

★ *The Guardian*

THE OFFICIAL NEWSLETTER OF CROMGARD, DISTRIBUTED BY Cromption International + SUMMER 2015

WELCOME to the latest edition of our newsletter. As a benefit to your company, we hope to provide you with information about Cromption International and the latest in regard to our Cromgard Family of Specialty Stainless Steels, their benefits, proven successes, and industry applications.

CROMGARD HITS THE ROAD WITH AN AMERICAN LEGEND

The legendary Shelby Cobra represents the pinnacle of the Anglo-American sports car, which combined a classic aluminum roadster body with a tube space frame and lightweight American V-8 engine. Only around 1,000 were produced from 1962-67. After production of the original cars ceased, replicas became popular, which later were sold as kits that allowed the buyers to assemble the vehicle at home. One of the nation's premier manufacturers of Shelby Cobra replicas, Everett Morrison has been using Cromption International's Cromgard C12 in its vehicles since 2005. In 2009 the company shifted gears to begin primarily providing the high-end sports cars in a turnkey form, which is delivered fully assembled to the buyer.

"We design everything from the ground up using Cromgard stainless—the entire frame, suspension—it's all C12," stated Everett Morrison President, Julie Fenimore. "While the vehicles are replicas of the original Shelby's they are engineered and designed to be a 2015 car, so we are using the most advanced materials on the market."

Fenimore explained that years ago, car manufacturers learned the fatal flaw of 300 series steel is that it has no memory—if you bend it, it stays. Cars began using mild steel because it could more easily bend back into shape. However, mild steels had some limitations as well. Everett Morrison was attracted to Cromgard because of its uniqueness and range of benefits.

"Cromgard is the only metal that has all the features we were looking for," said Fenimore. "It has the corrosion protection of stainless and doesn't rust or decay. It's very easy to weld and it's not brittle, so it's able to absorb the normal wear and tear of the road. When people are buying these cars they plan on keeping them for generations, so we want to build them with a material that's going to last."

Cromgard has an additional benefit for speed enthusiasts—its high strength properties means you can use less material, which makes the car lighter and faster. Fenimore mentioned Everett Morrison often



Shelby Cobra car by Everett Morrison.



Cromgard C12 is used throughout the Shelby Cobra replica including the chassis.

gets calls from race teams that want to know if the company can build the frame for their car because of the decrease in weight.

So, whether you're interested in a nice, easy-driving roadster or looking for a little monster with 800 horsepower, Everett Morrison can deliver a custom-built Shelby Cobra replica to suit your exact taste. Rest easy knowing it will feature Cromgard C12 to ensure it can be passed down for generations.

Check out Everett Morrison's website for a look at the cars or place an order for one of these bad boys today.

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PUBLIC WORKS

Today, public works departments are increasingly under the microscope to abide by budgets, while attempting to maintain optimal performance. Organizations are constantly adapting in order to keep street sweepers on our roads, snow off the highways, buses operational, and other work trucks moving to complete various municipal service tasks. In some cases, these vehicles include fire trucks used in front-line duty to protect citizens and their property.

OUT WITH THE OLD SCHOOL STAINLESS STEEL

Stainless steel was introduced over a century ago, but the metals industry is finally taking advantage of advances in chemical composition and new manufacturing processes to push the material into the twenty-first century ultimately reducing its cost, increasing its strength and enhancing durability in harsh conditions. Conversely, municipal equipment manufacturers have begun viewing material choice and engineering design as equally important decisions in the overall production process. Until recently, public works departments have not utilized these metallurgical developments and were instead combining new technical advancements with materials popular in the late 1900s—essentially taking one step forward and two steps back. Now is the time to understand how to take a huge leap forward. For years, engineers have been seeking answers to:

- How do we save fuel?
- How do we reduce weight?
- How do we increase the life of public works vehicles and assets?
- How do we routinely meet higher performance demands with less or stagnant funding?

The answer lies in a range of specialty stainless steels and solutions that are changing the public works landscape. Engineers and metallurgists have researched and then developed “Next-generation” materials with low maintenance requirements, cost stability and a strong resistance to challenging elements. These combined factors mean public works assets stay on the road out of maintenance shops and perform taxpayer duties on a consistent basis.

ECONOMIC OUTLOOK

OIL & GAS

- The price of West Texas Intermediate crude oil is down over 4.5% or \$2.70, to \$54.25 a barrel, which is the lowest for the commodity since early April. (*Business Insider*)

BUS

- More than 89 million Americans planning a vacation in a US city this summer will use public transportation for at least one activity. (*Mass Transit*)

FIRE

- \$210 million will be allocated to fire stations and wildland management from the Stimulus Plan. This includes modifying, upgrading or constructing fire stations. (*Firerescue1.com*)

RAIL

- Privately owned and operated freight railroads have become the most cost effective of all transportation modes, capturing 40% freight ton-miles. (*Railway Age*)

IN WITH THE NEW-GENERATION STAINLESS

Crompion International offers new, modern grades of stainless steel that are stronger than popular carbon steels traditionally fabricated for vehicle components. Surprisingly for many, these new high-strength stainless steel materials are also an option to heavier gauge aluminum, allowing greater energy efficiency in public works vehicles. With a lower-weight design option now available, the ability to specify thinner gauge supports the public works department bottom line. Once fabricated into end-user products, these low-cost materials provide strength, corrosion and abrasion resistance, durability, as well as good weldability and formability for conventional fabrication capabilities. Next-generation stainless steels with 12% chromium content (like Cromgard C12) are over 85% stronger than 304SS, and stronger and more corrosion resistant than aluminum. This corrosion resistance is especially important in northern locales where de-icing salts and chemicals can severely damage vehicles. With an added aesthetic appeal due to 20% chromium content, Cromgard also shows good pitting and crevice corrosion, and is unequalled by virtually all other uncoated engineering materials.

