

SALCO PRODUCTS COMPANY OFFERING

Proudly supplying dependable products
and services since 1983.

WHAT

WE

DO

Founded in 1983, Salco Products was born from the idea of replacing theft prone metal outlet caps with ones made from plastic at a quarter of the cost. From these humble beginnings, Salco went on to become an innovator in the railcar industry by developing the first vented hatch cover for plastic resin shippers.

Over time, Salco Products extended its offering to the freight transportation industry. From components for tank cars, hopper cars, tank trucks and plant process, to specialized technical consulting services, Salco truly is a single source for innovative solutions.

Today, Salco is proud to be a dependable products and service provider to its varied customer base that globally operates at chemical plant sites, freight car manufacturers, and the rail repair network.

COMMITTED TO INNOVATION

Salco Products is committed to enhancing an environment of trust and confidence among customers, vendors and employees through innovation, quality products and services, and proficient response to the needs of industries we serve.





SALCO PRODUCTS, INC.

COMPANY OFFERING

- 1983 - **3** HOPPER CAR
- 1990 - **5** SERVICE CENTER
- 1993 - **7** TANK CAR
- 2000 - **9** RAIL & YARD ACCESSORIES
- 2000 - **11** CONSIGNED INVENTORY MANAGEMENT
- 2002 - **13** TRUCKING
- 2004 - **15** HAZARSOLVE
- 2006 - **17** PLANT / PROCESS
- 2014 - **19** REGULATORY COMPLIANCE GROUP
- 21** CHANNEL PARTNERS

HOPPER CAR

1983

Making Unloading Easier

Salco's innovative approach since 1983 has resulted in improvements on current designs, as well as developing new products. This allows us to improve the unloading time of hopper cars and helps our customers keep up with the industry demands of "better...faster...more".



Plastic Pellet / Resin

Every day, the chemical and plastics production industry relies on our comprehensive hopper car parts offering to help them ship and unload their plastic pellets and resins. Since the innovative development of a plastic cap for outlet gates in 1983, to being the pioneers behind the most risk-free way to vent a hopper car, Salco takes pride in its ability to deliver safe and effective solutions for the transportation industry.

Air Slide

Airslide cars were built in the early 1960's in response to customer demand for larger covered hoppers capable of handling bulk commodities. Some of these cars are still in service today. Fortunately, Salco carries common replacement parts such as hatch covers, gaskets, handwheels, air inlet caps and valve cover plates.

Carbon Black

Salco's part offering for Carbon Black railcars is perfect for retrofit programs or new car production. Our 8", 16", and 20" hatch cover hardware adapts easily to existing mounting arrangements. New butterfly valve assemblies and replacement parts for OEM butterfly valves will keep your operations running smoothly.

Pressure Differential

The most efficient way to unload dry bulk commodities is easier when you have quality parts from Salco Products. Over 90% of our pressure differential car components for all major car manufacturers are kept in stock for delivery right when you need them. All of our piping and top hatch covers are pressure tested before shipping to ensure leak-free operations.

Outlet Cap



1983

Air Slide Hatch Cover



1999

Carbon Black Butterfly Valve



2005



Vented Hatch Cover



PD Aerator Pad



Ready to Learn More?

