



Advanced Metalworking

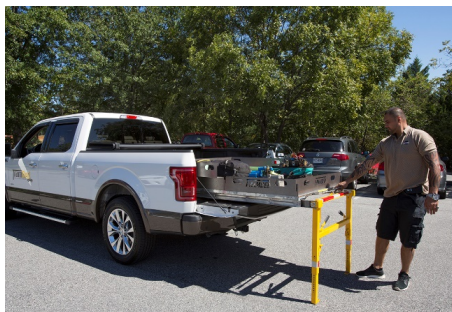
Metcam Expands Entrepreneurial Offerings to Include New Product Manufacturing, Logistics, Sales and Marketing

December 15, 2016 (Alpharetta, GA)—[Metcam](#), an Alpharetta-based fabricator of sheet metal components and assemblies for OEMs, today announced it has expanded its Business Solutions Division and now is partnering with inventors to offer end-to-end product manufacturing, sales/marketing and delivery pipeline, either through a joint venture or a product acquisition model.

Previously, the BSD helped inventors bring products to market by orchestrating the design, manufacturing and distribution of innovative and sheet metal intensive products. Now, Metcam has expanded its involvement to include participation in patents and intellectual property rights, as well as management of product sales and marketing... ranging from developing websites and PR to organizing tradeshow participation and product distribution networks.

“Metcam has always been an innovator in its own right, in terms of our lean and quality efforts and our advanced manufacturing approaches,” said Metcam President Bruce Hagenau. “Now, we want to help inventors of sheet metal intensive products to leverage the award winning quality, manufacturing, financial, and environmental systems and resources of Metcam to bring their products to market. We don’t want lack of resources or manufacturing infrastructure to prevent a valuable concept from reaching fruition.”

Already, Metcam’s expanded BSD offerings are being put to full use in the debut of two products: TramBed™ and Best Built Cages™.



TramBed: As the first commercial grade truck bed extension with legs, TramBed offers a heavy-duty, all stainless-steel deck that extends across a welded steel track and extendable rail system supported by heavy duty legs. With TramBed, truck owners gain increased safety and total stability for extending their truck bed. The extended bed slides in and out of the truck

bed to allow easy access to the truck bed contents... whether that is up to 2,000 lbs. of material or a work surface with mounted tools, compressors, generators, and more. Arriving pre-assembled, TramBed can be installed rapidly and easily. Metcam does not own the patent on the Trambed, but has exclusive manufacturing rights under the patent.

Best Built Cages: Made of 100% recyclable aluminum, these lightweight poultry cages weigh 50% less than standard steel cages. Lighter-weight cages allow for a 30% increase in chicken capacity per load or 25% fewer trucks carrying the same number of chickens. Best Built Cages' commercial-grade design also allows for faster bird removal, greater fuel efficiency, and less expensive repairs. Metcam owns one half of the patent for the Best Built Cages.



“We encourage inventors in the early stages of product development to contact us and discuss the possibilities,” said Hagenau. “We were pioneers in the early days of our business, and now we are using our experience and knowledge to help the product pioneers of today.”

About Metcam

Metcam is a fabricator of precision sheet metal components and assemblies for original equipment manufacturers (OEMs) representing a wide variety of industries including telecommunications, electronics and HVAC. Metcam’s advanced metalworking capabilities include laser cutting, punching, forming, hardware insertion, welding (including robotics), powder painting, silkscreen and parts assembly. Metcam also assists clients with product design and manufacturability to reduce their total cost of production. Metcam’s award-winning service, combined with an aggressive focus on quality, environmental management and lean manufacturing, simplifies the outsourcing decision for firms worldwide. For more information, visit www.metcam.com.

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