Part of the Cromgard family of stainless steels, Cromgard C12 and Cromgard C20-1 were designed to resist the most challenging elements and greatly prolong the service lives of public works and commercial maintenance vehicles. Crompion International is one of several companies utilizing a suite of next-generation metals to modernize the way street and truck-mounted vacuum sweepers, fire apparatus, buses, and salt spreaders vehicles are fabricated, purchased, and operated. Here's a look at Cromgard's current and potential uses on specific vehicles.

SWEEPERS



Crompion International's next-generation materials are being used successfully by some of the nation's most established sweeper companies in panel bodies, hoppers, cab/subassembly construction and fender applications to increase durability. Additional applications being explored include battery

mounts, brackets and framing, fuel tanks and wheel wells. Looking for a way to reduce hopper assembly thickness while still maintaining the strength and toughness to battle the abrasion of debris and rocks on interior hopper surfaces? Look no further than Cromgard.

SUGAR

- USDA increased projections of 2014/2015 sugar production by 33,000 short tons, raw value (STRV) to 8.560 million based on the improved outlook for early beet harvest for the 2015/2016 crop. (*Sugar Journal*)

STEEL

- CRU's *Stainless Steel Flat Products Monitor* (published 7/2/15), reports that June stainless steel transaction prices were little changed overall. CRU Senior Consultant Olivier Masson writes: "In Europe, mills are benefiting from the decline in cold-rolled imports, but distributor margins are under pressure and they are resisting attempts by mills to push up base prices. In the US, mill lead times have shrunk and distributors remain overstocked. As a result, stockholders have managed to secure higher base price discounts, but the alloy surcharge has edged higher in June, leaving the CR304 transaction price slightly higher overall. In China, mills are responding to market weakness by temporarily closing in order to carry out maintenance. Transaction prices were flat in June." (CRU)

FIRE APPARATUS



American firefighters respond to emergency calls every twenty seconds. Unfortunately, in recent years, more have perished in rollovers as they rush to the scene, than were killed or injured on site. In the fire apparatus industry, Cromgard materials are performing life-saving duties replacing aluminum in cab and truck bodies helping to build next-generation vehicles that are stronger, lighter and

more corrosion-resistant. The new stainless steel cab and body designs incorporate cost-effective, advanced high-strength stainless steel materials that are exponentially stronger than traditional stainless steel and 250 times more corrosion and abrasion resistant than uncoated mild steel. Based on Cromgard's superior performance, some of the nation's leading fire apparatus manufacturers are using it in a variety of places: cabs and the cab doors, as tubing in the floor structure, in pump modules, as aerial towers and more. Crompion International is also in the midst of exploring opportunities with a tanker truck manufacturer to replace current materials with Cromgard in both body construction and the water tank. The benefit? Cromgard can eliminate the need for coating and has a much higher yield strength, which allows for down gauging. Additionally, it decreases the amount of material, thus making the vehicle lighter, increasing fuel efficiency and allowing it to carry more water.

BUSES



The bus industry has been using next-generation steels for years. Crompion International has relationships with numerous bus manufacturers and has transitioned from supplying the materials primarily for the chassis, fuel tanks and battery packs to also providing polished tubing for railing throughout the bus interior. Customers have enjoyed the benefit of Crompion International's ability

to provide both the raw materials and tubing cut to length ready for installation. Some bus companies using next-generation stainless steels are finding that the long-term reliability of the material allows them to provide an impressive warranty. Bus life, according to accepted industry standards is 12 years. Select bus manufacturers using stainless steel like Cromgard are aggressively providing a 12-year structure warranty to their customers because they are so confident in the way it holds up against corrosion.

SALT SPREADERS



Cromgard is a performance beast when it comes to the corrosive, abrasive world of the salt spreader industry. The material works well in a range of equipment types, whether it's walk-behind and small tailgate spreaders, midsize-to-large tailgate spreaders or v-box style spreaders.

Both C12 and C20-1 afford the ability to specify a thinner gauge and create a lighter-weight finished product. C12 is an excellent choice to replace coated carbon steel or other stainless steels where painting is a requirement. C20-1 offers more weight savings and a shinier look.

With these new, next-generation steels, Crompion International, metallurgists and engineers across the world have one goal in mind—support the customer's bottom line. Whether it's for commercial usage, public works departments, or fire departments, modern specialty stainless steels are advancing a next-generation approach to budgeting, purchasing, fabrication, and operation. Contact one of our Technical Services team members at 225-343-4219 to discover how we can help you.

