

To help North American mine operators deliver more tons, lower costs, improve safety and enhance operational efficiencies.



UNITED CENTRAL

INDUSTRIAL SUPPLY®

www.unitedcentral.net



President/CEO Darrell H. Cole

The Largest Distributor of Mining Supplies in North America

Headquartered in Bristol, Tennessee, United Central's 27 branches strategically located throughout the US and Canada are backed by more than 350 employees, \$60 million in inventory, 1500 manufacturing partners, 250 delivery vehicles that average more than three million miles a year in pursuit of customer service and an expansive product line of over 70,000 items.

The Passion of UC is Unmatched by Anyone in the Mining Industry

The passion of United Central is kindled by the fact that many of its people, including the management team, have come from coal backgrounds. They share an unmatched empathy with coal people.

"Many of us grew up in families involved in coal mining," explains President/CEO Darrell H. Cole, a 35-year veteran. "We've lived in the coal fields, and we understand coal operator's and coal miner's needs." An accumulation of experience in the coal fields has favorably marked the UC team as insiders, who have developed lifelong relationships with the mine operators over the years.

This experience and passion has served UC well, while building a reputation and developing a culture that has perpetuated since its inception 37 years ago. A criterion of UC is to perform its duties and manage operations in a manner that creates value for its customers, employees, vendor partners and stock holders.

Resources

United Central's greatest resource is the more than 350 highly

trained people who staff the offices and warehouses across the United States and Canada. Each location is experience-laden and primed to react in an instant with professionals ready to get the job done.

Its presence throughout coal country and its continuous service are testimony to the stability of the company. Wherever coal is being mined, UC is there. Twenty seven branches are strategically located in Alabama, Colorado, Illinois, Indiana, Kentucky, Missouri, New Mexico, Pennsylvania, Utah, Virginia, West Virginia, Wyoming and Saskatoon, Saskatchewan, Canada.

The enormous UC inventory keeps the warehouses filled with stock, covering product categories that include roof control, bit products, conveyor belts/idlers, oil products, mining cables, ventilation, electrical & electronics, and more. Exclusive product categories include cap lamps, gas detection and monitoring, breathing apparatus, communications devices and equipment parts.

In addition, United Central is a distributor for practically all the major manufacturers to the mining industry including such notables as Minova, Kennametal, Goodyear, Victaulic, Chevron, Nucor, Kennedy, FOMO, Becker-Prunte, Schroeder, CSE, Jennmar, Eaton, Continental Conveyor, Parker, Flexible Steel Lacing, General Cable, Koehler Lighting Products, JH Fletcher & Company, Industrial Scientific Corporation, General Monitors, GAI-Tronics and many more.

Safety products are a top priority at United Central, and the company can address practically any issue whether it is in West Virginia or Utah, calling on its vast resources. If necessary, all 27 locations come to bear on a particular situation, using all company resources to fill any customer need, day or night.

continue

UC continued

The depth of United Central's product line makes it uniquely positioned to specialize in cable, electric, safety, material handling and hydraulics products. Nine product managers, with decades of experience, have an in depth understanding of the products and services. Two of the managers are focused on safety products.

Service Centers

Factory-trained and certified technicians use OEM parts to provide factory-authorized repairs of electrical and electronic products as well as customer training. With two locations in Rocky Gap, Virginia, and Grand Junction, Colorado, United Central Service Centers help maximize a mine's productivity.

An extensive inventory of round and flat cable for any mining application is available at the Stanaford, West Virginia location. UC cuts cable to customer-specified length when restoring longwall systems, continuous mining cars, shuttle cars, roof bolters and underground power transmission systems.

UC specializes in rebuilding pod dusters, personnel carriers and rail and rubber-tired vehicles. All rebuilds are performed at the Stanaford, West Virginia branch. A combination of highly-trained technicians, parts inventory and service enables UC to complete jobs quickly, accurately and cost-effectively.

Our People

The four members of the executive team have close to 100 years of collective operating experience in the mining supply business. As a result of acquisition strategy, United Central has further strengthened its operating skills and distribution expertise. UC features the most knowledgeable, customer-oriented and committed staff in the industry.

Leading the way at United Central is President/CEO Darrel H. Cole, a 35-year veteran, followed by Henry E. Looney, Senior



l to r: Kenny Enlow and Bob Neaville

Vice President with 32 years of experience; Christopher P. McClendon, Vice President, Materials Management, and Mike Culbert, Chief Financial Officer.

Harold Cooke, the Regional Manager for Virginia, Kentucky and Alabama has 45 years of experience; David Jennelle, Regional Manager, West Virginia, Pennsylvania and the mid-West has 34 years of experience; and Tod Woomer, Regional Manager for the western operations has 24 years of experience.

An inborn, natural characteristic of United Central is the element of trust which is reflected in the way the company conducts business. "Day-in and day-out, it is our job to continue to earn our customer's respect and trust" stated Darrell Cole.



l to r: Carl Caldwell, Brian Hart, Chett Mudd, David Jennelle, George Soltes, David Walker, Elbert Wright, and Andy Ray



Part of United Central's fleet of 250+ delivery vehicles.

The Evolution of United Central

Although selective in its expansions and acquisitions, United Central is aggressively growing. At a time when investors are backing away from the coal industry, UC is powering forward with an ambitious program of acquisitions, but only with time-proven companies. UC has doubled its size in the past five years, blessed with the financial strength to take immediate action. When a company is acquired, the best people and the best practices are kept intact. Some of the company's best people have come from acquisitions.

Part of the company's success over the past 37 years has been its ability to recognize the right acquisition and the right partner at the right time. As it evolved into the premier supplier for the coal industry, it has also evolved with the changing times and environments in the industry.

United Supply was founded in 1974 in Big Rock, Virginia and merged or acquired eight more companies beginning with Buchanan Wholesale in 1976, followed by Central Supply in 1989, Buckhanan Supply & Erwin Supply in 1993, R&H Supply in 1995, National Mine Service in 2001, A&C Equipment and Supply and Triune, Inc. in 2005, Persinger Supply in 2007 and Gooding Rubber in 2011.

A Salute to the Industry

In a generous effort to share its successes with the industry, United Central is active in an on-going program of miner-re-training, affording miners an opportunity to renew their papers. It is also actively involved in community affairs, trade shows and industry trade associations.

The main theme is that United Central is a company that views its staff as family and a national company that operates locally.

There is not one thing, but a combination of all these things that makes United Central who they are today. "We understand our role is to serve our customers, day in and day out. We will continue to improve our company and enhance our customer's operations. If our customers are successful, then we will be successful. When we stand in front of a customer or vendor, we represent all 350 people who make up our family."

In conclusion Darrell Cole stated *"United Central is always mindful of its mission – to provide The Right Products. At the Right Place. With the Right Support."*