

*The Automated Framing System Team and their Programs*

Nuconsteel is a proven leader in the Cold-Formed Steel\* (CFS) framing industry. The Automated Framing Systems (AFS) department at Nuconsteel is responsible for selling and supporting the robust combination of software, roll forming machines, decoilers and circle of support programs that Nuconsteel has developed. In addition to this, the overarching ambition of our AFS department is to increase the demand for CFS framing in the residential and light commercial markets. This purpose empowers us to be a flagship in the industry and conveys all of the benefits of that position to our customers. To that end, AFS makes every effort to continuously improve our processes and develop cutting edge combinations of software, equipment, products and services that provide maximum benefit to our customers.

Nuconsteel is your 'One Stop Shop' for all of your steel framing needs. This includes roll forming machinery, plant startup equipment, software support, on-site consultation and a continuously widening array of resources unparalleled anywhere else in the industry. Examples are: support during design and engineering of a project, providing pre-designed and pre-engineered product lines and consultation on creating a unique market strategy for your business' growth. Along with all these assets, we are identifying and targeting specific market segments where our systems may work and penetrating those markets, thereby increasing the usage for cold-formed steel.

**AFS SALES & MARKETING TEAM**

On the front lines of this endeavor is the AFS Sales Team who works with new customers to tailor a custom solution to meet that customer's business needs. The team has devoted countless hours to developing packages and programs to fit any CFS framing business plan. For our sales team, each customer relationship is a unique blend of knowledge, experience and foresight designed to allow customers to succeed and envision their own promising future.

**INSIDE SALES & SALES SUPPORT TEAM**

Next in line is the Inside Sales & Sales Support Team devoted to taking care of existing customers by providing ongoing customer support and sales. Sales include items such as steel coils, screws, clips,

plates and all of the consumable materials used in the day to day business of running our systems. In addition, the team provides knowledge and insight to our customers from helping with material orders to sharing lessons learned from years of experience. This group coordinates all of the everyday needs to help customers run and grow their business.

**AFS SOFTWARE TRAINING & SUPPORT GROUP**

Our AFS Software Training & Support group specializes in providing software support for customers as well as assisting in the continued development of our software. The 4.5 day software specific training classes give our customers what they need to get the job done. Once training is complete, they provide ongoing technical assistance to our customers via phone or online meetings where they troubleshoot unique issues and provide solutions in real time. Beyond training and software support, they also assist the Sales Team with software demonstrations for potential customers and generate preliminary estimates showing how our product compares with what they are currently using.

**AFS MACHINE GROUP**

Finally, there is the AFS Machine Group, which is a vast resource of knowledge and experience for our entire suite of roll forming systems. This group not only manufactures the equipment but they also train customers on machine operation and assembly as well as support existing customers on the phone, online and through jobsite visits when necessary. The Machine Group is also responsible for continuing the development of our suite of systems as we add improvements and new equipment to our offerings. They are proficient in all areas of machine commissioning, maintenance and troubleshooting and share that knowledge through customer training. They work diligently to provide the most innovative and highest quality roll forming equipment and customer service in the CFS framing market.

Nuconsteel's Automated Framing Systems provide a total CFS solution for panels and trusses in the residential and light commercial marketplace. The NUFRAME and NUTRUS 2.0 systems enable Nuconsteel and our AFS customers to produce high quality, cost effective panels, and floor and roof trusses by utilizing roll forming machines, de-coilers, integrated software and high quality slit steel coils.



*Our mission is to take care of our customers by being the safest, highest quality, lowest cost, most productive, most profitable, load bearing cold-formed steel framing products company in the world. We will accomplish this while being cultural and environmental stewards in the communities in which we live and work. Through the commitment and diligence of AFS, we intend to do just that.*

