

# DETAILS

## LOOK AT THE DETAILS, TOO

At Ace Steel Supply the difference between mediocrity and excellence is attention to detail. You need to look at the details as well as the big picture to know what is really going on in your business, especially the purchasing operation. The grand totals will frequently tell you where there is a problem and what you need to work on, but the details will often reveal things that the big picture just won't tell you. You need to drill down.

Whether you are measuring savings or expenses or delivery performance, averages are important to direct you where to act, but big achievements can be achieved by looking at specific items closely. For example, the expenditures on office supplies, or maintenance items may be much higher than justified by the number of employees. A large expenditure for an item should raise a red flag and call for further investigation.

**QUALITY**  
**IT MEANS**  
**ATTENTION**  
**TO DETAIL**

**THE DIFFERENCE BETWEEN  
MEDIOCRITY AND EXCELLENCE  
IS ATTENTION TO DETAIL.**

SEBASTIAN J. BARRABITO

Categorizing products helps compare expenditures and directs you where your efforts should yield the highest return. For example, learning how much you spend on sheet metal, packaging materials and transportation encourages you to work first on cost reduction where you spend the most.

You are likely to improve supplier performance if you keep records and take appropriate action about delivery dates, fill rates, quality rejections, and response time. Looking at the detailed records, you will identify which suppliers are consistently late with their deliveries. The averages alone will not tell you that. You need to compare each supplier's record with the averages.

Keeping adequate records provides the information that will prove your case when you are discussing supplier failures. Sales people often seem somewhat skeptical of claims if you don't have actual statistics that confirm what you say.

Good records also help refute unjustified internal allegations of supplier failure. The buyer is more likely to gain respect from the suppliers when there is no false blame for supply problems.

At Ace Steel Supply, it's all about the details, after all, excellence is our goal. Look at the details.

## *Kara's Korner*

### *Chocolate Guinness Cake*

I'll admit, I've never had this cake, but it sounds yummy! How could you go wrong with beer?



#### **Ingredients:**

1 C. Guinness (dark beer)	½ C. butter, cubed
2 C. sugar	¾ C. baking cocoa
2 large eggs, beaten, room temperature	2/3 C. sour cream
3 tsp. vanilla extract	2 C. all-purpose flour
1 ½ tsp. baking soda	

#### **Topping:**

1 pkg (8oz) cream cheese, softened  
1 ½ C. confectioner's sugar  
½ C. heavy whipping cream

#### **Directions:**

Preheat oven to 350. Grease a 9" springform pan and line the bottom with parchment paper; set aside.  
In a small saucepan, heat beer and butter until butter is melted. Remove from the heat; whisk in sugar and cocoa until blended.  
Combine flour and baking soda; whisk into beer mixture until smooth. Pour batter into prepared pan.  
Bake until a toothpick inserted in the center comes out clean, 45-50 min. Cool completely in pan on a wire rack. Remove sides of pan. Remove cake and place on a serving platter.  
In a large bowl, beat cream cheese until fluffy. Add confectioner's sugar and cream; beat until smooth (do not over-beat). Frost top of the cake. Refrigerate leftovers.



## CHANCES DOG RESCUE AND RELOCATION CELEBRATES “STORMY” – THE 2000<sup>TH</sup> RESCUE DOG

Stormy had the unfortunate luck of finding herself picked up as a stray in La Grange, TX. She was taken to the Janssen Animal Shelter. She had no collar, no chip, and no one came forward for her when she was posted on lots of social media networks. So, there she sat, cared for by staff, but scared and alone, in an over capacity shelter.

Four years ago, the Janssen animal shelter was a much different place than it is today. Euthanasia rates were nearly 70%, and it was uncommon for dogs to make it out of the shelter alive. Three years ago, a new lead volunteer stepped up, and began - seemingly tirelessly - networking and advocating for their dogs. Adoptions increased a bit, and breed-specific rescues occasionally pulled dogs. Euthanasia rates decreased. Fast forward two years and the volunteer team began networking dogs to transport rescues and posting adoptable dogs on lots of social media outlets. More lives were saved. Last year, leadership turned over at the shelter, and the lead volunteer was named the new director. Today, the euthanasia rates at Janssen shelter have flipped. Their save rate is over 70%, and they are working tirelessly every day to increase that.

We have proudly worked with Janssen Animal Shelter for nearly 9 months and have helped them save just under 50 dogs. Joyfully, Stormy was one of these 50, and in fact, she was our 2000th dog saved since our inception in 2017. She loaded right up on the evening of Monday, February 10, 2020 and arrived in Massachusetts, with 62 other dogs, on Wednesday morning. She rested quietly during the state required 48-hour quarantine period and passed her Friday morning vet exam with flying colors. She was ready to be adopted.

Stormy didn't have to wait long! Within 2 hours she had found her people, and they had found their new family member. “From street life to sweet life” is a popular saying among rescuers, and it could not be more fitting in this case.

Happy endings like these would not be possible without our amazing partners (specifically Janssen Animal Shelter in TX and Northeast Animal Shelter in Massachusetts in Stormy's case), our volunteers, supporters and donors. It takes all of us to make a difference, but what a difference it can make!

Barbara Pennington  
Senior Account Executive  
**ACE STEEL SUPPLY**

*“Saving one dog will not change the world, but surely for that one dog,  
the world will change forever!” ~by Karen Davison*



## Material Costs – March 2020



Stainless: surcharge practically unchanged



Galvanized sheet: Prices holding



Domestic 60" Galvanized: prices down



Hot Rolled: Prices steady



Cold Rolled: Prices up slightly



Carbon Plate: Prices moved up slightly

### Total Active U.S. Rig Count (BAKER HUGHES a GE company)

Area	Last Count	Count	Change from Prior Count	Date of Prior Count	Change from Last Year	Date of Last Year's Count
U.S.	21 Feb 2020	791	+1	14 Feb 2020	-256	22 Feb 2019

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