



Eagle Steel Products, Inc  
5150 Loop Road  
Jeffersonville, IN 47130

Phone: 812-282-4770  
Fax: 812-282-5873

## Welcome to Eagle!

Daniel C. Delaney  
Dennis Gales  
Rodney Huff  
Shannon Ross  
Regina Wright  
John Platt  
Traataun Luker  
Wayne Carter  
Eric Hartman  
CaNon Harper  
Lori Hope

8/9 Mary Stewart	9/9 Curtis Barber
8/10 Desmond Conley	Paul Meritt
8/14 Christopher Higgs	9/14 John Brown Sr.
8/15 Buddy Yates	Meredith Childress
8/16 Charles Bradley Sr.	9/15 Eric Hartman
8/19 Phil Ison	Shawn Lacey
Todd Shannon	9/18 Jeffrey Bratton
8/20 Roy Winchell	9/23 Zak McAllister
8/24 Bobby White	9/24 Trina Vaughan
8/25 Tom Beeler	9/29 Dax Ogden
8/26 Rick Radcliff	9/30 Rodney Huff
8/29 "Tank" Williams	

## Eagle Birthdays

Visit us on the web!  
[www.eaglesteelproducts.com](http://www.eaglesteelproducts.com)



Fall 2006

Jeffersonville, Indiana



# The Flyer

## Inside This Issue

George Does It Again!	2
Employee Benefits Update	2
Video iPod Raffle	3
Eagle Welcomes Richard Ferguson	4
The Growth of Eagle Steel Products	4
Eagle Lands New Customer in 2006	5
Eagle Steel Additions	5
Eagle Events	6
We Care Award Nomination	6
Healthy Happenings at Eagle	7
Protect Yourself Against Cramming	7

## Celebrating Eagle Steel



**By Shirley Ohta  
Chief Executive Officer**

I recently read this: "Good friends are the rare jewels of life—difficult to find and impossible to replace." And, as I reflect over the past years, I know that can be said for employees as well. On November 16 we will celebrate the 24<sup>th</sup> anniversary of being in

business as Eagle Steel. Gosh.... some days it seems like just a year or two ago. We've each played many roles in the chapters of each other's lives. We've laughed together, cried together, planned and brainstormed together. I've seen the growth of our younger employees as they have married, had children and learned to wear all the hats that young mothers and fathers have to wear. I've seen a few gray hairs show up on some of our long-time employees (and quite a few in my own mirror!!.) Some of my friends tell me that I can be so proud of the company Eagle has grown to be over these past few years and that's true..... but there

is no way to explain to them how proud I am of our employees and the people they have grown to be during the same time period. There is no doubt in my mind that those two factors..... our Company's growth and our employees growth..... are very closely related!! So.... to each of you.....for all the times you were the one that went the extra mile, stayed the extra hour or two, went above and beyond, took the time to say a word of encouragement to me or one of your co-workers... Thanks!! And let's make this next year the best so we can celebrate our 25<sup>th</sup> together!!

*" If you don't do it excellently, don't do it at all."*  
Robert Townsend

## Eagle Employee Helps Ex-Con

George Does It Again!

**By Ruth Schenk  
The Southeast  
Outlook**

He's been in handcuffs, straightjackets, shackles and cells without windows. For 43 years, Gerrald Fair drifted in and out of trouble. He began drinking at 15, was kicked out of school in the eighth grade, imprisoned at 17 and disappeared for 8, 10, 15 years at a time. His brother called him Houdini.

Fair called himself "crazy bad."

### Why bother?

He had ruined a string of second chances when George Gill and Southeast member Teresa Oechsli saw him lying in the breezeway of an abandoned house on a blistery January day in 2003. They were going from house to house, telling people about a Touched Twice clinic

where they could get free medical and dental care.

"Gerrald was filthy, smelly, pretty much passed out in the breezeway of the house," Oechsli said. "We started talking to two or three other guys in the yard."

At one point, she pointed to Fair.

"God knew him before he was born. He has a plan and the power to restore him," Oechsli said.

Fair struggled to open his good eye, crawled toward the doorway and asked Gill and Oechsli to pray for him. He asked them to call Skip Arp.

Oechsli searched the Internet, found a phone number and contacted Arp later that afternoon. Arp, the executive director of Teen Challenge in Louisville, remembered Fair from a treatment program and promised to check on him.

Gill, a member of Bates Memorial Baptist Church, is a familiar face on Louisville streets where most homeless people call him "Deacon Gill." People often ask why he bothers with the "Gerrals" of the world.

