



# NEW PROCESS

A METALS SOLUTIONS COMPANY

SINCE 1906

# Our History Demonstrates Our Ability to Evolve



**1906** Founded as New Process Roofing & Supply in Dallas, TX  
**1965** Houston, TX Service Center Opens  
**1984** Company Decision to Concentrate on Flat-Rolled Products  
**1994** Residential Door Stamping Production Line Added  
**1998** New Slitting Equipment Investments  
**2001** Monterrey, MX Warehouse Opens  
**2005** Metal Fabrication Equipment Installed in Monterrey, MX  
**2008** Monterrey, MX Building & Equipment Expansions  
**2011** Columbus, MS Service Center Opens  
**2017** Columbus, MS Expansion

**New Process 1.0 (1952-1980)** → **New Process 2.0 (1985-2009)** → **New Process 3.0 (2015-Present)** →

**1952** New Process Roofing & Supply Acquired by MR. Fant  
**1973** Chicago, IL Service Center Opens  
**1989** Birmingham, AL Service Center Opens  
**1996** Metal Stamping Production Capability Added  
**2000** Butler, IN Service Center Opens  
**2004** Butler, IN Expansion  
**2007** Acquisition of BayMex Automotive & Appliance Stamper  
**2009** Fabrication Cell Established in El Paso, TX  
**2013** Houston, TX Plant Moves to Port of Houston & Monterrey, MX Expansion



# NPS Facilities Overview



## - Our Vision -

Build a globally respected, one-of-a-kind metals solutions business focused on value-add, lean transformation, supply chain excellence, capital efficiency and nurturing relationships.

### USA

- Chicago, IL
- Butler, IN
- Columbus, MS
- Houston, TX
- Sales Offices:  
Birmingham
- > 650k sq. feet  
processing capacity
- ~425 employees



### Mexico

- Monterrey, MX: 2  
plants
- > 500k sq. feet  
processing capacity
- ~600 employees

Since its inception over a century ago, New Process Steel has evolved from a small sheet metal shop, to a world-class leader in flat rolled steel distribution. As we continuously evolve to be the finest in flat rolled steel distribution, processing and manufacturing, our goal to be globally recognized is something we commit to every day. New Process Steel has a strong foundation based upon commitment, integrity and excellence.





# New Process Steel Overview

## Business Overview

**Our Vision:** Build a globally respected, one-of-a-kind metals solutions business focused on value-add, lean transformation, supply chain excellence, capital efficiency and nurturing relationships.

Leading provider of supply chain solutions for Ferrous, Non-Ferrous and Value-Add.

Unique customer and vendor relationships developed over multiple decades.

Highly efficient Service Center operating unit based on a strong foundation of Lean and Continuous Improvement.

Unique Value-add platform in Mexico supplying world-leading OEMs with superior engineering, quality and solutions services.

Process excellence and capital efficiency are key pillars of how we drive Enterprise Value.

