

THE TURRET CONNECTION

Employee Newsletter



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Summer 2008

WAYNE'S WORLD (The President's Column)

As I write this, we are basking in the glow of a 5th straight month of everyone earning an extra week's pay thanks to a combination of your hard work, our bonus plan and some unusual circumstances in our industry. We should all feel great, right? Yet there are ominous clouds on the horizon.

I don't have to tell you about the effect of record-setting energy costs on the economy. We are all feeling that pain at every fill-up. And the rise in steel costs which have resulted in these bonuses are yet another inflationary pressure on our economy. I can't help but think that there will be a large consumer "push back" soon. We have already seen it start—unemployment is up. People are spending so much on fuel that they are curtailing other purchases. The temptation is certainly there for us to do the same.

We are caught in the "Catch 22" circle: business appears to be great because sales and profits look so good, yet cash-flow is difficult because replacement steel is so expensive. It's like selling a house for \$200,000 that only cost you \$100,000. On the surface that looks great—until you need to pay \$300,000 for the new house! That is essentially where we are now; great sales and profits on paper and tight cash flow. But that is not the worst problem in the world to have.

Please remember to thank our inventory buyers Fred and Jerry. They are the soldiers on the frontline. They know that when the market softens the steel that they are buying today will not be worth as much as they are paying. If the markets drop quickly, that is particularly painful. Yet they have to continue to feed our appetite for steel and make sure our sales-

people have something to sell.

This is a dilemma that they confront every single day. As they scour the world looking for steel to buy, only a well-functioning crystal ball tells us whether it is a great buy or a disaster—now that's pressure.

The answer is the same as it has always been; as a Salesperson, it is so important to strike while the iron is hot—as a Buyer you make the best decisions you can at the time, based on knowledge, experience and feedback from others.

We are fortunate indeed to have such competent and professional people throughout our organization in these positions. As always, I thank you all for your efforts.

Best wishes,

Wayne



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THE TURRET CONNECTION

A look into the lives of people that make up Sunbelt-Turret and Turret Steel



EMPLOYEE SPOTLIGHT

Steve Atkinson,
Sales Manager
Sunbelt-Turret
Charlotte Location

**“WHEN STEVE’S
NOT SELLING
STEEL, HE CAN
SOMETIMES BE
FOUND SOAKING
IN A HOT TUB IN
PLAYA DEL
CARMEN.”**

Steve Atkinson can often be seen walking through the office with his telephone headset on. Steve is a multi-tasker. He can fax, make copies, direct his sales people, while taking care of his customer, all in one telephone conversation.

Many Sunbelt Charlotte Sales Employees credit Steve’s genuine interest in their selling. He often encourages and guides his colleagues in ways that they should go about selling.

Steve has been employed with Sunbelt-Turret Steel for 20 years. In his spare time, Steve enjoys spending time on his boat, in Lake Norman, near his home. Sometimes, he goes out for a few hours, but he has spent an entire weekend on his boat.

You might be surprised to know that Steve also enjoys electronics. He says he is a gismo addict. *“It’s all your fault [Sunbelt-Turret & Turret Steel]. When we were on our way to the cruise, Sheila saw this charcoal gadget in the Sky Mall catalogue and I bought it.”* Steve goes on during the interview to explain that when he’s grilling out, this thingamajig heats the charcoal without requiring fuel.

Steve also enjoys playing electronic games. He says his two sons, now ages 25 and 21 got him addicted to playing the games when they were younger. Today, Steve can spend up to four hours

battling them on Playstation 2 & 3 games, on his wide screen television.

When he’s not playing with them, he’s on one of four computers in his home. *“I need to grow up. I love to play computer games.”*

Steve grew up as an “Army brat.” His father was in the Army and he remembers living in various places in Texas, Minnesota and North Carolina.

Steve’s mother recently passed. She was English. She left England when she was five years old. She wished not to be buried in England, North Carolina, Texas, Arizona or Australia. So, Steve and his family will take a Norwegian Cruise to Bermuda to pay tribute to her life and provide her a sea burial, which will take place on the Queen of England’s celebrated birthday this year, (June 14).

