

## Southwestern Wire broadens its chain link offerings with acquisition of manufacturing assets of GAW fabric producer General Wire & Supply Co.

Southwestern Wire, Inc., headquartered in Norman, Okla., has acquired the manufacturing assets of General Wire & Supply Co., Inc. of Tulsa, Okla. and has assumed the production of galvanized-after-weaving (GAW) chain link fabric at the Tulsa plant. General Wire & Supply Co. was a venerable 50-year-old Estep family-owned and -operated chain link manufacturer and full service wholesale firm.

The company was founded by Gerald Estep and incorporated in 1963. Day-to-day operations have been managed by his son, Hal Estep. General Wire moved to its present location in 1969.

General Wire was a leading producer of GAW chain link fabric. The acquisition of the GAW manufacturing facility complements the product line of Southwestern Wire, whose main focus has been on manufacturing galvanized-before-weaving (GBW) chain link fabric and domestic-made galvanized tension bars.

Southwestern Wire now has manufacturing locations in Norman, Okla., Sacramento, Calif., Birmingham, Ala., and Tulsa, Okla.

The acquisition of GAW manufacturing capability will enable Southwestern Wire to offer a full range of chain link fence products.

These include:

- Chain link diamond size from 3/8" to 4" in heights from 24" to 240".
- GBW and GAW coatings on chain link, including Class I (.30 oz/sq. ft.), Class III (.80 oz/sq. ft.), Class IV (1.2 oz/sq. ft.) and Class V (2.0 oz/sq. ft.).



Pat Moore



Steve Peters

Southwestern Wire also offers aluminumized coating (.4 oz/sq. ft.), extruded vinyl coating, extruded bonded coating, fused bonded (polyolefin) coating, and slatted fence (industrial and privacy). Southwestern Wire is the only domestic manufacturer of galvanized tension bars in 3/8", 5/8", 3/4", and 1/4" widths and 24" to 144" in length.

"I thank the Estep family and welcome them to our group," stated Southwestern Wire co-owner Pat Moore. "The family has had a presence in the industry for a long time. We are pleased to add the galvanized-after-weaving process and product line to our operation. GAW really fits and complements our product lines."

Southwestern Wire was started in March 1992 when Max Moore and Steve Peters acquired the machinery and equipment of Acme Fence and Iron from the Bank of Oklahoma. The initial focus of the partners was to address technological and personnel issues facing the successful turnaround venture of Southwestern Wire, Inc.

The first year in operation was used to rebuild and modernize the machinery in the plant. A state-of-the-art wire galvanizing line was installed, increasing the capacity and enabling Southwestern Wire to compete with the larger wire manufacturers, including domestic and foreign companies.

The new galvanizing line allowed for heavier zinc coating weights, up to 1.2-oz./per sq. ft, suitable for industrial applications.

In 1993, Southwestern Wire built the only mass-production galvanized tension bar facility in the United States, allowing Southwestern Wire to produce the only domestic manufactured ten-

sion bars available. In 1998 an expansion to the bar line allowed for even greater capacity.

In 1994, the installation of computer controls on the chain link weaving machines substantially increased capacity and quality. In 1998, an additional 30,000 square foot production facility was constructed, increasing Southwestern Wire's capacity.

Additionally, a vinyl coating line was added to enable the manufacture of PVC coated wire and fabric. Other projects undertaken in 1998 included the construction of a weaving machine capable of manufacturing fabric up to 20' tall. High carbon wire was also added to the product mix.

In 1999, construction was started on a second galvanizing line that greatly increased the galvanized wire production for the plant. Increased production from the two galvanizing lines would allow continued growth for the facility

through the remainder of the year 2000.

Tragically, in early summer of 2000, Max Moore died in a plane crash, but his dream of an ever-

growing and ever-expanding company is carried on by his wife, Pat.

Throughout the first decade of the 2000s, upgrades were made both in technology and machinery.

With these newest technologies Southwestern Wire, Inc. added the ability to coat wire to a Class 5 coating, giving Southwestern Wire the ability to manufacture 2 oz. galvanized coated chain link fence fabric to meet ASTM A 392 Class 2.

Security mesh machines were also added to provide chain link mini mesh up to 20' for the prison and security industries.

For information on Southwestern Wire and its complete product lines, call 800-348-Wire (9473), e-mail [info@southwesternwire.com](mailto:info@southwesternwire.com) or visit [www.southwesternwire.com](http://www.southwesternwire.com).



**Pictured above is the galvanizing line acquired by Southwestern Wire. (Photo courtesy Southwestern Wire)**