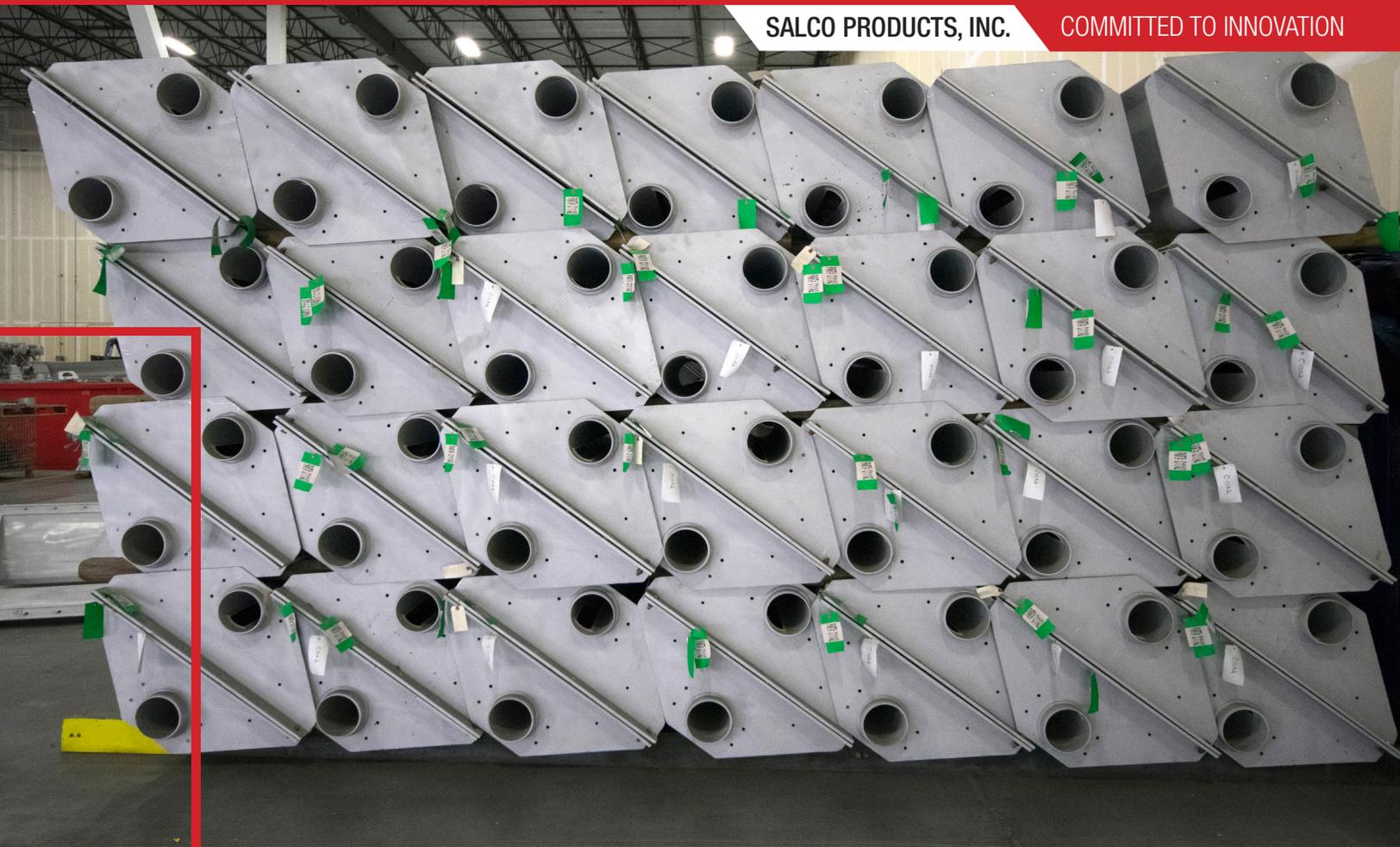
Visit www.salcoproducts.com/HopperCar for complete product offering and more info.

SERVICE CENTER 1990

Repairing Outlet Gates Like New

Salco Products' Service Center located in Houston, TX, repairs, reconditions, and performs upgrades to hopper car outlet gates. Salco's Service Center saves our customers thousands of dollars each year by helping them avoid the higher costs associated with new gate purchases.





Gate Repair/Reconditioning

Salco provides a comprehensive 6-Step repair & reconditioning process for all types of outlet gates.



See www.salcoproducts.com/SixStep for full 6-Step process info.

Our welders are certified and meet AAR MSRP C-II M1001 (freight car design, fabrication and construction) which states that all welding will be in accordance with the AWS D.15 and specifically D.15.1 that governs all welds on railcars.

Have gates to sell? We will buy them! This allows us to keep reconditioned gates in stock for quick turnaround.

Gate Conversion

Not only does Salco design upgrades and improvements to problematic gates, but we also design custom modifications based on specific customer needs.



Ready to Learn More?

Visit www.salcoproducts.com/ServiceCenter for more info.

TANK CAR

1993

Quality, Certified Components

Salco's participation in various AAR Tank Car Committees keeps us up-to-date on the federal and industry requirements for tank cars. With that knowledge and decades of expertise, Salco Products provides quality, certified components for any tank car.



