



Valve Accessories & Controls, LLC.

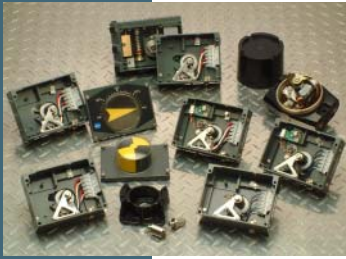
VAC and BLX are two newly formed companies created to design, produce (BLX) and market (VAC) valve accessories and controls to the Process Industries in North and South America.

A partnership with over 60 combined years of experience have joined to create the two companies. The two companies are jointly held by the partners, providing a unified team effort.

BLX products are imported to VAC where local inventory of these products is maintained. VAC provides sales, technical support, product service, and other marketing support functions for the BLX line of products. BLX product plans include valve positioners, rack and pinion actuators, position indicating switches, and I/P transducers. Within each of these lines is a variety of products to help "round out" the package.



VAC's marketing consists of the traditional approach of establishing various independent wholesale distributors in key trading areas throughout North and South America. Stocking distributors will be established and given stocking distributor pricing. These distributors will establish inventory levels to support their market. It is **not** our goal to "push" excessive inventory in the field, but to work with stocking distributors to insure excellent market support and coverage. Once stocking distributors have committed to inventory, they will not be penalized



on short buys, provided they maintain the proper inventory level, order level, and payment policy. These distributors will be supported with sales calls, trade show support, advertising lead support, and training. Resale distributors will be established where needed to help support a particular industry, geographic location, or where market conditions or competitive conditions warrant.



OEM customers, such as Valve or Damper Manufacturers, will be established where needed and competitive conditions dictate. Pricing for OEMs will be determined based on volume and level of commitment to VAC and BLX products.

Each product group is expected to stand on its own merit, both in our eyes and the eyes of our customers. Products are of excellent quality, competitively priced, and supported with the very best service possible. Package pricing and project discounting are handled on an individual basis; hopefully taking advantage of the "packaging effect" that is naturally afforded to our overall product offering.



In addition to quality products, fair and professional policies, VAC places a great deal of emphasis on **SERVICE**. When we answer the phone, we take a sincere interest in the person on the other end, and try to give that person accurate and timely responses. We support all products with inventory, spare parts, and telephone/technical support. Sales calls are made to assist distributors, not just to show up. We want sales calls to be needed and welcomed!

Last but certainly not least we are building a company that cares about employees and customers. We employ old-fashioned approaches to treating customers and people like they are the most important group we have. We believe that excellence is a journey, not a destination, and by always trying to improve, make things better and grow the right way, we can build a successful business.

We look forward to the opportunity of helping you with your valve accessories and control needs.



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