

ECO-GREEN SOLUTIONS

A twice-yearly publication of Otto-Max Industries and McAllister Spring

Volume 4

Issue 1 Spring / Summer 2008

“Being able to manufacture a line of mutually complementary products while at the same time behave as an environmentally conscious warden of the earth’s resources should be the goal of every producer.”

This is a quote from a good friend of ours – an environmentally focused business development consultant based in the Vancouver area. It is a mantra that we at Otto-Max believe in and wholeheartedly support.

It was not very long ago, just 10 years at the most, when a typical CEO would answer questions about social responsibility by saying that a company’s obligations are to make money, create jobs and obey the law. That was it – do business and commit no crimes and you could rightly claim the mantle of a good corporate citizen. Needless to say, standards and attitudes have changed.

Today, social responsibility means protecting the environment – not just obeying environmental laws. This is indeed being a good corporate citizen and IT **MAKES BUSINESS SENSE.** Any company, including manufacturers, who can include in their promotional material a statement that they use **GREEN** manufacturing techniques wherever possible, will attract attention.

And Otto-Max can help you make this statement loud and clear.

We heat treat steel alloys. A few years ago this was a dirty, messy business but for us this is no longer true. We have made huge investments in electrical induction heating equipment and in BC electricity is produced mainly from hydro dams – one of the world’s most environmentally friendly sources because it is totally renewable. Electrical induction heating is fast, clean and extremely **cost-effective.**

Otto-Max has moved far beyond our base products of springs and suspension systems. We now produce specialized alloy steel components for a number of manufacturers. Our turn-around time is fast, our quality is top-notch, we are low-cost and most importantly, we allow our partner customers to

advertise the fact that they are using **GREEN** components wherever possible.

We also do the R & D if necessary.



Part way through production - large, extra heavy duty strengthened steel U-Bolts custom ordered for bridge construction.

Ask yourself – how can Otto-Max help us?

Have a look at your design plans relative to any small, alloy steel components that need hot forming, tempering, hardening or heat-treating and give us a chance to quote on them.

Otto-Max continues to grow.

Since 1913, Otto-Max and its related companies have called many addresses home as the continuing growth of our business has dictated moves into larger and larger facilities. And now it’s happening again. Only this time we’re not moving – we’re expanding!

We are adding 10,000 square feet to our main plant where the hardening, tempering, forming and finishing takes place.



Main production facility before expansion.

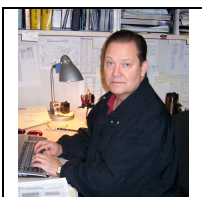


Expansion underway.

The new space will be configured primarily for cutting the flat and round steel alloy bars so that these parts can then be moved immediately into heat treating, finishing and shipping.

We are starting to get our diversification message out to people who can take the most advantage of our alloy steel small parts initiative – corporate managers just like you who are searching for ways to reduce costs, reduce shipping times, improve quality, incorporate **GREEN** components, create new products and improve customer service and satisfaction.

Otto-Max and GREEN Auto Sports



Bill Dagoie

Otto-Max's General Sales Manager, Bill Dagoie, is one of those guys you'd call a car nut. As well as being a **GREEN** advocate he enjoys anything and everything to do with automobiles. In order to get our message out to a variety of audiences, Bill figured one of many

good plans would be to sponsor a stock car group in the late model challenge series – if he could find the right group.

Ryan Fischer Motor Sports is a dynamic operation that is enjoying tremendous success and Otto-Max is very happy to have been a part of it.

One of their recent press releases covered the Arca – Re/Max series run at Daytona International Speedway in December, 2007. Ryan circled the legendary 2.5-mile super-speedway in 49.558 seconds, an average speed of 181.605 mph, for the fastest lap time.

If you look closely at the photo you will see our MacSpring logo proudly displayed above the rear wheel well.



Ryan Fischer with his race car.

Motorsports operations are able to take advantage of Otto-Max's environmentally friendly production techniques as well as incorporating our cold wind technology in their racing suspensions.

Think about this

Are you building machinery? Or maybe storage silos, bins or buildings? Or any other type of metal product? Are you looking to save money and increase the quality of your products?

An old customer recently ordered a batch of draw-bars for his snowplough business. We had made these bars for years using natural gas and torches – not the greenest way to manufacture the parts! Now they will be made **BETTER, FASTER AND** more **ECONOMICALLY** using our induction heating process.

Give us a call to talk about solutions.

Otto-Max Industries Ltd.

So much more than just springs and we do it all with GREEN technology.

Otto-Max Industries Ltd. (Contact person is Bill Dagoie)
Telephone: 1.800.667.6167 Email: billdagoie@otto-max.com