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CONVEYING NEWS BUILDING RELATIONSHIPS DEFINING 

CSI OPENS NEW OPERATION IN CALIFORNIA

For more than thirty years, Central States Industrial has operated and grown in its central location of Springfield, Missouri. Conveniently homed in the middle of the country, CSI has been accessible for meeting customers' needs either with face-to-face contact or by the ability to ship needed products in a timely manner.

However, with the growth of the company, CSI recognized the potential for expansion. That potential was met when the first boxes shipped from CSI's new logistics operation in Fowler, California on August 21.

Located just ten minutes southeast of Fresno, Fowler is an ideal site for CSI's first location outside of Missouri. When the search for a new location began, it was important to offer one-day ground service to all of the populated areas of California. UPS offers that service to the Fresno area.

"Our primary focus has been service to our customers," said CSI President **Mark Cook**. "We hope to reduce our

customers' freight costs for the products we provide."

With a solid reputation more than three decades in the making, the decision to

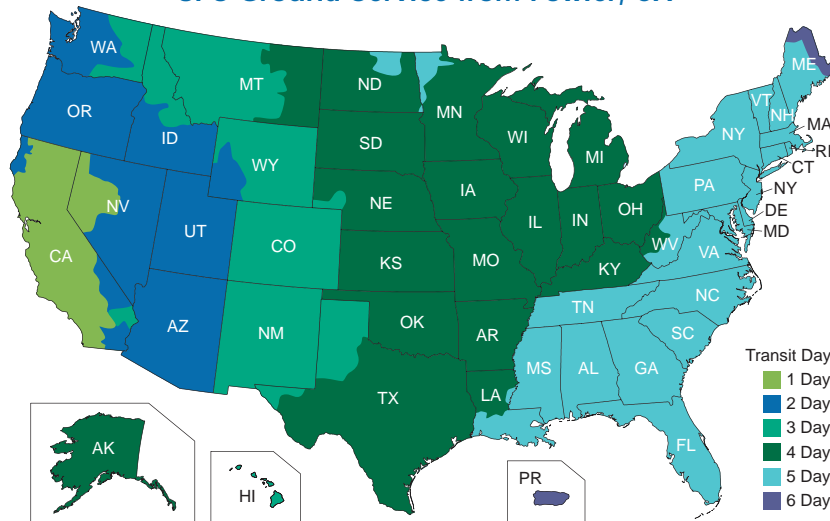
"We serve companies making things that you put in you or on you," Cook said. "There are more than twice as many of those types of plants in California. We've always had a good level of

activity in California, but now we will be right in the middle of it."

Opening the West Coast operation took a significant amount of planning. The opening of the Fowler operation has been in planning for well over a year. To do business in California has taken a great deal of preparation and training, including compliance training for accounting and the human resource staff.

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UPS Ground Service from Fowler, CA



expand came with confidence that CSI is fully equipped to handle the growth.

"It's about expanding something we already know how to do," said Cook. "We have very robust back office platforms and systems. Our people are well trained on a distribution logistics platform we've had in place for more than ten years. We identified this combination as a major asset that could serve more customers and help the company grow."

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Alfa Laval Products in Stock at CSI's California Facility



The Alfa Laval products that you've known and trusted for years are now

in stock and ready for shipment from CSI's new facility in Fowler, CA. The 5000 square foot Fowler warehouse has a ready inventory of the products that have earned Alfa Laval a reputation as the undisputed global leader in reliability and performance.

With this new warehouse location, CSI's western region customers will enjoy improved availability on many of their most requested Alfa products such as **seat valves**, including the popular **SRC series** and the industry standard **Tri-Clover® 700 series valves**.

In addition to valves, the Fowler warehouse is also well stocked with some of Alfa's most popular pumps including **SolidC** and **LKH centrifugals** as well as **SRU-series rotary lobe pumps**. As an Alfa Laval "Pump Super Center," CSI will also soon be offering additional pump services and support at their California location such as pump modifications, sizing and application support, service and repair, and certified testing.

Combine these products and services with a generous inventory of Alfa Laval fittings and spare parts and you have a full-service, one-stop Alfa Laval shipping location conveniently located to provide you with outstanding service and delivery.

Call CSI today at **800.654.5635** and take advantage of the outstanding Alfa Laval products that are in stock and ready for immediate shipment.

INSTALLATION TOOLS & COMPONENTS IN STOCK AT CSI

Whether your installation calls for tubing or pipe, CSI's new warehouse in Fowler, CA is fully stocked with the tools and components you'll need for a quality installation.

CSI's **saw blades** for orbital tube and pipe saws are made of the highest quality tool steel and have earned a solid reputation for outperforming other manufacturers' blades. Available in four styles for wall thicknesses up to 1/4 inch, these competitively priced blades are precision ground to fit most tube and pipe cutters.



*Pictured clockwise:
tungsten electrodes,
saw blade, saw vise*

A critical part of your installation is the orbital welding process. With CSI's **pre-ground tungsten electrodes** for orbital welding heads, you get accuracy, repeatability and reliability. With dozens of electrodes available for a wide variety of weld heads, CSI is sure to have the right tungsten for your application.

For creating a square, flat cut on all of your tubing and pipe, CSI stocks a selection of **saw vises** in sizes one inch through four inch. These sturdy aluminum two-piece vises clamp around your tube or pipe, allowing you to make consistently accurate cuts with minimal pre-weld preparation.

In addition to these products, CSI also stocks a large inventory of **hangers, hanger plates, anchors and anchor sleeves, solid and threaded round bar, saddle adapters** for pipe or tube, **beam clamps**, and **round slugs** for capping pipe ends.

