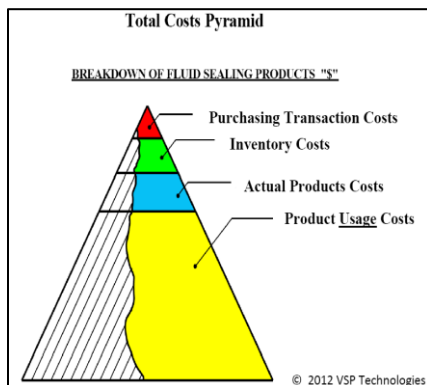


## MILLIONS SAVED FOR VSP CUSTOMERS

Reducing cost for our fluid sealing customers is a high priority at VSP Technologies. Maximum cost benefits are attained by targeting all areas of customer cost. This process enables end-users to achieve dramatic enhancements in product performance, reliability and value. Since formalizing our cost-savings program in 2002, VSP Technologies has documented more than \$65 million in customer cost savings!



VSP's cost-saving focus includes purchase price, usage cost and evaluating production and environmental impacts. To ensure that VSP's staff maintains this critical focus, a quarterly bonus plan

has been implemented which compensates our specialists and engineers for achieving customer cost-reduction goals. In short, *VSP pays our people to save our customers money!*

Four VSP engineers are currently trained in "Six Sigma" process management methodology and this is utilized to improve our customers' gasket selection and use processes. While typical fluid sealing distributors are often limited to the areas of gasket fabrication and redistribution, VSP strives to impact *all* gasket-use process steps and to ultimately reduce "Total Cost of Ownership." VSP's added services include professional technical support, premium fluid sealing products, in-house engineering and patented specialty products. We work hard to keep plants running efficiently and reliably. Reducing cost is part of VSP's corporate DNA and will continue to be the primary focus in our future.

## DID YOU KNOW?

Did you know that Teflon® was discovered in 1938 by accident, by a DuPont chemist Dr. Roy Plunkett? Working to develop a new refrigerant, Plunkett noticed that the pressurized gas had polymerized into a white waxy form. Today, this material is known generically as PTFE (Polytetrafluoroethylene) and was trademarked by DuPont as TEFLON®. Teflon® is virtually inert to all chemicals, a property that makes it one of the most valuable and versatile products ever invented. VSP has patented gasket designs utilizing PTFE, and has developed broad expertise with PTFE and its capabilities, applications and limitations.

TEFLON® Is a Registered Trademark of E.I. DuPont

## VSP Technologies Goes Global

VSP Transportation Division has expanded into the world market within the bulk transportation community. Using patented gasket technology, designs, and cost reduction techniques the global bulk transport community's attention has turned to VSP Technologies.

Key elements of our success come from our proprietary gasket materials and design technology such as PITA®, DNATM and OPRA® TTMA. This product technology, coupled with sound engineering analysis, detailed assembly instructions, shop/depot training and certification together provides unmatched sealing reliability for bulk transportation equipment.

Equipment-specific programs such as, *Hydro to Hydro™* and *ELF™ (Engineered Leak Free)* provide higher securement reliability and the elimination of component leaks during the 5-year certification life of the tank components. These programs have generated significant cost reductions for shippers, owners and leasers around the globe.

VSP's products, services and programs are being utilized by large international companies in Asia, Europe and Latin America.



VSP has also created a global distribution partnership with Girard Equipment to help manage inventory, logistics, and program implementation around the world. Addressing industry concerns and finding solutions to problems has created a market respect and loyalty in the industry for VSP's knowledge and capabilities.

With multiple manufacturing locations and global distribution points VSP Technologies is equipped to handle all of your global needs and requests.

## VSP Engineers and Specialists Working for Your Bottom Line

VSP has a team of engineers and sealing specialists to help you manage sealing reliability and performance issues at your plant site. We diagnosis and understand the cause and corrective action for these sealing issues and recommend and support the best performance, value & reliability products, and solutions.

### Case Study

A large chemical site had just completed a rebuild on a 6,000 psi hydrogen compressor, and upon start-up found a leak at one of the flanges. Investigation revealed damage on one of the sealing surfaces that prevented the hard metal gasket from sealing. Faced with a two week delay to repair the damaged flange surface, our VSP specialist investigated the problem and identified a unique solution and provided the necessary technical and MOC support to get them back on line. The compressor was started back up with no leaks and is still running with no problems.



**Operations and Business Unit Managers documented expedited unit start-up savings exceeding \$560,000**

### VSP Corporate Office

8140 Quality Dr.  
Prince George, VA 23875  
Tel: (804) 541-0812

### Tennessee Region

100 Eastman Rd.  
Kingsport, TN 37660  
Tel: (423) 229-2404

### Houston, TX

1403 Northpark Dr.  
Kingwood, TX 77339  
Tel: (281) 354-3032

### Baton Rouge, LA

803 Mossy Oak Ave.  
Baton Rouge, LA 70810  
Tel: (225) 324-3889

### Mid- Atlantic Region

17 Ashcroft Court  
Arnold, MD 21012  
Tel: (443) 926-4425