



THE OFFICIAL NEWSLETTER OF ALUMI-GUARD,
MANUFACTURER OF MAINTENANCE-FREE POWDER COATED ALUMINUM FENCE & RAILING



SUMMER 2013 EDITION

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CERTIFIED

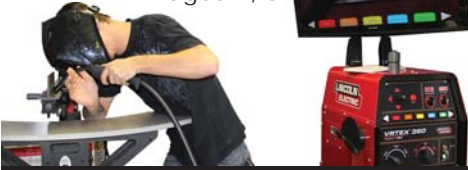


M.O.S.T.
Program...
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ALL ALUMI-GUARD PRODUCTS
ARE MANUFACTURED IN THE USA

ALUMI-NATION



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THIS ISSUE:

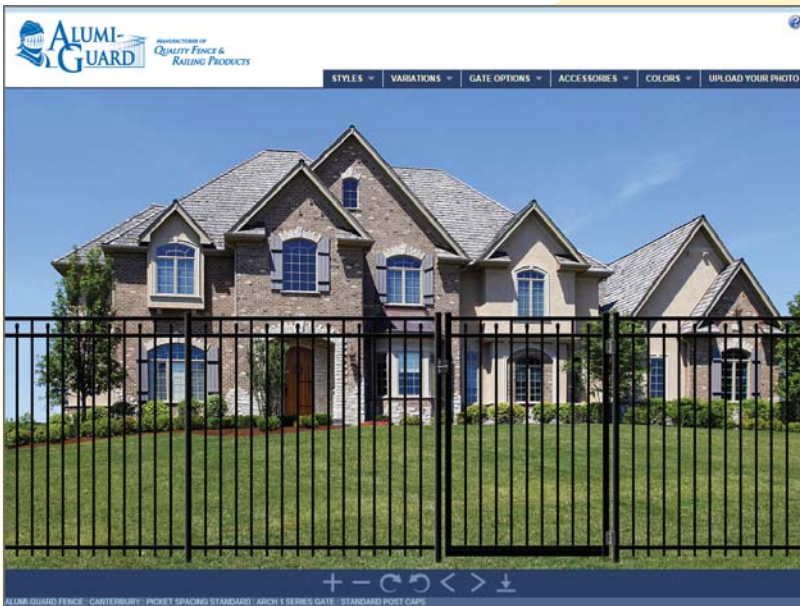
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Picture It With FenceStudio™

"FenceStudio™ is an online tool that enables you to see what an Alumi-Guard fence will look like on your customer's property within minutes!"

Alumi-Guard is proud to launch a new and exciting interactive fence tool called FenceStudio™; built with our customers in mind. Collaborating with Software Design Associates of Montana, we created an interface that makes choosing the perfect fence easier and more fun than ever.

Simply upload a photo of your customer's house, property, or establishment and default fence panels will appear in the photo. FenceStudio™ allows you to change the fence style, color, and other variations – making it easy to choose the perfect Alumi-Guard fence.



FenceStudio™ is compatible with most devices including desktops, laptops, tablets, and smart phones.

Choosing the right fence is fun and easy with FenceStudio™! Try it today!



Photos: Alumi-Guard

Tech Point Training: Addressing a Shortage of Skilled Workers

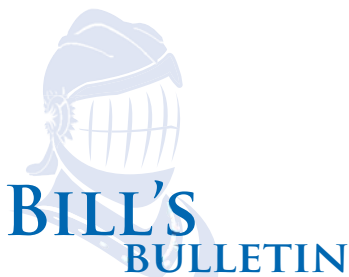
Alumi-Guard recently added a full 2nd shift at the beginning of this year and could not find enough welders to fill all open positions across both shifts. Staffing agencies and face-to-face interviews with potential off the street candidates could not meet the number of welders required for production.

It's a known problem across the United States that a number of manufacturing jobs are not being filled because there are not enough workers with the proper skills to fill these positions. The mobile skills training program known as Tech Point was established by the nonprofit Florida Manufacturing Extension Partnership in order to find and train employees to fill these key positions. (continued on page 3)



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The weather is cooling off and football is in full swing, so this means we're at the end of another fencing season. We hope all of you are having a good year and, like us, are looking forward to having an even better year in 2014. We have heard from a lot of you that the economy is picking up some, which is great news for all of us. Despite the quagmire in Washington, we might actually get to see some real economic growth in the next year.

