

NEWS FROM O'NEAL INDUSTRIES

O'Neal Steel Award
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O'Neal Steel Named Top Supplier By Long-time Customer Altec Inc.

BIRMINGHAM, AL — In recognition of the ongoing customer-supplier partnership that has been continuously cultivated during their 68 years of doing business together, Altec Inc. selected O'Neal Steel as the first winner of its new Altec Supplier Collaboration Award.

To be considered for the award, suppliers must “live the values of a true business partnership on a daily basis: Customer First, Integrity, Quality, and Teamwork,” according to Altec.

The award was presented to Joey Cloninger, Regional Account Manager at O'Neal Steel, and Norm Browning, Vice President of Business Development at O'Neal Industries (ONI), which is O'Neal Steel's parent company. Rick Kneib, Commodity Manager at Altec, made the presentation at the 2015 Supplier Summit in St. Joseph, MO.

During the presentation, it was noted that O'Neal Steel has been a supplier to Altec since 1947, and currently provides various ferrous and non-ferrous metals as well as processing to five of the company's manufacturing facilities. Specifically, in the past two years, O'Neal has:

- given Altec unfettered access to its purchasing expertise in the aluminum market;

- agreed to work with its customer throughout the launch of Altec's new EDI system;
- made the commitment to support a new Altec location by setting up and supporting a customized supply chain at one its service centers;
- and aided Altec in determining how to build and manage an indexed pricing mechanism for purchases of long products.

“All of these things were done while maintaining an average 94 percent on-time delivery of more than 13,400 deliveries per year, and maintaining a .22 percent quality score,” said Knieb. “O’Neal clearly demonstrated that they are in for the long haul with Altec.”

O’Neal Steel is one of more than a dozen leading brands owned by O’Neal Industries, Inc. (onealind.com), parent company of the U.S.A.’s largest family-owned group of metals service centers. With annual sales of approximately \$2.5 billion, O’Neal Industries is based in Birmingham, Alabama, and has more than 90 specialized facilities throughout North America, South America, Europe, and Asia.

Altec is a leading equipment and service provider for the electric utility, telecommunications, contractor, lights and signs, and tree-care markets. The company provides products and services in more than 100 countries throughout the world.