



Supplemental Company Overview

Overview:

Ace Industries, Inc., founded in 1932, is one of the largest overhead crane and hoist distribution, manufacturing, and service companies in the United States. Ace has fully stocked warehouses, service centers, and sales offices in Atlanta, GA; Birmingham, AL; Decatur, AL; Charlotte, NC; Cincinnati, OH; Columbus, OH; Nashville, TN; Chattanooga, TN; and Knoxville, TN. Ace associates number over 180 and have a strong determination to serve our customers faithfully and knowledgeably.

Parts & New Units:

Ace specializes in the distribution of [electric chain hoists](#), [wire rope hoists](#), [hand chain hoists](#), [trolleys](#), crane components, [small parts](#), and accessories. We stock complete inventories of these products in three regional warehouses located in Atlanta, GA; Birmingham, AL; and Cincinnati, OH. Our distribution is noted for "in stock", same day shipment at the most competitive prices.

Engineered Products:

Ace Industries also sells [overhead bridge cranes](#), [gantry cranes](#), [jib cranes](#), and runway systems of our own design and manufacture. A highly qualified and experienced engineering staff with specialists in structural, mechanical, and electrical engineering insure that our bridge cranes and systems will meet all of the expectations of our customers. Actual manufacturing is accomplished by a team of skilled associates who take great pride in building the highest quality crane available anywhere.

Services:

Our [service department](#) is among the largest, most qualified, and best equipped material handling equipment repair departments to be found anywhere. We have over 70 fully equipped heavy duty service trucks. To insure Ace customers receive the best service value, Ace provides mobile hydraulic lifts when required at no additional charge. Ace provides services ranging from 24/7 breakdown repairs, planned maintenance and outages, installations, inspections, training, in-house repairs and rebuilds, modernizations, modifications, load tests, engineering surveys, and design certifications.

Slings & Rigging:

Ace manufactures [lifting and rigging equipment](#) through its operational divisions - Alabama Rope and Rigging, Georgia Rope and Rigging, and [Stren-Flex®](#) Lifting Products. Ace produces the highest quality, domestic rigging materials in the industry. Ace's rigging division provides a complete line of chain, wire rope, sling, and hardware products with a customizable and 'in stock' service. Ace also offers sling and rigging gear inspections through a team of certified rigging gear inspectors.

ACE INDUSTRIES, INC.
CRANES-HOISTS

Sample Letter of Recommendation (Additional References Available):

EASTMAN

Eastman Chemical Company
P. O. Box 511
Kingsport, Tennessee 37662

Dear Mr. Wallace,

I would appreciate the opportunity to share a moment of your time to present you with this letter of reference for Ace Industries.

I work in the purchasing department with Eastman Chemical Company where I have been employed for the past 17 years. Eastman and Ace Industries have been doing business together for several years and I have personally been responsible for the hoists and lifting equipment commodities for the past six years.

After evaluating the six suppliers we were buying from, Ace Industries was selected as Eastman's sole supplier of hoists and lifting equipment in 2003. As a result of their excellent performance, Ace Industries was then selected as Eastman's sole supplier of wire rope, chain and shackles in 2006.

My experience with Ace Industries has permitted me to identify their many strengths including but not limited to:

- Excellent technical knowledge of the products they represent
- Very timely response to all of our needs
- Customer service support from their headquarters in Atlanta and branch locations including Knoxville, TN
- Engineering support that continues to provide exceptional value
- Very competitive pricing and the ability to hold pricing for extended periods of time
- Commitment to safety to protect our employees

Additionally, I have visited Ace Industries' Atlanta, GA headquarters on multiple occasions and have always been impressed with their manufacturing facility. My experience with their sales representative, Andy Gurley, has been very positive and his honesty in business dealings is very well received.

In conclusion, we are extremely satisfied with Ace industries as our sole supplier for the commodities listed above. I would not have any hesitation recommending Ace Industries to anyone who would be considering doing business with them.

If I can be of any assistance or you have any questions, please feel free to contact me at any time.

Sincerely,

Willie Frye, C.P.M., A.P.P.
Procurement Manager
Eastman Chemical Company
Phone 423-229-3239 Fax: 423-224-9020
Mobile: 423-416-0114
email: <mailto:wfrye@eastman.com>
Web: www.eastman.com



ACE INDUSTRIES, INC.
CRANES-HOISTS

Norcross, GA; Braselton, GA; Thomasville, GA; Birmingham, AL; Decatur, AL;
Nashville, TN; Knoxville, TN; Cincinnati, OH; Columbus, OH; Charlotte, NC