

ACE STEEL SUPPLY METAL MANIA



Volume III, Issue 9 ★ September 2019



VETERAN
OWNED BUSINESS

At Ace Steel Supply we place great importance on training. For several years we have worked with New School Selling to properly coach our sales team.

The article below is one of the valuable pieces that New School Selling shared with us, and now we would like to share with you.

Bruce Margolin V.P. - Chief Operating Officer

86,400

Imagine there is a bank that credits your account each morning with \$86,400.



It carries over no balance from day to day. Every evening it deletes whatever part of the balance you failed to use during the day.

What would you do? Draw out every cent, of course!

Each of us has such a bank. Its name is TIME.

Every morning it credits you with 86,400 seconds.

Every night it writes off, as lost, whatever of this you have failed to invest to a good purpose.

It carries no balance. It allows no overdraft. Each day it opens a new account for you. Each night it burns the remains of the day.

If you fail to use the day's deposits, the loss is yours. There is no going back. There is no drawing against "tomorrow". **You must live in the present on today's deposits.**

Invest it so as to get from it the utmost in health, happiness, and success! The clock is running. Make the most of your day.

To realize the value of ONE YEAR, ask a student who failed a grade.

To realize the value of ONE MONTH, ask a mother who gave birth to a premature baby.

To realize the value of ONE WEEK, ask the editor of a weekly newspaper.

To realize the value of ONE HOUR, ask the lovers who are waiting to meet.

To realize the value of ONE MINUTE, ask a person who missed the train.

To realize the value of ONE SECOND, ask a person who just avoided an accident.

To realize the value of ONE MILLISECOND, ask the person who won a silver medal in the Olympics.

Treasure every moment that you have! And treasure it more because you shared it with someone special, special enough to spend your time.

And Remember that time waits for on one.

YESTERDAY IS HISTORY.

TOMORROW IS A MYSTERY.

TODAY IS A GIFT.

That's why it's called the PRESENT!



PLEASE JOIN US

Save The Date

Friday October 25, 2019 11am - 1:30pm
203 Blue Bell Road – Houston, TX 77037

ACE
STEEL SUPPLY

"Making Business Easier" 1

Cenotes of Tulum

by Kara Osborn

Cenote (pronounced “see-no-teh”), means “sacred well” in the Mayan language. It’s used to describe a natural forming/collapsed ‘pit’ or sinkhole, made with limestone that has freshwater underneath/in it. For a better description, they are caves with water, very DEEP caves. Mayans believed they were the entrance to the underworld.

Today, cenotes are a beautiful place to swim, Scuba dive or snorkel. Tulum Mexico has some of the best cenotes. The water is crystal clear because its filtered through the limestone rock.

If you are wanting to Scuba in one of these caves, Dos Ojos is the one you need to go to. This cenote has the largest underwater cave system in Tulum, and has the deepest cave passage (387ft). Cenotes Labnaha is just outside of Tulum, and is regarded as one of the best in the Riviera Maya (shown above). It has a strict maximum limit per day for visitors to reduce the impact on the environment.

Cenote Zacil Ha is good because its almost never busy and they have a snack bar with some the best pina coladas. Casa Cenote has mangroves to explore with lots of fish and there is supposedly a crocodile there named Panchito. Gran Cenote is one of the most famous cenotes in Mexico. As the name suggests, it is a very large cenote, consisting of several cenotes meandering along the jungle floor and connected by wooden walkways.

When you go, make sure to bring pesos for the entry fee, sunscreen, water, sandals and a towel. Most cenotes have changing facilities, flashlights, life vests and snorkeling equipment to rent. With over 6000 cenotes in Mexico, go explore and enjoy a truly unique



We are devoted to every customer and every order, large or small. Our highly trained sales representatives are **market sensitive and knowledgeable** about metallurgy and our inventories, services, and resources. We welcome all orders and inquiries and will respond quickly with reliable service and lead times that meet your specific needs. Behind each of our sales representatives is a skilled team waiting to support your specific material requirements.

*“Life Is Like Riding a Bicycle. To Keep Your
Balance You Must Keep Moving”*

-ALBERT EINSTEIN



CHANCES DOG RESCUE AND RELOCATION



“Rescue” and “transport” are simple words for a complicated, many step process that is repeated over and over, month after month, in attempts to save as many lives as possible.

