

A Few Words from the President

We trust you had a Merry Christmas and a Happy New Year! We wish you the very best for 2005.

Our people are working feverishly to prepare the machines for the World of Concrete in Las Vegas in January. I am very anxious for the reaction of the rebar fabricators when we demonstrate our Automatic Shakeout, which will be featured at this show. Finally there is a machine to do what a shakeout person does when he/she laboriously whips out one bar at a time from a tangled bundle of #3, #4 or #5 bar (10-16mm). This is the toughest job in the shop. Many shops are plagued with constant turnover that goes with this position, not to mention the potential for injury, repetitive motion injuries and fatigue. With the Automatic Shakeout, this person becomes an operator who will be twice as efficient and productive with energy at the end of the day.

Scott Stevens of Dimension Fabricators allowed us to film his KRB Auto Shakeout. You can see it strip and process a 5-ton bundle of #4 bar (12mm) in 28 minutes. Scott stated, "This is a machine that every shop needs. It needs no cost justification! Payback starts immediately."

KRB is very excited about both the Automatic Shakeout and the DuraBend 135, which automatically bends heavy rebar on a table bender with two robotic clamps. These two machines alone will dramatically improve the operation of any rebar shop. And, we look forward to your comments, suggestions or opinions.

To all our customers in the United States, Canada and the rest of the world, we thank all of you for your continued support in 2004. Our New Year's wish is that KRB will be even better at serving you in 2005.

Kenneth Kaufman

Customer Profile

Dimension Fabricators

Twenty years ago, Scott Stevens founded Dimension Fabricators because he "sensed an unfulfilled opportunity" for the rebar fabrication industry. Since then, he has seen both his company and the industry change with the times.

"We have evolved and refocused our methods to stay competitive and unique over the last two decades," he said.

What differentiates Dimension Fabricators from its counterparts is the company's willingness and desire to accept projects that no one else will. Sure, they take ordinary assignments, but Stevens said his company has earned a reputation for completing difficult ventures. "Maybe that's why I'd call us a niche player, because we pursue the uncommon and complex jobs."

Dimension Fabricators has four facilities at its 5-acre Schenectady NY headquarters, allowing the company to offer versatile and high-quality rebar fabrication solutions. Stevens said they produce approximately 10,000 tons of rebar annually.

"We're not the biggest out there and we don't want to be," he said. "We do, however, seek out challenging projects because they often allow us the greatest potential."

Stevens said some of Dimension's best customers are actually other rebar fabricators who either do not have the interest or the time to do some of the customized work his facility can easily achieve. Some examples include threading and coupling, spiral reinforcing, powder coating and pre-assembly.

"The large jobs get a lot of attention," Stevens said, "but in my experience those are not always the best place to earn a profit. We will often defer to the

large fabricators when that is their area of expertise." Many times, his company assists big rebar firms with a smaller portion of their project because it involves intricate or problematic specifications.

Stevens had been a design engineer for several years before shifting his professional career into the world of reinforced bars. "I never imagined 20 years later that the company would grow to include 45 employees and regularly deliver quality products within a 200-mile radius."

One of the things that have afforded Dimension Fabricators longevity is its relationship with KRB Machinery. In 1986, only two years after the company's inception, Stevens bought one of KRB's first shearlines and said it still is the company's main workhorse.

Today, his company has owned almost every device that KRB has ever manufactured. Dimension Fabricators currently utilizes approximately 9 different machines and 11 total pieces of KRB equipment.

"I truly believe that good relationships are the key to building and fostering customer loyalty. With KRB, we've had the kind of relationship that we strive to develop with our own customers and vendors," Stevens said.



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Upcoming EVENTS

WORLD OF CONCRETE January 18-21 '05

Location: Las Vegas Convention
Center, Las Vegas, NV
Booth: N2603

Featured Equipment

- Automatic Shakeout and Shearline
- DuraBend 135
- Rotary Stirrupmatic Combo
- Radius Bender

2005 MANUFACTURED CONCRETE PRODUCTS EXPO

February 11-13 '05

Location: Indiana Convention Center
& RCA Dome, Indianapolis, IN
Booth: 449

Featured Equipment

- MiniShearline and Alligator Shear

Product Highlight **Auto Shakeout**



The Automatic Shakeout is one of the products featured at this year's World of Concrete Show in January.

KRB **Offices**

EAST SALES OFFICE **MANUFACTURING PLANT**

1058 Cool Creek Road
Wrightsville, PA 17368 USA
(717) 252-3667
(717) 252-9247 Fax

WEST SALES OFFICE

1557-B Grand Avenue
San Marcos, CA 92078 USA
(760) 761-4470
(760) 761-4473 Fax

CHINA OFFICE

Suite A 403, Fangyuan Mansion
No. A56 Zhongguancun NanDajie
Beijing, China 100044
Tel - 86-10-88026685
Fax - 80-10-88029896

2 LOCATIONS TOLL FREE 1-800-FOR KRBS (367-5727)
email: info@krbmachinery.com
www.krbmachinery.com

"We wish you the very best for 2005!"

President's Letter -

Booth: N2603
Location: Las Vegas Convention
Center, Las Vegas, NV

World of Concrete -

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ISSUE

Inside This

1058 Cool Creek Road
Wrightsville, PA 17368

KRB
MACHINERY CO.

