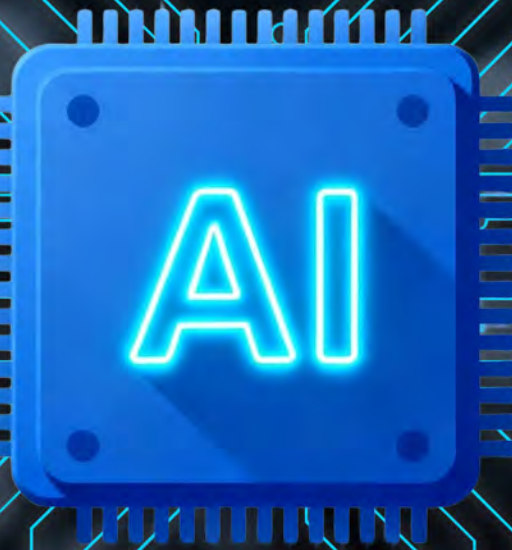




Reinforcer

Summer 2026



INTRODUCING aSa INTELLIGENCE™

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From Antique to AI

scott.leib@asaHQ.com

My first new car was a 1986 Mercury Capri, the twin of Ford's Mustang GT. For car nerds, it was the first year of fuel injection on Ford's 5.0-liter V8 engine. It was loaded, including power windows, power steering, power brakes, AM/FM radio, 5-speed manual transmission, a "map light" and an LED clock! It had every option except a sunroof and cruise control.

Forty years and 94,000 miles later, I still have that car! (What does it say about me when my first car is officially an antique?!) It has no airbags, no Anti-lock Braking System, no GPS, no Bluetooth, no Apple CarPlay, no touch screen, no backup camera, no USB ports, not even a cup holder! I have to use a key to open the door and a separate key for the ignition. Yet, imagine how fun it is to drive!



Just as automotive technology has changed in the last 40 years, software is dramatically different and so are end-user expectations. In 1986, we were releasing our new third-generation DOS-based software. It was a game changer – allowing individuals to embrace the power of aSa software on a PC! Now, our fifth-generation cloud-based aSa.Studio software allows individuals to access their aSa data from a web browser. From Estimating to General Ledger and everything in between, it is the most comprehensive rebar software available today.

At aSa, innovation never stops. Our design and development teams have been working across every area of aSa.Studio to deliver new capabilities that help you operate more efficiently, gain greater visibility into your business, and

better serve your customers. Over the next 12 months, you can expect the introduction of major new modules and significant enhancements throughout the platform, including:

CAD Vault, ProRebar Column, Detailing Pro Plug-Ins, Change Order Acknowledgements and Forecasts in Project Management, Order Returns, Scheduling by shift, target remnant lengths, new Plant Manager dashboards, Mesh Manufacturing, Lite Manufacturing, enhanced Progress Billing, AR Status, built-in Credit Card Processing, Accounts Payable, Cash Management, General Ledger, advanced Document Management, new Alerts, threaded correspondence log, Customer Portal, a Mobile App, and more!

Artificial Intelligence will play an increasingly important role in the future of aSa.Studio. Over the coming releases, we are introducing innovative AI-powered capabilities designed to reduce manual effort, improve accuracy, and help your team work more efficiently. Some of the exciting AI initiatives currently planned include:

- **PDF Reader** that imports PDF drawings into Studio and uses AI to interpret shapes and dimensions, automatically converting identified items into order lines (v26.2)
- **Dynamic Planning** with AI-assisted scheduling that evaluates production requirements, delivery priorities, and machine capacity to intelligently assign work and help ensure delivery commitments are met (prototype targeted for v26.3) ►

- **Studio Assistant (Chatbot)** will answer questions about how to use aSa.Studio and provide immediate assistance to users. Future phases will allow the chatbot to answer questions about your business data and help create reports and dashboards (Phase I targeted for v26.3)
- **AI-Assisted Estimating** will connect to advanced AI engines to analyze construction plans, automate quantity takeoffs, and insert results directly into Studio Estimating WBS levels for subtotaling and pricing (targeted for v27.1)

These capabilities represent just the beginning of our AI strategy and our commitment to delivering a fully integrated platform. Our goal is to harness the power of artificial intelligence to help our customers automate repetitive tasks, make better decisions, and gain even more value from their investment in aSa.Studio. The future of aSa.Studio is not only more connected and automated, but also more intelligent.

I still love driving my 1986 Capri. Every time I turn the key, shift the gears, and hear the V8, it takes me back—and reminds me just how far automotive technology has come. It also makes it exciting to imagine where it may go next, from smarter driver assistance to fully autonomous vehicles. In a similar way, aSa.Studio honors decades of experience in the rebar industry while embracing the next generation of automation, intelligence, and connectivity to help your business operate more collaboratively and efficiently. To learn more about the newest aSa innovations, mark your calendar for the 2027 aSa Software Forum, REBARCADE, March 23-25, 2027, in Pittsburgh. I hope to see you there!