General Purpose

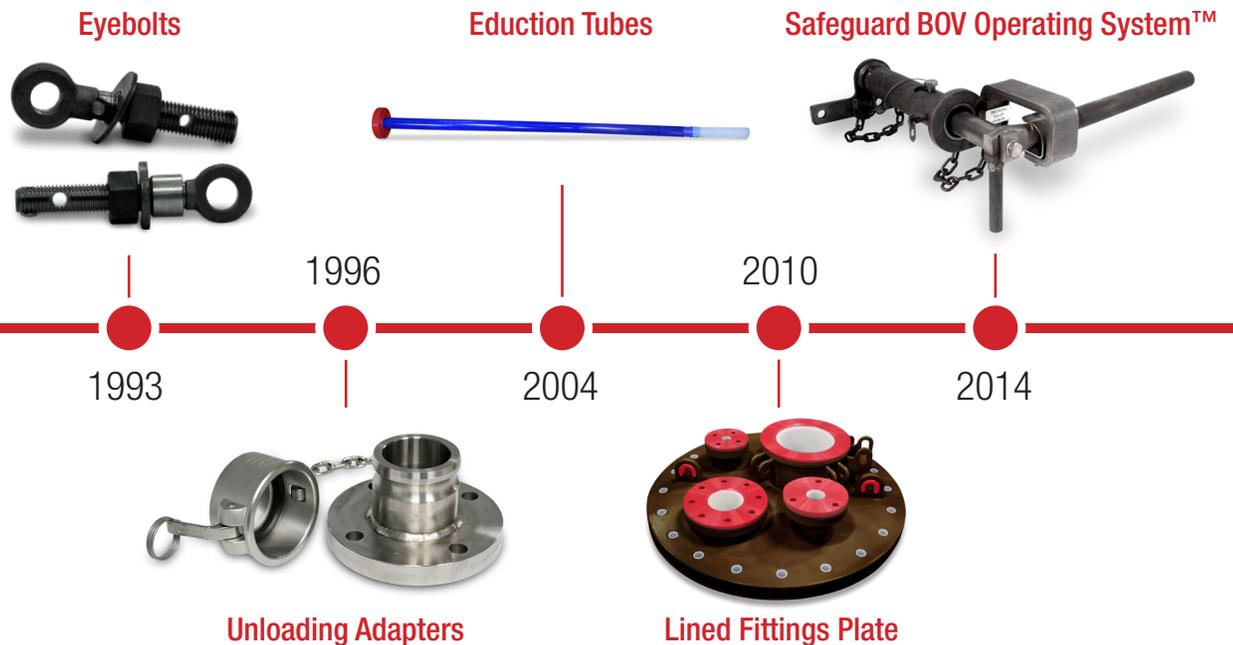
The General Purpose railcar design is the most commonly built tank car in America and considered the workhorse of the freight-by-rail industry. Salco's in house regulatory experts, and extensive parts offering for DOT and AAR stenciled cars, can help prepare you for your HM216b and NAR reduction programs.

Acid

Since 2004, the Hazarsolve® product line has broadened Salco's part offering for Acid tank cars to include loading and unloading components made with UHMWPE for use in corrosive services. UHMWPE's high chemical resistance makes it the safest and most cost-effective product choice when transporting hazardous materials.

Pressure

When your commodity requires the additional protection of a high-pressure vessel, Salco's AAR approved valves and fittings for pressure tank cars relieve the stress of finding regulatory compliant parts.



Ready to Learn More?

