Optimize Your Supply Chain & Engineering Resources with ESP International

Providing Engineered Components since 1969
ESP International at a Glance
Providing Engineered Components since 1969

- 80 Associate Owners
- Seven Worldwide Locations

Cedar Rapids, IA
  Headquartered in 50,000 sq. ft building
  Fabrication & Assembly Operations

Plymouth, MN
  Regional Sales Office

Shenzhen, China
  Global Supply Chain Headquarters / Global Sales

Shaoxing, China
  Precision Casting & Forging Machining facility

Chennai, India
  Engineering, Procurement, Logistics & Sales

Taipei, Taiwan
  Procurement & Logistics
Serving the OEM Market for Over 40 Years

Industries Served

- Agricultural Equipment
- Recreational Vehicles
- Food & Beverage
- Semi-Con
- Aerospace

Specializing In

- Engineered Components & Logistics
- Weldment to casting conversions
- Assembly Operations
- Seals & Molded rubber

Some of our valued customers:
The ESP Difference

- Innovative Sourcing
- Worldwide Presence
- Engineering
- Products & Services
- Quality

Technology
Engineering

- Part Design & Development
- Technical Support and Seminars
- Assembly Fixtures & Testing
- Weldment to Casting Conversion
• Partnership with Engineering
  – Application Analysis
  – Hands on Engineering
• Best Practice Material / Manufacturing
• PDP Advantage
• Pro / E - SolidWorks – Wildfire 4
ESP Engineering
Technical Seminars

Seal Design, Theory and Selection

Casting Process Review & Design Tips
Innovative Sourcing

Keys to Success

Global Supplier Qualification

Manufacturing Process Review

ESP Materials Lab

On-Site Inspection
ESP Global Supplier Selection

- Initial Research
- Supplier Discovery
- Customer Feedback
- Key Decisions
- Quality Systems Audit
- Supplier Scorecards
Tooling Process Review

- Casting Tooling
  Gate/Riser Review

- Machining Fixtures
  Datum Targets

- Process Verification
  Results/CPK analysis

- Finished Product Confirmation
Global Quality Assurance
On-Site Inspection

- First Article Review
- Part Run at Rate
- PPAP Approvals
- Part Ramp Up Supervision
- On-Site Reports
Global Quality Assurance

ESP’s Material Lab

- Metrology Equipment
- Materials Equipment
- Destructive Testing
- Capability Studies
- First Article Inspection
- Lab Inspection
- Reports

Chemical Testing

Dimensional Verification

Destructive Testing

Physical Testing
Worldwide Presence

- ESP China
- ESP India
- Quality Control Lab
- Joint Venture
ESP China

- Expat Managed
- Supply Base Development
- CNLA Certified Quality Lab
- Mentorship Pipeline
ESP India

- Supply Base Development
- Eng, SC & IT Services
- Mentorship Pipeline
Serving the OEM Market for Over 40 Years

- Seals, Packing & Gaskets
- Oil Seals & Face Seals
- Molded Rubber & Plastics
- Metals & Machined Components
Services

- Assembly
- Kitting
- Fabrication
- VMI
- Form-In-Place
• Market & Economic Conditions in Brazil
  – General economic conditions
  – Exchange rate stability
  – Working with the dollar
  – Desire to trade with US
  – Risks associated
  – Would you do business in Brazil?
Is ESP market in Brazil?

• Overview of Market with Deere, CNH, and AGCO

• Who are the major manufacturers in
  – Ag equipment
  – Recreational vehicles
  – Industrial pumps and hydraulics

• What US industrial companies are manufacturing in Brazil?

Who would ESP compete with?

• Is distribution an accepted business practice?

• How are core products procured by OEM’s?

• Who are the players?
  – Seals
  – Metal components
  – Sub – assembly

• How can we compete in Brazilian Market
Optimize Your Supply Chain & Engineering Resources with ESP International

INTERNATIONAL™

Providing Engineered Components since 1969