

# 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.

**Bruce Margolin – V.P. – Chief Operating Officer**

## *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** **THE JOYS AND DILEMMAS DURING COVID-19**

First and foremost, we hope all our followers, supporters, volunteers, donors and partners are healthy and safe during this very stressful time.

On March 15<sup>th</sup>, we sent 48 dogs on transport to Massachusetts, not knowing that this would be our last group to travel for quite some time. Upon arrival, one of our partners, Buddy Dog Humane Society, closed to the public, and began conducting adoptions by appointment only. Wonderfully, they had amazing success and all our transported dogs were quickly adopted.

Baypath Humane Society followed suit, and they too had many dogs quickly adopted. Ultimately, their Board of Directors asked them close before all the dogs in their care had been adopted. Happily, that same Board of Directors opened their home to all the dogs who had not yet been adopted, so all are with fosters. Cape Ann Animal Aid closed the following week, but staff and volunteers brought dogs into their homes as fosters too. Northeast Animal Shelter remained open, with limited staffing and adoptions by appointment only until March 25. At that point, the State of Massachusetts mandated that they close. With a heavy heart, they complied, but again, staff stepped up and fostered all the animals who had not yet been adopted.

While we feel frustrated that our transports are on hold - especially since the number of animals in jeopardy in the south remains high and continues to grow - we feel lucky to have such caring and compassionate partners in the north. We know all the dogs in their care are receiving TLC in warm and loving home environments.

I know all of us are anxious to have life return to normal – to have schools start back up, to return to work, to be able to enjoy spending time with friends and extended family, and to just have a resolution to the daily uncertainty we are faced with. Stay home, stay safe, and feel free check out our Facebook page ([www.facebook.com/chancesrescue](https://www.facebook.com/chancesrescue)) when you need a smile since it is filled with happy dogs and happy ending stories.

Barbara Pennington

*"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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