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REBAR INDUSTRY NEWS



Upcoming Events

11.23.09 - 11.26.09

Big 5 Show

Dubai, UAE
Booth 3A106

11.25.09 - 11.29.09

Excon

Bengaluru, India
Booth 34 Outdoors

02.01.10 - 02.05.10

World of Concrete

Las Vegas, Nevada
Booth N2603

02.19.10 - 02.21.10

MCPX Show

Phoenix Arizona
Sheraton at Phoenix

Shelly - continued

"Even our vendors do what they can to help us achieve that goal. I recall a few years back we contacted our vendors to provide us some door prizes for our open house. I was shocked at the generosity our vendors showed us. We had all sorts of items, from hats to shirts to gift certificates you name it, so many that many of our customers had the choice of two gifts at our open house that year." Lisa laughs.

When Lisa is not coordinating hundreds of parts orders and schedules, she is busy away from work as well. "I had more free time than I do lately," she says. "I had my second son 5 months ago so I sold my motorcycle. I'm too busy now running my 14 year old son to all his various sporting events and changing diapers to hit the open road on my Harley.", She smiles.

"I do still find time for kick boxing, it is good exercise and therapy as well." She laughs. "My husband still has his Triumph motorcycle and when we do find some free time we can still hit the open road."

EMPLOYEE SPOTLIGHT

Lisa Shelly - Senior Buyer

Lisa Shelly is the Senior Buyer for KRB. She has been with the company since 1998. "I started out as a temporary hire through a personnel agency when I started for KRB in 1998," recalls Lisa. "Shortly afterwards I was hired on full time down at the Craley location. I started buying the electrical supplies for Kauffman Controls, our control division of KRB. Then later I started buying the steel and now I purchase most of the shop commodities and supplies as well," she recounts.

Lisa is proud of the growth that KRB has experienced since the late nineties. "I have seen a lot of change since then. The Craley location was so small compared to the space we have today. For a while there we were putting up building after building."

Today her office overlooks our latest and largest Building 5. From here she deals with close to 100 vendors from global companies like Mitsubishi, Rexroth and Parker, to mom and pop machine shops and vendors of all shapes and sizes.

"I am really proud of the team environment here at KRB. Everyone really works together to accomplish a common goal. We all work very hard to provide our customers with the best product for the best price at the best delivery times we can possibly get," Shelly explains. (continued back cover)



CUSTOMER SPOTLIGHT



KRB ServoForm 1020 Automatic Stirrup Bender Produces the exact shapes that United Precast demands for its prestressed Box Beams and I-Beams like the ones shown in the picture above.

United Precast improves its quality and delivery time with KRB equipment

United Precast, Inc., www.unitedprecast.net was founded in 1970 and has grown into an industry recognized quality producer of precast/pre-stressed concrete products.

Ed O'Connell saw the direction the industry was going and wanted to be ahead of the curve. "We were outsourcing our rebar shapes," O'Connell explains. "We just didn't have the control we wanted. We didn't control the quality of the shapes, the delivery time in which we received them or the cost to out-source these pieces," says O'Connell.

"It just made sense to bring our rebar fabrication in-house. I had visited KRB's booth at the World of Concrete a few years back and remember seeing their Automatic Stirrup Bender. I knew that was the technology we need to pull our rebar fabrication in-house. First I did a Google search and immediately found KRB's site. Then I called Eric Krout and he came out to meet with us and recommended the best equipment for (continued inside)



1058 Cool Creek Road
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United States

Building with concrete and reinforcing steel helps promote green initiatives

KRB is proud to be associated with CRSI. The Concrete Reinforcing Steel Institute has recently published the many reasons why building with concrete is the sustainable solution. KRB Green is not just the color of our machines. It's the color of our brand. We will continue our GO GREEN series by featuring the green benefits of building with concrete.

Recycled Materials

The reinforcing steel used in concrete is virtually 100% recycled from metal products. KRB recycles all of its scrap metal from the machining and manufacturing processes. More than 7 million tons of scrap steel is recycled into reinforcing bars every year. Recycling reduces energy expenditure. One ton of rebar would otherwise require 2,500 pounds of ore, 1,400 pounds of coal, and 120 pounds of limestone.

Recyclable

Steel reinforcement is infinitely recyclable. The bars can be recycled as ferrous scrap. The steel is reclaimed by crushing the concrete and retrieving the bars. The steel is then cut up and sold to scrap plants to be reused. More than 65% of all reinforcing bars are recycled.

Concrete can also be reused. It is crushed and reused as aggregate in new concrete structures, roadbeds and for breakwaters as larger pieces. The combination of recycling activities for reinforcing steel and concrete make it a totally cradle-to cradle building

material that is recognized by sustainable design organizations worldwide.



United Precast - continued

our needs based on the various bar sizes and stock we used," recalls Ed.

Our next step was to tour the Wrightsville factory with all the stakeholders involved in the production of our products. During that visit we also were able to see a local vendor with virtually the same equipment that we were looking at," explains Ed.

"That was invaluable to talk to other operators about the ins and outs of fabricating rebar with KRB equipment. We were pretty much convinced that KRB machinery was what we needed."



KRB ServoForm 1020 ST.

"We purchased a MiniLine Shearline to handle the 40' straight black and epoxy bar we wanted to use, and the ServoForm 1020 ST. It was a giant problem solver for us. Now we control the cost, the delivery and the quality of the shapes," O'Connell continues.

"We no longer have to warehouse inventory. We can run a shape, walk it over to our Quality Control people, and then make tweaks and modifications. It saves so much time and headache. It's been a good decision for us. We don't have to be subject to someone else's time line, inventory costs and lack of quality control. Because in the end it's up to United Precast to make sure the shapes are right for our customer, not a third party contractor," states O'Connell.

When asked if he could calculate his ROI, Ed says, "We never did a hard ROI on the machine but I can say definitively that we have controlled our costs, improved our delivery time, removed all of the quality control issues we were having with sub contractors, removed warehousing and inventory issues, and even decreased the amount of waste we generate with our KRB equipment."

To see more on our complete line of ServoForm 1020s, please visit www.krbmachinery.com or call **717.252.3667** and speak to one of our sales engineers. We look forward to helping you cut, bend and handle more rebar.

KRB introduces new on-line service center

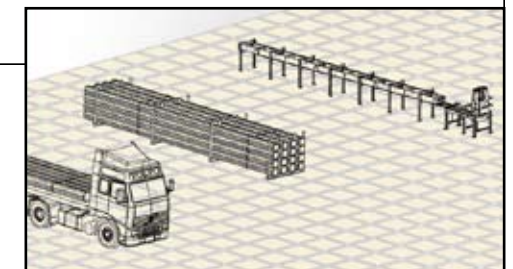
KRB has developed new service tools to help our customers cut, bend and handle rebar more efficiently. Our new on-line customer service center with the new virtual shop configurator, allows a customer to securely log-in, and access service materials or layout a fabrication shop from anywhere in the world 24/7 with an internet connection.

With the Shop Configurator you can log-in and create a drawing. The system also allows you to save, recall and modify drawings based on your log-in.

The On-line Service Center lets customers with access get preventative maintenance sheets, preventative maintenance videos,

equipment manuals and control manuals. Call your sales representative for a log-in today, or visit our website and let us show you how we can help you cut, bend and handle rebar more at www.krbmachinery.com.

The KRB On-line Service Center allows customers with a log-in to access, preventative maintenance sheets, equipment manuals, preventative maintenance videos, 24/7 from anywhere in the world with internet access.



The KRB Shop configurator, lets you create, save and reload shop drawings.