

*Holiday Learning Series*  
**Merry Metals**



LIVE

# Merry Metals: Prepare Now for the January Repair Rush

Are we really just 37 days from Christmas? There's no doubt about it. And as each passing day unwinds ever faster, Stuller will get you what you need just in time.

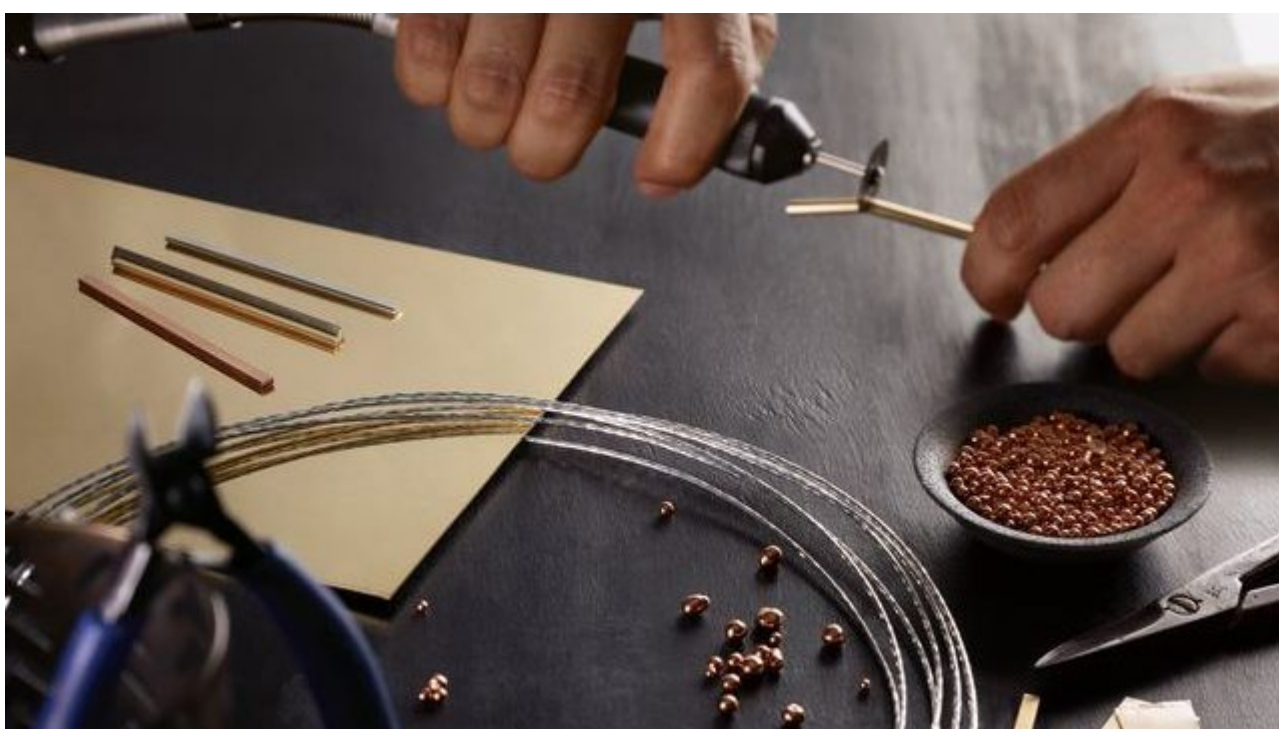
So far in our Facebook Live series, we've talked about [jewelry](#), [bridal](#), and [findings](#). In this week's episode, we're talking about [fabricated metals](#) with Kurt Jagneaux. He's one of our metals gurus who happens to be Executive Director of Production Operations for Metals. Watch and listen while he discusses the merry metal products you'll need now and come January when repairs begin in earnest.

## Experience Matters

Thirty-five years ago, Kurt was a welder by trade when a friend who worked at Stuller told him he might enjoy working there with precious metals. That's how his Stuller adventure began. "When I started at Stuller, we were smaller, and I like to think I've grown along with the company. I've certainly

learned a whole lot about precious metals, and perhaps most importantly, I've had to come up with solutions to the inevitable challenges that come when working with precious metals." In short, working with these metals involves as much art as science.

## Down to the Wire



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And on the subject of time, Kurt says, "We fabricate more than 95% of our product here in our Lafayette, Louisiana manufacturing facility. So, during the holidays, we can get what you need fast, offering next day delivery on anything in stock. Our 40 different metal alloys produce about 5,000 SKUs, and at any given time, we have a lot of those available for shipping."

