

INDUSTRY CONCERNS

- Fines
- Reliability of corporate railcar fleet
- Stepped-up enforcement by Federal & State authorities
- Corporate railcar fluid sealing practices and standards lagging behind plant/industry standards

“Causes of gasket leaks in refining, power generation & chemical process industries”

- 26% Wrong gasket and/or improper installation
- 23% Damaged flanges, poor flange condition
- 22% Gasket damaged during installation
- 17% Loose bolts
- 12% Flange misalignment

To learn how this program can enhance the sealing reliability of your railcar fleet please contact the following:

Jim Frew/VSP, Director Transportation Division
Tel-(423)239-4216 Cell-(423)360-2979
Email: jim.frew@vsptechnologies.com

RIDE-TIGHT ®

*Another happy customer:
One of the leading railcar repair & cleaning companies in North America.*

I wanted you to know that the professional manner in which your company is packing and labeling the gasket materials that we are purchasing has proven to be a tremendous aide for us.

During an audit by the FRA-in researching material traceability for the repairs performed. We presented the auditor with the work order containing the VSP stickers for the gaskets used on the car the auditor was more than impressed and satisfied regarding traceability and ended the audit trail for that process.

I would also like to thank you for the support services that are provided to our company. The root-cause analysis reports that are prepared are very professional and a great tool for customers to use to better process and insure the control that is required to provide defect free services.

*Also thank you and your colleagues for these most professional and appreciated services.
The partnership with VSP has fostered is unbeatable.
Thank you for partnering with us to promote Quality and Safety within our industry and our communities.*

VSP Technologies
8140 Quality Drive
Prince George, VA 23875
Phone: 804-541-0812
Fax: 804-452-1251
E-mail: www.vsptechnologies.com



VSP/Gulf Coast Operation
1403 Northpark Dr.
Kingwood, TX 77339
Tel: 281-354-3032

VSP Technologies Ride-Tight®

Comprehensive
Railcar Fluid Sealing
Management
Program

Exclusively thru
VSP Technologies



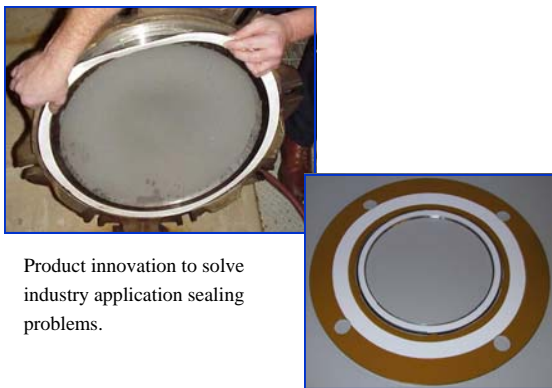
VSP Technologies

Innovative fluid sealing products supplier, utilizing a staff of engineers, technicians and specialists to provide tech support, engineering analysis & cost reduction services for clients throughout North America.

VSP Technologies &
Unique RIDE-TIGHT®
Fluid Sealing Management
Program

This program ensures required performance and reliability of railroad tank car fluid sealing components. Six Sigma principles are followed to enhance the effectiveness of this comprehensive railcar fluid sealing management program.

- Enhanced Reliability
- Increased Performance
- Reduced Total Cost of Ownership for fluid sealing products
- Current & on-going compliance with FRA rules, regulations & Safety Advisory 2003-01
- Easy, real time access by repair shops of client's current engineering & purchasing specifications, and assembly information and procedures via Tel: (804)-541-0812.



Product innovation to solve industry application sealing problems.

RIDE-TIGHT®

Six Sigma Methodology:

- Control the process
Sustain the gains
- Optimize the process
Implement measures to control these variables
- Understand the process
Identify significant variables that have the most impact on the process

Comprehensive Railcar Fluid Sealing Management Program

Clients participating in our Fluid Sealing Management Program receive the following engineering & support services:

- 1) Develop current railcar gasket specifications
- 2) Establish detailed purchasing/engineering specifications and customized order forms for all gaskets
- 3) Develop detailed, written assembly procedures for gasket materials and connections, including assembly torques
- 4) Develop, update and manage an electronically accessible database containing all information stated above
- 5) On-site flange assembly training and database access training for major repair shops contracted by client
- 6) Ongoing, reasonable access to VSP engineering staff for life of contract
- 7) Emergency response troubleshooting
- 8) Contract prices for gaskets supplied to client selected repair shops
- 9) Exact specification materials and gasket sizes supplied to client selected repair shops-VSP cross-check to ensure materials and dimensions are per clients current standards
- 10) Gaskets supplied with assembly information and full description/part number



RIDE-TIGHT®

Are these process steps being effectively managed & optimized for your railcar fleet?

Specification

Detailed engineering analysis to arrive at material recommendations, dimensional standards and torque/assembly requirements

Establish current gasket specifications

Provide for on-going control & use of specifications

Instant access via website

Purchasing

Establish detailed purchasing descriptions, part numbers & Corporate contract prices

Develop client-specific gasket Order Forms for repair shops

Electronic ordering through VSP client access website

Fabrication and Supply

VSP as required gasket supplier

Orders cross checked against standards

Gaskets packaged for accurate identification at repair shops

Eliminate-dimension variations/poor workmanship/material substitution

Selection

Gasket/O-Ring specifications

Repair manual

Mechanic training at client repair shops

Gasket/O-Ring identification/packaging

Installation

Craftsman training

Assembly instructions w/repair manual

Assembly procedure

Assembly torque

Detailed documentation for car repair file

24/7 Access to VSP/CSI engineering staff