

Demand Driven: Managing The Chaos Of Unpredictable Sales



TUBE FORGINGS
of AMERICA INC.

Who We Are



- Tube Forgings of America, Inc.
 - Location: Portland, Oregon
- Tube Forgings of America is one of the nation's leading manufacturers of precision welding fittings. TFA's elbow and tee-shaped fittings are used as connecting points in oil, chemical and power companies pipelines, as well as in water treatment, automobile plants and high-rise buildings.

Who We Are



for a more



A DDMRP Mindset

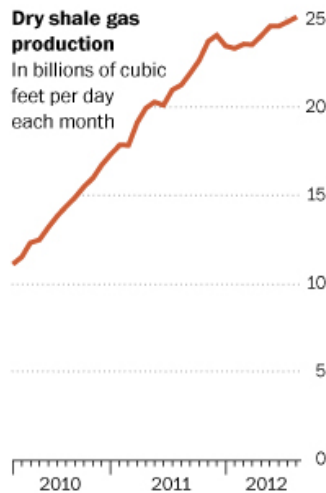


- We Have Been Demand Driven Since 2007
- Demand Driven Has Set Us Apart From The Rest
- Demand Driven Has Enabled Us To Compete and Prosper In What Has Become A Very Volatile Market
- With Demand Driven Logic, We Can Determine The Right Actions To Maintain Our Current Market, and Position Ourselves For Future Growth

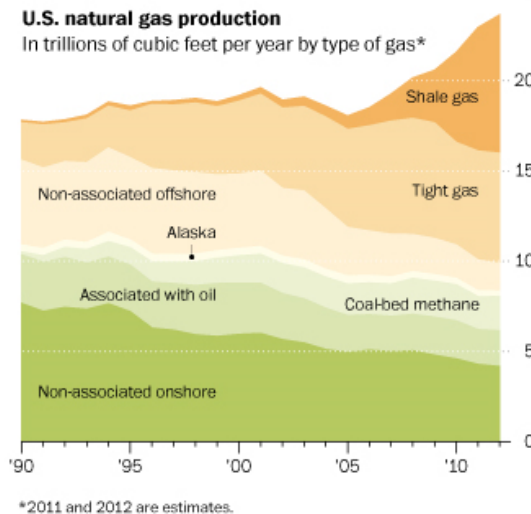
What Is Driving Our Market?

- The Energy Boom
 - Specifically-Nature Gas Production.....

Shale gas production has more than doubled since January 2010.



This has helped increase overall U.S. natural gas production, despite flat to declining production in traditional gas fields. In the future, shale gas is expected to play an even bigger role.