"People on the street think nobody cares or wants to help them," Gill said. "When we go out on the streets, we meet men and women who know they've made a mess of their lives. It's easy to look at someone who doesn't have a job and think his circumstances are his own fault, but Jesus wants us to see the people who live under the viaduct or in an abandoned building."

When people ask Oechsli why she cares about alcoholics living on the streets, she explains that her dad was one of them. She often wonders if others stopped to remind him that God cares.

***This story was originally published in the August 3rd edition of The Southeast Outlook.***

## Employee Benefits Update

Wendy Osborne, Human Resource Manager, will be passing out provider directories for the Humana PPO network for Louisville and Southern Indiana.

Your home computer can also provide you with information regarding your health insurance. To

log on, visit [www.myhumana.com](http://www.myhumana.com) and fill out some simple registration information. Myhumana.com can provide you with details about your plan, participating doctors, information about prescriptions, and more.

Don't worry if you do not have

computer access at home. Eagle will be setting up a computer terminal where all employees will have the opportunity to visit [myhumana.com](http://myhumana.com) for any information they may need.

## Healthy Happenings at Eagle

**By Wendy Osborne  
Human Resources**

The company is now providing the monthly *Hope Health Letter* to all employees. This newsletter gives great health tips and is a quick, easy read. Keep your eye out for this helpful newsletter!

The YMCA of Southern Indiana offered all Eagle Steel employees a free week to use their facility from September 17-23. The Y reported that 12 of our employees took advantage of this! Of course with everyone's busy schedule and overtime hours that week it was difficult for folks to get there. Chip Moore, Logistics Manager, tried it out and commented, "What an awesome facility!"

**Health Fair  
November 9, 2006  
Noon—4:30 pm**

Mark your calendars! Eagle Steel, in conjunction with Occupational Medicine Physicians will host a health fair. Features will include: cholesterol screenings, body mass index, diabetes screenings, and massages. Flu shots will also be available (please sign up for flu shots in advance). Stay tuned for more details!



## Protect Against Cramming

***Information originally published at [www.ftc.gov](http://www.ftc.gov)***

You can protect yourself and your family against cramming. Cramming refers to unexplained charges that appear on your phone bill that you did not authorize.

Crammers can get your phone number and cram charges onto your bill through a variety of ways, including: 800 number calls, contest entry forms, direct mail sweepstakes,

dating service calls, and free minutes deals.

It is important to keep a close eye on your phone bill for unfamiliar charges. Try to resolve any cramming charges with the company whose toll-free numbers listed on your phone bill. Be sure to follow up any phone calls with a letter. You may also consider contacting your state Attorney General's office and the Federal Trade Commission. Most Attorney Generals' offices have divisions that deal primarily with consumer protection issues.



## Eagle Events

Friday, October 20	<b>Raffle for video iPod</b> <i>All proceeds go to Eagle's Employee Fund See Dee or the office to purchase tickets</i>
Thursday, November 9	<b>Company Health Fair</b> <i>Massages, Cholesterol Screenings, Body Mass Index, Diabetes Screenings, and Flu Shots Free to all employees (Please sign-up for flu shots in advance!)</i>
Thursday, November 23 Friday, November 24	<b>Company Holiday</b>
Tuesday, November 28	<b>American Red Cross Blood Drive</b> <i>Blood drive location: SDI</i>
Monday, December 25	<b>Company Holiday</b>
Monday, January 1	<b>Company Holiday</b>
Monday, January 15	<b>Company Holiday</b>



## Eagle Steel Nominated for We Care Award

Eagle Steel Products was recently nominated for the 2006 *We Care* Awards. The awards, sponsored by Republic Bank and Wave 3, honors companies in the Louisville area who are active in the community.

Eagle was recognized for their

yearly fundraising efforts for the Crusade for Children. The current logistics shadowing program with Shawnee High School was also cited as an example of Eagle's continuing involvement in the Southern Indiana and Louisville area communities.

## Video iPod Raffle for Employee Fund



A video iPod will be raffled off on Friday, October 20. All proceeds from the raffle will go to benefit the Eagle Employee Fund.

The Eagle Employee Fund was put into place to help employees who are off work for medical reasons. Money from this fund helps these employees pay for their COBRA health insurance.

Over \$1700 has been raised so far for the Eagle Employee Fund through raffles and fundraisers.

### Eagle Employee Fund Video iPod Raffle

Friday, October 20

#### Tickets

\$5 for one ticket

\$20 for six tickets

To purchase tickets please

see

Dee or the office

## Be A Part of *The Flyer*

*The Flyer* is a quarterly publication of Eagle Steel Products.

We are always looking for story ideas! If you have any information that you think should be added to next quarter's issue, please send it to [mchildress@eaglesteelproducts.com](mailto:mchildress@eaglesteelproducts.com).