# January Repairs



Shop Stuller.com | [Sizing Stock](#)

Kurt mentions that this metals information will be just as relevant come January when repairs take center stage. “That’s one of our two busiest months,” he adds. “We’ll be ready with the sizing stock, solder, laser wire, wire, sheet, and much more, so you can take care of business with ease.”

**SCS Certified 100% Recycled**  
**Metals (SCS: Scientific**

## *Certification System)*



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Kurt talks about the growing importance of sustainable metals, “Our customers want this information because even if their customers don’t ask, sustainability is a strong selling point. Over the years I’ve been here, I’ve seen the sustainability issue evolve, and it’s here to stay.”

**Environmental                      and                      Social**

# Responsibility

Stuller's commitment to environmental and social responsibility includes using 100% SCS-certified recycled metals. Our [Clean Scrap program](#) offers another path to sustainability. "With Clean Scrap, customers can recycle their precious metals and diamonds choosing from three payout possibilities. As a matter of fact, right now through November 30<sup>th</sup>, we have a fantastic promotion going on," Kurt says. "You'll receive 100% payout on your Stuller account. That's credit you can put towards new product for your cases."

## Determining Precious Metal Content

How do we make this determination for Clean Scrap? "Historically, fire assay is the most important method," Kurt says. "But sometimes we use x-ray certification. This method bounces beams off the various elements in the metal to provide a breakdown. If customers request this method, we use it, and the same goes when we're backed up in fire assay."

## COMEX Gold Bar Supplier



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For those of you interested in investing in gold, we sell [COMEX gold bars](#). COMEX stands for the Commodity Exchange, and the bars have to be 99.9% pure gold.

## Custom Stampings



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“We’re very excited to offer [custom stampings](#) thanks to new design technology,” Kurt says. “In the past, this wasn’t possible because you had to order dozens to make it affordable. Today, you can send us any type of file, and we can convert it to create one or more custom stampings. It’s an excellent way for you to offer pendants, earrings, and charms exclusive to your business.”

## Speaking of Time

We want to remind you that during the holiday season, we’ll have extended hours on Saturday from 10 AM to 4 PM along with our regular Monday to Friday 8 AM to

7 PM. Don't forget you can place orders on Stuller.com 24/7 – it's always open for business. We'll be closed on Thanksgiving, Christmas Eve, and Christmas Day.

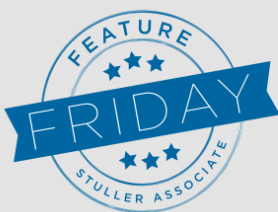
*Join us next week when we'll talk about Holiday Social Media Tips that will help you turn pictures into big sales.*

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Want to learn more? Check out these other blogs that give you a deeper look into Stuller Metals.

[Trusted & Tested: Stuller is Your Certified Recycled Metals Source](#)

[Introducing the 2020-2021 Stuller Findings and Metals Catalog](#)



PAO OUNECHITH  
Die Striking Operator

## Feature Friday – Amphayvanh “Pao” Ounechith

I'm from Laos, the only landlocked country in Southeast Asia. I came to the United States 18 years ago and wasn't quite sure





where to begin. A friend of mine told me about Stuller and the great opportunities it provided its associates. So, I went to school in St. Martinville (a small city along Bayou Teche) where they taught me how to polish. Once I had learned the technique, I applied at Stuller.

I started off on the night shift in the polishing area but eventually moved to the day shift. Stuller was in transition then, doing away with a complete polishing area but moving the act of polishing across a couple of different areas. That was a good thing in disguise. Because there wasn't enough work for everyone in polishing, I transferred into the Die Striking – part of the Metal Fabrication area where I've been ever since. That was about 11 years ago.



I love my job and feel I'm very good at what I do. I work in the v-head cell. I run primary on the power presses, strike/form, swage, tack and flow all v-heads. And we are always busy, which is also something I love about working in

this area. I've seen many new designs and a lot of new technology come through our area as well. New things keep us on our toes.



Our customers keep me inspired at work. I come back each day to keep our customers happy by getting the work that we need to get done, done. I focus hard on my job and try my best every day to send out the perfect product the first time, every time.

When I'm not at Stuller, I enjoy hanging out with family and friends. This is very important to the Laos culture. My favorite memories surround times I'm able to travel back to my home country and visit my family. We try and make the most out of each visit because we are never sure when we'll get to see each other again. During my last trip, we had a huge gathering with the entire family from around the world and had a blessing. Just being with my entire family meant so much.

