



**ATLAS  
INDUSTRIAL  
SUPPLY, INC.**



16511 Hedgecroft, Suite 200  
Houston, Texas 77060-3622  
Toll Free: (877) TO ATLAS (862-8527)  
Tel: (281) 591-2211 / Fax: (281) 591-6344  
GSA Contract# GS-06F-0073S  
Cage Code: 3E7A1  
E-Mail: govsales@aishouston.com  
www.aishouston.com



**GSA Contract GS-06F-0073S**

**8(a) / Small Disadvantage Business (SDB) / Minority Business Enterprise (MBE)**



16511 Hedgecroft, Suite 200  
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**ABRASIVE WHEELS & CUTTERS**

- Desmond Stephan
- Fandeli
- Hunt Tools
- Mastercut
- MK Diamond
- Weiler

**AIR TREATMENT**

- Curtis - Toledo
- Champion
- Hankison
- Manchester
- Silvan Industries
- Ultra Air

**AIR COMPRESSORS / BLOWERS VACUUM**

- Bauer
- Champion
- Curtis - Toledo
- Gardner Denver Blowers
- Mattei

**AIR / ELECTRIC / HYDRAULIC TOOLS & ACCS.**

- Airetool
- Ajax
- Apex
- Buckeye
- Cleco
- Coilhose
- Dotco
- Cooper Tools (ITD)
- Dynabrade
- Master Power
- Mountz
- Reelcraft
- Sioux
- Stanley Proto
- Sturtevant Richmond
- Utica

**CORROSION INHIBITORS**

- Bullfrog
- Cortec
- Summit

**FOD / TOOL CONTROL**

- IDZ (RFID Solutions)
- Nilfisk-Advance
- Pelican Products
- Rousseau  
CTK  
Mobile Tool Storage  
STK
- UFP Technologies  
Bar Code  
2D Bar Coding  
Laser Etching  
Portable / TDY / Deployment Cases  
Tool Control Silhouette  
Tool Control

**HOISTS & MOTORS**

- Coffing
- Cooper
- Gardner Denver
- Little Mule

**LUBRICANTS / LUB. EQUIPMENT**

- Champion
- Cortec
- Curtis - Toledo
- Graco
- Summit

**MATERIAL HANDLING**

- Ace Controls
- Cleveland  
Vibrators
- Cooper Hoists
- Coffing
- Duff Norton
- Hyster
- Liftall
- Little Mule
- Manitou
- Nilfisk-Advance
- Presto Lifts
- Pepperl & Fuchs
- Rousseau
- UFP Technologies  
IT Storage  
Solutions

**MINING / CONSTRUCTION TOOLS**

- Ajax
- Brunner & Lay
- MK Diamond

**PRODUCTION EQUIPMENT & ACCESORIES**

- Actuators
- Engineered  
Packaging
- Gas Springs
- Jacks
- Modular Cabinets
- Floor Matting
- Reels
- Rotary Unions
- Shelving
- Shock  
Absorbers

**PROCESS CONTROLS**

- Ace Controls
- Pepperl & Fuchs
- Schrader Bellows
- UFP Technologies

**WORKWARE**

- Lakeland Industries
- McGuire Nicholas
- Steel Grip



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## GENERAL INFORMATION

**Incorporated:** 02/09/1989

**Tax I.D. #** 76-0270622

**Dunn & Bradstreet #** 19-848-7373

**GSA Schedule Contract:** GS-06F-0073S

**CAGE Code:** 3E7A1

### **Certifications:**

- U.S. Small Business Administration's (SBA) 8(a)BD Case Number 111571 (Through 2013)
- Small Disadvantage Business (SDB) (Through 2013)
- Houston Minority Business Council
- Louisiana Minority Business Council
- HUB (Historically Underutilized Business) by the State of Texas

**Electronic Data Interchange (EDI):** Capable

**Accounts Receivable:** Ruth A. Newman

Ph: (281) 591-2211, Ext. 10

Fax: (281) 591-2766

e-mail: rnewman@aishouston.com



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**8(a) BD**



U.S. Small Business Administration  
Washington, D.C. 20416

Gustavo Garza, President  
Atlas Industrial Supply, Inc.  
16511 Hedgecroft, Suite 200  
Houston, TX 77060-3622

DEC 16 2004

Dear Mr. Garza:

Congratulations! Your firm has been certified as a Participant in the U.S. Small Business Administration's (SBA) 8(a) BD program. Your nine (9) year program term begins on the date of this letter.