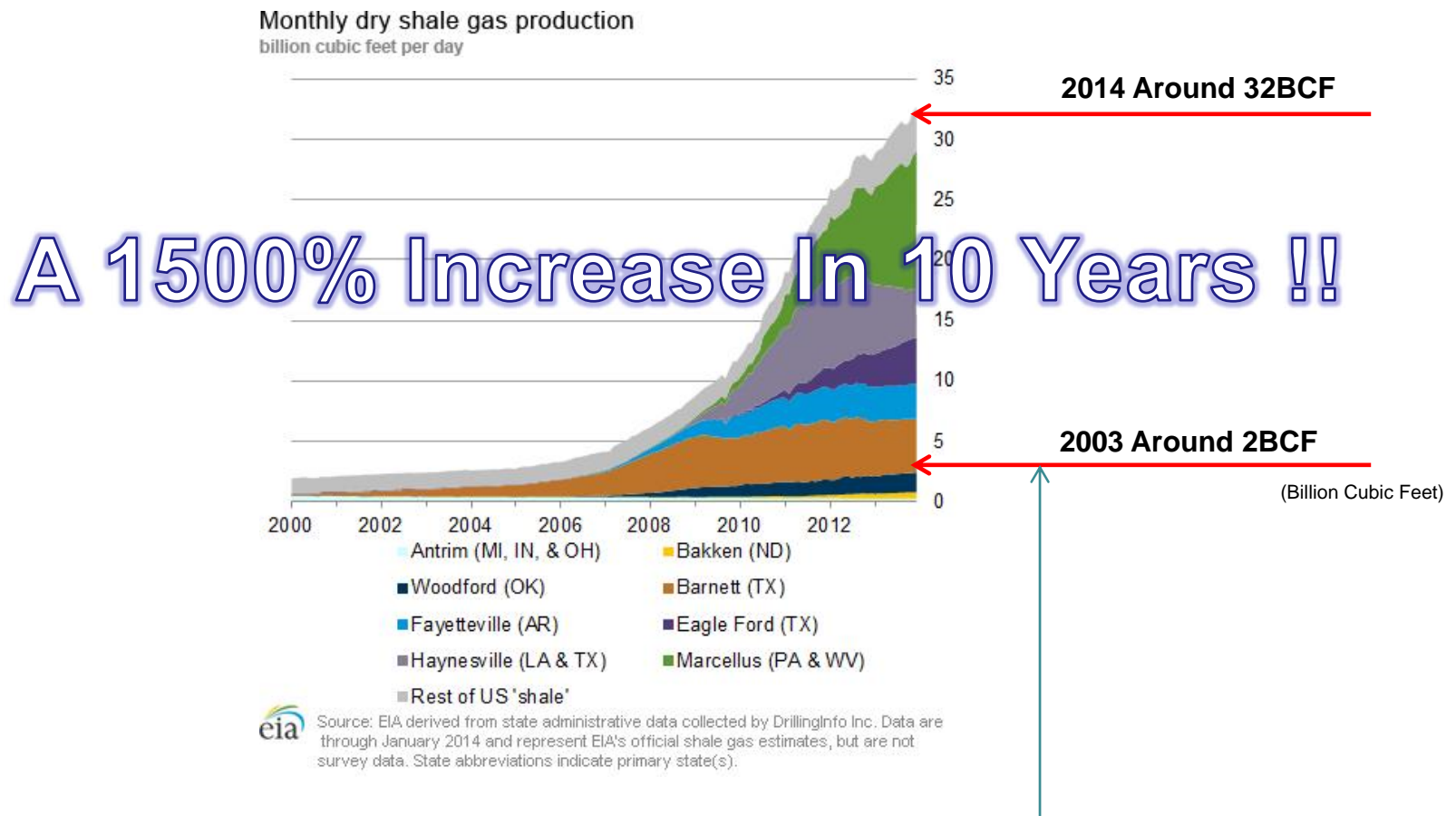


Natural gas wellhead prices crashed in April. They have recovered somewhat but remain near the lowest level in the past decade.

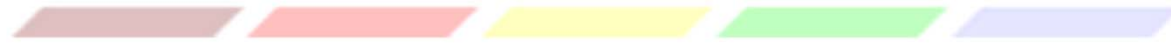


THE RISE OF THE ENERGY SECTOR- USA

- A sample Of One Sector Of The Energy In The US Market:



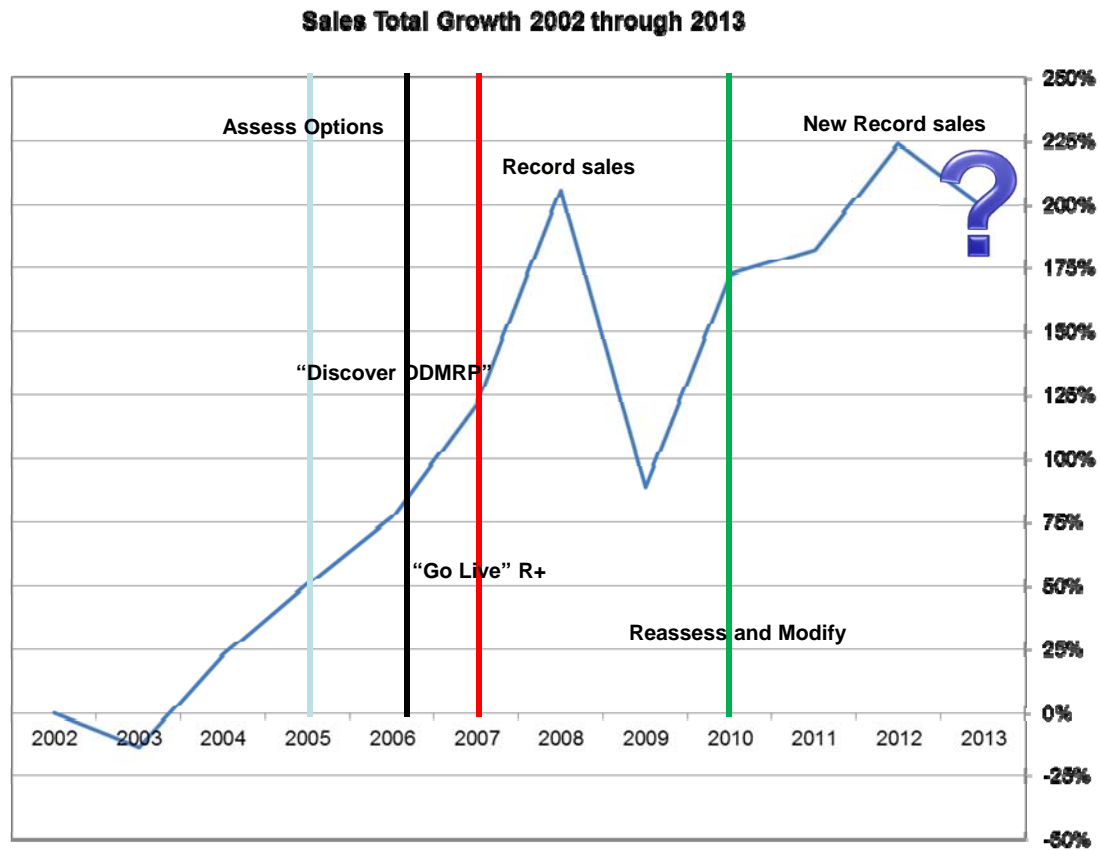
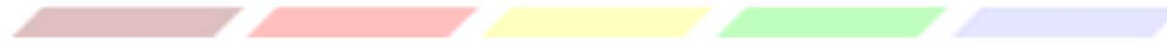
Years Of Dynamic Change