MESSAGE FROM JAKE:

“There has never been a doubt in my mind that Steve has always wanted to and always will be a team player. He is

the guy you want to have the ball for the last shot. With his remarkable memory, go get em’ attitude and undeniable selling skills, it seems as though Steve was tailor-made for this industry. To spare him from blushing, I will leave out some of the stories that come to mind. I remember best, all of the ‘behind the scenes’ memories involving Steve. Like the countless evenings Steve would be at the warehouse checking on the saws that were running on automatic, even after it was no longer his job. Or, the 3 or 4 times that we moved the company as we grew. I remember the time that Steve had to go and camp out with a lawn chair and umbrella at the loading dock of Economy Grinding until our work was done. The man sat there for about 6 hours one day. I remember the time that Steve was asked by a former truck broker if he would accompany her to lunch, to which he did. However the two did not show back up until late in the afternoon—Steve with kiss marks on his cheeks. After that day, whenever we needed a truck, it would show up faster than ever!”



**FEELING HOT, HOT,
HOT.**

CORPORATE ANNIVERSARIES for this quarter



Wayne Gould	30 years	August
Jerome Powell	29 years	September
Tim Bonfanti	20 years	July
Terra Sweet	17 years	August
Tim Rombach	11 years	July
Lea Myers	9 years	July
Joe Monoski	8 years	July
Jake Klein	7 years	August
Bob Nave	6 years	September
Rhonda Haney	5 years	September
Sean Murphy	4 years	August
Linda Gray	2 years	August
Stanislaw Leja	2 years	August
Chris Rider	2 years	July
Neil Stein	2 years	July
Randal Lajaunie	1 year	August
Bruce Pavlisick	1 year	August
Wendell MacDonald*	1 year	June (omission)



Have a Happy 4th of July!

Who's New?

Lynn Brewer,
Receptionist
Cooper

Jon Strode,
Warehouse
Cooper

John Charf,
Warehouse/Driver
Charlotte

James Smith,
Warehouse
Charlotte



BIRTHDAYS for this quarter

<u>JULY</u>		<u>AUGUST</u>		<u>SEPTEMBER</u>	
Avery Scott	7	Sillin Cil	1	Wendell MacDonald	5
Gary Roggenbuck	11	Jerome Powell	1	Lisa Davis	7
Tim Rombach	14	Dave Kozak	5	Phil Holmes	12
Liem Nguyen	16	Linda Gray	7	Jon Strode	12
Deb Besch	20	Eric Wallace	9	Joe Rado	21
Dennis Gillin	20	Lynn Brewer	27	Jerry Webb	25
Katy Leischner	25			Sean Murphy	27
Rob Glazier	29			Rhonda Haney	28

BEREAVEMENT NOTICE:

Liem Nguyen, one of our Charlotte Warehouse Employees is in our thoughts due to the passing of his father. He traveled with his family to Vietnam to honor his father's wishes.

THE TURRET CONNECTION

Charity Begins at Work (Author Margery Weinstein for Manage Smarter)



“Participation in public service programs can be an effective way to improve teambuilding, leadership development, and strategic thinking skills.”

“Volunteerism is one of the great ways we live out our corporate values.” (Associate Director of Community Action Donna Svendsen).

“Following General Mills’ acquisition of Pillsbury, when Meals Division President Jim Murphy met with the merged workers to discuss how teambuilding could be strengthened, volunteerism was the overwhelming suggestion.”

(CSR)

**CORPORATE
SOCIAL
RESPONSIBILITY**

Working beyond our walls

Nothing can explain the rewarding feeling you feel inside when you know you’ve made a difference towards a worthy cause or have impacted someone’s life.

“Giving back” to others is important to Sunbelt-Turret & Turret Steel. Therefore you are challenged to re-search your local areas to

find charities that are meaningful to you. Form a committee of participating employees to share your findings. Then, vote on one charity that will represent the location’s community outreach project of the year.

Select a Team Captain, to help organize your group and to notify Katina of the

charity chosen, along with the names of participating employees.

Participate in the outreach before December 31, 2008.

The company will recognize each location and the efforts made by employees. Please provide a follow up of your location’s interest within the next two weeks.

Work Life Balance

Larry Weir, Credit Manager at the Leetsdale location participated in the 9th Annual Walk for Autism Research, at the Heinz Field in Pittsburgh, on Saturday, June 7, 2008.

Larry also took the mound to throw the first pitch, at the Pittsburgh Pirates and St. Louis Cardinals baseball game, on April 24, 2008.

Fred Olmsted, Jr. Vice President/General Manager made a hole in one, during the Memorial Day Weekend. Prior to Fred’s shot, no one has ever made a hole in one at the 14th hole, at the Whitetail Ridge Golf Course.

Rob Glazier, Salesman at the Chicago location and his daughter Madeline enjoyed a Take Your Daughter to Work Day, on April 24, 2008.

(Madeline shown in photo to left with Shipping Manager Terra Sweet)



“Has my order shipped, Ms. Terra?”