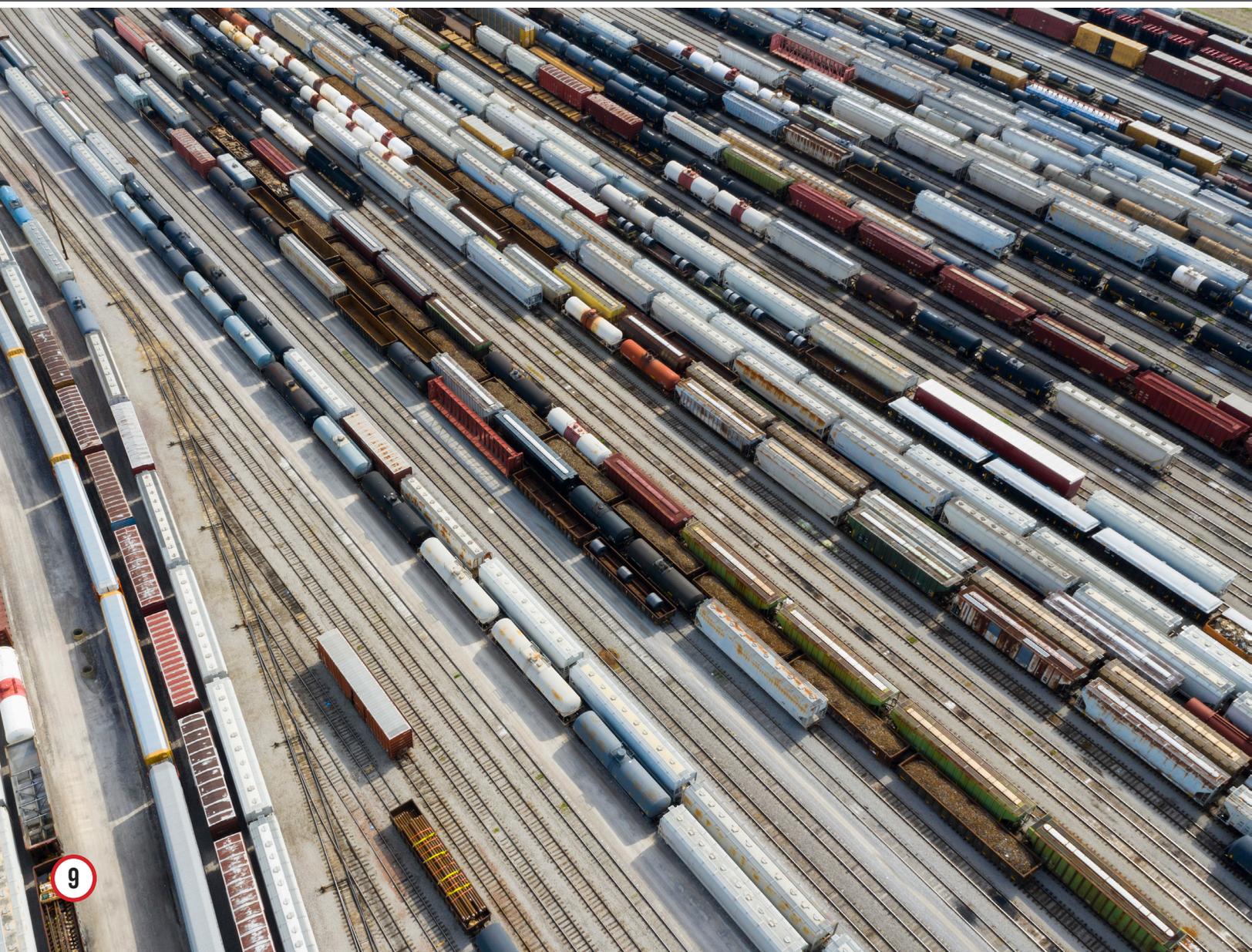
Visit www.salcoproducts.com/TankCar for complete product offering and more info.

RAIL & YARD ACCESSORIES

2000

Promoting Safer Railyard Operations

Salco Products carries a wide variety of parts to aid in moving your product while keeping it contaminant free. From filters and seals to various loading/unloading aids, Salco can help you keep your operations running safely. Our Yard Safety and Rail Maintenance product sections have everything you need to keep you current with OSHA regulations.



Filters / Bonnets / Seals

Salco offers proven protection against contaminants during transit and unloading for top hatches and bottom outlet nozzles. Our filters, bonnets, and seals come in a variety of different styles and sizes to aid in the loading and unloading of your product.



Loading / Unloading Aids

For dry and liquid commodities in tank cars, hopper cars, and tank trucks, Salco's wide part offering can complement your plants process in adhering to the recommended loading and unloading methods outlined in Pamphlet 34.



Shop Supplies

Essential safety and compliance items that should not be forgotten, such as leak detectors, reflective tape, and paint protection.



Yard Safety and Rail Maintenance

Keeping your shop OSHA compliant and your workers safe is top priority. Salco offers a complete line of rail safety and maintenance items to help you promote a safe working environment.



Ready to Learn More?