Additionally, your firm has been certified as a Small Disadvantaged Business (SDB) in the Federal Government's SDB program. Your term of participation in the SDB program is concurrent with your 8(a) BD certification.

During participation in the 8(a) program, you will receive business development assistance from an assigned Business Opportunity Specialist in the Houston District Office located at 8701 S. Gessner Drive, Suite 1200 Houston, Texas 77074. The phone number is 713/773-6500. The District office will also be able to provide you with information on the SDB program and its benefits.

Your firm will become eligible to receive 8(a) contracts after you submit a business plan using SBA Form 1010C and receive SBA's approval of the plan. We are sending a copy of this certification letter to the SBA Houston District Office. That office will send you the business plan form.

SBA requires that the President or Chief Executive Officer sign a Participation Agreement to show that he or she understands the conditions of 8(a) program participation. Please read the Agreement carefully, sign and date one copy and return it to the SBA Houston District Office at the address shown in the third paragraph above. The second copy is for you.

Even though your firm's approved North American Industry Classification System (NAICS) Code is 423830; your firm may be awarded contracts under other NAICS Codes, as long as the firm is qualified to perform. In this regard, please note that contracts awarded under 8(a) BD program authority generally result from the self-marketing efforts of the 8(a) firm. While your firm's acceptance into the 8(a) BD program is not a guarantee of contract support, SBA will make every effort to provide you with assistance in your marketing efforts.

If you have not already done so, we strongly suggest that you acquire access to e-mail to enhance your communication abilities with public and private sector buyers. Also, you should consider setting up a merchant account with a credit card company which will give you the ability to accept credit card orders for your goods and services from over 1,000 Federal buying offices. Finally, please contact your local SBA District Office to update your enrollment in PRO-Net, an SBA online procurement listing of small businesses utilized by public and private sector buyers.

We welcome you as an 8(a) program participant and look forward to working with you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Al Stubblefield'.

Al Stubblefield  
Acting Associate Administrator  
Office of Business Development

Enclosures



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## BRAND

## PRODUCTS

- **ACE CONTROLS**

Designers & Mfrs. of industrial shock absorbers & deceleration devices. Decelerate loads, prevent impact damage, reduce noise & increase cycle rates. Dual velocity controls, proximity switches, gas springs & check valves. Adjustable & self-compensating models in a variety of mounting configurations. Temperature stable, leak proof, tamper proof; built-in noise suppression. Computer-aided simulation & sizing software.

- **AIRETOOL  
(COOPER POWER  
TOOLS)**

Pneumatic condenser and heat exchange expanders. Tube expansion controls, tube cleaner motors, heads, condenser cleaners and parts. Tube installation and tube removal tools, tube pullers and parts, lubricators and hoses, tube testing equipment, parts and accessories.

- **AJAX TOOLS**

**Chisels for pneumatic hammers:** paving breakers, rivet busters, chipping hammers, scaling hammers, riveters or zip gun.  
**Chisels for electric hammers:** paving breakers, rotary & demolition.  
**Hand Tools:** chisels, lining & pry bars, drift pins, wedges.  
**Pneumatic tools accessories:** retainers, sleeves, springs. Non-Spark tools for applications where flammable vapors or residues are present.  
**Custom manufactured tools for specialty applications:** rescue equipment & supplies: complete line of air hammer rescue kits for emergency extrication.

