



Falcon Focus

A Publication of Falcon Metal Corporation

July 2009

Falcon Metal Finds Growth in a Recession

by Don Nowak

Falcon Metal is celebrating its 30th year anniversary in 2009. Over the years our business has evolved from being a “nut and bolt” distributor to providing our customers with a service. Falcon’s primary focus is to provide original equipment manufacturers (OEMs) with inventory management services for Class “C” production components. Our goal is to help reduce their “Total Procurement Cost” (TPC).

Due to our affiliation with a number of successful customers, we’ve had 6 consecutive years of growth. Our revenues grew by 250% from 2003 to 2008.

Our results are directly due to the quality of our staff. We have a long tenured staff - 9 of our staff members have over 10 years of service with the company. We have been recognized annually as one of the “Best Places to Work” by the Charlotte Business Journal.

The last year has been a challenge for all of us. Business conditions deteriorated to a level I have not seen before in my 40+ year career. Virtually every segment of our economy has been affected. It has rippled throughout the world.

There has been a significant reduction in manufactured goods as consumers have cut back on spending. Many of our customers have reacted by aggressively reducing expenses. This has meant reduced staff levels. As with other companies, we have looked to trim our expenses, but we have been fortunate – we have been able to retain our entire staff.

In fact, we have added to our staff and expanded our geographic territory. On July 1, we purchased the operating assets of C & M Industrial Solutions in Louisville, Kentucky. C & M opened for business in April, 2008 by Campbell Mattingly and Mike Collins. Both will remain with the organization and continue to operate at 11400 Decimal Drive, Suite 1006, Louisville, KY 40299 (Tel: 502 266-6292). C & M will function as a division of Falcon and focus on developing vendor

managed inventory solutions for manufacturers in Kentucky, Indiana and Ohio. They will be supported by our Charlotte headquarters staff.

Mike brings over 30 years of successful sales and operations experience to Falcon. We are excited about the opportunities that Mike will generate for us. Campbell is responsible for managing operations and customer service. We are very confident that C & M will help contribute to getting Falcon Metal back on a growth path.

Serving our customers for 30 years!



www.falconmetal.com

powered by **Swiftpage** 