



Falcon Focus

NEWSLETTER

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O'Neal Steel Weldment Division Implements FBIS

O'Neal Steel is a privately held full line metal service center with over 40 locations. The company, founded in 1921, has a long history of serving the needs of its customer base. Its mission is "to consistently provide the best possible value to our customers."

The company's website provides a perspective on how it does business. "We're an organization built on initiative, flexibility, and free thinking. We strive to partner with our customers, to anticipate their needs, to customize services for them, and to help them improve their profitability by utilizing our efficiencies."

The Weldment division of O'Neal Steel is the only facility in the U.S. that produces a wide array of weldments and subassemblies that are fabricated and assembled to customer requirements ready for on-line assembly by the OEM.

The Weldment division currently provides major fabricated, welded, and fastened assemblies to a number of major OEM manufacturers. Otis Elevator, a division of United Technologies, is a major customer. The previous

hardware source was not consistently fulfilling all the requirements necessitating O'Neal's staff to expedite and "chase parts".

Falcon Metal has been selected to implement its Falcon Bar Code Inventory System (*FBIS*) to provide the assembly "hardware" as well as the components used for field installation for the Otis assemblies. Falcon's staff analyzed O'Neal's usage history and installed a two bin "Kanban" system in Roanoke on September 8, 2005. The replenishment process will be coordinated between O'Neal and Falcon staff. Don Lesley, The GM of the facility said, "We do not have time to worry about inexpensive hardware. We expect it to be there when we need to assemble product. I have seen Falcon's system work and I know it will be effective for us."

Alton Prillaman, Sales Manager at O'Neal commented that the selection of Falcon "was due to Falcon's ability to systematize the ordering and replenishment process utilizing bar code technology. That is what we need."



O'Neal employee Chad Frangowlakis helps with inventory setup.



Falcon employees setting up inventory management area.