Best regards,



Scott D. Leib
President/CEO



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CUSTOMER SUCCESS DOWN UNDER

BIANCO REINFORCING

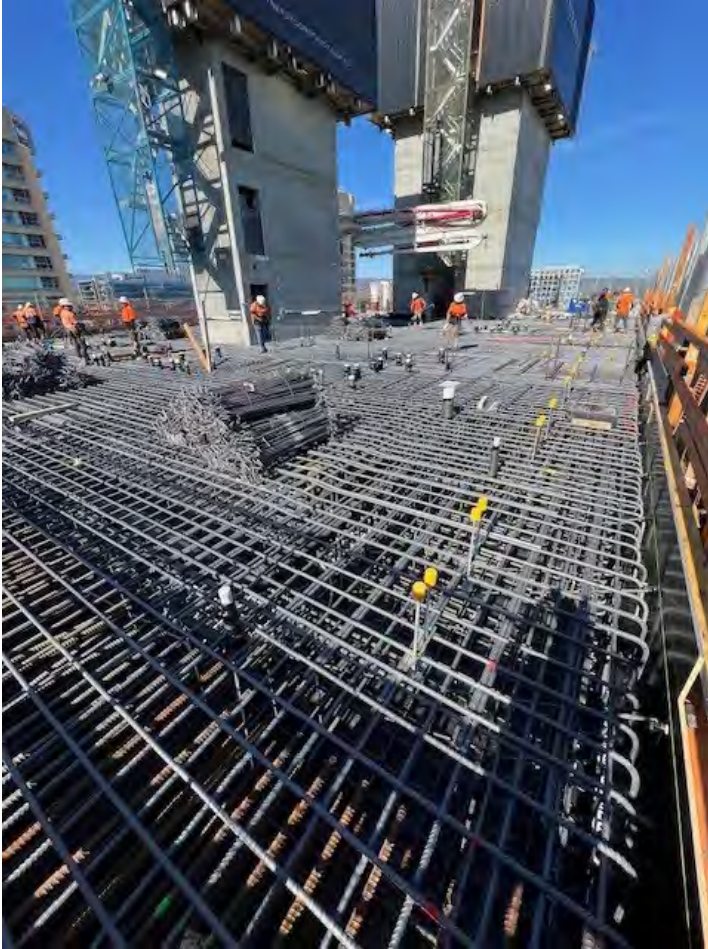
Bianco Reinforcing is a family business on the rise, and since 2021, aSa.Studio has played a part in the Australian fabricator's growth.

Bianco Reinforcing has been family-owned since 1999 under Peter Gregg, Owner and Managing Director. Peter's three children, Hannah, Charlotte, and Cameron, all currently work within the business. Cameron oversees Bianco Transport, the company's in-house delivery service, along with capital projects. Hannah manages HR, return to work, safety, and compliance. Charlotte works with a subsidiary company that manufactures reinforcing placing aids. She also helps with employee programs, engagement, and marketing.

When the company started, it had around 30 employees. Today, that number has grown to 220. Additionally, Bianco is in the process of building and equipping a new 10,000-square-meter fabricating plant. "We have been working at capacity for years, but we plan to double our capacity when the new facility is finished," explains General Manager Silvio Giannoni.

Silvio, who has been with the company for 27 years, manages a wide range of tasks, including sales, budgeting, production, and transportation.





Bianco first discovered aSa in 2010, when a member of the company's IT team recommended the software because of its local Australian support. (aSa has a support team in Australia.) Bianco implemented aSa e* (Windows-based) Bar List. For years, the company entered bar details using aSa but handled most other tasks using pen and paper. "All our tags were hand-written, and our processes were manual," explains Silvio.

Throughout the 2010s, Ben Mead, Director, aSa Australia, kept in touch with the team at Bianco and explained the benefits of moving to aSa.Studio. Bianco upgraded from aSa e* to aSa.Studio in 2021, starting with aSa Order Entry and Processing. Over the next few years, the company added Estimating, Sales Order, Scheduling, Inventory Tracking, Production Tracking, and Load Tracking modules. They also have barcode interfaces to MEP and Schnell machinery.

Silvio says he appreciates the fact that aSa has accommodated Bianco's implementation schedule. "We've been able to take our time, to tailor our processes for each module to suit our needs and test each step of the way," he says. Currently, the team at Bianco is adding Studio Financials modules to complement other aSa applications and replace their older system.

Another family member in the business is Hannah's husband, Aidan Lower. Aidan, who began his career as a detailer, was enthusiastic about migrating to the new aSa.Studio technology. "I moved into my current role as Systems Manager and became a champion for the project," Aidan explains. "Ben (Mead) and Julie (Fox, Consultant, aSa Australia) have been with us every step of the way. When we have a question or an issue, they respond almost immediately," says Aidan.

