

LINER NOTES

WINTER/SPRING 2015 NEWSLETTER



*Above: Designer's rendition of new building and offices.
Top right: Photo of old building after the fire.
Bottom right: New state-of-the-art fabrication shop and office complex.*

Things are progressing well in the construction of Abtrex Indiana Division's new state-of-the-art fabrication shop and office complex. This new facility replaces the old fiberglass fabrication building that caught fire in November 2013 due to a faulty heat exchanger. We have now received our occupancy permit. Work

in the shop has begun, fully utilizing the 16,000 square feet of fabrication space, two 15-ton cranes with 28ft under hook, and 3 overhead doors. This new shop is already proving to better serve our customers' fabrication and rubber lining needs. Unfortunately the exterior masonry work on the office complex cannot be completed

until the weather warms up, but we will start utilizing the new office space as soon as we can get the furniture delivered. We invite all of our customers to come and visit us anytime.



Survey Says...

Thank you!

Thank you to all of our customers who filled out the customer feedback surveys in 2014. Our goal is to provide uncompromised service to each and every one of our customers, and your feedback is essential in our efforts

to continue to improve. As a reminder, anyone who completes the survey is entitled to a 1% discount on their next order and is entered into a end of the year drawing to win an additional 5% discount.

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Specialty Tank Case Study



Abtrex was called by a long-time customer who had purchased two specialty, dual-cell sand-washing tanks complete with two multi-impeller shafts in each vessel from a competitor of Abtrex. These tanks were received by our customer and their QC department raised some serious quality concerns with both vessels. This customer called Abtrex to inspect these parts as they were in a bad situation with a late project.

The tanks were received at our shop and Abtrex's QC technicians proceeded to spark test and visually inspect the units. After initial inspection, it was noted that our competitor had use cold-bonded (pre-cured, glued on) rubber.

We were doing inspections, sending pictures, and stripping the previously applied materials when we noticed the lack of interior and even exterior welds on the steel fabrications. The bad situation for our customer was becoming increasingly worse.

Within 24 hours both vessels were stripped of their original lining. Our welders began to continuously weld the parts per the original design as detailed on the customer's drawings rather than the "tack" welds that were discovered after stripping.

Within 48 hours of receiving this already behind schedule project, we had already pulled the first newly rubber lined pieces out of the autoclave, completely welded the first tank assembly unit and had a good portion of the welding work already done on the second unit.

By overcoming the obstacles encountered on this project, Abtrex was able to secure a third and even fourth machine from the customer to fabricate and line. Abtrex has continued to be the go-to supplier for this same customer and continued to provide them with the quality product that they deserve and expect.

Give us a call for more information about our services and products.

Abtrex Industries, 59640 Market Street South Bend, IN 46614

(574) 234-7773

Or visit us on the web at www.abtrex.com

Get a Job!

Abtrex Industries is always looking for talented professionals to join our team. Currently we have openings for:

- Drafter/designer with extensive knowledge of the steel fabrication industry. Must have 2+ years of experience using Solidworks.
- Experienced Estimator wanted. Experience estimating job costs in fabrication necessary. Role is to assist our sales department in providing quotes to customers.

Interested candidates please send your resume in pdf format to cathycouvillion@abtrex.com

Anniversaries

Congratulations to the following employees for achieving important service anniversaries:

- **Mike Christian**
Rubber Liner, 29 yrs
- **Doug Hardy**
Sales Engineer, 18 yrs
- **Scott Fletcher**
Fiberglass Technician, 13 yrs
- **Kevin Couvillion**
Operations Manager, 10 yrs
- **Dennis Hall**
Rubber Liner, 7 yrs
- **Donald Pickett**
Welding Shop foreman, 7 yrs
- **Charles Groom**
Sales Engineer, 5 yrs
- **Amy (Anna) Pedzinski**
Office Manager, 5 yrs