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## PRODUCTS

- **APEX  
(COOPER  
TOOLS)** Fastening Tools: Bits, bits holders, hand drivers, hex drive nutsetters, sockets, special sockets, adapters, extensions and universal wrenches,  
Grip Plus: hand drivers & accessories.  
Universal Joints: For Government /Military Applications, Off-Highway / Construction Equipment, Aerospace, Aircraft, Performance Racing and industrial.
- **BRUNNER & LAY** Air hammers tools, drills, chisels, mining construction tools
- **BUCKEYE  
(COOPER  
POWER TOOLS)** Industrial pneumatic and electric power tools and motors.  
Air motors, fixtured drills, grinders, screwdrivers/nutsetters/impacts, accessories and replacement parts.

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- **BULLFROG**  
Complete Rust and Corrosion Protection utilizing Cortec VpCI (Vapor Phase Corrosion Inhibitors) Technology. BullFrog protect, prevent and resolve any corrosion and rust related problem. A whole line of different products for a wide variety of applications.
- **CHAMPION AIR COMPRESSORS**  
Champion has developed a solid reputation for providing the highest quality in compressor systems, parts and service. With over 85 years experience in designing and manufacturing air compressor systems Champion knows and understands the application of our products in many different operating environments. Reciprocating and Rotary Screw compressors
- **CLECO  
(COOPER POWER TOOLS)**  
Pneumatic grinders, screwdrivers, power tool analyzers, angle nutrunners, impact wrenches , chippers & scalers, riveters & rammers, sump pumps, drills, wire brush machines, fixture motors, parts and accessories.
- **CLEVELAND VIBRATOR**  
Pneumatic and electric vibrators, feeders, tables, conveyors, RR car shakers, screeners, pneumatic valves and fittings standard or modified to spec.

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- **COFFING**  
Coffing Hoists pride themselves in offering a wide range of products to meet lifting, pulling and rigging needs. Years of engineering knowhow, dedication to superior manufacturing and value customer input have led to the design and continuous refinement of each Coffing product. Air, Electric & Manual Hoists, Rail Power, Jib Crane, Crane Power, Specialized Attachments
- **COILHOSE PNEUMATICS**  
Manufacturer of a complete line of air tool safety accessories & air line controls including nylon coilhose, rubber, vinyl lock - on hose, nylon & plastic tubing, brass fittings, couplings & connectors, mechanical & pneumatic tool balancers, filters regulators & lubricators for air systems & safety blowguns, complete line of work stations adaptable to all types of industries.
- **COOPER TOOLS**  
Cooper Tools is the manufacturer of many of the world's premiere tool brands; including CLECO, APEX, AIRETOOL, BUCKEYE, DOTCO, GARDNER DENVER, MASTER POWER and UTICA.
- **CORTEC**  
Vapor corrosion inhibitors, oil additives, outdoor rust preventive coatings & corrosion inhibiting packaging, bags & films.
- **CURTIS COMPRESSORS**  
CURTIS manufactures a full line of high quality air compressors including Rotary Screw 5 – 300 HP, Reciprocating 1 – 125 HP, Oilless 3 – 10 HP, and Portable 1.5-5.5HP. We also offer Refrigerated Air Dryers and Filtration.
- **DOTCO (COOPER POWER TOOLS)**  
Air motors, fixtured drills, grinders, screwdrivers/nutsetters/impacts, accessories and replacement parts.

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## PRODUCTS

- **DESMOND STEPHAN**  
The only complete line of grinding wheel dressers and cutters
- **DYNABRADE**  
Dynabrade's specialization in the industrial market has been unique, portable power tools for use with coated and non-woven nylon abrasives. Industrial Power Tools, Accessories and Abrasives.
- **DUFF NORTON**  
Manufacturers of quality industrial lifting, positioning and material handling equipment.  
Products manufactured: Rotary Union, Electromechanical Actuators, Mechanical Actuators, Jacks, Access Systems. ISO 9001 Certified.
- **FANDELI**  
Coated Abrasives Products. Fandeli International is proud of its more than 70 year history of integrated manufacturing experience making coated abrasives.
- **GARDNER - DENVER  
(COOPER POWER TOOLS)**  
Hoist and hoist tractors, air motors, screwdrivers/nutsetters/impacts, ratchets / tubenut wrenches (Pneumatic) & torque arms, electric transducer tools and control boxes, pulse tools accessories and replacement parts.
- **GRACO**  
Worldwide leaders in fluid handling. Founded in 1926, Graco is a world leader in fluid handling systems and components. Graco products move, measure, control, dispense, and apply a wide range of fluids and viscous materials used in vehicle lubrication, commercial and industrial settings.