"Visualization is one of the biggest advantages (of Studio), particularly the ability to see progress and capacity information from Production Tracking data," adds Aidan. He explains that he worked with Ben to develop dashboards that help Bianco staff monitor fabrication in real time.

Hannah and Silvio agree on the reason for Bianco's success. "Customer service. It's that simple," says Silvio. "We get the material delivered, and if there's ever a problem, we get it fixed straight away," he adds.

Located in Gepps Cross, a suburb of Adelaide, Bianco Reinforcing is South Australia's leading manufacturer of steel reinforcement products for the building, civil, and construction industries. The company prides itself on fast turnaround times and the ability to custom-manufacture products to meet customers' needs. 



A growing business...

Left, in its 27-year history, Bianco Reinforcing has grown from a couple dozen employees to 220. The company plans to double its production capacity with a new 10,000-square-meter facility expected to open soon.

... and a family business.

Above, Bianco is a family business owned and operated by the Gregg family. From left, owners Cameron Gregg, Peter Gregg, Charlotte Gregg, Sandra Gregg, Hannah Gregg, and General Manager Silvio Giannoni.

Meet our Support Team!

Last issue, we covered our international consultants.
This issue, we are focusing on our US-based
software consulting* team!



Kristina Compton - Manager, Software Consulting

Kristina oversees all of aSa's consulting and training services. She worked as a consultant in the aSa Business Applications group for more than 20 years, then managed that department, before moving to her current role.

Angela Pungitore - Manager, Support Services

Angela began her career at aSa as a developer working on Estimating and other applications. She quickly became a favorite among customers calling for support. She left aSa to run her own business and returned years later. Currently, she oversees our efforts to provide quality, timely support to aSa customers via phone, email, and other avenues.

Joshua Leib - Lead Software Consultant

A third-generation employee of aSa, Josh provides implementation, training, and support for aSa's Reinforcing product line. Prior to his employment at aSa, Josh was an account manager for a public affairs firm, helped teach English to students in Croatia, and worked on conservation projects with AmeriCorps.

JC Rodriguez - Support Consultant

JC has been a member of aSa's Software Consulting group since 2005. He is extremely knowledgeable about all aSa's Reinforcing modules. In addition to providing support and implementation services, JC is an enthusiastic trainer in one-on-one, small group, and classroom settings.

Max Pargeon - Software Consultant

Max graduated from Grove City College with a degree in Computer Science. He has been a Software Consultant with aSa since November 2023. He works with all aSa.Studio Reinforcing modules and provides implementation, training, and support services.

Jennifer Carden - Support Consultant

Jennifer provides phone and email support for aSa's core reinforcing product line. She came to aSa with a wealth of experience in human resources, training, and customer service. In one of her previous roles, she coordinated rebar deliveries for a large multi-shop fabricator.

***IN THE NEXT ISSUE: OUR CAD & INDUSTRIAL
CONTROLS CONSULTANTS**

Dennis Wilcox - Support Consultant

In 2008, Dennis began his rebar career shaking out steel and operating an auto-bender. Since then, he gained experience in nearly all aspects of rebar fabrication. Most recently, he served as Plant Manager for two fabricators in Las Vegas, where he currently resides. He is now part of aSa's support consultant team where he provides phone and email support for our reinforcing product line.

Colleen Pesi - Senior Software Consultant

Colleen has extensive experience consulting and implementing aSa business products. She worked for many years in the accounting profession before stepping into her consulting role at aSa. She specializes in our aSa.Studio Financials line of solutions.

Ashley Phelps - Software Consultant

Ashley brings an accounting degree and experience working as a consultant to her role as an aSa Software Consultant. She focuses on implementation, training, and support for aSa.Studio Financials products.

Casey Diebold - Software Consultant

Casey served as Lead Financial Systems Analyst for a large oil and gas company, where he worked over 20 years, before transitioning to his role at aSa. He specializes in our aSa.Studio Financials line of solutions.

Jalil Mahammadov - Software Consultant

Jalil has a strong accounting background, including degrees that he earned in Poland and his home country, Azerbaijan. He also has ACCA certifications in Accounting in Business, Business Law, and Financial Accounting. He supports aSa.Studio Financials solutions.





Introducing aSa Intelligence™

Smarter rebar software

AI is quickly becoming one of the most important technologies shaping the future of business software. For aSa customers, AI is not just an abstract trend or a tool for writing emails. It is a practical way to reduce manual effort, improve accuracy, simplify complex workflows, and help people make better decisions faster.