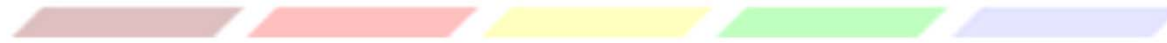
- 2006-2008 3rd Qtr. ...Sustained Growth
- 2009 Rapid Decline
- 2010 Rapid Recovery
- 2011 Sustained Growth Returns
- 2012 Sustained Growth Continues
- 2013 Stable Sales, But Product Mix Continues To Change
- 2014 Projected To Be Slightly Stronger Than 2013



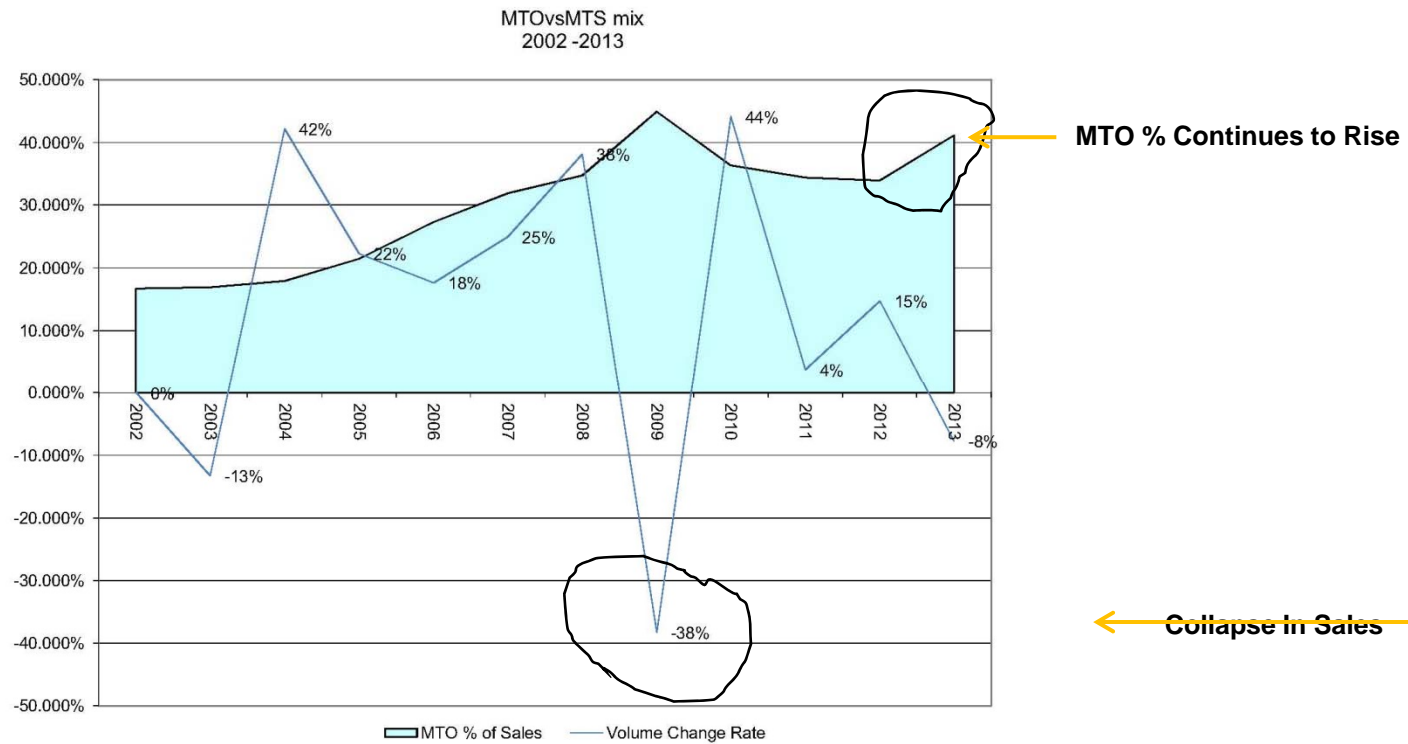
Positioning For Ongoing Growth



Volatile Years



Make To Order Vs Make To Stock



Summary



DDMRP has been a guiding force in our business:

- Allowing our company to grow quickly and expeditiously during the good times,
- Enabling us to react smoothly through good markets and bad, with a minimum of pain
- Allowing us to focus on the right metrics, positioning us to be a viable company for years to come.