



**PROCESS SYSTEMS PROFILE**



**Process Systems & Components, Inc**

*5321 West Genshaw Street*

*Tampa, FL 33634*

*USA*

*Phone: 813- 888- 6300*

*Fax: 813- 881- 1561*



**TRADE REFERENCES**

Topline Process Equipment  
PO Box 264  
Bradford, PA 16701  
Telephone: (800) 458-6095  
Fax: (814) 362-4453

Ryan Herco Products Corporation  
P O Box 10369  
Burbank, CA 91510-0369  
Telephone: (800) 848-1141  
Fax: (407) 851-2176

Siemens  
75 Technology Drive  
Lowell, MA 01851  
Telephone: (800) 875-7873  
Fax: (978) 453-5161  
Please Reference Site #: 520303

A. Tarler  
1403 S. W. 8<sup>th</sup> Street  
Pompano Beach, FL 33609  
Telephone: (800) 666-6555  
Fax: (954) 978-0309

**CONTACT PERSONS**

<b>Inside &amp; Local Sales:</b>	Scott Rhoades – srhoades@psconline.net
<b>Quality Control/Documentation:</b>	Lacy Stamper – lstamper@psconline.net
<b>Engineering &amp; Design:</b>	Al Immoor – aimmoor@psconline.net
<b>Accounting:</b>	Debby Handelong - dhandelong@psconline.net
<b>Finance</b>	Joe Rich-Controller – jrich@psconline.net
<b>General Office:</b>	Lacy Stamper - lstamper@psconline.net
<b>After Hour Contact:</b>	Mark Townshend (813) 245-2497
<b>Director of In House Operations:</b>	Scott Rhoades - srhoades@psconline.net
<b>Recent Management Changes:</b>	0

**PERSONNEL**

**Total Number of Employees: 35. Engineering: 5, Office: 3**

**Shifts per Day: 1 to 2, Days per week: 6**

**Union Affiliation Name: None, Non Union**

**Employment Levels: 35 in 2007, 32 in 2006, 30 in 2005**



**PRODUCT INFORMATION**



**Manufacturing Capabilities:** Skidded fluid and gas handling systems with integrated controls. PSC is 100% vertically integrated, so all aspects of systems are designed and produced in our Tampa facility.

**Installation Capabilities:** Field supervision and project management of Process Piping, & Skid Systems including controls.

**Main Products:** Standard products are: Process Water Systems, Waste Water Systems, Product handling / filtration systems, variety of chemical and gas delivery and purification systems. PSC is proud to partner with firms in specific business segments, in some cases our partnering agreements may prevent us from building certain products that would be in conflict with our existing partners.

**Main Services:** Validation Services - We are proud to offer our clients complete validation services from documentation generation through on site field execution. Calibration Services – Instrument and gauge calibration services either at our facility or at clients site.

**SALES / FINANCIAL**

**Annual Sales:** \$4,400,000.00 in 2006, \$4,200,000.00 in 2005, \$4,808,000.00 in 2004

**Forecast:** \$5,000,000.00 in 2007.





**CLIENTS REFERENCES**

Siemens	Contact: Wes Maffett 813-282-2836
Denso Manufacturing	Contact: Mr. Keith Plemons 423-746-0000
Ionz Blue Water	Contact: Mr. Jon Stewart 954-907-7625

**SALES / FINANCIAL**

PSC has focused on four market segments that we feel are important to our growth and stability. The percentage of our sales to these industries is as follows:

- Dairy / Food & Beverage / Citrus Industry's 20%**
- General Industrial 20%**
- Semiconductor / Microelectronics 10%**
- Pharmaceutical / Biotech 50%**

**Business with International Companies:** In the past and currently, we perform about 20% of our volume with international firms. These projects have included prefabricated assemblies as well as on site field installations.

**FACILITIES**

**Structure, Type:** Free Standing Metal Building

**Class 100 Clean Room:** 200 Square foot clean room for Ultra High Purity Manufacturing.

**Total Square Feet:** 20,000      **Production:** 17,000      **Administration:** 3,000

**Age of Building:** 20 Years      **Condition:** Excellent

**Expansion Plans:** Currently adding on to the length of the building for added structural steel fabrication capability

**TOOLING**

We perform 100% of welding, finishing of pipe, and steel fabrication in house. Currently 50% of our machining is subcontracted out. We have 4 robotic welding systems, PVC, Socket & IR fusions Polypro, and BCF PVDF joining machines, as well as approximately one million dollars worth of shop equipment. We have increased our machining capabilities over the last year.