PRODUCT STRATEGY / aSa.STUDIO

At aSa, our AI strategy is built around a simple idea: AI should make our software more useful, more intelligent, and more closely connected to the way rebar fabricators actually work. Our AI integrations will help solve real business problems in estimating, order entry, scheduling/planning, production, shipping, inventory, and reporting. The future of aSa.Studio will go beyond the cloud. It is increasingly workflow-aware, data-driven, and intelligent.

AI Is powerful, but it is not magic

One of the most important things to understand about AI is that it does not work like traditional software.

Traditional software is *deterministic*. If you enter the same information and follow the same steps, the system will produce the same result every time. The current aSa Shearing program is a great example of a deterministic application. AI is different. Most modern AI systems are *probabilistic*, meaning they generate responses based on patterns, likelihoods, and context. The same question can sometimes produce different answers depending on how it is asked, what information is available, and how the AI system interprets the request.

That flexibility is what makes AI so powerful. It can interpret language, summarize information, recognize patterns, and help users interact with software in more natural ways. But it also means AI must be used carefully.

AI can be influenced by how a question is worded. It can sound confident even when it is wrong. It can

generate an answer that appears reasonable but is inaccurate or incomplete. These incorrect but convincing responses are often called hallucinations.

That is why aSa's approach emphasizes human review, trusted data, secure environments, and practical guardrails. AI should assist people, not replace their judgment.

Grounding AI in trusted information

One of the biggest differences between consumer AI tools and enterprise AI is the importance of grounding. A generic AI tool may provide answers based on broad training data and general knowledge. That can be useful, but it is not enough for business-critical software. In aSa.Studio, users need answers that reflect actual product behavior, current help content, customer permissions, business data, and the realities of rebar fabrication. That is where Retrieval-Augmented Generation, often called RAG, becomes important.

In simple terms, RAG allows an AI system to look up relevant trusted information first, then use that information to generate a more accurate answer. Instead of relying only on what an AI model "remembers" from training, the system retrieves applicable help topics, documentation, records, or other approved content and builds its response from those sources.

This is central to the Studio Assistant (chatbot) strategy. The first phase is focused on helping users find answers inside Studio by using approved aSa knowledge content. Future phases will expand into

deeper workflow assistance, reporting, dashboards, and interaction with customer data where appropriate and securely managed.

The goal is not to provide generic AI answers. The goal is to provide useful, contextual, source-based assistance inside aSa.Studio.

From chatbots to workflows

Many people first experience AI as a chatbot: type a question, receive an answer. That is useful, but it is only the starting point. The greater opportunity is AI embedded directly into workflows. At aSa, we see AI evolving in three broad layers:

1. AI will help users understand and navigate the software. This includes answering how-to questions, explaining features, pointing users to relevant help, and reducing the time required to find information.
2. AI will help users complete work. This includes document interpretation, PDF imports, mill tag scanning, estimating support, scheduling assistance, and other features that reduce manual data entry or guide users through complex processes.
3. AI will help users make better decisions. This includes estimating, production planning, capacity warnings, demand forecasting, dashboards, reporting, and operational insights.

In other words, AI is moving from answering questions to helping execute business processes. That shift is sometimes described as agentic AI. An agentic AI system does more than respond to a single prompt. It can work toward a goal, use tools, follow steps, interact with systems, and assist with multi-step workflows. In a business software environment, that could eventually mean asking the system to run a report, analyze a production issue, surface missing information, or guide a user through a process. The key is that these capabilities must be designed carefully, with clear permissions, safeguards, review points, and accountability.

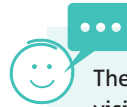
Why cloud matters

AI works best when data, compute power, and workflows are connected. That is one reason aSa.Studio's cloud-based architecture is so important. Cloud and web-based systems are better positioned for AI because they centralize data, support secure access through APIs, scale more easily, and allow new capabilities to be delivered faster. AI services can be integrated directly into the user experience instead of being bolted on as a separate tool.

This means AI can become part of the normal workflow rather than a separate step. Instead of exporting data, analyzing it somewhere else, and bringing the result back into the system, AI can increasingly operate within Studio itself. This is a major difference between simply "adding AI" and building an intelligent platform.

Near-term AI opportunities in aSa.Studio

Several AI-related initiatives are already part of aSa's product planning and development discussions.



The Studio Assistant (chatbot) is one of the most visible examples. It is being designed to provide in-app help based on aSa knowledge content, with responses grounded in trusted sources. Over time, the assistant may expand into natural language commands, reporting, dashboards, and more advanced workflow support.



Document intelligence is an important area. AI can help read and interpret unstructured documents such as PDFs, bar bending schedules, mill certificates, inventory tags, and eventually drawing-related information. These capabilities can reduce manual entry, improve consistency, and help move information into Studio more efficiently.



Estimating has promising potential. AI may assist estimators by identifying missing information, reviewing drawing references, supporting quantity takeoff workflows, and helping organize project information. The goal is not to remove the estimator from the process, but to give the estimator better tools and reduce repetitive work.