The first step in this process is the actual rescue. For Chances dogs, this can mean many things. Some dogs are literally rescued off the street by us or our partner groups, pulled off of euthanasia lists at local

shelters, or surrendered to us by owners who no longer want them or cannot care for them.

The next step for all these lucky dogs is a vet visit and vaccinations. All the dogs require deworming with oral medications given over 3-5 days, as well as distemper / parvo and Bordetella vaccinations. Those pups under 6 months, require repeat distemper / parvo vaccinations every 14 days until they have had 3 doses for reach 5 months of age in order to ensure the highest level of immunity possible. Dogs over 4 months of age also require rabies vaccinations. Additionally, many dogs suffer from skin conditions, ear infections, or other simple injuries / illness that require care, treatment and monitoring.

Once initially vetted and vaccinated, lucky dogs head to loving – literally lifesaving – foster homes to wait a week or more until transport. We always prefer a home environment for dogs, but sometimes that is just not possible to find. When that is the case, sometimes dogs head to boarding facilities to wait for their turn to travel. These dogs miss out on couch cuddles and increased human interaction / play. It is expensive, and not ideal, but it is sometimes a necessary part of saving lives.

When transport day approaches, pups head to the vet once again for an exam and a health certificate. Dogs over 6 months of age require a heart worm test as the State of Massachusetts prohibits heartworm positive dogs from entering the state. Once they are given the all clear to travel and have been issued their health certificate, transport is only days away.

On transport day, 25-40 dogs arrive at our departure point in Fulshear. All health certificates, vet and vaccination records are reviewed and organized, and dogs receive a destination-based color-coded collar with their name.

Behind the scenes, dogs have been assigned crates on the bus based on size, destination and familiarity (litter mates travel together, as do dogs who know each other well). After a good walk or run in the fenced yard, volunteers help load the dogs onto the bus. Each dog has its picture taken, gets one last snuggle, and then settles into his or her crate.

The drive is a long one – about 30 hours – and requires 2 drivers who switch off sleeping / caring for the dogs and driving. Dogs are walked every 5-6 hours and fed twice per day. Crates are cleaned as soon as they are soiled (typically by puppies who are not yet housebroken).

Upon arrival in Massachusetts, dogs are unloaded and handed off to rescue staff. The pups are bathed and fed and placed into kennels for the state-required 48-hour quarantine. The purpose of this quarantine period is to give the dogs a chance to rest and settle in after their travels, as well as to monitor for any signs of disease. During this time, dogs interact with staff and get outdoor time as well. They just do not interact with any other non-quarantined dogs.

Once the quarantine time has expired, all the dogs are seen by staff vets and examined and cleared medically. Then it is spay / neuter time for any unaltered dogs, or adoption time for those who were altered prior to transport.

The adoption process is much lengthier and more costly in MA than it typically is down here. Each of our partners has their own process, but all require a meeting with an adoption counselor, all family members – including children and pets - to be present, residency verification / landlord permission if renting, application including personal and veterinary reference checks, and a fee of \$350-\$400. About half of our partners also conduct a 30-day follow up, and all of them remain a contact for any behavioral or medical questions or concerns that may arise over the lifetime of the adopted pup.

To support us and follow our efforts, please consider liking our Facebook page at www.facebook.com/chancesrescue. At the very least, your Facebook feed will include plenty of rescued dogs and their happy-ending stories. Who couldn't use some good news and furry faces each day?

Barbara Pennington
Sales Manager
ACE STEEL SUPPLY
Save a Life – Adopt a Homeless Dog!

Material Costs – September 2019

- ⊕ **Stainless sheet:** Prices on the rise – nickel up ⇔ **Hot Rolled:** Prices low - buyers' market
- ⊕ **Galvanized sheet:** Prices starting to climb ⇔ **Cold Rolled:** Prices flat
- ⊕ **Domestic 60" Galvanized:** recent mill increases ⇔ **Plate:** Prices flat

Total Active U.S. Rig Count (BAKER HUGHES a GE company)

| Area | Last Count | Count | Change from Prior Count | Date of Prior Count | Change from Last Year | Date of Last Year's Count |
|------|-------------|-------|-------------------------|---------------------|-----------------------|---------------------------|
| U.S. | 16 Aug 2019 | 935 | +1 | 9 Aug 2019 | -122 | 17 Aug 2018 |



“Making Business Easier”

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