

*Ershigs is an engineering company with specialized talents in the design, manufacture, and on-site construction of very large structures using plastic composites. Plastic composites, most commonly fiberglass-reinforced plastic (FRP), are lightweight materials used in industrial applications where corrosion resistance is a requirement.*



**Ershigs, Inc.** focuses its operations on complex, corrosion-resistant applications where engineering and manufacturing expertise in fiberglass is critical. Ershigs designs, manufactures, and installs stacks, scrubbers, tanks, abrasion-resistant pipe and fittings, and various types of engineered systems. For large-diameter structures, Ershigs employs a proven, on-site manufacturing process that eliminates most handling, transportation, and remote-access concerns. This process produces seamless tanks in excess of 100 feet in diameter. Ershigs' business drivers are economic conditions in the pulp & paper and power industries as they relate to the need for new construction, expansion, or rehabilitation. Another key element to market growth is the Cluster Rule, an EPA regulation addressing chlorine emissions, which should spur compliance activity in the upcoming years.

This market is highly fragmented with most competitors being small, regional fabrication businesses. Ershigs' national presence, engineering capabilities, quality reputation, and distinctive history of performance are competitive strengths.

**Fibercast, Inc.** specializes in providing fiberglass pipe and fittings solutions to the chemical processing industry. Fibercast is the only manufacturer of both centrifugal cast and filament wound piping. These systems are available in a wide range of sizes, corrosion capabilities, and physical properties, offering the customer the best and most economical piping system solution for their requirements. Like Ershigs, Fibercast's market drivers are customers' maintenance or expansion plans.

The corrosion-resistant pipe and fittings market is fragmented and competitive, having both metal and fiberglass participants. Fibercast's reputation for quality, scope of products, systems capabilities, and experienced personnel are all strengths of the company.

**SEFCO, Inc.** provides engineered containment and material solutions to the municipal water, agrochemical, and petroleum industries by manufacturing field-erected tanks and accessories. SEFCO is a vertically integrated manufacturer of field-erected tanks and accessories with services that range from engineering design, fabrication, site preparation, piping, erection, and painting. SEFCO's market is dependent on customers' needs for new installations, expansions, and rehabilitation of existing facilities where the municipal market is much less cyclic than the industrial.

This, too, is a highly competitive market with numerous smaller, as well as larger, competitors such as Matrix, Inc. SEFCO achieves differentiation through vertical integration where variability of service capabilities, reliability, and quality control are all strengths.

*Containment Solutions (CSI) is the largest national manufacturer of rectangular, aboveground storage tanks in the U.S. Their best known trademark is for Lube Cube® tanks. CSI provides fire-rated and non-fire-rated tanks from eight regionally located manufacturing facilities. In addition to the UL listed tanks, CSI offers factory-installed equipment packages for fuel dispensing, standby generators, used oil, lubricating oil, and offshore platforms.*