Contract review is an area where AI can be helpful by highlighting potential contractual risks and/or vague business terms.



Production planning, capacity warnings, demand forecasting, and dashboards represent another category of opportunity. AI can help identify patterns, highlight exceptions, and support better decisions across operations.



Quality control is also a natural fit. AI-assisted checking may eventually help identify inconsistencies, missing dimensions, or potential errors before they create downstream problems.

continued on next page

aSa Intelligence

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These examples all point in the same direction: AI at aSa is not a single feature. It is a set of capabilities that will gradually become part of the platform.

Responsible AI Is essential

The more powerful AI becomes, the more important responsible use becomes.

At aSa, AI must be used in approved, secure environments. Sensitive customer information, proprietary code, business data, credentials, and confidential material must be protected. AI-generated output must be reviewed before it is used. Employees and users must understand that AI can assist with research, drafting, summarization, coding, analysis, and workflow support, but it **should not be treated as an unquestioned authority**. This is especially important in enterprise software, where accuracy, trust, security, and accountability matter.

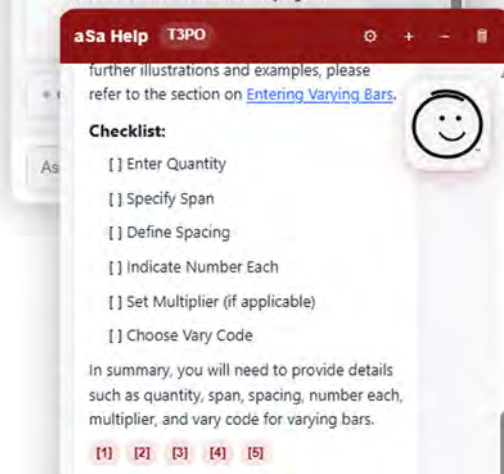
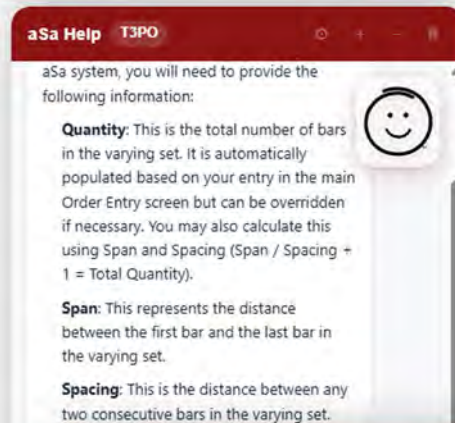
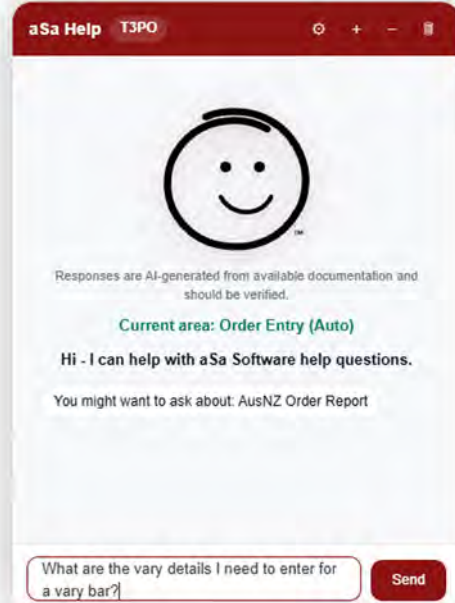
Our guiding principle is straightforward: adopt AI aggressively, and responsibly. That means moving quickly where AI can create value, and also applying the right safeguards. It means using AI to amplify expertise, not bypass it. It means grounding answers in trusted information, respecting permissions, protecting customer data, and keeping people in control of important decisions.

Our AI vision

AI will continue to evolve rapidly. Some capabilities will arrive quickly. Others will require more careful design, testing, validation, and customer feedback. We are using it in-house to accelerate software design, development, and testing. We expect the technology to improve and the use cases to expand.

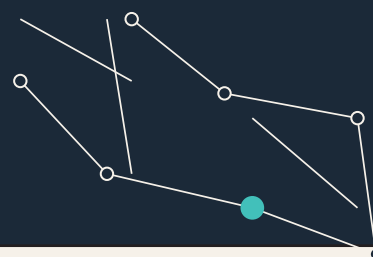
At aSa, our direction is clear. We are building toward a future where aSa.Studio is not only a system of record, but increasingly a system of intelligence. A platform that helps users find answers. A platform that helps users complete work. A platform that helps users make better decisions. That is the heart of the aSa Intelligence strategy.

**AI should assist people,
not replace their judgment.**



Studio Assistant T3PO uses AI to help answer your how-to questions.

AI LEARNING



AI learning

AI can “learn” from users in many different ways, depending on how the system is designed and what privacy settings are in place.

