

# ACE STEEL SUPPLY METAL MANIA



Volume IV, Issue 1 ★ January 2020



**VETERAN  
OWNED BUSINESS**



## SUPPLIER COMPLACENCY

Welcome to 2020 ! Wishing you and your companies a tremendous New Year with great success.

Often the performance of a supplier deteriorates over time. There are many reasons for this. It may be because once the supplier secures your business, they simply move on to the next prospect and your account is no longer the focus of attention.

Let's face it, a lot of suppliers talk but don't ACT! Sometimes you are simply taken for granted. This may be because the supplier's attention has been diverted to higher volume buyers.

It may be because the prices you are being charged are lower than they can obtain from other more profitable customers.

Suppliers often keep the same price if they are making what they believe is a fair profit. However, they get a better return by giving less service or by lowering the quality provided.

You may not notice this decline in service or quality unless you are keeping good records or unless you are getting complaints from your in-house team.



At Ace Steel Supply, Inc. we take a different approach.

We realize that without our customers Ace would not exist. We realize that if we don't service the customer consistently, customers have options.

Ace Steel Supply has worked hard to develop a level of service that is unsurpassed. Our customers are never taken for granted, never.

Please allow us an opportunity to demonstrate the many benefits of a collaborative customer-supplier relationship. We bring added value by keeping you informed of market trends that will affect the profitability of your company.

Let us help you be successful – that is our job.

At Ace Steel Supply we service our customers and never take them for granted. For our existing customers, we thank you. For the accounts we presently do not do business with, please allow us an opportunity to demonstrate our service capabilities.

We really do set ourselves apart and make a difference.

**Ace Steel Supply – “Making Business Easier”.**

*Happy New Year !*

Bruce Margolin – Chief Operating Officer

# Key West, Florida

by Kara Osborn



After all this time, I can't believe I haven't ever written about one of my favorite places to visit on the PLANET.... The little Floridian island of Key West! I've always said it is like a Caribbean New Orleans.

The best way, and fastest, is by plane. Cities like New York, Chicago, Dallas, and Atlanta offer direct flights, others, you'll have to fly into Miami or Fort Lauderdale and then take a smaller puddle jumper down. Some people like to drive from the mainland, but this will set you back about 4 hours.

Once on Key West, the first thing you'll want to do after checking into your hotel is go rent a moped. Yes, you heard me, rent one! It's the best, and most fun, way to get around the 8 square miles of island. Trust me, you won't be the only one. There are tons of rental shops all over the island.

Once you acquire your 'ride', its time to go see some fun and historic places. Key West is the southernmost point of the U.S., thus you need to see the Southernmost Buoy for a picture. Duval Street, much like Bourbon Street in NOLA, is one of the most energetic strips of bars, shops and cafes, anywhere!

While on Duval, go to Sloppy Joes Bar on the corner of Caroline and Duval. It was a favorite hangout of Ernest Hemingway. If you are wanting to stay sober, visit the Hemingway Museum. Schooner Wharf is a popular spot for a libation or 2 and live music. Other fun bars are The Green Parrot (I saw Robert Earl Keene there one year), Hog's Breath Saloon or go to the original Margaritaville Restaurant to eat a Cheeseburger in Paradise for REAL, and of course have a margarita.

Speaking of food.... Key West has some of the best! I know Maine lobster isn't usually on the minds of tourists in the Keys, but DJ's Clam Shack has some of the most delicious lobster rolls. Blue Heaven is great for breakfast/brunch, just know, you'll be sharing your space with some of the many island chickens as you dine outside. La Te Da Restaurant has the best eggs benedict. If you want to venture off the island on your moped, hop over to Stock Island to visit the Hogfish Bar for a hogfish sandwich. Other fantastic eateries are Santiago's Bodega for tapas, Pepe's, Caroline's Café, Sarabeth's Kitchen, Cuban Coffee Queen, and for a 'sexy' late night dessert, you must try Better Than Sex – A Dessert Restaurant.

No trip to Key West is complete without sitting on the seawall in Mallory Square in the evening to enjoy the night performers, before watching the beautiful sunsets over Sunset Key. Enjoy!



# CHANCES DOG RESCUE AND RELOCATION

## *MOVING FORWARD IN 2020*

Each New Year brings a perfect time to pause and reflect on accomplishments and set goals for the upcoming year.

At Chances Dog Rescue and Relocation, we are proud to share that we have saved a total of 1,867 dogs since our very first transport on April 27, 2017.

Our first year we felt lucky to be able to save 242 dogs. We were new, and we were learning at each step of the way. We were building important partnerships, learning optimal vetting and transport procedures, and trying to find where we best fit in the Houston rescue community.

2018 marked our second year, and we were thrilled to have saved 733 dogs. We had some difficult abuse/neglect cases, as well as some sick dogs who required extensive and expensive vet care. We continued to grow our partnerships in Massachusetts and reaffirmed our commitment to work with any Houston rescue group or individual who asked for transport assistance (assuming they adhered to the required vetting protocols). We also very proudly sent out 1000th dog, Bella, an adult black lab mix, on transport. Bella was on the euthanasia list at a local county shelter but was adopted almost immediately upon arrival in Massachusetts. Bella's adoptive parents included her in their engagement and wedding. She is their first and forever baby!

This past year, we saved 892 dogs (not including 43 babies born to pregnant moms once they arrived in Massachusetts). We hosted a group of Massachusetts partners and showed them the good and bad of Houston. They saw overcrowded shelters and fed street dogs, but they also met rescuers – groups and independent – and learned about the challenges we face and small victories we celebrate. They left committed to coming back, doing more, and saving more. We also forged partnerships with three rural Texas shelters who desperately sought an outcome other than euthanasia for the dogs they took in. We worked with them to get 105 dogs who would have otherwise been euthanized for space, transported to Massachusetts where all have been adopted into their forever families.

What's next for Chances? Tiffany Menard, Director of Chances, says “the 2020 goal is to continue to grow and to transport 1,000+ dogs over the course of the year. We are also pursuing several avenues of grant funding that will allow us to further support our rural partners and provide additional vetting support for our Houston-area rescue dogs. Most importantly though, we are committed to continuing to save lives and give amazing dogs of all breeds, ages and sizes the opportunities to meet their forever families and live new, cherished lives.”

Follow our progress on Facebook at [www.facebook.com/chancerescue.org](https://www.facebook.com/chancerescue.org), and may 2020 bring you and yours a year of health and happiness.

Barbara Pennington

*Save a Life – Adopt Don't Shop!*



# Material Costs – January 2020



 **Stainless sheet:** Surcharge down slightly

 **Hot Rolled:** Prices moved up

 **Galvanized sheet:** Prices down but above 12/1

 **Cold Rolled:** Prices down slightly

 **Domestic 60” Galvanized:** Prices steady

 **Carbon 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.	27 Dec 2019	805	-8	20 Dec 2019	-278	28 Dec 2018

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



**“Making Business Easier”**

203 Blue Bell Road ★ Houston, TX 77037

O: 832-300-1030 ★ F: 832-300-1038

[www.acesteelsupply.net](http://www.acesteelsupply.net)