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## PRODUCTS

- ***HANKINSON***

Hankison International is dedicated to supplying quality compressed air treatment products worldwide. Products offered: Refrigerated Air Dryers, Dessicant and Membrane Dryers, Membrane Technologies, Coalescing Filters, Condensate Drains, Catalite Breathing Air Purifiers, Aftercoolers and Oil Water Separators among others.

- ***HYSTER***

Hyster Company is one of the world's largest manufacturers and marketers of Forklift Trucks. ISO 9002 certified for quality manufacturing processes. From 2,000 lbs. to 100,000 lbs. for all fuel requirements.

- ***JAN FAN***

Industrial fans manufactured by Jan Fan include; heavy duty pedestal fans, ceiling fans, I-beam mounted fans, wall fans, bench fans, industrial floor fans, and heavy duty air circulators. Jan Fan is the leading industrial fan manufacturer.

- ***IDZ (THE RFID NATIVE CORPORATION)***

IDZ is a dedicated company to offer professional services of consultancy and improvement integration systems and optimization processes based on identification technologies. The RFID Native Corporation helps Organizations optimize and control its processes through real time visibility, evolutionary intelligence and a congruent connection of products, people and assets.

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## BRAND

## PRODUCTS

- **LAKELAND  
INDUSTRIES**

Lakeland manufactures a broad array of industrial protective clothing. The lineup includes limited-use and disposable clothing, chemical protective clothing, flame resistant clothing, woven and anti-static clothing, aluminized industrial heat protective clothing and hand and arm protective products. Lakeland's protective clothing products are proven on-the-job every day, and are specified routinely for workers in the chemical petrochemical, healthcare, automotive, glass, cement and other industries in which hazardous materials must be handled.

- **LIFT ALL**

Manufacturers of the most complete line of slings available and they will custom build whatever is needed for any special application. Numerous below-the-hook lifting devices are available and they manufacture a full line of tie down assemblies.

- **MANCHESTER**

A privately held leading manufacturer of low-pressure vessels for propane, air, refrigerant, and industrial applications. Manchester Tank's product line is broad and deep, and includes virtually all low-pressure tank families. Propane tanks made to DOT specification range in size from 5 to 420 pounds, and are centered around the LP Gas, recreational vehicle and gas grill businesses. Air receivers built in accordance with ASME requirements range from 1 to 10,000 gallons and focus on the air compressor, air separator, and HVAC markets. Chemical and fire suppressant tanks are built across a wide range of sizes, and custom-sized vessel construction is available.

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## PRODUCTS

- **MANITOU**

For over 50 years Manitou has been manufacturing equipment for the material handling industry. Based in Texas, Manitou North America manufactures and distributes vertical mast forklifts, “Maniscopic” telescopic handlers, “Manitransit” truck mounted forklifts, and masts to dealers and OEM customers through North America. From 5,000 lbs. to 10,000 lbs.; for gas and diesel only. For rough terrain and extending boom or straight mast.
- **MASTER POWER  
(COOPER POWER  
TOOLS)**

Drills, fastening tools (screwdrivers, precision master, nut runners, impact wrenches), abrasive tools (grinders, orbital, disc & vertical sanders, polishers), stuhr finishing tools, cutting and percussion tools (circular saw, routers, scaling hammers & needle scalers, power chisel) vacuum, tools and accessories.
- **MASTERCUT TOOLS**

Offering the largest standard line of carbide burs, along with a full line of endmills, routers and other cutting tools.