Learning during a conversation (context learning)

While you’re chatting with AI, it uses the messages in that conversation to understand your preferences, references, and intent. For example:

- If you tell AI you’re the CEO of a software company, it can tailor the responses to an executive audience.
- If you ask several questions about aSa Studio, it can infer that you’re working on an ERP-related issue and keep that context throughout the conversation.

This is simply using the current conversation as context for AI responses.

Learning across conversations (memory)

Some AI systems have a memory feature that allows them to remember specific facts or preferences between conversations.

Examples:

- Your preferred writing style
- Your company name
- Frequently used software tools
- Personal preferences you explicitly ask the AI to remember

These memories are stored separately from the AI model itself and can typically be viewed, edited, or deleted by the user. Environment settings in aSa.Studio may be used as inputs to AI that would be specific to your company or your location – and would help to yield a different result than

other users from other companies using aSa.Studio.

Reinforcement Learning from Human Feedback (RLHF)

Many modern AI systems improve through feedback such as:

- Thumbs up/down ratings
- User satisfaction scores
- Preferred response selections
- Human evaluation of outputs

The AI developers use this feedback to train future versions of the model to produce better responses. This technique is being deployed in the new aSa PDF reader. Users can give a thumbs up/down to approve or disapprove of how aSa Intelligence interprets rebar shapes and dimensions. Similarly, the Studio Assistant (chatbot) is also using a feedback system to re-rank answers.

Training the AI model

Some AI providers may use user interactions to improve future versions of their models.

This usually involves:

1. Collecting conversations (often with privacy controls).
2. Removing or masking personal information.
3. Human reviewers or automated systems evaluating responses.
4. Using the data to fine-tune future models.

This process happens offline and does not cause the model to instantly learn from a single user interaction. aSa Intelligence is compartmentalizing feedback differently for each application. For example:

1. In the PDF reader, feedback across all aSa users will help to improve aSa Intelligence’s ability to interpret shapes and rebar dimensions.

2. In Studio Estimating, feedback from Estimators using the new tools will help to “train” AI only for the benefit of your Company.
3. In Dynamic Planning, feedback from the Scheduler/Planner will influence future plans only for your fabricating location, based on the available machines and specified preferences.

This compartmentalization and segregation will keep your proprietary techniques and information isolated and confidential.

Enterprise AI systems

In business applications, AI can learn from company-specific data without changing the base model.

Examples:

- A customer service AI learns from your knowledge base.
- A sales AI learns from CRM records.
- Microsoft 365 Copilot can use your organization’s emails, files, meetings, and documents that you already have permission to access.
- aSa Intelligence will use your Studio database to provide you with real-time answers to your questions regarding forecasts, plans, orders, shipments, and sales.

In these cases, the AI is often retrieving information from company data rather than retraining itself. It will not share this data with other companies.

aSa Intelligence

In summary, aSa Intelligence will use a combination of these “learning” strategies to assist you in your workflow and to answer questions quickly and accurately.

AI TERMS AND CONCEPTS

Artificial Intelligence (AI)

AI is a broad term that encompasses many fields of study. Relating to software, AI can perform tasks normally associated with human intelligence, such as interpreting language, recognizing patterns, summarizing information, making recommendations, or assisting with decisions.

Agentic AI

AI that can take steps toward a goal, interact with tools or systems, and assist with multi-step workflows rather than simply answering one question.

Context

The information available to AI when it generates a response. Better context usually produces more useful and accurate answers.

Deterministic

A system that produces the same result every time when given the same input. Traditional business software is generally expected to behave this way.

Embeddings

A way AI represents words, sentences, or documents as numerical patterns. Embeddings help AI find similar meanings, not just exact keyword matches.

Generative

A form of artificial intelligence that creates new content, insights, or solutions from patterns learned in data and user-provided instructions.

Grounding

Connecting AI responses to trusted information, such as approved help content, documentation, business records, or other reliable sources.

Hallucination

An AI-generated answer that sounds correct but is wrong, incomplete, or fabricated. Hallucinations are one reason AI output must be reviewed.

Human Review

The practice of having people review, validate, and approve AI output before relying on it for important decisions or communications.

Large Language Model (LLM)

A type of AI model trained on large amounts of text to understand and generate language. LLMs power many modern AI tools, including chat assistants and writing aids.

Machine Learning (ML)

A branch of AI that enables software to learn patterns from data and improve its performance without being explicitly programmed for every situation.

Neural Networks

The core technology behind modern AI systems, a neural network is a software-based learning model inspired by the way the human brain processes information, using interconnected layers of mathematical "neurons" to recognize patterns, make predictions, and generate outputs from data.

Probabilistic

A system that produces results based on probability and patterns. AI systems are generally probabilistic, which means outputs can vary.

Prompt

The instruction, question, file, or information a user provides to an AI system. The quality of the prompt strongly affects the quality of the result.

