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January 14, 2016

Daily Herald- Business Ledger

Attn: Jim Elsener

Re: Imperial Crane

Dear Jim,

I writing this letter to let you know about Advantage Industrial Systems, LLC experience working with Imperial Crane and to nominate this company for the Business in Excellence Award.

I have worked with Lance Bohne and BJ Bohne for over twenty five years and can't say enough about their expertise, enhanced safety and professionalism with handling our difficult projects. Throughout the years, they have come up with solutions for many impossible rigging and crane projects we have completed. I not only know them on a professional level but also have known them on a personnel level and really enjoy seeing how they have grown Imperial Crane and the Bohne Foundation over the years.

BJ and Lance have taken risks to grow their family owned business which involves vulnerability. They have taken themselves out of their comfort zone to tap into new markets and even acquire new crane companies as they have done recently with Speedway Crane and years back with Mooncotch Crane.

Through BJ and Lance's commitment to the Bohne Foundation, they built the first well in Uganda, donated turkey and hams to New Foundation of Hope at Thanksgiving, and bought gifts for over 100 kids at SOS Children's Village for Christmas. The amount of time they spend/give to the foundation and the other charities is quite amazing.

In closing, it is without hesitation that I nominate Imperial Crane for the Business in Excellence Award. They truly deserve this recognition for the commitment they have not only given their employees and customers, but for their ongoing contribution to other nonprofits both locally and internationally.

James Griffith

Chief Operating Officer

A handwritten signature in blue ink, appearing to read 'J. Griffith', is written over a horizontal line. Below the line, the text 'Advantage Industrial Systems, LLC.' is printed in a black, sans-serif font.