



### HISTORY OF COIL PROCESSING

1. With a master coil, you get a better purchase price because you're the one \_\_\_\_\_ the material.
2. When did the architectural sheet metal market start?
3. Investing in coil processing equipment does not give contractors more flexibility and control over inventory

True    False

### WHY COIL PROCESSING PERFORMANCE IS IMPORTANT

1. When it comes to coil purchasing, it's important that you negotiate down to half pennies.

True    False

2. With coil processing, contractors have the ability to control and \_\_\_\_\_ on demand when they need that material produced.

### WHY IS HAVING YOUR OWN ABILITY TO PROCESS COILS IMPORTANT

1. With coil processing, you have \_\_\_\_\_ control of the job and the schedule.
2. There are additional revenue streams that can be generated with coil processing, such as making blanks and \_\_\_\_\_.