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Helping your bottom line!

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A Part's Volume Speaks Volumes by Matt Grabowski

One challenge when it comes to deciding the most cost effective method of out-sourcing a part is what volume are you looking to award? Why is that important? It affects the overall price of the part. If the volume is low you can generally count on the supplier laser cutting the part from a 4x8 or 5x10 plate, then moving the part to whatever is next. This works very well for low quantity or random run parts, but the price of the part may be higher because of handling issues.

If you are looking to source a high run, or even a part that has a regular weekly run, then investing in a tool may make the most economical sense. Depending on the size of the part and quantity it could lower the per unit cost by up to 50% or more. One thing to consider is how to recover the cost of the initial tooling.

Most of the time you would amortize the cost of the tool across the life of the part and experience the best return after the tool is fully paid for. Some companies have guidelines as to how long a tool can be amortized, (usually 12-24 months). If you are not sure the best way to go, call me: Matt Grabowski 402.763.2817 or email: mattg@dtamfg.com and we'll recommend a method in a jiffy that is your most cost effective decision.

The Answer is Blowing in the Wind by Brian Turner

Thankfully, Distefano has the ability to serve customers from a diverse array of industries, which has allowed us to expand our capabilities. This includes the Renewable Energy business, in particular wind energy. Working with wind

demonstrates our ability to provide parts of the highest tolerance and quality. We're proud to play a part in the success of our customers, be it traditional parts for our mainstay customers, or the leading edge - Distefano has the answer.



Here's why wind is an important source of energy:

- *An unlimited resource
- *Can compete with fossil fuels if comparison is made on equal terms
- *Enhances energy independence
- *Possible to establish a large number of megawatts in a relatively short time
- *A CO₂ neutral form of energy and proactive in

reducing greenhouse gas emissions



We're pleased to bring you the latest edition of the Distefano Dispatch. A reminder that we are a single source provider

of quality machined and fabricated products which means a lower per unit cost and shorter lead times. We welcome the opportunity to discuss opportunities for Distefano to help your bottom line.

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Over 930,000 square feet of capacity allows us to meet your production schedules and sustain continued growth.