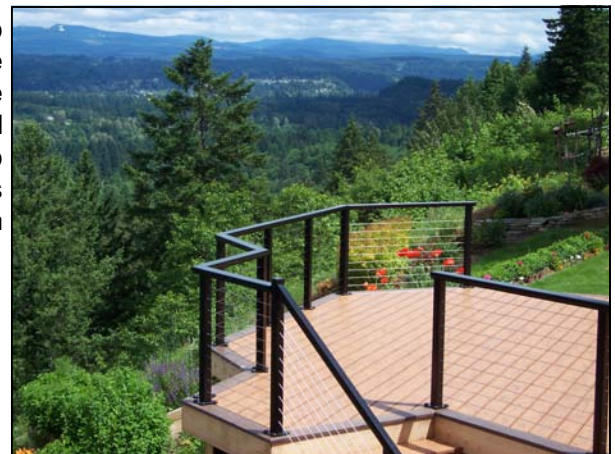
Alyssa Stibolt, Marketing Manager

NEW Distributor Marketing Materials

Sapa Railing Systems understands that to be able to sell our product you require the necessary resources. This is why we are working hard to continually update and create new tools that will prove beneficial to your business. Some literature that has been recently created and can be found on our website includes:

- Residential Marketing Binders
- Case Study: Mirabella Portland
- Case Study: 295 Church Street Condos
- Railing Website Improvements!

www.saparailings.com will take you directly into our railing section on our website.



Precision Rail of Oregon
Black TR999 with Cable

**Engineering Packets with stamps can be printed directly from our website:

www.saparailings.com

New Standard Product! Sapa Select Class 1 Clear Anodized Railing



Sapa Railing Systems is excited to announce the launch of the new **Sapa Select Class 1 Clear Anodized Railing**. This railing system is great for both internal and external railing projects. Sapa Select Anodized railing is high quality, long lasting, low maintenance and gives the visual effects of mill finish aluminum or stainless steel. Sapa Select Clear Anodized is the most modern railing choice offered in the market today! All material is already in stock and ready to be ordered.

Product Offering: The Sapa Select product offering will include the Top Rail 100, 200, 375 and 999 in both 1/4" glass. 5/8" x 5/8" picket and 1/8" stainless steel cable infill. Pre-drilled posts are available to order for cable systems. Base mount and Fascia mounting options are also available.

Benefits of Anodized Railing: Sapa Select is an improved process that produces better color consistency than traditional caustic etch. Sapa Select hides metal imperfections (visual streaks, die lines, light scratches, etc.) while providing a superior uniform matte finish. Also, the Sapa Select process exceeds AAMA (American Architectural Manufacture's Association) specifications.

Pricing: Price Lists were sent out March 16, 2010. Please contact Customer Service at 503-802-3467 if you need a price list.

Lead Time: The lead time will be 3 days from the date of order. Please allow 1 working day for quotes to be completed.

Order Procedure: It's easy! All you need to do is follow the same ordering procedure that you would for any other standard railing product. Please email or fax your quotes to pamela.gill@sapainc.com or 503-802-3484.

Sapa Select Samples: The Sapa sale force will be handing out samples during the last week of March and into April. If you are in need of a sample before they reach you please be sure to contact Steven Koch at 503-802-3470 or steven.koch@sapainc.com



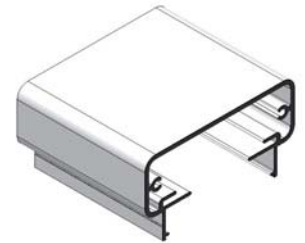


Beautiful Downtown Salem

Church Street Condominiums has 27 units above 2 stories of commercial space and is located in the heart of downtown Salem, OR. Sapa Railing Systems provided the white Top Rail 200 Series aluminum railing with 1/4" glass infill, utilizing in-house capabilities design, drafting, engineering, extrusion, PPG Certified coating and fabrication. Having these resources under one roof allowed LCG Pence to avoid the hassles of dealing with several different companies.

LEED® Certification: Gold
Nominated as a 2009 *Daily Journal of Commerce* Top Project!

To see the full Case Study please visit:
www.saparailings.com



Quick Reference: Procedures

- 1.) **Glass Orders** - Please remember that all deductions and additions must be completed prior to ordering through Customer Service. The glass measurements that are submitted to Customer Service must be exact measurements. For glass ordering assistance please feel free to contact us or refer to our Distributor Area of our website for a printable version of Sapa's Glass Order Sheet. www.saparailings.com
- 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 of \$50.00 and a restock fee will apply.
- 6.) **Custom Coated** projects will incur a Paint Set Up fee of \$703.26 and an additional \$150-\$300 in project management and labor.
- 7.) Due to the low volume of **fascia bracket** orders Sapa keeps only a limited quantity of each color in stock. Orders that include Fascia brackets are subject to an additional 5-7 day lead time due to fabrication and paint. Thank you in advance for your patience.

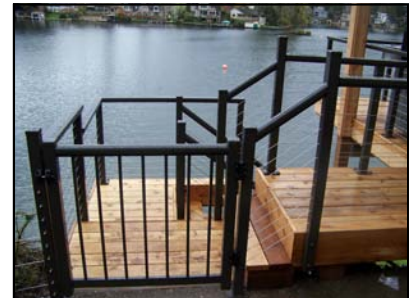


Aluminum Gates

Gates from Sapa are an elegant way to complement any railing system. Sapa gates are made from high strength 6000 series aluminum and can be designed to custom fit any residential or commercial project. Heights can be determined per project or per code requirement. All gates are finished using Sapa's internal coating or anodizing facilities.

