



SCT VS. Competition

John Zahner and I would like to introduce you to our company Screw Compressor Technologies, Inc., which we formed in 2005 and have been growing tremendously since. Most of you reading this are familiar with myself and John Z. and know the high quality and ethics we ascribe to. Having been in the compressed air business since 1980 and starting my first exclusively air end rebuilding business in 1988, you can rest assured we are the best at what we do.

When considering whom to rebuild your air end, freight is often a major concern. But that should be a secondary consideration when looking at the big picture. If the air end does not perform as it should or fail during the warranty period will the rebuilder stand behind it? Does the competition do all their own in house work? What do they farm out? Do they exclusively rebuild air ends or is their focus elsewhere? We buy direct from the world's largest bearing manufacturer and seal manufacturer and get a very good discount from our other vendors, do they? SCT only uses (except rare instances) machined brass cages with the correct load rating and internal running clearances. No plastic or polyimide cages.

Following are SCT's personnel & resources. Everything step of the rebuilding process is done in house.

Personnel: Years listed is experience rebuilding air ends exclusively.

Builders:

Jim L. Lead builder & shop foreman, 19 years
Kevin W. 18 years
Chuck H. 8 years
John B. 7 years
Ron A. In training

Machine shop:

Brad B. 18 year, machine shop lead man
Doug S. 7 years (12 years machining in other non related profession)
Kevin C. 2 years, training

Shop

Joe B. 2 years. Parts cleaner, painter, shipping & receiving
Mike D. 2 years. Disassembly, shipping & receiving as needed. (12 years mechanic in non related)

Office

John Anderson, President. Day to day operations. Assist customer service. Take care of any warranty issues.
John Zahner, V. President co-owner. Day to day operations. Accounting, assist with customer service
Edward B. Customer service. Insides sales & UPS shipping.

Rebuilding shop equipment:

- 4) 3 ton gantry cranes, each builder has his own work station. Each with pneumatic & hand hoist.
- 1) 5 ton gantry crane, tear down department. 2 pneumatic & 1 hand hoist
- 1) 12'X12' paint booth with fixed 3 ton gantry.
- 3) Hydraulic presses. 100 ton, 25 ton & 12 ton
- 1) Enclosed hot water pressure parts washer. 1,550 lb. capacity. 1,500 lb. pressure washing station.
- 1) ½ ton jib crane. Serves both enclosed pressure washer & cleaning/rinse stations.

Machine shop equipment:

- 1) Dynamic balancer. Computer balancing of rotors.
- 2) Lathes. 17" & 24" swing
- 4) Mills. 3 vertical & 1 horizontal. Vertical mill capacities, 2,000 lb, 1,250lb, 750lb. Horizontal 2000
- 1) 36" Blanchard grinder



1) Surface grinder for small jobs

- **We are not your competition. WE DO NOT SELL TO END USERS.** We only rebuild air ends and sell rebuild kits, shaft seal kits to businesses that specialize in the servicing and selling of products in the compressed air, gas, vacuum, refrigeration, portable, mining, drilling industries/markets.
- **No discount structure.** Everyone is on a level playing field. The price quoted is the same for everybody.
- **Privately owned.**

Service. Like you, we care about this business, and since this is our livelihood, it is something we truly enjoy. We realize that you make commitments to your customers based on our commitment made to you. The last thing we want to do is damage your credibility with your customer because of a miscue on our part. Any time an issue such as a delayed ship date comes up for whatever reason, you will be notified immediately. You won't find yourself scheduling work that won't happen because there was a glitch and we neglected to keep you informed.

- **12 Month Warranty Parts & Labor**
- **Accountability.** John, I and everyone here is accountable for their contributions. No one person's job is more important than the next person's. We are a team and work together to ensure the best service/product available.
- **Technical support.** We have it and will share it.

We look forward to re-establishing our relationship with those of you who know us and establishing a new and mutually beneficial relationship with those of you who don't. **Should you have an interest in our products & services, I'd like to e mail you our current price list.** For any general questions or inquires, please contact myself, Ed or John, we'd be glad to assist you.

Respectfully,

John R. Anderson,
President

E-mail: janderson@sctairends.com

E-mail: ebolton@sctairends.com

E-mail: jzahner@sctairends.com