Visit www.salcoproducts.com/RailYardAccessories for complete product offering and more info.

CONSIGNED INVENTORY MANAGEMENT

2000

A Turnkey Inventory Management Program

What started as a repeat gasket order has evolved into a vast inventory management program tailored to our customer's specific needs. We work together with our customers to optimize inventory turns, put the proper items in inventory, and provide simple recording methods to lessen the overall costs associated with servicing the transportation industry.



Cost Savings

- Eliminate expedited shipping fees by keeping high turnover items in stock.
- Monthly bulk deliveries reduce multiple shipment charges.
- Consolidated invoices for all material used; pay for items only when you use them.
- No set up or inventory maintenance fees.

Convenience

- Monthly/quarterly on-site inventory counts to ensure accuracy.
- Automated inventory replenishment.
- Stock usage monitored and levels adjusted accordingly.

Technology

- Work smarter, not harder with remote technology available for on-site inventory counts.
- Usage/transaction history reports available on demand through web portals.

Interested In Getting Started?

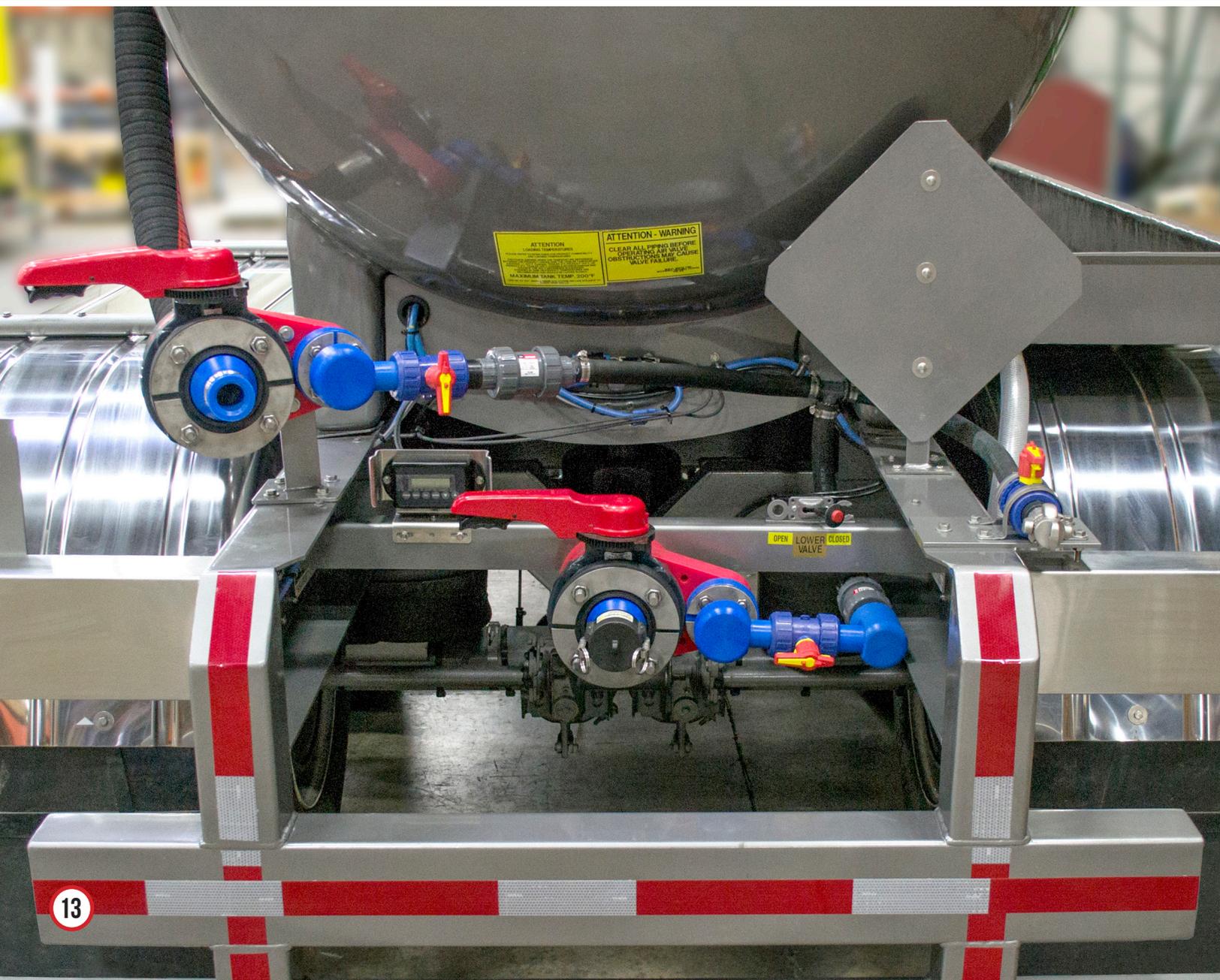
Visit www.salcoproducts.com/ConsignedInventoryManagement to learn how your facility can benefit from this valuable program.