At Mastercut Tool we manufacture only the finest quality carbide products. Our 37000 square foot facility is stocked with state of the art CNC grinding equipment. Our low overhead keeps prices competitive and our use of advanced machinery keeps deliveries to you on time and when you need it!

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## PRODUCTS

- ***MATTEI  
COMPRESSORS***

The design of **Mattei** compressors is the result of more than 30 years experience in the field of rotary vane compressors and has resulted in the continuing improvement of both the performance and operation of the compressors.

**Mattei** Rotary Vane Compressors distinguish themselves by their design, the main features of which are their modern compact design and quiet operation.

In **Mattei** Rotary Vane Compressors all main components, such as oil chamber, separator, air filter, non return and pressure regulating valve, are an integral part of the machine and make up a single unit

- ***MCGUIRE  
NICHOLAS***

Workwear (Tool Belts / Nail & Tools Pouches / Tool Holders / Work Belts / Suspenders / Canvas Aprons & Pads / Support Belts / Jobsite Storage / Knee Pads / Bags / Totes / Briefcases)

- ***MK DIAMOND  
PRODUCTS***

A recognized world leader in the manufacturing of precision diamond blades and equipment for cutting, coring and polishing all types of masonry, concrete, tile and stone products

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- ***MOUNTZ***
- ***NILFISK***
- ***NOTRAX***
- ***ORTON, THE EDWARDS CO.***
- ***PEPPERL + FUCHS***

Mountz Inc. offers a wide variety of torque tool solutions - Torque Analyzers, Torque Testers, Torque Sensors, Torque Wrenches, Electric Screwdrivers, Torque Screwdrivers, Torque Multipliers, Assembly Tools, Screw Counters, Balancers and special torque applications.

Nilfisk-Advance America manufactures a complete line of industrial vacuum cleaners for the safe and effective collection of toxic, hazardous and nuisance dust and debris. Our line of Nilfisk and CFM vacuums includes Intermittent Duty, Continuous Duty, Central Systems, Specialty, Oil Reclamation, Stainless Steel, Pneumatic, Explosion Proof, Wet/Dry, Separators and Hoppers, Conveyers and Vacuum-Assisted Power Tools.

Leading manufacturing of floor matting products. Industrial, Commercial and Food Service applications.

Cones and Firing. The typical uses for the cones are: firing of overglaze decorations, luster's, enamels and decals for glass fusing, slumping and decorating, craft and art bodies, for wall tile, glazes and some structural clay products, porcelain, floor tile, china, stoneware, structural clay products and some refractory materials and industrial products. The temperature range is approximately 1050 to 3659 Degrees Fahrenheit (560 to 2015 Degrees Celsius)

Industrial Automation Product: inductive, photoelectric, capacitive & ultrasonic sensors, specific application sensors, palm button for press initiation , cylinder position indicators, counters and encoders, indication systems, optical data couplers, bus systems.  
Process Control Products: Universal Logic Controls, intrinsic safety barriers, signal conditioners, purged enclosure system, level control products.

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- **PELICAN**
- **PRESTO LIFTS**
- **REELCRAFT**
- **ROUSSEAU**
- **SCHRADER BELLOWS**

## PRODUCTS

Manufacturers of Protector Cases and Lighting Tools for extreme conditions. All sizes are available, from “Micro Case Series” to “Big Cases”. We can stamp your logo on any Pelican Case. All Pelican products have unconditional lifetime guarantee.

Precision hydraulic equipment that improves safety and productivity. Presto Lifts offers more than 500 different models of lifts, tables and tilters -- more than any other company in the world. Presto equipment carries an unconditional 5-year mechanical/structural warranty and 2 year electrical and hydraulic warranty, by far the best in the industry.

Reelcraft hose reel designs have served the heavy duty markets for over fifty years. Wherever hose or cord is being used in industrial, automotive or other commercial applications, Reelcraft probably has a reel to handle it while improving the work environment.

Rousseau's goal is to offer flexible and durable storage solutions that will respond to market needs. Rousseau designs, manufactures and markets modular drawer systems, shelving and workbenches for users in industrial, government and commercial sectors, always fulfilling the highest standards of quality.