Aluminum gates are generally used in applications such as: pool surrounds, driveways, gated communities, apartment complexes, gardens and resorts. Sapa's team will make sure that each gate is designed to meet and exceed all engineering codes and requirements. Each gate is constructed using the finest in gate hardware. Sapa looks forward to working with you and designing a gate that fits your project's needs.

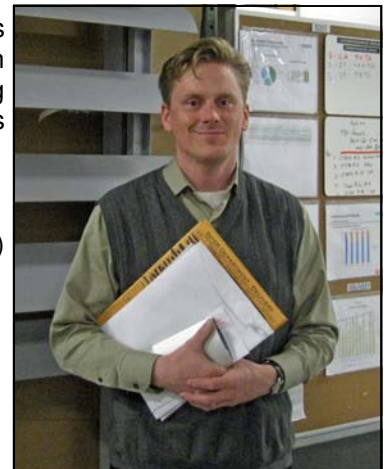
Customer Service 503-802-3467 or Email sapa-inc-rail@sapainc.com



Employee Highlight: Steven Koch, Product Development Manager

Sapa Railing is excited to announce that Steven Koch has entered into a new role as Product Development Manager. Steven Koch has a decorated background including an Architecture Degree from University of Oregon making him passionate about designing and developing new ideas. Some of the new products and offerings in the works include:

- Sapa Select Anodized Railing (Same 3-day turn around as our standard colors) Available in stock April 1st!
- Railing Post Accessories including lighting
- Fastener Free Railing Line
- Panelized Railing System
- Top Rail to accommodate wood



These ideas have all come from you, our customers, and Steven Koch's door is always open to new ideas. Please feel free to contact him with questions or ideas at steven.koch@sapainc.com or 503-802-3470.

Customer Spotlight!

American Metal Specialties



American Metal Specialties is located in Tacoma, WA and offers complete railing packages in both aluminum and stainless steel. They have been a customer of Sapa Railing Systems for over 12 years and have recently acquired a new owner, Paul Stockdale. Mr. Stockdale brings a

background of metallic's and an expertise in efficient business ownership.

American Metal Specialties specializes in stainless cable railings for use in aluminum, stainless steel or wooden post railing systems. They provide complete railing packages available in either aluminum or stainless systems. Cable railings installed in aluminum or stainless deck posts on new construction and remodeling projects in their service area.

Kits are available too for local and out of state customers. Kits of cable including all hardware are also available without posts for those customers doing their own wooden, aluminum or stainless deck post system.



American Metal Specialties serves the South Puget Sound region (Seattle, Tacoma, Olympia, Gig Harbor, WA) with component sales both inside and outside the area. Sales in most states even Alaska and Hawaii with Virgin Islands too.

"Cable railings brings together a great combination of function and aesthetics. I'm looking forward to building on the great foundation and expertise that the company already has in place," states Paul Stockdale.

Sapa would like to thank Mr. Stockdale and his staff at American Metal Specialties for their long time business and for choosing Sapa as their aluminum railing supplier.

American Metal Specialties

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2009 Daily Journal of Commerce

Top Projects!

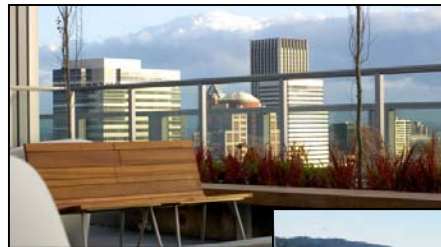
Sapa Railing Systems is proud to announce that the following projects were nominated as the *Daily Journal of Commerce* Top Project's of 2009!

The Cyan, Portland, OR

Rogue Valley Manor Health Care Center Expansion Project, Medford, OR

295 Church Street Condominiums, Salem, OR

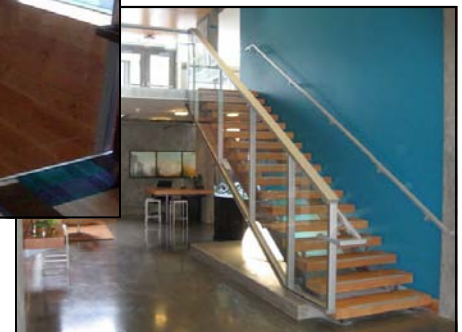
Twelve West, Portland, OR



**Indigo @ Twelve West
Portland, Oregon**



**The Cyan
Portland, Oregon**



Send your photos to be considered for highlighted projects in upcoming issues to alyssa.stibolt@sapainc.com

Sales, Marketing & Customer Service (from Top Left)

Matt Peterson Architectural Sales Manager x3255 Cell 503-467-8513

Alyssa Stibolt Architectural Marketing Manager x3454 Cell 503-927-6018

Brad Doane Customer Service Supervisor x3461

Pamela Gill Railing Customer Service Rep x3467 Handles all residential railing quotes, orders and schedules shipments.

Sharon McDonald Customer Service Representative x3468

Gil Zapata Customer Service Representative x3178



Project Management (From Top Left)

Steve Pleasant, Architectural Products Manager x3495

Steven Koch, Product Development Manager x3470

Stephen Archibald x3456

Shawn Porter x3464

Andrew Siebert x3272



Design & Drafting (from top left)

Lynden Copeland Technical Design Manager x3457

Tim Connell x3175

Steve McConnell x3463



Estimating

Mark Salisbury (Left) x3466

Shane Heck x3465



James Rout Fabrication Manager