TRUCKING

2002

Components For Your Trucking Needs

Salco Products offers components developed for the transfer of materials from tank truck trailers. Whether your commodity consists of chemicals, corrosive liquids, or dry bulk goods, Salco can supply quality products and services that contribute to a safe transfer environment.





Chemical and Corrosive Liquids

Salco offers customizable solutions to handling chemical and corrosive liquids with products from our Hazarsolve® line of UHMWPE components. UHMWPE's high chemical resistance makes it the safest and most cost-effective product choice when transferring hazardous materials.



Unloading Assemblies



Manways

Dry Bulk

Maintain control over the loading process, and keep your commodity free of contaminants, with Salco's dry bulk product offering. Our innovative designs reduce load times to get the job done faster, safer, and more efficiently.



Load Diverter



Filter Sanitary Gasket



Ready to Learn More?

Visit www.salcoproducts.com/Trucking for complete product offering and more info.

HAZAR SOLVE®

Product Line of Salco Products

2004

Advanced Materials, Customized Solutions

The Hazarsolve® product line within Salco Products, Inc. specializes in designing, constructing, and supplying innovative products and services to the Chlor-Alkali chemical industries. Salco has many years of experience working with corrosives, acids, and accompanying fluid transfer support equipment throughout all modes of transportation and storage.





UHMWPE - Superior Strength

Whether for plant use, freight transportation, or transloading, Hazarsolve's heavy-duty, superior strength UHMWPE products provide the solution to reduce maintenance and labor costs. With a complete line of corrosion resistant fluid and vapor transfer products designed specifically for the Chlor-Alkali chemical market, Hazarsolve's strong UHMWPE components are made to withstand the harsh environments encountered in the transportation and production of acids and bleach.

Don't Believe Us?



Watch our Hose Barb Crushing video to see UHMWPE's superior strength: www.salcoproducts.com/HoseBarbCrushingVideo

Comprehensive Product Line

Hazarsolve® offers an array of corrosion resistant products to fit your specific application. From tees, elbows, spools, crosses, cam connections, blind flanges, education tubes, and a wide variety of hose fittings, Hazarsolve® is your total solutions partner in the Chlor-Alkali liquid and vapor transfer market.



PLANT/PROCESS 2006

Safely Transferring Your Corrosive Commodities

Our customers inspire and drive us toward new offerings and support our continuous product improvements. This evolution took us from rail cars, to over-the-road trailers, and into creating plant and processing solutions. We design and deliver products ranging from simple loading aids, to full emission scrubbers, all the way through a fully customizable self-contained transloading unit. Salco's engineering team creates standard units, but also offer the expertise and knowledge to build a truly tailored unit for your site. Let Salco's team be your engineering resource for your plant processing operations, chemical storage, and transloading needs.



2006

Waste Fume Scrubbers

Customized to Your Specific Need

Eliminate odors, acids, chemicals and NOx fumes with waste fume vent scrubbers from the corrosives specialists at Hazarsolve®.

Waste fume scrubbers help prevent environmental releases, ensures regulatory compliance, and protects employee safety and health.

Applications

- Removal of acid fumes from various processes.
- Removal of SO₂ / NO_x and solid particle matter from boiler fuel gases.
- Odor elimination.



2009

Mobile Transloading Units

From Design to Destination

Salco's Mobile Transloading Units are fully equipped for the fast, safe, and environmentally responsible transfer of a variety of hazardous chemicals.

