



C O R P O R A T E C A P A B I L I T I E S



SENIOR OBSERVATIONS, SALES, AND PRODUCT EXPERTS

MEET OUR MANAGEMENT TEAM

OPERATIONS



Mike Gallagher
President | CEO



Alan Waxler
CFO



Nick Gant
CIO



Shane Maddox
COO

DIVISION SALES MANAGERS



Andy Silas
IMCD



Greg James
P&S



Gary Prescott
PE&S



Stuart White
VAEP



Tommy Hatmaker
F&PS



Jerry Walling
A&R



John Andreuccetti
AISI



SENIOR OBSERVATIONS, SALES, AND PRODUCT EXPERTS

MEET OUR MANAGEMENT TEAM

INDUSTRY SPECIALISTS



Lee Free
**Process Industry
Product Specialist**



Amos Hutchinson
**Automation Industry
Product Specialist**

BRANCH MANAGERS



Wayne Miller
Memphis, TN



Greg Stansell
Little Rock, AR



Eric Kirkendall
Shreveport, LA



Jerry Polk
Nashville, TN



Brandon Michael
El Dorado, AR



Melissa Robertson
Theodore, AL



Kenny Cook
Birmingham, AL



Mike Messner
Knoxville, TN

MANUFACTURING

TARGET INDUSTRIES

Centro's strategy focuses on the creation of customer-centric solutions. This strategy has guided the business as we grew from three locations to eight, acquired 11 companies and grew from 39 employees to 113.

PROCESS MANUFACTURING

- Oil & Gas Extraction
- Food & Kindred Products
- Paper & Allied Product
- Chemicals & Allied Products
- Petroleum Refining
- Primary Metals Industry
- Electric Power Generation
- Distilled Spirits
- Cement Manufacturing

DISCRETE MANUFACTURING

- Automotive & Tier 1
- Appliance Manufacturing
- OEM
- Material Handling
- Injection Molding
- Textile
- Furniture
- Printing & Publishing
- Lumber & Wood Products



OUR CLIENTS

CENTRO CUSTOMERS

- 36,000 Open Accounts
- 9,000 Active

THE BEST SOLUTIONS FLOW THROUGH US

OUR STRATEGY AND MISSION

OUR MISSION

Our mission is to be regarded by our customers and community as the best supplier of automation and control product solutions to industry.

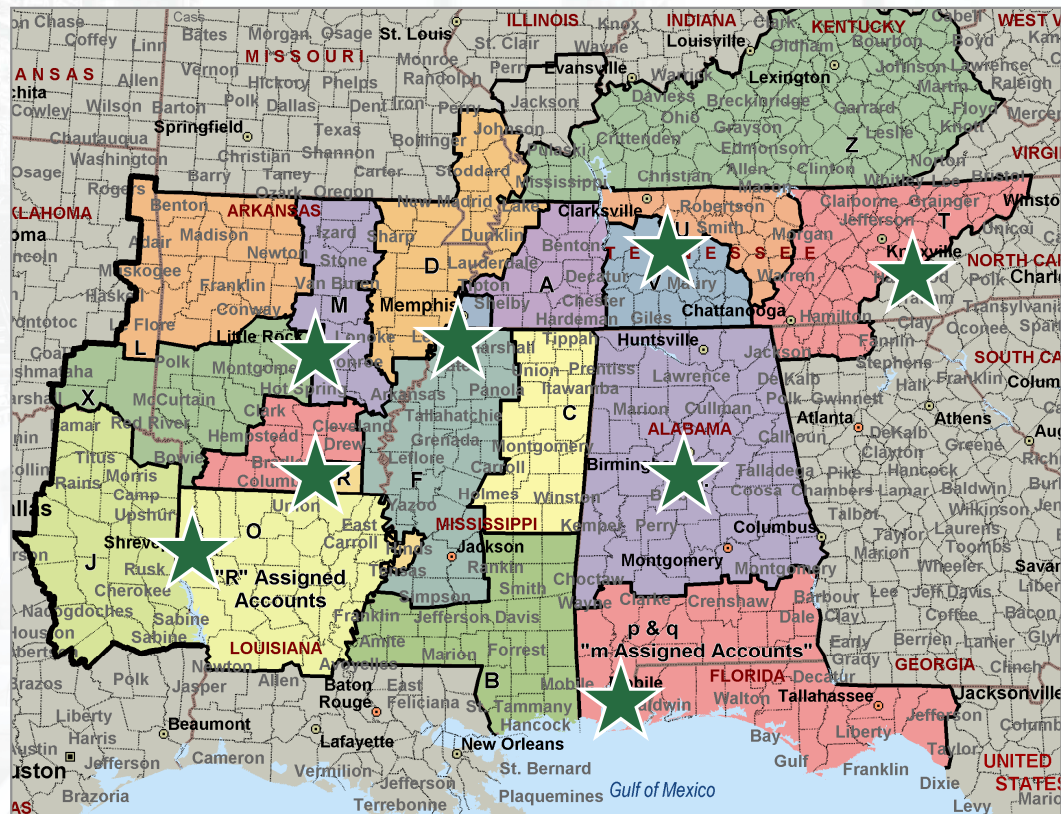
- In 2002 Centro Moved from a Classic Distributor (price & availability seller) to a Solutions Company.
- This required a change in focus from a Price & Availability Business Model (Product Focus) to Solutions Business Model (Customer Focus)



