

MAZE NAILS

Streat **TALK**

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Find out how one Central Illinois manufacturing company continues to grow, nail by nail!



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Maze Nails – What’s Not to Like?

Take a look in your workshop area. Go ahead. You’ll probably find boxes and boxes of screws, bolts, washers, nails . . . a little of everything, and you may even run across a yellow and red box with the name “STORMGUARD” on the top.

These are Maze Nails, made right here in the U.S.A. in a modern, 250,000 sq. ft. manufacturing facility, located on a bluff just overlooking the Illinois River. You’re now in Peru, Illinois, and once inside this plant, you’ll like just about everything you see – clean, efficient manufacturing, strong customer focus, and the company’s commitment to protect the environment.

Maze was founded back in 1848, and since that time, the company has carved out a niche by offering top quality products and on-time delivery to customers all across the country. Their specialty is galvanized nails, double-dipped in molten zinc, and available in just about any size, color, and style.



Comprehensive Recycling!

Maze starts with high-quality domestic, re-melted hot rolled steel rod. “A lot of it comes from the good old American company, Keystone,” said Jim Loveland, plant manager at Maze.



By utilizing re-melted steel, the obvious environmental benefit is that no additional mining and refining must be done to meet their steel demands, so energy usage and waste products inherent in the basic steel making process are reduced. Then, most scrap generated from the nail-making process heads right back to the same mill. Other “scrap” is directed to end-use applications, avoiding the energy and environment impact of re-melting that material.



Maze also re-claims most of the non-steel raw materials such as zinc, acid and certain other processing chemicals. Not surprisingly, they consume millions of pounds of zinc in their

unique Double Hot-Dip Galvanizing (STORMGUARD®) process. All of the waste zinc by-products are recycled into useful materials. Much of it is converted directly back into metallic zinc and re-sold to galvanizers, such as themselves. The balance is used in paint pigments, car tires, cosmetics, fertilizers, etc.

The steel rod is stored outdoors, and as Jim explained, “The fact that it’s rusty is not really a problem, because it actually pickles cleaner when it has a slight scale on it. Pickling is the first of several steps in making nails.

“We pickle it in a sulfuric acid bath; then the bath is ecologically rejuvenated so there is zero discharge. We actually generate a by-product called ferrous sulfate salt that we sell for various uses like micro nutrients in snack foods, in pharmaceuticals, in stabilization of hazardous materials in landfills, ground applications for various farm and fertilizer supplements and that type of thing.”



Once the rod is pickled clean it is amendable to wire drawing through a defined sequence of dies. Operators carefully watch tolerances to maintain quality as the wire is drawn smaller in diameter and longer in length until it is reduced to a gauge specific to a particular type of nail.



The nail forming operation takes place in a variety of machines which cut the nail to the correct length, while forming a head and a point. Here, each type of nail is collected in its own steel bin. After this process, the nail is cleaned to remove any residue from the wire drawing process or nail making machine.



Custom Products!

Maze STORMGUARD® Double Hot-Dipped Galvanized Nails are used for siding, decking, roofing, and a

variety of other applications.

Their



patented process provides super protection against rust. Millions of nails a day are shipped from this Illinois plant, and practically none are common sinkers.

“The quality of the galvanized coating, the variety of products, and the flexibility of our shipping is what sets us apart from other bulk suppliers, explained Loveland. “We’re not really into the sinkers and common nail production. If a contractor needs his siding to be matched by a particular nail and has guys on the job who need their nails now, he comes to us.”

“We sell in many different formats, one pound, five pound, 50 pound boxes, as well as coil and stick collated for pneumatic nail guns. Distributors are one of



our preferred customers, however we also sell through some of the big fellows like Lowe’s and Menard’s. And we have a website, so for instance if you’re looking for special nails and your local store doesn’t stock them, they can be purchased directly from us on-line at www.mazenails.com.”

Material Handling Bins!

“Since we started with Streator, back in ’76, we now have about 2,255 of your bins. The reason we have so

many is because we have such a large variety of product. Last year we made 1,794 different colors, shapes, sizes, and types of nails. Every one of those at some time would have had to be in its own distinct bin.

“Over the years, we’ve developed an excellent relationship working with Streator Dependable. Four things come to mind . . . good things that Streator has done.