Retrieval-Augmented Generation (RAG)

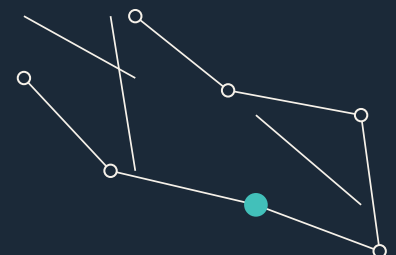
An AI design approach that first retrieves relevant information from trusted sources, then uses that information to generate a more accurate response.

Secure AI Environment

An approved, controlled environment where AI tools are configured to protect company data, customer information, permissions, and compliance requirements.

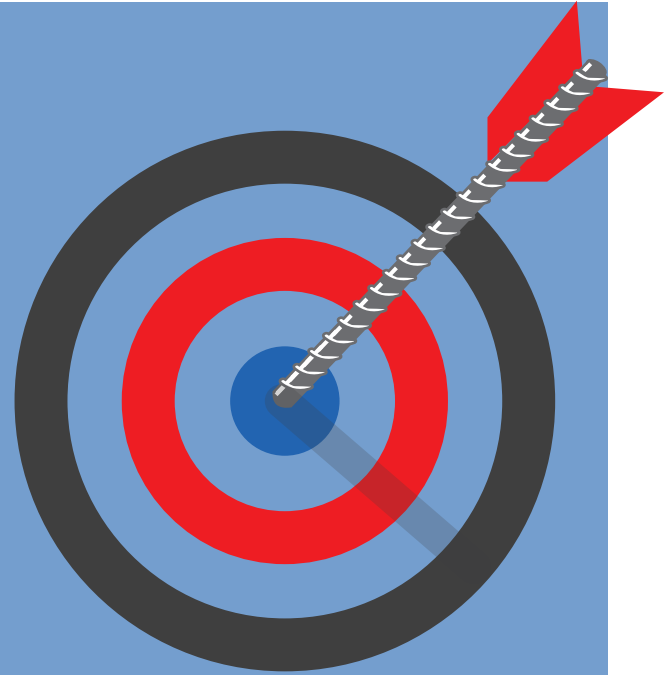
Semantic Search

Search that looks for meaning and intent rather than only matching exact words.



TARGETED REMNANTS

COMPUTER SHEARING JUST KEEPS GETTING BETTER!



While remnants can represent valuable inventory, many shops struggle to store, track, and reuse them effectively. Without a consistent process, remnants often become difficult to identify and are eventually discarded. The new Targeted Remnants feature gives fabricators control over the remnant lengths they want to create while ensuring those remnants are properly tracked throughout production.

Create remnants you can use

aSa Shearing optimizes cutting to minimize scrap and remnants. In situations where remnants are unavoidable, Targeted Remnants helps you manage residual steel more effectively. You can define specific remnant lengths by bar size and configure your shearline to create those desired lengths. During optimization, the system actively targets these predefined lengths and prioritizes the longest preferred remnant first. This helps maximize material utilization while producing remnants that are most valuable for future jobs or off-the-shelf stock sales.

Organized, tagged, and ready for reuse

When a targeted remnant length is sheared, the system automatically generates a remnant tag and assigns the piece to a designated remnant bin on the shearline. This structured process helps ensure:

- Remnants are automatically identified and tagged.
- Operators know exactly where each remnant belongs.
- Material can be easily located and reused in future jobs.
- Valuable inventory is less likely to be misplaced or forgotten.

Optimized for automated shearlines

Environment options let you configure targeted remnant lengths for individual shearlines, so that each machine produces remnants that align with its specific production requirements.

The system directs your remnants to designated storage locations, eliminating guesswork and creating a consistent workflow. This enhancement is especially beneficial if your shearline has limited storage space.

By combining optimization, automated tagging, and designated storage locations, Targeted Remnants transforms remnant pieces from difficult-to-manage leftovers into organized, reusable inventory.

Continuous Shearing improvement

Targeted Remnant functionality, available in v26.2, is just one of many improvements we have made to aSa Processing in 2025-2026. Other recent enhancements include:

- Automatic remnant optimization - Automatically include known remnants in computer shearing.
- Two-step bending - Route items to multiple bending machines when needed.
- Various improvements to identify and manage rebar items supplied as "stock" (non-fabricated).