With the New Year fast approaching, I wanted to take some time in this article to say a personal "Thank you," to all of our customers. We have always prided ourselves on putting the dealers first and we hope this philosophy is reflected in our quality and service. Here at Alumi-Guard, we know that there are many options out there for fence, so everyone here is appreciative of every customer we have; no matter how big or how small, we know that every order is important.

"We have always prided ourselves on putting the dealers first and we hope this philosophy is reflected in our quality and service."

For 2014, we are promising to put even more effort into helping our customers prosper. We are adding automation to our panel assembly department with the addition of a new robot. We have also purchased a new state of the art powder booth to improve our already superior coating system. Both of these purchases should not only add quality to our product but they should allow us to get it out the door faster too.

Thank you again for a great 2013, we look forward to the New Year partnered with all of you.

Happy Fencing!

Bill Woodard

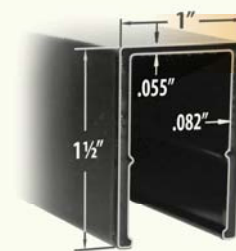
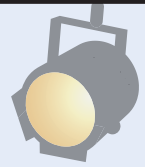


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If you are interested in additional information regarding any of our new products and services - or if you have any questions or comments you would like to share with us, please contact our customer service department at 877-258-6448.

Spotlight

Back in the Spotlight by popular demand: Alumi-Guard's two new grades for 2013 - Municipal and Imperial along with our new Post Strap System!



Municipal

Municipal Grade is a 3/4" picket product matched with a 1 1/2" tall X 1" wide rail. This product is available in 6' and 8' wide sections and in heights up to 8' tall.

Imperial

Imperial Grade is a 1" picket product matched with a 1 3/4" X 1 3/4" rail. This product is available in 6' and 8' wide sections and in heights up to 8' tall.



Post Strap System



The Alumi-Guard Post Strap system will be available for the following combinations: Residential and Guardian Grade – 2" Posts, Commercial Grade – 2" and 2 1/2" Posts, Municipal Grade – 2 1/2" Posts, Industrial Grade – 2 1/2" Posts, and Imperial Grade – 2 1/2" Posts.

Panels for use with these Post Straps will have punched slots at the channel ends for ease of installation. Please note that due to the specific channel design of our Concealed Fastener System – Alumi-Guard is not able to punch slots in Concealed Fastener Grade channel ends.

Alumi-Guard is currently taking orders for all of the new products. Pricing is available from your Territory Manager or through Alumi-Guard Customer Service.

Photos: Alumi-Guard

People You Should Know

Introducing Damon Clark

Damon Clark is the Logistics Manager for AG Logistics. He has over 29 years of experience in the transportation industry. Over the course of his career Damon has worked with hazardous materials, import, export, air, ocean and ground transportation. Damon fully understands the fundamentals of transportation and logistics along with an executable understanding to make organizations more efficient. While Damon spends the majority of his time on out going freight and backhauling he also works with several of our suppliers to assure the deliveries of raw material for production.

Damon is the person behind the scene working with the production team and the shipping department on a daily basis to move product to and from Alumi-Guard. Damon works with all our carriers to assure product is delivered to all customers with no damage and within the promised delivery date.

All carriers do a good job getting product delivered within the agreed upon date, but we still deal with some deliveries that have damage. While the number of damaged shipments only represents 1% of all common carrier deliveries, it's still too high and something we will continue to address. Damon reviews all "damage in transit" claims with each carrier and he welcomes all comments to improve the process.

Damon is a key member of the logistics team and an employee our customers can count on every day to get their freight moving in a safe and efficient manner.



Photo: Alumi-Guard

Tech Point Training... (continued from page 1)

The Mobile Outreach Skills Training Program addresses the shortage of skilled workers for entry level production jobs. This fast-track, intensive skills training, recruitment, assessment and placement program prepares unemployed and underemployed individuals for front line production jobs in a fraction of the time of traditional programs.

