



MEDALCO METALS, INC.

Distributor of Aluminum, Brass, Copper, and Stainless Steel

Sales Office

Phone: 732-591-0913

Fax: 732-591-2552

Corporate Office

Phone: 413-650-0234

Fax: 413-650-0161

Competitive Pricing • Excellent Service • Reliability

Quality Products • Customer Satisfaction

medalcometals.com



Medalco Metals- Who We Are

- ▣ Established in 2003
- ▣ Specializes in distributing aluminum, stainless steel, copper, and brass based alloys
- ▣ Services a variety of industries such as construction, food and dairy, transportation, furniture, agriculture, material handling, recreation, and medical

Medalco Metals- Who We Are

- ▣ Provides an alternate source of procurement of raw material which focuses on quality, service, and the constant pursuit of improved cost
- ▣ Utilizes domestic mill arrangements for tolling both scrap and primary ingot
 - Large volume commitments at mill provides Medalco with a price edge that is passed along to customers
- ▣ Continuously seeks out new global sourcing options

Medalco Metals- Our Team

▣ Dwight Klepacki – President

- former owner of Precision Lithograining Corp South Hadley, Mass. 23 years+ in offset plate manufacturing, utilizing several different substrates containing aluminum, purchasing over 12 million pounds annually. Sold Business to Presstek Inc. Served as General Mgr. Conventional Plates CEO direct report 2004
- President Medalco Metals, 2004 to Present
- BSME Tufts University, General Electric MMP Graduate

▣ Larry Dansky – Vice President of Sales and marketing

- Sales and Marketing Manager, Guggenheim Materials, New York
- Former marketing Sales Manager for Precision Coil, a division of Metallgesellschaft in Clarksburg WV. Over 25 + years in metal procurement and trading.

▣ 10 Sales Representatives, Four Customer Service and Sales Administrators, Three Accounting Administrators

Medalco Metals- Resources

- ▣ Two Offices
 - Corporate Office- sales, accounting, and general administration:
 - ▣ Located in South Hadley, Massachusetts
 - Sales Office- main sales office, logistics, warehouse coordination, post mill processing:
 - ▣ Located in Morganville, NJ
- ▣ Strong Banking Relationship
 - Allows independent purchasing through different financial models
 - Independent hedging function
 - International presence for wires, intra-bank communication and representation
 - Supports local inventory control

Medalco Metals- Resources

- ▣ Warehousing
 - We utilize local warehousing for our customers to supply JIT/ Kanban control
 - We stock product in locations across the United States

- ▣ Post Mill Processing
 - Performed at some areas to provide small lot/ width capabilities

Medalco Metals- Services Available

- ▣ Slitting
 - ▣ Shearing
 - ▣ Leveling
 - ▣ Degreasing for both coil and sheet
 - ▣ Other Custom Operations
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- ▣ We specialize in program business, not stocking warehousing of standards, only to OEMs .

Medalco Metals- Certifications

- ▣ Medalco Metals complies with all applicable regulatory requirements related to the distribution of metals
- ▣ Medalco Metals is certified to ISO 9001:2015 Standards



Medalco Metals- Expectations for Suppliers

- ▣ On Time Delivery
- ▣ Quality Material
- ▣ In order to maintain our ISO 9001:2015 Certification, we require our suppliers to complete (as necessary):
 - Root Cause Analysis
 - Corrective Action Reports