



Advanced Coil Technology Wins 10x Larger Contracts

A 20-Year partnership drives larger business opportunities

Advanced

Coil



INDUSTRY:

Industrial coil manufacturer for custom heavy-duty heat exchangers.

Advances Coil Requirements:

- ✓ Welding expertise and efficiency
- ✓ Production capacity and resources
- ✓ Custom engineering & DFM



Advanced Coil and Jones: Partnership Highlights

- ✓ Advanced Coil has shifted its business towards larger, more complex heat exchanger systems, moving away from smaller, standard coil products.
- ✓ The partnership with Jones Metal allows Advanced Coil to take on these larger projects by leveraging their fabrication expertise, capacity, and resources.
- ✓ Jones Metal's efficiency and quality in areas like welding and assembly provide significant cost and time savings for Advanced Coil.
- ✓ The long-standing relationship and trust between the two companies is a key factor in the success of the partnership.
- ✓ Advanced Coil has explored other fabrication partners but has found Jones to be the most reliable and capable option for their needs.

The partnership between ACT and Jones Metal began more than twenty years ago. Over the years, ACT has come to rely on Jones Metal for its fabrication expertise, welding capacity and robust production resources.

Advanced Coil



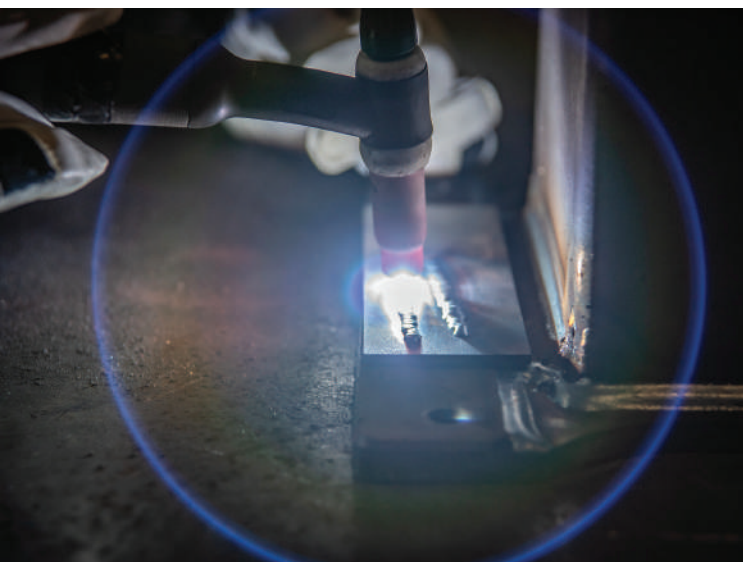
ACT focuses on three industries: grain and oil seed processing, dairy and functional ingredients, and pulp & paper. Typically, ACT manufactures the essential coils, then relies on Jones Metal to fabricate the housing. With support from Jones Metal, today ACT is focusing on building larger, more complex systems. Budgets for these projects, like a heat exchanger for the largest ammonia fertilizer facility in the world, are between 5 and 10 times higher than ACT's prior orders.

Thanks to a mutual commitment to precision and quality, the two companies have built a strong business relationships and excellent communication.

The ability to outsource production to Jones Metal's capable engineers and welders means that ACT can generate revenue from additional projects without the need for investing additional capital. fabricators along with engineers and welders.

"At the end of the day, Jones Metal has given us the best service. We have the best relationships there. We know and trust their quality."

General Manager, ACT



Among many options for sheet metal manufacturers, ACT consistently chooses Jones Metal as a trusted partner for larger, higher ticket projects.

Relying on the highly skilled welding team at Jones Metal, ACT has the confidence to complete these more difficult modules and structural designs. Regardless of the size or scope of the project, Jones Metal looks forward to a continued partnership built on quality, trust, and growing opportunities in the industrial sector.