How To Connect with an AGA Member Galvanizer to Build an Ascension Ramp

Visit [www.galvanizeit.org/galvanizers](http://www.galvanizeit.org/galvanizers) to locate an AGA member in your area. The listing will include a phone number and possibly an email address.

When you contact the AGA member, I would suggest including the following points to explain who you are and what you want:

1. Identify yourself as an architecture student
2. Name drop AGA and/or Melissa Lindsley from AGA
3. Explain how participating will benefit them

For example:

Hello, this is John Doe and I am an architecture student from the University of Kansas. I am working on installing a galvanized steel ramp for a local wounded veteran as part of the AGA and AIAS’s Ascension program. Who can I talk to about this project?

Hopefully that will get the student in the door to the right person. I would suggest just going through the gatekeeper (receptionist) initially. If you are having a hard time getting in touch with someone or getting a return call, maybe ask to speak to the Sales Representative or Sales Manager.

Once you are in contact with the appropriate person, you may need to explain a little more about the program, Freedom by Design, etc. It will be important to let the galvanizer know YOU will take care of locating a person to benefit, have the design of the ramp, and will set up the installation. I would let the galvanizer know that you expect him to connect with a fabricator for the project.

You may have to go into a “sales pitch” which would be describing the benefits of participating such as: charitable contribution (that can be submitted to AGA as a Civic Contribution Excellence Award entry), opportunity to work with a future specifier (yourself) and teach them about galvanizing, potential for news coverage and positive karma from the local community, etc.

Questions the galvanizer may ask, and would be good to have answers to if possible – approximate weight of the ramp components and/or the design of the ramp and/or its components. He is trying to get an idea of the cost to him. If you do not know these answers, assure him that it uses light weight, readily available materials, and you’d be happy to get more information to him and the fabricator if they are interested in participating.

If all else fails (trouble getting in touch with a galvanizer, finding a willing galvanizer, etc.) contact me ([mlindsley@galvanizeit.org](mailto:mlindsley@galvanizeit.org) or 720.554.0900 x16) for help and I will try to connect you with a member.