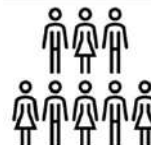


## Key Facts and Figures



Four US Facilities: > 650k sq feet processing capacity

Two MX Facilities: > 300k sq feet processing capacity



US Employees ~350 FTE

MX Employees ~700 FTE



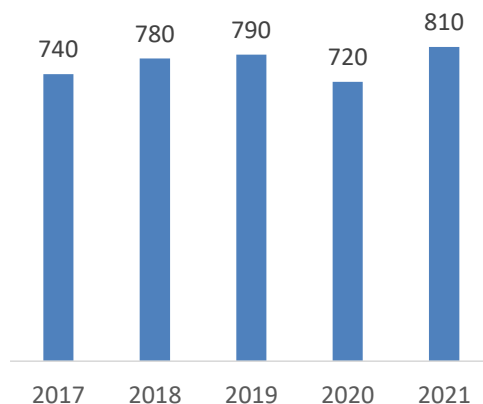
2021 Tons 810k

> \$1BN in Sales

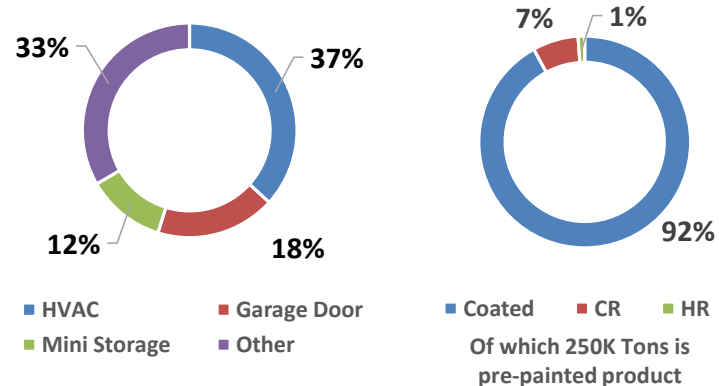


#1 Supplier to the Garage Door Industry

## Tons Growth, 000



## End-Market % / Product Mix %



# New Process Steel Overview



## Service Center Business

Tons: 764K, SKUs: 5500,

## Value-Add Business

Tons: 52K, SKUs: 1700, Pieces: 460mm,

### Value Proposition

**New Process Steel is a one-of-a-kind metals solution processing and distribution supply chain management company by providing:**

1. The most effective and efficient global supply chain with the capability of managing your requirements from forecasted demand through finished SKU
2. Reduced cycle time along with superior logistics
3. Best in class customer service and quality
4. Best in class inventory management tools
5. Leveraging our relationships to maximize returns for all members of the supply-chain

### Target Industries

HVAC	Lighting	HVAC	Appliances
Garage Door	Appliances	Electrical / Lighting Fixtures	Garage Door
Mini Storage	Metal Buildings	Automotive	Truck Bodies

### Key Drivers

Residential Housing Starts  
 Commercial Construction Starts  
 HVAC - Heat Index Days  
 Key Sectors i.e., School, Shopping Starts  
 Occupancy Rate  
 IHS SAAR Auto Sales



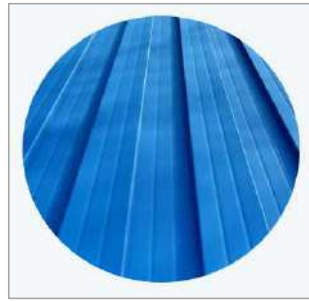
# NPS – Our Products



**Galvanized**  
We galvanize hot and cold rolled steel



**Galvalume**  
We have a wide range of grades, thicknesses & widths



**Aluminum**  
We have excellent vendors and quality for Aluminum



**Cold Rolled**  
Matt finish light oil Sheets and coils



**Galvanneal**  
We have a wide range of sheet and coil options



**Stainless**  
We specialize in stainless for food service & appliances



**Painted**  
We have strong experience with strict paint specifications



**Hot Rolled**  
Dry. Laser quality. P&O. SCS. Sheets and coils



# NPS – Plant Capabilities Overview



		LOCATION						
		Houston, TX	Columbus, MS	Chicago, IL	Butler, IN	Monterrey, MX, 510	Monterrey, MX, 520	
CAPABILITIES	SLITTING	2@75" Wide 1@ 60" Embosser	2@72" Wide Embossing upto 60"	1@72" Wide	1@72" Wide 1@60" Wide Embossing 60" Wide	1 @72" Wide		
	LEVELLING			1@Up to 72" Wide		Up to 62"Wide		
	BLANKING	Up to 72" Wide	Up to 72" Wide	1@Up to 72" Wide		Up to 62" Wide		
	SHEAR	Up to 120" Long		Up to 120" Long		Up to 120" Long		
	MECHANICAL PRESS	1@400 Tons 1@150 Tons	1@150 Tons 3@400 Tons 1@440 Tons				3@60 Tons 1@75 Tons 1@92 Tons 1@100 Tons 7@150 Tons 3@ 200 Tons 2@225 Tons 6@300 Tons 3@400 Tons	1@500 Tons 1@550 Tons 2@600 Tons 3@800 Tons 12@1200 Tons 1@1200 Tons 1@1600 Tons 2@2000 Tons 1@3000 Tons
	HYDRAULIC PRESS	1@2000 Tons				1@2000 Tons		
	TURRET / LASER PRESS			3 @ CNC 50"x 100 "		2@Laser 60"x120" 2 @ C5 50"x120" 1@F6 60"x120" 1@SG 60"x 120"		
	PRESS BRAKE					2@ Up to 50 Tons 1 @ up to 65 Tons 2 @ Up to 80 Tons 1 @ Up to 100 Tons	1@60 Tons	
	PARTS CLEANING						1 Washer / 1 Tumbler	
	WELDING AREA (ft <sup>2</sup> )	190000	166000	140000	140000	2 Cells 117000	3 Spot Welding Cells 275000	



*NPS*

# Mexico Operations – Overview



## Mexico Overview

- **Population:** 130 million
- **15<sup>th</sup> largest economy** in the world
- **4<sup>th</sup> largest auto exporter**
- Automotive sector driven by the productive **presence of the top ten** (light and heavy) **vehicle assembly companies** in the world.
- **Automotive sector** accounts for **6% of the national GDP** and 18% of manufacturing production.
- Mexico's **HVAC sector** is poised to experience annual **growth** of as much as **25% in the next 4 years**.
- Mexico's HVAC industry will also expand and become more robust. **More than 600** companies dedicated to the HVAC sector.



