MEDALCO METALS, INC.

Distributor of Aluminum, Brass, Copper, and Stainless Steel

Sales Office    Corporate Office
Phone: 732-591-0913   Phone: 413-650-0234
Fax: 732-591-2552     Fax: 413-650-0161

Competitive Pricing ● Excellent Service ● Reliability
Quality Products ● Customer Satisfaction

medalcometals.com
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
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
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

- We specialize in program business, not stocking warehousing of standards, only to OEMs.
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