THE BEST SOLUTIONS FLOW THROUGH US

BRANCH LOCATIONS

- Little Rock, AR
- El Dorado, AR
- Memphis, TN
- Nashville, TN
- Knoxville, TN
- Shreveport, LA
- Birmingham, AL
- Theodore, AL





THE BEST SOLUTIONS FLOW THROUGH US

SOLUTIONS FOCUSED LEADERSHIP

VALVE, ACTUATION & ENGINEERED PRODUCTS DIVISION

- Stuart White - Division Sales Manager

INSTRUMENTATION, MEASUREMENT & CONTROL DIVISION

- Andy Silas - Division Sales Manager

AUTOMATION & ROBOTICS DIVISION

- Jerry Walling - Division Sales Manager
- John Andreuccetti - Business Development Manager, AISI

**Applications experts on staff to support
customer goals & objectives.**

FILTRATION & PROCESS SYSTEMS DIVISION

- Tommy Hatmaker - Division Sales Manager

PUMP & SEAL DIVISION

- Greg James - Division Sales Manager

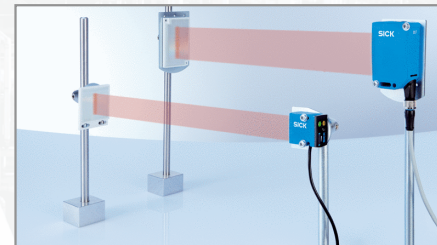
PROCESS EQUIPMENT & SANITARY DIVISION

- Gary Prescott - Division Sales Manager

OUR PRODUCTS

INSTRUMENT, MEASUREMENT & CONTROL DIVISION

- FIELDBUS NETWORK DESIGN & ENGINEERING
- GAUGE CALIBRATION & REPAIR
- FULLY AUTHORIZED GAUGE & CHEMICAL SEAL SHOP
- CONTROL PANEL DESIGN & FABRICATION
- PROCESS INSTRUMENTATION REPAIR



OUR PRODUCTS

PUMP & SEAL DIVISION

- PUMP SKID DESIGN & FABRICATION
- PUMP SIZING
- PUMP SERVICE
- PUMP UTILIZATION SURVEYS
- SEAL SALES & SERVICE
- SEAL UTILIZATION SURVEYS
- NEW PUMP AND PUMP PARTS STOCK
- PUMP CONTROL PANELS & ADJUSTABLE FREQUENCY DRIVES