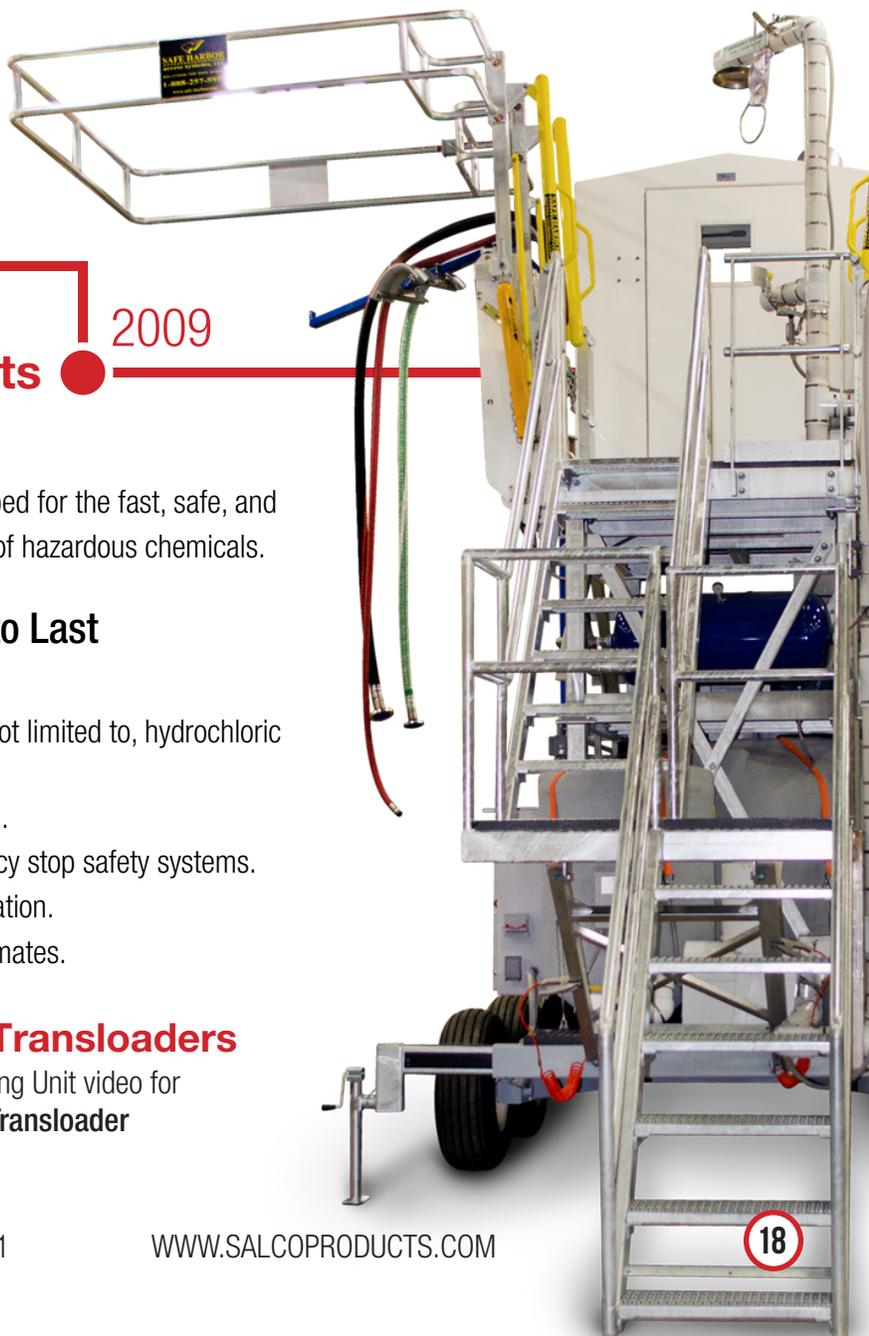
Robust and Quality Designs Built to Last

- Optional EPA compliant scrubber available.
- Built for corrosive applications including, but not limited to, hydrochloric acid, sulfuric acid, and sulfur dioxide.
- Can be customized to your specific application.
- Equipped with overfill protection and emergency stop safety systems.
- Durable, 4-wheel wagon for easy mobile operation.
- Heat traced and insulated for use in colder climates.