**Equipment Replacement:** Constant

**Prototype Capabilities:** Due to our interests in automation throughout our fabrication efforts, we are involved in all prototype efforts with the only outside involvement being complex machining functions.

**CAD / CAM Capabilities:** Yes, all management staff utilizes AutoCad Release 2002.



### QUALITY INFORMATION

**List of Lab. and Inspection Equipment:** High Pressure Test Cart, Mass Spec. Helium Leak Detectors, Video Boroscope, Various Critical Mechanical Measuring Devices, Electrical Measuring and Testing Devices, Moisture Analyzer, Oxygen Analyzer, Particle Counter. Instrument Calibration equipment for pressure, water quality, and flow applications.

**Number of Quality Control Employees:** We have two that are responsible for the quality of products and services; however each technician is ultimately responsible for quality through the project.

**Plans for Continues Education:** Every two weeks there is a mandatory training session at our facility for all employees. The topics range from process technology, fabrication techniques, new product Information through Field Installation Procedures, always enforcing the safety aspect of every task.

**Written Policies for Q.C. Procedures:** All procedures including Q.C. are in the form of "Standard Operating Procedure" (SOP's). These cover purchasing, incoming QC through final test and acceptance criteria. We have modeled our quality on ISO9000 standard, although we have not gone through a formal certification process.

**Q.C. Audits at Suppliers Facilities:** We perform an annual audit at each critical supplier's facility. All new suppliers are subject to an initial audit.

**Incoming Material QC:** All received material is inspected and a "Receiving Inspection Report" is completed. 10% of all received components are functionally tested for dynamic performance prior to installation. All materials are tested once installed in a system.

**Defective Material:** If a product is found to be defective it is reported to the manufacturer immediately. The product is required to be shipped from our facility within 24 hours of notification, insuring that no defective devices remain in the facility.

**Defective Material Analysis:** We insist that the vendor issue us with this information one week after receipt of the defective component at their facility.

**Corrective Action Procedure:** Once the material analysis is received it becomes a determination for our Engineering staff weather this was an isolated incident or a potential problem that will require alternative component selection. This is all documented in a "Product Evaluation Report".

**Lot Run Tractability:** Yes

**Rejection Rate:** 5%      **Return Goods:** 5%

**Raw Material Testing Equipment:** Only for leak tests and visual examination, any destructive analysis is subcontracted.

**Validation Level Documentation and Services:** We are pleased to support all validation activities from equipment FAT's, through all documentation generation, and through field execution of PQ upon request.

### QUALITY INFORMATION

**Functional Test Equipment for Parts, Subassemblies and Assemblies:** Every part, subassembly, and assembly is 100% functionally tested prior to shipment, this effort is duplicated after field installation.

**Tool & Gauge Calibration:** All tools and gauges are calibrated every twelve months, with a 4X more sensitive instrument than the instrument being tested. The testing device returns for calibration to manufacturer traceable to NIST.

**Outside Test Facilities:** ABC Testing, Ma. - Air Products and Chemical, Pa. - Advanced Vacuum Systems, FL.



**DELIVERY**

**JIT Delivery:** Currently using.

**Company Trucks: 1 Type:** Ford **Age:** Average 3 years old.

**Major Motor Freight Line, Domestic:** UPS, Federal Express, R&L Carriers (Customer's Preference)

**Major Air Freight:** Federal Express, Emery, UPS

**Nearest Airport:** Tampa International Airport, 5 Minutes from PS&C

**On Time Rating To Customers:** 98%.

**MISCELLANEOUS INFORMATION**

**Minority Status:** None

**Minority Supplier Program:** None

**Continuity of Supply:** We have extensive insurance that will allow a 4 week recovery if a facility disaster was to affect our production capabilities.

**Experience with Returnable Packaging:** Yes

**Safety Record for the Past Three Years:** We are pleased to inform you that we have not had a serious safety issue over our 15 years of business.