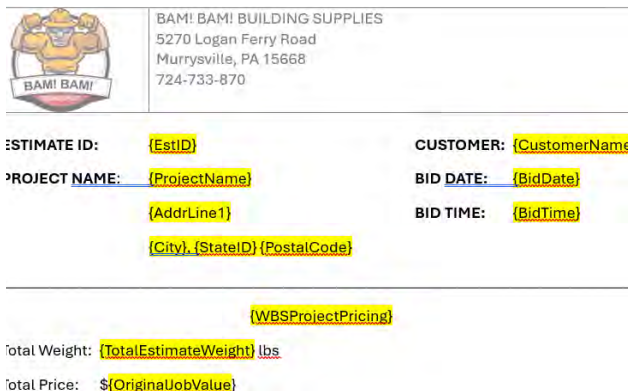
PRICING PROPOSAL WIZARD

AUTOMATICALLY GENERATE PROFESSIONAL SALES PROPOSALS USING CUSTOMIZABLE WORD TEMPLATES

1

Create a Word template

Create a Word document with your logo, contact details, and any legal verbiage you need. When finished, save it as a Word Template (.dotx file).



BAM! BAM! BUILDING SUPPLIES
5270 Logan Ferry Road
Murrysville, PA 15668
724-733-870

ESTIMATE ID: {EstID} CUSTOMER: {CustomerName}
PROJECT NAME: {ProjectName} BID DATE: {BidDate}
{AddrLine1} BID TIME: {BidTime}
{City}, {StateID} {PostalCode}

{WBSProjectPricing}

Total Weight: {TotalEstimateWeight} lbs
Total Price: \${OriginalJobValue}

2

Insert tokens

For any piece of information that changes, such as the project name, bid value, or customer, insert a placeholder called a "token."

Proposal Document Creation

Template Proposal Conditions Addends Tokens

Token	Description
{CustomerID}	Customer ID
{CustomerName}	Customer Name
{DetailDifficulty}	Detail Difficulty
{DetailingLap}	Detailing Lap
{DetailingUserID}	Detailing User ID
{DetailingUserName}	Detailing User Name

Proposal Conditions



Condition	Status
Bulk Discount	Include
Delivery Fee	Include
Repeat Customer Discount	Include
Site Preparation	Excluded
Unload Material	Excluded

3

Customize proposal conditions

Go to Environment > Project Management > Proposal Conditions to create conditions that can be included or excluded on your proposals.



BAM! BAM! BUILDING SUPPLIES
5270 Logan Ferry Road
Murrysville, PA 15668
724-733-870

ESTIMATE ID: PGH25-0188 CUSTOMER: Sammartino Construction
PROJECT NAME: Silent Victory Training Center BID DATE:
5270 Hulk Hogan Lane
Murrysville, PA 15668 BID TIME:

Level ID	Description	Total Price
100.0	CIP Reinf	\$30,842.31
900.0	Contractor Add Ons	\$282.98

Total Weight: 32,689.60 lbs

4

Generate proposal

In Project Pricing, click the Proposal Wizard button and select the Word Template. When you're finished, click Generate.

Watch our latest videos!

Did you know we post videos on YouTube?
Watch the aSa channel at youtube.com/asarebar to see overviews of our products, employee interviews, and productivity training tips.

Overview Video



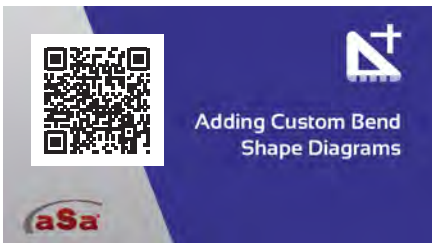
**See an overview of aSa.Studio.
Less than 2 minutes!**

Employee Profile

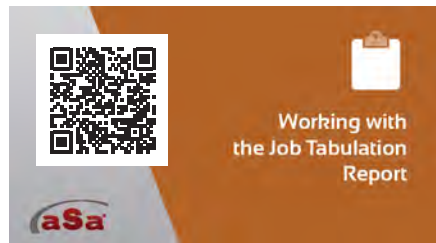


Employee Spotlight: Jason Butina

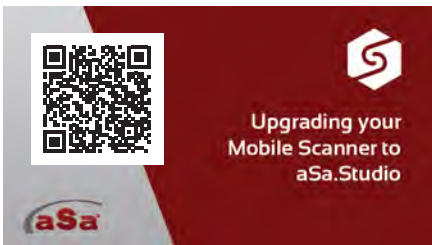
Training Videos



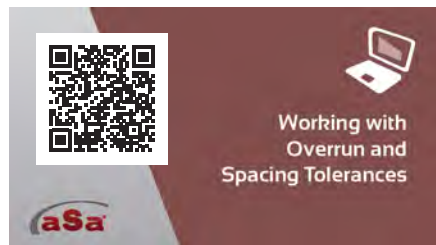
Adding Custom Bend Shape Diagrams to your CAD Drawing



Working with the Job Tabulation Report



Upgrading your Mobile Scanner to aSa.Studio



Working with Overrun and Spacing Tolerance



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**Current
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v26.2

Also supported:
aSa.Studio v26.1, v25.4
aSa e^x support versions:
v18.1 & v20.1



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upgrade**



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release notes**

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