Congratulations to Karen and Bob Miles!

Karen and Bob were married on September 9, 2006.

**"Never mind what others do;  
do better than yourself,  
beat your own record from day to day, and  
you are a success."**

**- H. Boetcker**

## New Business Development at Eagle Steel

### By Meredith Childress Public Relations Intern

Richard Ferguson has been hired as the Manager of New Business Development and Strategic Planning at Eagle Steel Products.

Ferguson will be looking at new opportunities for Eagle and will be strategizing the best opportunities to help the business grow. He will be working with everyone to make sure that Eagle will be able to handle new business while continuously increasing

quality and performance levels.

Ferguson is no stranger to new business development. His past experience includes work with production control, manufacturing, and supply chain management at Ford and Nissan. He was involved with new business development at Commonwealth Aluminum, which is now Aleris International. Ferguson also did business consulting for a variety of companies, and businesses before coming to Eagle.

Ferguson points out that new business development is not reliant on what he can do alone. "My success and the company's success is not dependent on what I do", says Ferguson. "Everyone, including production, quality, transportation, customer service, sales & marketing, and finance departments are the most important people in the success of our company."



Richard Ferguson is the Manager of New Business Development and Strategic Planning at Eagle Steel Products

## The Growth of Eagle Steel Products

### By Rita C. Moore Secretary/Treasurer

The year was 1982 and the country was experiencing home mortgage rates at 15%. Today we complain as they climb to 6.75%. It was the worst of times and the best of times to start a steel company. On November 16, 2006, Eagle Steel begins its 25<sup>th</sup> Year!

From seven employees that first year to a current high of 127, Eagle has shown steady growth. Our first location was in Louisville's West End where we rented 13,000 square feet. From there we moved to the South End in 1985 and occupied 36,000 square feet from Caldwell Tank off Fern Valley Road. In 1988, the "Eagle" landed at its present site in the Clark Maritime Center. The building originally was 42,000 sq. ft. but was expanded to 72,000 sq. ft. six years later. Today the Indiana location has a total of 214,000 sq. ft. while the

Louisville Warehouse has another 110,000 for an Eagle total of 324,000 square feet. And don't be surprised if that's not the end!

Eagle's location on the banks of the Ohio River is one of its greatest assets, allowing it to capitalize on the least expensive mode of transportation. We were the anchor company at the Maritime Center and attracted nine other steel related businesses, many of which have become our customers.

We are forecasting our sales made up of all our revenue streams (slitting, cut-to-length, warehousing, stevedoring and freight) to hit an all time high in 2006 and continued growth in 2007.

Throughout all of the past 24 years it's the team effort that has brought us to this successful point. Whether it was the 7 employees in '82 or the 127 employees in '06, people are what make a business, and Eagle has the best!

## Eagle Lands New Customer in 2006

### By Gary Shumate Outside Sales Manager

Eagle Steel began supplying processed cold rolled coils to Hoosier Wheel and Stamp- ing this year.

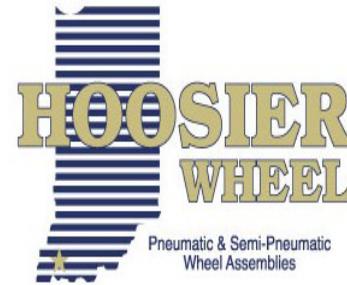
Hoosier Wheel and

Stamping is located in Evansville, Indiana and has manufactured semi-pneumatic and pneumatic wheel assemblies for original equipment manufactures since 1967.

Hoosier Wheel makes over 4000 different wheel

configurations to meet customer specification requirements and application needs. They are ISO 90001-2000 registered.

This new customer will further diversify Eagle's customer base to a new industry.



## Eagle Steel Additions

### By Chip Moore Distribution and Logistics Manager

Eagle Steel has signed an agreement to Lease Tractors from Ryder to pull light weight aluminum trailers. The tractors will be the last of the Freightliner make before the industry must convert over to the 2007 emission standards. Strange enough, the new standard will emit less pollutants into the air but burn more fuel to do so. The trailers will be made by MAC in Alliance Ohio very similar in build to the Benson and East. Drivers will be employed by Eagle Steel Products.

Eagle has also added a third shift to help stage loads and expedite freight to relieve some of the pressures on first shift. Three material handlers and one Logistics clerk are needed. Start looking for more jobs to be filled on third shift once we get the ball rolling.



An example of Eagle's new light weight aluminum trailers

"Whether it was the seven employees in '82 or the 127 employees in '06, people are what make a business, and Eagle has the best!"