

Avoiding Contact



Have you ever been in a situation where you had a great offer, idea or solution and wanted to present it to a *decision maker*, but for some reason could not connect with the person you needed to speak with?

Nothing is more frustrating than when you want to communicate with people but can't! Either they don't take your call, send you to voice mail, avoid your emails, texts and all other forms of communication or find a way to outright avoid you.

Opportunity To Speak

In the end, they just don't give you an *opportunity* to speak with them, an opportunity to present something that just might be of great benefit. Frustrating? Well of course it is.

I am writing this as August is upon us because I recently experienced this specific dilemma, in fact on more than one occasion. We have *something great* to offer, but the clients just won't give us an opportunity to present a viable winner.

At *Ace Steel Supply* we have a lot to offer. If we are contacting our prospects and clients, it is because we have something important to say. Something that can really help.

You might not believe this, but if we are calling *we have something that can help you*. Of course, if you wish to ignore us, this is always your prerogative, but if you really want to help your company, shouldn't you listen and evaluate?

A Competitive Advantage

After all, you can always say no. If you don't listen, you are most likely missing out on a competitive advantage that could be all yours. In the end, *it's your choice*.

Right now, we are interviewing a small handful of accounts to determine if they want to work closely with us to develop a long-lasting, mutually *beneficial relationship*.

If we call you, what do you have to lose by taking the call and listening? In fact, it might just be your lucky day. Be open minded – accept our contact.

Importance Of Integrity

Equally important, we bring *integrity* to the business world, but you won't understand the true value of this forgotten element unless you give us a chance.

If you want to do business and are committed to an honorable relationship, we just might be the right fit for you. Remember, you want to speak with *Ace Steel Supply* when they call. Ace Steel Supply has a lot to offer, so let us talk.

Bruce Margolin

V.P. – Chief Operating Officer

Nantucket, Massachusetts

by Kara Osborn

When the summer in Texas gets to be too much (even for this Native Texan), we often look for a cool place to spend some time away. If you don't have a pool, or get tired of being stuck inside with the AC and TV, maybe a trip to the US East coast would be a good idea. Ever thought of traveling to the island just 26 miles off of Massachusetts mainland, aka Nantucket?

The annual temperature in Nantucket averages 56 degrees, with a daytime high of 76 degrees in July and an evening low of 61 degrees, which in of itself sounds pretty good when you are in 100 degree heat here at home, but if you are looking for a fun, relaxing, beachy getaway with the ultimate coastal 'feel', this is your place. To get to the island, take the "slow ferry." The Steamship Authority's Nantucket Ferry from Hyannis MA takes about 2 ¼ hours versus the high-speed ferry that takes 1 hour. What's your rush? Each ferry features a small café, dining tables, wi-fi, and plenty of seats - so make the voyage last. The Steamship Authority runs ferries to Nantucket year round, and is the only line that accommodates cars and trucks. (Cars are \$225 each way – driver an additional \$18.50 each way). Consider bringing a bike only – at \$7 each way, your total round trip cost is just \$51. – sounds like taking a bike is the way to go.

The total span of the island is only 14 miles, but there are many activities in Nantucket consisting of biking, beaches, arts, Nantucket museums, boating, fishing, seal cruises, whale watching, sailing and of course visiting the islands 3 lighthouses. Tour the Old Mill – built in 1756, this Dutch windmill is the oldest functioning mill in the United States. Standing inside, while witnessing centuries-old technology at work, is completely mind-blowing.

If you decide to stay on the island overnight, there are plenty of B&B's, hotels and Inn's on the island, so finding a place shouldn't be a problem. The Regatta Inn, renovated in 2016, distinguishes itself as an unpretentious luxury establishment a few blocks from the downtown action, at a surprisingly reasonable rate. Those who are looking for a larger resort – The Nantucket Hotel, built in the late 1800's and renovated in 2012 – is a great in-town choice.

At the end of the day, join the masses at Madaket Beach to watch the sun set over Nantucket Sound. It's only a few miles from town, easy to get to by bike or arrange for a ride. While you're there, try your luck getting into Millie's – adjacent to Madaket Beach – a sand-in-your-toes elevated lobster shack for great seafood and sunsets. YUM!



CHANCES DOG RESCUE AND RELOCATION

Reunion 2019

Summer seems to be the season for lots of reunions with family and friends. Happily, Chances had the opportunity to attend a reunion and reconnect some loved ones this summer too.

We were invited to attend the annual Cape Ann Animal Aid Rescue Reunion. The event is held annually at a beautiful park overlooking the ocean in Gloucester, Massachusetts.

This year the weather was warm and sunny, and adopters and pups came out in full force.

Over 30 adopters of Chances dogs turned out with their furry family members.

We had the opportunity to visit with “teenagers” and adults who we had last seen as tiny puppies, as well as fully grown dogs who were abandoned and unwanted in Texas but are now integral parts of loving families.

Litters of puppies born in rescue or rescued from the street were able to reunite, and adopters were able to meet each other.

We even learned that several dogs are now registered therapy and / or assistance dogs, and others have jobs on farms or accompany their owners to work each day.

The special day was an amazing reminder of why we pour our hearts and souls, time and energy, and plenty of money into rescue efforts. Dogs’ lives are saved and changed forever, and so are the lives of their new families and friends.

If you want to help us keep changing lives, follow us or reach out to us on our website www.chancesrescue.org or on Facebook www.facebook.com/chancesrescue.

Barbara Pennington

Sales Manager

ACE STEEL SUPPLY

Save a Life – Adopt a Homeless Dog!

ADOPT DON'T SHOP!



August 2019 Metal Prices

- ➡ **Stainless sheet:** Prices are steady but increasing marginally.
- ➡ **Galvanized sheet:** Prices are steady and starting to climb.
- ➡ **Galvanized 60" wide Domestic Stenciled:** Prices moving upward. Several recent mill increases.
- ➡ **Hot Rolled:** Prices are low and a buyer's market.
- ➡ **Cold Rolled:** Prices are flat.
- ➡ **Plate:** Prices are flat.

Drilling Activity

Drilling Activity decreased from last month's newsletter.

US Rig Count. *AMM and Baker Hughes Data*

August 2019 Newsletter – down 17 to 946

July 2019 Newsletter – down 12 to 963

June 2019 Newsletter – down 15 to 975

May 2019 Newsletter – down 35 to 990

April 2019 Newsletter – down 13 to 1025

March 2019 Newsletter – down 11 to 1038

February 2019 Newsletter – down 1 to 1049

"Leaders aren't born; they are made. And they are made just like anything else, through hard work. And that's the price we'll have to pay to achieve that goal, or any goal."

-VINCE LOMBARDI



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