The two week fast-track intensive training covers:

- Shop Math
- Blueprint Reading
- Metrology
- Lean to "Green" Manufacturing
- 3D Simulations and Self-Paced Modules
- Field Engineer Assistance to Design a Training Plan
- Templates to Structure the Training Plan
- Customized Training for Welders, CNC Operators, etc.



Bill Woodard, President and owner of Alumi-Guard, listens as a M.O.S.T. student describes the demonstration results in the Virtual Reality Welding Tool.

This program doesn't train just to train, this program trains for jobs. The program saves a company money by reducing the time it takes workers to become productive; thus, eliminating the need to train using company time and resources.



An instructor and student in the M.O.S.T. program demonstrate the Virtual Reality Instructional Welding Tool for Alumi-Guard representatives and members of the media.

Photos: Alumi-Guard



The M.O.S.T program has been around for several years and has over 93 graduation classes. Program achievement so far across the United States:

- A Completion Rate of 98%
- A Placement Rate of 95%
- A 6 Month Retention Rate of 87%
- Program graduates have been promoted into more responsible positions including supervision and manufacturing technicians.

On Friday 04/12/13 ten unemployed workers graduated from the M.O.S.T program and were hired by four different companies located in Hernando and Hillsborough counties. Alumi-Guard was one of four companies that benefited from this training.

ALUMI-GUARD 2013 SUMMER & FALL TRADE SHOW EVENTS

September 25-27, 2013 - CSI Construct Show - **Booth # 345**
Music City Center, Nashville, Tennessee

November 12-14, 2013 - Int'l Pool & Spa Show - **Booth # 5539**
Mandalay Bay, Las Vegas, Nevada

November 15-18, 2013 - ASLA National Expo - **Booth # 2032**
Boston Convention Center, Boston, Massachusetts

Please contact Alumi-Guard's Customer Service department at 877-258-6448 for more information on these and other exciting events!

Alumi-Guard Community News



RAGBRAI: The Register's Annual Great Bicycle Ride Across Iowa...

...And Alumi-Guard Was There!

Alumi-Guard President, Bill Woodard and Engineering Manager, Larry Peck participated in the annual bicycle ride known as RAGBRAI. RAGBRAI is a week long, epic 470 mile ride across the state of Iowa where bicyclists from all over the country (and overseas) come to ride together. It is the oldest, largest, and longest bicycle tour event in the world.

Engineering Manager, Larry Peck (far left) and Alumi-Guard President, Bill Woodard (4th from left) pose for a team photo after completing the annual 470 mile RAGBRAI Bicycle Ride across Iowa.

Photo: Alumi-Guard



"Bringing Together Fence Contractors and Vendors for Their Mutual Benefit and the Integrity of the Industry."



Alumi-Guard was one of several companies that donated product and time at the NAFCA Fence Installation school in Sebring, Florida back in February of this year. The North American Fence Contractors Association, (NAFCA) is entering its 3rd year of operation and continues to do good things for the Fence Industry with the help of its membership.

Sean Russell, Alumi-Guard Territory Manager (and NAFCA volunteer), received a letter from Scott Noethlich, Sebring City Administrator, who expressed his gratitude on behalf of the city of Sebring, Florida to Alumi-Guard for donating the fence and thanked Sean for his instruction and expertise during the event.

Project photo from the NAFCA Fence Installation School held in Sebring, Florida, February 2013.

Photos: Alumi-Guard



North American Fence Contractors Association



Employee News & Events

Alumi-Guard Employees Receive \$50 Dollar Awards for Perfect Attendance During the Months of May and June
Chip Howison, Alumi-Guard's Chief Operating Officer, congratulates the winners.



JOHN COULTON
1ST SHIFT SAW OPERATOR
MAY 2013



NOREEN CASTAGNA
2ND SHIFT SHIPPING CLERK
MAY 2013



RYAN ANDERSON
1ST SHIFT WELDER
JUNE 2013



JEREMY KRYSHESKI
2ND SHIFT WELDER
JUNE 2013

Photos: Alumi-Guard

