



# GLOBAL INDUSTRIAL WATER

## MANUFACTURING FACILITY, TAMPA, FL - USA



**5321 West Crenshaw Street**

**Tampa, FL 33634**

**USA**



## GENERAL INFORMATION

**Trade Name:** Global Industrial Water Inc. (GIW)

**Date Incorporated:** January 16<sup>th</sup>, 2009

**Factory Address:** 5321 W. Crenshaw Street,  
Tampa, FL 33634, USA

**Telephone Number:** +1 (214) 613-7863

**Fax Number:** +1 (214) 613-7863

**Mechanical Contractors License:** #CA012320

**Sales Tax #:** 39-8012030091-4

**Federal ID#:** 59-3150206

**Dun & Bradstreet #:** 80-947-6716

**Bonding Agent:** The Shrum Agency  
Mr. Bud Shrum  
2227 Pinnacle Circle N.  
Palm Harbor, FL 34684  
Telephone Number: (727) 781-9797

**Bonding Limits:** \$2,000,000 per Project  
\$5,000,000 Aggregate

**Officers and Principals:** Charles Solomon, President  
charles@globalindustrialwater.com

**Banking Information:** Mercantile Bank  
10821 N. Dale Mabry Highway  
Tampa, FL 33618  
Telephone Number: (813) 908-9555  
Fax Number: (813) 908-9805

**Bank Contact:** Erin C. Gorski  
Vice President & Branch Manager

**Account Number:** 7600228581

**Banking Since:** 2001



## TRADE REFERENCES

Topline Process Equipment  
P.O. 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

Grundfos Pumps Corporation  
3215 Solutions Center  
Chicago, IL 60677  
Telephone: (913) 227-3400  
Fax: (913) 227-3550

## PERSONNEL

**Total Number of Employees:** 40    **Engineering:** 5    **Office:** 3

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

**Union Affiliation Name:** None - Non-Union

**Employment Levels:** 40 in 2008, 35 in 2007, 32 in 2006

## PRODUCT INFORMATION

**Manufacturing Capabilities:** Skidded fluid and gas handling systems with integrated controls. GIW 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 offerings are: Process Water Systems, Waste Water Systems, Product Distribution / Process Skids for handling filtration systems, variety of chemical, gas delivery and purification systems. GIW is proud to partner with firms in specific business segments, in some cases our agreements may



prevent us from building certain products that would be in conflict with other partners. Regardless of the product that we build, all efforts are supported by:

- ✓ **Experience** - Critical Industry knowledge in demanding market segments.
- ✓ **Sales and Design Support** - Direct Sales and Design Resources to assist in capital equipment or systems orders.
- ✓ **Application Engineering** - To insure chemical, mechanical and electrical designs are appropriate for each application.
- ✓ **Facilities** - World Class fabrication facility, vertically integrated from building frames to class 1000 clean room assembly (if required).
- ✓ **Structural Fabrications** - All frames are made in-house (which expedites orders).
- ✓ **Custom Controls** - UL and CUL control panel designed and constructed in house. Building analog through complex PLC's with data acquisition including remote monitoring features.
- ✓ **Pipe Joining Technologies** - Include: Carbon Steel, Stainless Steel, Automatic Orbital Welding, Polypro Socket & IR Butt Fusion, and Bead & Crevice Free PVDF.
- ✓ **Custom O&M Manuals** - All systems ship with comprehensive O&M manuals, drawings, and material literature support designed to aid in continued service by your organization.
- ✓ **Factory Acceptance Test** - Fully operational and functional tests at our factory that can be witnessed by your firm and or your clients.
- ✓ **Validation Documents and Services** - Documentation offered includes User Requirement Worksheet (URW), Functional Requirement Summary (FRS), Installation Qualification (IQ), Operational Qualification (OQ), and Performance Qualification (PQ). Additional services include field execution of the validation protocol documents as well as annual qualification services.
- ✓ **Calibration Services** - Instrument and gauge calibration services either at our facility or at clients site.



- ✓ **Extended Warranty Program** - All GIW fabricated equipment is eligible for an extended warranty that will bring greater value to the services you offer your client.
- ✓ **ISO Quality Program** - A quality program designed to deliver a quality product.

## CLIENT REFERENCES

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

## SALES / FINANCIAL

**Annual Sales:** \$4,200,000.00 in 2006  
\$4,808,000.00 in 2007  
\$7,000,000.00 in 2008.

**Forecast:** \$8,000,000.00 in 2009.

GIW 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 Industries - 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 1000 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

**Recently Completed Expansion:** Added on to the length of the building for additional 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 or later.

## QUALITY INFORMATION

**List of Laboratory 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 Continued 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 QC Procedures:** All procedures including QC are in the form of "Standard Operating Procedure" (SOP). 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.

**QC 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 issues 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 whether 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 Traceability:** Yes

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

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



**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:** 2    **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 GIW.

**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.





## THE BOTTOM LINE

**“if you want to outsource, we have the resource”**