Pneumatic, hydraulic components & control systems.  
Actuators, automation components.  
Valves and Airline accessories.

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- **SILVAN INDUSTRIES**  
Manufacturer of world class pressure vessels and metal fabrications for domestic and worldwide markets. Silvan serves clients in the filtration, medical, water, diving, painting, heavy equipment, petro-chem, energy, conveyance, mixing, and air/gas compression industries
- **SIOUX TOOLS**  
Drills (Pistol Grip / Inline), Impact Wrenches, Ratchet Wrenches, Die Grinders, Sanders, Polishers, Percussion Hammers, Scalers, Reciprocating Tools, Discs and Accessories
- **STANLEY PROTO**  
Manufactures industrial grade tools and storage solutions for heavy-duty production and maintenance applications. Our products are used globally in auto, steel, and airplane manufacturing, chemical plants, refineries, and transportation. Stanley branded industrial tools are the most durable professional industrial trade tools available.
- **STURTEVANT RICHMONT**  
Torque Application Systems, Torque Measurement Systems, Digital Torque Wrenches, Advanced Torque Systems, Specialized Torque Tools & Accessories, Transducer Calibration Equipment, Torque Application Selection Chart

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- ***STEEL GRIP, INC.*** Manufactures Personal Protective Equipment (PPE) for domestic and international industry.
- ***SUMMIT INDUSTRIAL PRODUCTS*** Summit is recognized as an industry leader in the development and manufacturing of quality synthetic lubricants and other industrial products.
- ***TEXAS PNEUMATICS*** Air Movers, Jet Fans, Line Oilers, Deck Crawlers, Long Reach Heavy Hitter Scalers, Triple/Single Piston Scalers, Rivet Busters, Lubricators/Filter Lubricators, Hose Whip Assemblies, Air Manifolds, Moisture Separators, Air Scribe, Services Available, Arrow Pneumatics, Repair Kits Available, Accessories/Miscellaneous, Construction Tool Replacement Parts
- ***TOLEDO TOOLS*** Our TOLEDO Division manufactures a full line of TOOLS including: Hose and Pipe Cut-Off Machines, Pipe and Bolt Threaders, Portable Power Drives, and Hydraulic Hose Skivers.

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## BRAND

## PRODUCTS

- ***UFP  
TECHNOLOGIES***

Engineered Packaging Division designs and manufactures interior protective packaging solutions utilizing molded fiber, vacuum formed plastics, and molded and fabricated foam plastic products, this division serves numerous markets, including computer electronics, medical / pharmaceutical, automotive, military and general industrial. UFP develops and produces tool control products & services designed to provide positive tool control and eliminate tool FOD (foreign object damage). Two color shadow box foam tool organizers enhance productivity, tool accountability and asset management. Tool control products and services are used in military, aerospace, industrial and manufacturing, service and repair applications. Component Products Division designs and manufactures engineered component solutions utilizing laminating, molding and fabrication technologies, this division provides the "product within the product" to the automotive, beauty, medical, industrial, military and sports and leisure product markets

- ***ULTRA AIR***

Today, Numatics remains at the forefront of filtration technologies. New filter and dryer technologies are now available for a wide array of air processes, particle contaminants, and temperature ranges. Our full range of modular filtration, regulation and lubrication components, including stainless steel products and safety devices, exhibit product breadth to meet your varied needs. Air preparation and proper air filtration has always been considered an important element of the pneumatic system...a way to maximize performance and extend machine life. Numatics offers excellent customer support...from contaminant analysis to complete installation conversions.

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## BRAND

## PRODUCTS

- ***UTICA*** Torque Products, Dial Indicating Torque Wrenches, Torque Assurance and Repair Products, Metric Torque Wrench Products
- ***WEILER CORP*** Manufacturer of surface, finishing & cleaning products. Power & welding brushes, nylox, abrasive brushes, Tiger abrasives disc, specialty deburring and edge radiusing tools for off-hand production, CNC, robotics and automated processes, maintenance products.

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