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Franklin Aluminum and Accu-Lube®

**The success of Accu-Lube® Near Dry Machining at Franklin Aluminum,
The world largest roof rack manufacturer**

December 4, 2002 - Franklin Aluminum Company, located in Franklin, Georgia, is the world's largest roof rack manufacturer. It converted its lubricants needs to Accu-Lube® three years ago and now enjoys the benefits of Near Dry Machining. JAC Products, Parent Company based out of Saline, MI, acquired Franklin Aluminum Company in 1995. JAC Products, Inc. supplies two out of every three racks provided on North American vehicles, and accounts for half of the category market share worldwide. Founded in 1962, Franklin Aluminum is the only roof rack manufacturer to do Aluminum Extrusion in house. Their plant is an ISO 9000, ISO 9001 and QS plant. With 40 years in business, Franklin Aluminum is the leading Tier One supplier to Automotive Manufacturers in the United States, Mexico, Canada, South America, Japan and Europe. Four Hundred and forty people work at Franklin Aluminum on a 3 shifts 24/7 and produce an average of 2,000 roof racks a day per customer.

Franklin Aluminum's business

Franklin Aluminum manufactures a variety of quality parts and products utilized in the original manufacture of:

- automobiles,
- trucks/trailers, recreational vehicles, pleasure boats,
- ships, transit buses, school



buses, rail vehicles and aircraft. The transportation industry is an important market for Franklin Aluminum. The company understands the special needs of high volume vehicle and parts assembly operations. Their engineering, manufacturing and quality systems are geared for effective initial design, just-in-time delivery, E.D.I. and strict defect preventive requirements. Franklin is handling in-house all the steps of



the manufacturing process, from Extrusion to Forming, Drilling, Painting, Assembling, and Shipping. The company has three extrusion presses, with modern enhancements; which provides the capacity to produce up to 20,000,000 pounds of extruded shapes annually. After extruding the aluminum the next step is forming. Mike Traylor, Tool



Mike Traylor

Manager, explains: "We are unique in how we form. No one else forms the way we do. After forming and drilling holes, the racks will go to heat treating to harden." Mike Traylor has been with Franklin

Aluminum for over three years. The responsibilities of his seven people department are to build the "tables", the machinery that will form, drill and assemble racks. As every roof rack is different, even for the same manufacturer, Franklin Aluminum needs to design a dedicated table for each model. It takes about 2 months to build a new table specific to a new car model. Custom fabrication tooling is designed and developed in-house to customer specifications. The tooling is monitored and maintained in accordance with inspection and computer controlled maintenance requirements. After the Forming and Drilling stage the roof racks will be Heat Treated, Painted, Assembled and Shipped.

The Benefits of using Accu-Lube® Lubrication System

Accu-Lube® offers a complete line of natural-based lubricants along with specially developed, patented micro-lubrication systems for Near Dry Machining. Accu-Lube®

eliminates flood coolant for easier, safer and more profitable operations. Accu-Lube® lubricants are non-toxic, environmentally



safe and can be applied to a variety of materials without fear of contamination and discoloration. As a result, the production process becomes more efficient, worker safety is increased and the bottom line is improved. Franklin Aluminum uses Accu-Lube® lubricants and equipment mainly for punching and drilling.

Cost Savings

Mike Traylor explains, "Before we switched to Accu-Lube®, we were using 20 oz. of lubricants per machine each day. The lubricant usage per machine was 60,000 oz./year. Today it is only 32 oz./month/machine, 384 oz./year/machine. For the entire plant as we run on average 20 machines per day, we are now using 7,680 oz of lubricant/year instead of 120,000 oz/year!"

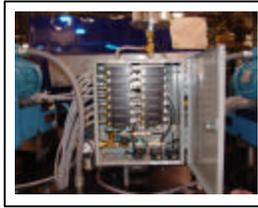
Housekeeping Improvements

"We always lubricated but not automatically. We would depend on the operator. That's when we got in a lot of problems. They were hand-spraying and the lubricants would get on their clothes, and their hands." Mike Traylor adds "We were overusing the old product and would be covering the floor and creating housekeeping problems. Today the floor is cleaner and safer."

Increase Tool Life

Since Franklin Aluminum has been using Accu-Lube®, the life of the racks is drastically extended. Accu-Lube® lubrication systems increase the tool life by at least three times. Mike Traylor explains; "We decided to go to a Micro-Lubrication system 3 years ago. All new tables have been designed and equipped with a lubricator, and we are updating the old tables with Accu-Lube® units. We purchased 30 Accu-Lube® applicators in 2001. We are also in the process of combining/consolidating tables. Instead of having one table dedicated for one roof rack model we are combining up to 4 different rack models on the same table. In that case we will need an Accu-Lube® applicator with more nozzles.

As of today we are using Accu-Lube® applicators equipped with 1 to 14 nozzles. Each table is



different therefore each Accu-Lube® applicator has a different application. The Accu-Lube® distributor and sales representatives have been helping Franklin

Aluminum as needed to design the new configurations and to train the operators."

Quality

Accu-Lube® applicators carry Accu-Lube® fluid to the cutting edge, preventing heat build-up and enabling metalworking to perform better. As the process is more automated, Franklin Aluminum has improved the overall quality of the end product. Another benefit is after drilling, when the racks are heat-treated and painted. The painting process is much more successful now that the holes have been through consistent high quality drilling process.

Easy Installation

After an initial training, Franklin Aluminum technicians are doing all the Accu-Lube® installations themselves. "It's very easy to install and adjust. We have not encounter any difficulties even when installing bigger units." Says Mike Traylor. Mark Boehmig from Technical Tool Systems is distributing Accu-Lube® systems and Scott Stanford from Turpin Sales and Marketing is the Accu-Lube® Sales Representative for that account. "We have received extremely good service from the Accu-Lube® team."

No Maintenance



Mike Traylor with his team

Accu-Lube® equipments are so durable that Mike Traylor does not hesitate to say: "There is nothing to do to maintain the unit. We have not had to repair or service any Accu-Lube® applicator. "You just turn on and off the machine that's all there is to do".

A division of Illinois Tool Works, ITW Fluid Products Group is a leading supplier of high-performance coolants and environmentally safe lubricants. Accu-Lube® brand products include metalworking lubricants and related application equipment.