### Plant 1

- Service Center
- 117,000ft<sup>2</sup>
- 208 Employees
- Slitting
- Blanking
- Fabrication
  - 4 Turrets
  - 2 Lasers
  - 1 Shear Presses
  - 6 Press Brakes
- 1 Door Press
- ~+10,000T/month
- ISO 14001

### Plant 2

- Stamping Facility
- 275,000ft<sup>2</sup>
- 396 Employees
- 54 Presses
  - 75T – 3000T
- Welding
- Assembly
- In House Tooling Maintenance
- IATF16949 / ISO 9001
- ~+500,000 Parts per Day
- +35 Changeovers per Day





# NPS – México Size and Capability



## Metal Stamping Expertise

- Cradle to grave on new Die Projects
  - APQP Staff & Processes
  - Management of Die builds
  - Production Ramp Up
  - Approx. 50 New Dies Projects per Year
- QA Lab/Metrology
  - CMM & Statistical Analysis
  - Faro Arm
  - Checking Fixtures
- Refurbishment & ECN's
  - Management of each project
  - Insource and Outsource Part Production
  - Approx. 100 Dies in refurb status
  - Engineering Change Portal for customers
  - Approx. 40 ECN's in process
- Production
  - Maintenance Schedule by Die
  - 46 Tooling Journeymen / Technicians
  - 24/7 coverage if needed
  - Approx. 175 Take Over Tools since Q4 2019
  - +30 Die Sets per day
  - +600 Active Dies
  - +800 Active Part Numbers



# NPS México – Tool Room Capabilities



## Equipment:

- Mazak Milling Machine (X 22.0" / Y 16.0" / Z 15.75")
- Mitsubishi EDM Wire machine (X 13.0" Y 10.0" Z 9.0")
- Lathe (X 24.0" / Z 38.1125).
- Milling machines (X 40.0" / Y 16.0" / Z 16.0").
- Grinder machines (X 24.0" / Y 12.0" / Z 10.0").
- Radial drilling machine.
- Saw machine.
- Flag crane 5 Tons.
- Crane 20 Tons.
- Welding machines.



Mazak (Milling Machine)

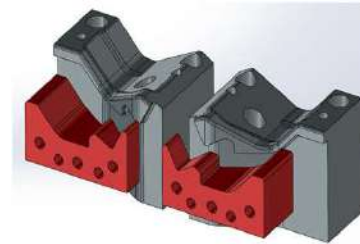


Mitsubishi (EDM Wire machine)



## Software:

- Autocad
- SolidWorks



## Suppliers Support:

- Approved suppliers base in Monterrey and nearby cities for major ECRs, refurbishments and repairs.
- Approved toolmakers in US and Asia for new tools.



# NPS – Automotive Parts Examples



REINFORCEMENT-FRT  
SUSP STRUT



RAIL U/B INTIER RH



RAIL - F / CMPT OTR SI



REINF FRT CM SUSPENSION



EXTENSION –SIDEMEMBER FRT FLOOR



BRACKET ASSY



SHIELD HEAT-RR



BRACKET SUPORT



REINF - LOWER C - MBR RR, RT



HBEARING BRACKET  
REARREINFORCEMENT



HINGE METAL LH OUTER HINGE



# This alliance will help us advance our 4.0 strategy



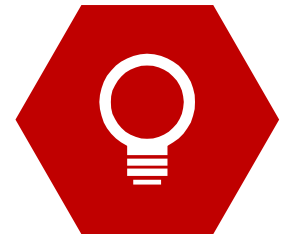
## Vision

Metal Solutions Provider to North American OEMs



## Mission

Leverage Service Center to expand into stamping, roll-forming and painted offerings



## Edge

Established Service Center  
Relative supply chain advantages  
Existing operational footprint  
(Slitting, stamping)



# Why New Process . . .



- We have over 100-years success in serving the Metals Industry
- We have a strong financial foundation
- We are specialists in supply chain management  
We are the largest galvanized coating customer of SDI
- We have world-class equipment and people
- We have multiple quality certifications
- We value our customers and vendors as partners
- We are strategically located and provide significant logistical advantages

