



Over the years, Industrial Fiberglass Specialties has engineered and built many systems under its **Engineering & Manufacturing Services Contract (EMSC)** program. Some of the customers include:

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|-------------------------------|-------------------------------------|
| • Olin | FRP Scrubber & Ductwork |
| • E.I. Dupont | Complete Nylon Plant Design |
| • Stolle Research | High Viscosity Reactor System |
| • Medisorb Technologies | Separator and Filter w/Service Cart |
| • Monsanto | Reactor System & Controls |
| • Cargill | Continuous Polymerization System |
| • Allied Signal | Reactor System |
| • East Coast Coatings Company | 14 each Skid Mounted Coating System |
| • Polaroid | Reactor System with Feed Tanks |

There are significant benefits to the customer under Industrial Fiberglass Specialties' EMSC program.

- ◆ The EMSC program can provide the customer with the **lowest possible costs**, while still maintaining the high levels of quality and expertise that are synonymous with Industrial Fiberglass Specialties. Under the EMSC, we operate on a **lower margin than normal**. There are never any "safety factors" that have been added to cover the unknowns.
- ◆ The EMSC program has proven to be the **best way to handle large and critical service projects**. Industrial Fiberglass Specialties and its sister companies have successfully carried out literally hundreds of such EMSC projects. Many have been for orders in the hundreds of thousands of dollars, and even more.
- ◆ The EMSC program facilitates **concurrent engineering and manufacturing**. Procurement and manufacturing can be started on design elements that are finalized while specification and design is still taking place on other options.
- ◆ The EMSC program **eliminates** the need for time consuming "**change order**" **paper work**, revising purchase orders as the specifications are modified and finalized.
- ◆ The EMSC program provides for **open information transfer**, joint design efforts, and excellent communications throughout the project.
- ◆ For EMSC projects, the kick-off meeting between Industrial Fiberglass Specialties and the customer is held to discuss how such a "**partnership**" can prove **mutually profitable** to both of our companies. After such a meeting, it may be possible to establish a "Not To Exceed" estimate for carrying out the customer's project under the EMSC concept.