Learn More About Our Transloaders

Watch our Mobile Hazardous Transloading Unit video for more info: www.salcoproducts.com/Transloader



REGULATORY COMPLIANCE GROUP 2014

Professional And Specialized Service

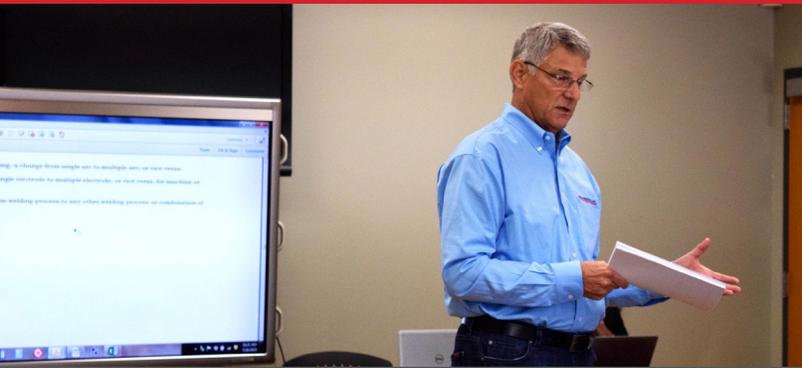
Salco Products possesses the knowledge and the resources to provide professional and specialized services. With over 35 years leading the transportation industry, our innovative and experienced minds make Salco the perfect choice for your technical and consulting needs.



REGULATORY COMPLIANCE GROUP

A Service of Salco Products





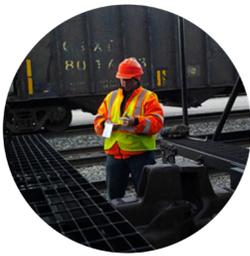
CLASSROOM TRAINING



HANDS-ON TRAINING

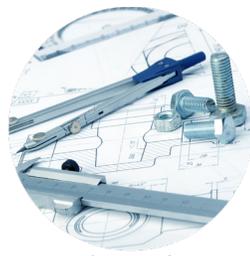
A Compliance Management Company

As a Compliant Management Company, Salco maintains membership in several trade and professional organizations. These memberships, and our participation, helps to ensure that our customers are fully-informed of developing issues, and that we maintain leadership status by promoting scientifically-based and practical solutions to achieve compliance.



Car Inspection

- Railcar Third-Party Inspection Services
- AAR Field Manual Training
- Root Cause Analysis
- Manufacture and Repair Facility Car Inspections
- Pre-Acquisition and Lease Return Inspection
- In-Plant Switching Assessment, Procedures, and Training
- New Car Construction



Engineering Support

- Structural Analysis
- Design Assistance/Review
- Drawing Creation
- Specification Development
- Torque Recommendations
- Stress Analysis/FEA



AAR Compliance

- Quality Assurance Manual Development
- Supplier Auditing
- Railcar Manufacturing/Repair
- Facility Auditing
- R-1 Preparation



Quality Assurance

- Certification Assistance
- Application Support
- Audit or Training
- Root-Cause Analysis Training
- Internal Facility and Process Audit
- Supply Chain (Vendor)



NDT and Welding Support

- Welding Procedure Development
- Welding Qualification Services
- Welding Audits
- NDT Program Development
- NDT Level II Qualification Services



Language Services

- English and Spanish Support
- Audits
- Procedure Development
- Procedure Translations
- Training

To learn more about Salco's Regulatory Compliance Group, visit www.salcoproducts.com/RCG.

CHANNEL PARTNERS



The Salco Advantage

Salco is the preferred reseller of the freight-transportation industry because of the relationships we have with OEMs. They choose to partner with us because of our superior products and services, our in-house marketing/advertising capability, and our product development group.





Interested in Partnering Up?

With over 35 years in the freight-transportation industry, our expertise is unmatched. If you would like to become a partner of ours, please contact us to find out more.



COMMITTED TO INNOVATION

CORPORATE OFFICE: 1385 101st Street, Suite A / Lemont, IL 60439

SALES: (630) 783-2570

DISTRIBUTION/GATE REPAIR: (281) 351-0274

FAX: (630) 783-2590

WEBSITE: www.salcoproducts.com

The most current revision of this information can be found on our website at www.salcoproducts.com and supersedes all other versions. Please check the revision date information of any printed materials to ensure the most current information is being referenced.