FROM THE FIELD: A FIRE APPARATUS MANUFACTURER TALKS FABRICATION WITH CROMGARD

Qualex Manufacturing is a national leader in contract sheet metal fabrication specializing in custom designed and fabricated fire truck cab assemblies. The company has a contract with one of the nation's most prestigious fire departments, which specifies next-generation stainless steel. We caught up with Qualex Manufacturing's Pam Nemastil and Scott Roller, the company's materials manager and operations manager, respectively, to get their thoughts on fabricating with Cromgard.

Where do you use Cromgard?

Exclusively for fire truck cabs.

What do you like about it from a manufacturing standpoint? How is it to work with?

We'll break it down by different aspects:

- **LASER:** Since Cromgard is a little harder than the typical stainless steel that we use, it cuts great on our laser. It also has a "dry" finish, which makes it both easier to handle and more scratch resistant.
- **BRAKES:** Cromgard is harder than most ferrous steels and stainless. It forms just like stainless steel. You cannot flatten and bend it the opposite way, or it will fracture. Then again, there are not too many materials that are malleable enough to be able to flatten and rebend the opposite way.
- **WELD:** For the most part, we use a flux core wire and it welds very well. There are panels that have to get seam welded and they come out fine. No porosity, slag or inclusions.

What do you like about it from an end use perspective?

Ultimately, that's a question for the end-user/customer. However, we've been working with them for over three years and so far we've received no complaints.

Tell us about your relationship with Crompion International?

We believe that a great relationship between customer and supplier makes for great business partners. If that relationship is there then quality, pricing and on-time deliveries will follow. Qualex has definitely been able to establish that relationship with our Crompion International contact Chris Neumann.



Belinda Brown

MEET THE CROMPTION TEAM: VIP CONCIERGE

With over seven years of experience at Cromption International, Belinda is our front line to enhanced customer service delivery.

service. We get annual client feedback on surveys and we learn what we are doing right and where we need to improve, then we find solutions on how we can get even better.

In regard to service how does Cromption strive to exceed customer expectations?

Over the last year and a half, Cromption has developed an in-house training program to improve customer service. Providing good service often means being honest and upfront with customers at all times, which goes a long way in establishing a trusting relationship. In any business, there will be times when service, deliveries, or quality of material is out of your control. So, when an issue arises, we take a proactive approach and let them know so we can help them find a solution to the issue.

What do you do in your position as the VIP Concierge?

My role as VIP Concierge is a relatively new position at Cromption—not even two years old. Focused primarily on service, the position was developed in part to continue improving our customers' experience at Cromption International. We recognize that our customers are the reason we have been in business since 2000 and Mr. Schaffer appreciates their loyalty. My job entails providing our customers a wide range of benefits and enhancements—both big and small—to remind them that they are more than a client, but an actual member of our Cromption family. My day-to-day work could be anything from sending out personal notes, arranging special guided tours of our products and services in action, reaching out to long time customers, and making special quotes.

How long have you been with Cromption? What changes have you seen over the last few years?

I have been with the company for about eight years. In those years I have had a few different positions, from sales logistics to IT support and inside sales to my current position of VIP Concierge. The biggest change over the past few years is our focus on providing customer solutions and customer service awareness. From a customer service side, we think of it like this. You go to a restaurant that specializes in Italian food—your favorite. You eat there and the food is superb, but the service left something to be desired. Your server was slow and not very friendly, he didn't refill your water or bring your silverware out and you waited 20 minutes for the check. No matter how good the food was are you willing to go back? That's why we spend so much time on customer

What are your interests outside of the office?

When not working, my sibling and I take care of my mother who has advanced Alzheimer's. I've come to realize my time spend with her is precious. I also love horseback riding and have two rescue horses, Mystic Fancy "Baby Girl" and Highway Reba. Baby Girl is a little Paint and Highway Reba is a cutting Quarter Horse. They are spoiled just a little. I also have a 55-pound rescue dog named Sheba. She's a little spoiled, too.

What is your most memorable experience at Cromption to date?

I don't have just one memorable experience. Over the years I've come to love speaking to customers on the phone. You get down to business; you joke around and slowly get to know them. It becomes like speaking to an old friend. And then, you get to meet them face-to-face. I love actually putting a face with the voice on the other end of the phone.

If you have questions about Cromgard or have a question for Belinda, contact her at BBrown@cromption.com or via phone at 225-343-4219.

INDUSTRIES SERVED

Bus & Coach	Pulp & Paper
Cabinet & Enclosures	Petrochemical
Cement	Freight Rail
Coal & Power	Sugar Cane & Beet
Conveyor	Sweeper
Ducting	Tanks
Ethanol	Heavy Truck
Fire Apparatus	Utility Vehicles/Trailers
Materials Handling	Water Treatment
Mining	

SERVICE & QUALITY

Technical and multilingual commercial support is available to customers and potential users across the continent. Cromption International is one of only a few metal service centers in the USA certified to ISO 9001:2008 standard

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