



COLUMBUS MCKINNON CORPORATION  
MIDLAND FORGE DIVISION  
101 50TH AVENUE S.W.  
CEDAR RAPIDS, IOWA 52404 • 319/362-1111

July 1, 2003

Subject: **A Customer Testimonial on Service Provided by United Service Environmental**

Midland Forge is a Division of Columbus McKinnon Corporation and we manufacture attachments for our chain and hoists product lines. We are basically a forging plant with heat treat and machining as related operations. We use chemicals and generate waste.

Our current state of environmental compliance is excellent, based on a recent audit by an external legal consultant on environmental law. Working with United Service Environmental for three years got us here.

Environmental compliance is a moving target for a variety of reasons; e.g. the laws and interpretation of those laws keep changing. The processes and therefore the chemical list keep changing because processes are changing for improvement, etc.. **United Service Environmental** has the technical knowledge as well as the "savvy" to work with the EPA (since they worked for the EPA) and I am suggesting that these two skill sets helped us tremendously and got us to where we are today.

I highly recommend their services to anyone. They will save you a lot of headaches for a reasonable price.

A handwritten signature in cursive script that reads 'K.P. Persaud'.

K.P. Persaud  
General Manager  
Columbus McKinnon Corporation  
Midland Forge Division

KP/prw