1. On the bins that we are getting from Streator, the gusseted legs on the bottom have added the strength to hold our product.
2. We noted that after years and years of use as these were stacked, the top lips of some bins were starting to crack and collapse a little bit. We called that in, and one of your engineers came up with a solution. Now you wrap a double lip of metal around the top of each of bin. This has basically doubled the strength, so that’s been awesome for us. It’s really worked a lot better. We haven’t had a problem since.
3. Also we enjoy a lot of colors on our bins, and you powder coat exactly what we need.



4. The stenciling has been especially handy. We just put in an order to “Please stencil 50 of these yellow bins ‘Hot Dip Nails Only’ and your guys take care of it, so when the bins come in the door, we put them right to use.”

Customer Satisfaction!

As one Madison, Wisconsin, customer wrote in: **“Maze is a company which still exemplifies the ‘old’ American qualities of high ethical standards and moral values. Maze has excellent service, high quality products and sales people who are knowledgeable, efficient and always serve their clients with integrity, honesty and courtesy.”**



Dependable Refurbishing

As raw material costs continue to rise, refurbishing “worn out” steel containers just makes good sense for some companies. That’s why we’ve started a program to help our customers bring new life to their old containers. Our sales department is ready to analyze your old containers, meet with Engineering to spec out any new parts that need replacing, and provide you with a firm quote. Then it’s a matter of receiving your old product – shot blast, cut, weld, replace, powder coat, whatever is needed – and return your material handling products in like-new condition. Give us a call at 1-800-795-0551.





Coffee Break Quotes

A fisherman was lugging a fish twice his size when he met another fisherman with a half dozen small ones on a string. "Howdy," said the first fisherman, dropping the huge fish and waiting for a comment. The fellow fisherman stared and stared. Then he said calmly, "Just caught the one, eh?"



An executive's wife kidded him about his devotion to his golf game. "If you keep spending so much time playing golf," she jested, "you won't have anything set aside for a rainy day." "Never fear," he replied. "My desk is loaded with work I've got put aside for a rainy day."

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 "May I ask who's calling?"
 "This is Mr. Sullivan's office of Sullivan, Chadwick, Bicknell, and Jones."
 "Just a moment, I'll connect you."
 "Mr. Potter's office."
 "Mr. Potter, please. Mr. Sullivan wants to speak to him."
 "Will you put Mr. Sullivan on the line please?"
 "Mr. Sullivan? Ready with Mr. Potter."
 "Hello Pete? This is Joe. Okay for lunch? Good! See you then."

~ ~ ~
 A man went in for an eye examination. The ophthalmologist pointed to the wall chart and asked the man to read the third row from the bottom—XDRGHFUFQ. "Read that," he said. The man gulped and asked, "Can you give me a hint? What language is it in?"

Facts of Life - Tape, Teabags, and Toilet Paper

TAPE

Richard G. Drew, working as an engineer for the 3M company (the Minnesota Mining and Manufacturing) in 1923, made a tape to help painters paint a straight border between two colors. This early masking tape was a wide paper tape with adhesive on only the edges of the tape - not in the middle. Drew made an improved tape called Scotch (TM) Brand Cellulose Tape in 1930. This tape was a clear, all-purpose adhesive tape that was soon adopted worldwide. The first tape dispenser with

a built-in cutting edge was invented in 1932 by John A. Borden, another 3M employee.

TEABAG

Tea bags were invented by Thomas Sullivan around 1908. The first bags were made from silk. Sullivan was a tea and coffee merchant in New York who began packaging tea samples in tiny silk bags, but many customers brewed the tea in them (the tea-filled bag was placed directly into the boiling water where the tea brewed, instead of the traditional way of brewing loose tea in a teapot).

TOILET PAPER

And back in 1857, Joseph Gayetty

invented a new toilet paper composed of flat sheets. Before Gayetty's invention, people tore pages out of mail order catalogs - before catalogs were common, leaves were used. Unfortunately, Gayetty's invention failed. Walter Alcock (of Great Britain) later developed toilet paper on a roll (instead of in flat sheets). Again, the invention failed. In 1867, Thomas, Edward and Clarence Scott (brothers from Philadelphia, Pennsylvania, USA) were successful at marketing toilet paper that consisted of a small roll of perforated paper. They sold their new toilet paper from a push cart - this was the beginning of the Scott Paper Company.



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1705 N. Shabbona St., Streator, IL 61364
 Toll Free: 800-795-0551 • Ph: 815-672-0551 • Fx: 815-672-7631
 E-Mail: sales@streatordependable.com • www.streatordependable.com