Whatever your installation needs may be, let CSI help you save time and money with our extensive inventory of quality tools and components. Call us today at **800.654.5635**, and ask a customer service representative for details.

Vessel Repair & Modification

Another service CSI offers in California is on-site vessel repair and modification. Our dedicated technicians provide timely service and impeccable quality to get your equipment back in service with minimum downtime. Our capabilities include:

- On-site repair and modification
- Vessel interiors re-polished to BPE standards, including electropolish
- On-site sprayball testing with custom drilled sprayballs
- Complete ASME documentation packages
- On-site vessel evaluations
- Maintenance service to find and eliminate potential problems
- Welding equipment & grinding abrasives housed in our CA warehouse



To learn more, call our sales engineer for tank repair, **Randy Smith**, at **800.654.5635**. If you have an emergency, call our 24-hour hotline at **417.844.0215**.

CSI Opens New Operation in California continued from page 1

Joe Reynolds, Central States Industrial CFO, said, "We see teamwork every day, but to see it on such a large scale is very exciting. Our people have been very committed to making this project successful."

The focus of CSI's new Fowler, California location will be stocking products for same day shipment to the western United States. The location will stock sanitary fittings, valves, pumps, service parts, installation components, and many other accessories needed in sanitary and high purity processes. In addition, the Fowler location will be a Pump Super Center for Alfa Laval pumps, offering a complete inventory of new pumps as well as troubleshoot-

The focus of CSI's new Fowler, California location will be stocking products for same day shipment to the western United States.



ing and service for existing equipment.

While CSI has a proven record of stability in the Midwest, some West Coast customers will likely be keeping a close eye on CSI in Fowler to see if the company has staying power.

"Longevity and sustainability are among the hallmarks of Central States Industrial," said Mark Cook. "Now we have to show them...one customer at a time."

To contact CSI's new logistics operation in Fowler, California, call **800.654.5635**. Orders made up to 4 p.m. Pacific Time, if in stock, will ship that same day.

MEET CSI'S CALIFORNIA TEAM

When CSI decided to open a new warehouse in Fresno, California, it was important to find just the right people to bring the CSI standard to the West Coast.

Central States Industrial is pleased to introduce two new members of the CSI California Team: **John Kehrberg** and **Kevin Spottedhorse**.



John Kehrberg
Sales Representative
417.861.2638

Understanding customer's systems and solving difficult processing issues is

John Kehrberg's specialty.

John comes to CSI with several years of experience in the processing industry. Prior to joining CSI, he worked as a filtration specialist; and, his extensive knowledge of pumps, valves and heat exchangers makes him a great asset to CSI and our customers.

"I believe in personalized service," John said. "I like to be hands on and

help customers with their most difficult challenges."

John's focus will be serving the processors of California, Nevada and Arizona. He will be located in California so he can easily visit and serve customers in the surrounding area.

Specializing in pumps, valves, filtration, fittings, skid systems, hoses, product recovery, and more, John is equipped, accessible and available to find the perfect solution to meet your needs.

Outside of the processing industry, John enjoys riding motocross, wake boarding and snow boarding with his family.



Kevin Spottedhorse

Kevin Spottedhorse
Logistics Manager
559.441.3654

Kevin Spottedhorse joins CSI as the logistics manager of the California warehouse.

Kevin has a degree in business administration as well as several years of experi-

ence in the food processing industry. Before joining CSI, he worked as a MRO (maintenance and repair orders) buyer for Kraft Foods. In this position, Kevin was responsible for keeping the equipment running in six different food and beverage plants. It is this experience that equips Kevin with the necessary knowledge of processing equipment and maintaining a system.

At CSI, Kevin is responsible for managing the Fowler warehouse inventory. By supervising packaging, shipping, receiving, and cycle counting, Kevin will know about every item that goes out or comes in to the warehouse.

When not at work, Kevin enjoys sculpting metal. He has been commissioned to sculpt several pieces and has exhibited his work in many galleries along the West Coast.

CSI's California team is looking forward to putting their expertise to work for you. For more information about the new California warehouse, contact Kevin or John today at **800.654.5635**.



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Springfield, MO 65803

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Visit us online at www.csidesigns.com

CSI: YOUR SOURCE FOR CUSTOM FABRICATION

For nearly thirty years, CSI has been designing, manufacturing and installing process equipment. With close to three decades of experience, CSI is confidently expanding our distribution capabilities to the West Coast. With this expansion, we are also excited to promote CSI's state-of-the-art fabrication capabilities based out of Springfield, Missouri.

Aided by the latest CAD technology and equipment, CSI's design team will develop systems and components that will fit into your unique operation. Before our skilled craftsmen begin the fabrication process, customers are presented with detailed drawings and dimensional data for approval.

CSI serves all sanitary and high purity industries with the following processing equipment:



- Transfer panels
- Utility stations
- Skid systems
- CIP systems
- Valve manifolds
- Jacketed tubing and components
- Custom fittings
- Vessel trim

We also offer a complete range of process engineering services such as equipment sizing, specifications, system design, and layout.

Find out more about CSI's fabrication capabilities, and how we can serve your specialized needs. Give us a call at **800.654.5635**; we're ready to answer your questions.

Don't Miss This Event!

On Friday, October 13, CSI will hold an open house at the new California warehouse. A barbecue lunch will be served from 11 AM - 1:30 PM. Come tour our new facility, see product demonstrations and enjoy lunch on us!

When: Friday, October 13 from 10AM - 5PM
Lunch served from 11AM - 1:30PM

Where: 2030 S. Golden State Blvd. Suite 205
Fowler, California 93625