



July 31, 2015

To Whom It May Concern,

### **About Supreme Steel**

Supreme Steel is the largest steel fabricator and erector in western Canada with seven facilities in Alberta, Saskatchewan, British Columbia, Manitoba, Ontario and Oregon. Supreme Steel is a “make to order” steel fabricator serving industrial, commercial, and infrastructure markets.

### **Supreme Steel and Clevor Technologies: 10 years and growing**

We've used Clevor Schedule Optimizer to schedule our Saskatoon plant's work since June 2005. This includes drafting, fabricating, sandblasting, painting, shipping and any work we subcontract to others. Our manufacturing facility is designed to be highly efficient by enabling the various projects to “flow” from one station to the next.

### **How Clevor works, and Clevor's benefits**

I am happy to share our experience with Clevor over the last ten years. Since we are a make to order shop, we define our workload by details of each customer order, their earliest start date, and our promised shipping dates. Larger customer orders are broken into smaller parts to properly sequence when the project's materials must be shipped to the site.

Clevor uses information on customer orders, available resources, and their flexibilities and costs to generate the best sequence of customer orders and the best assignment of people (and other resources) to each workstation. Clevor tells us which work orders should be subcontracted, to avoid bottlenecks and minimize costs. No matter how our plans may change, Clevor's rapid re-scheduling and re-optimization capability enables us to update these schedules weekly.

### **Clevor: supporting a very successful business**

We have seen significant growth in our business in the last decade. We've grown from 2,000 tons per annum in 2005 to 6,000 tons per annum in 2012. In 2012, our Saskatoon facility earned 47% of our company's total sales. During this period, we have successfully completed projects worth over \$800 million using Clevor.

With Clevor, we use our resources more productively, making us very cost competitive in the marketplace. Clevor gives us much better future visibility and control over our projects and commitments, enabling better orderliness within the shop and a congenial working relationships with our customers, suppliers and subcontractors.



We are constantly looking for ways to improve our operations by initiatives like Lean and other methods. Similarly, Clevor consistently adds new capabilities that have further improved our performance. Their staff is very knowledgeable and experienced and their customer service is excellent.

**Supreme Steel and Clevor: the future**

We have now decided to use Clevor to optimize the operations of our plant in Manitoba.

Sincerely,

Ross Fraser,  
Sr. Vice President  
Supreme Group East Region