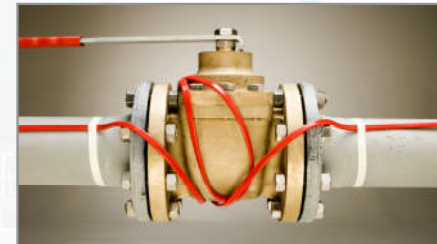


**Design Assistance, Fabrication Supervision & Start-up Provided by Pump & Seal Division*

OUR PRODUCTS

VALVE, ACTUATION & ENGINEERED PRODUCTS DIVISION

- VALVE REPAIR & TESTING
- CONTROL VALVE SIZING
- HEAT TRACE LAYOUT & ENGINEERING
- VALVE AUTOMATION
- STEAM SYSTEM SURVEYS
- STEAM TRAP REPAIR
- ELECTRIC HEAT TRACE DESIGN



**Design Assistance, Fabrication Supervision & Start-up Provided by Centro, Inc.*

OUR PRODUCTS

PROCESS EQUIPMENT & SANITARY DIVISION

- MIXER SIZING & APPLICATIONS
- PUMP SIZING & APPLICATIONS
- MIXER SERVICE & PARTS
- HEAT EXCHANGER SIZING & APPLICATIONS
- HEAT EXCHANGER PARTS & SERVICE
- FOOD & BEVERAGE/SANITARY PRODUCTS
- SANITARY SKID DESIGN & ASSEMBLY



*Design Assistance & Start-up Provided
by Centro, Inc.*

OUR PRODUCTS

FILTRATION & PROCESS SYSTEMS DIVISION

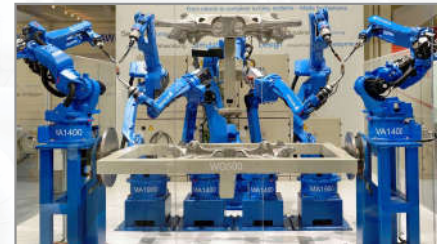
- VESSEL SKID BUILDING
- FILTRATION MEDIA TESTING
- CUSTOMER SPECIFIC STOCK
- CONSIGNED INVENTORY
- COOLING TOWER SERVICE & DESIGN
- FILTER PRESSES
- VACUUM PUMPS & SYSTEMS
- BULK SOLID MATERIAL HANDLING



OUR PRODUCTS

AUTOMATION, ROBOTICS & SYSTEMS DIVISION

- START-UP SERVICE
- CUSTOMER SPECIFIC STOCK
- CONSIGNED INVENTORY
- INTEGRATED AUTOMATION SOLUTIONS
- DESIGN ASSISTANCE
- ELECTROMECHANICAL SOLUTIONS FOR INDUSTRY



*Design Assistance, Fabrication Supervision
& Start-up Provided by Centro & AISI*

SALES FORCE

END USER FOCUSED SERVICES

- Customer Service / Technical Support
- Customer Training
- Process Energy Management
- Inventory / Asset Management
- Maintenance / Services Activities
- Purchasing Options
 - ▶ Fax
 - ▶ Internet
 - ▶ Phone
 - ▶ VMI / Consignment



SALES FORCE

SUPERIOR CUSTOMER, SALES, & TECHNICAL SUPPORT

- Branch Product Champions
- \$100,000 + Product Demo Equipment
- 40 hours of Product Training Minimum Per Person Per Year
- Factory Training & Visits
- \$100,000 Per Year Invested In Employee Training & Development
- Professional Sales Skills Training For All Outside Sales People
- VOIP Phone System, Smart Phones, Computer Upgrades/Internet Access
- Web Site Technical Information & Vendor Links
- Monthly Customer Reviews & Territory Sales Reviews
- Large Staff 36 Customer Support Personnel



SALES FORCE

SERVICE/TECHNICAL SUPPORT

- Full-Time Engineering Support
- On-Site Customer Training
- Manufacturers' Sizing & Product Programs
- Design Assistance & Approval Process
- Coordination of Project Materials



SALES FORCE

CUSTOMER TRAINING PROGRAMS

- Process Measurement
- Filtration
- Valves
- Steam Products
- Electric Heat Tracing
- Pump Applications
- Seal Applications
- Compressed Air Technology
- Mixers
- Heat Transfer





ENERGY STAR PARTNER

PROCESS ENERGY MANAGEMENT

STEAM SYSTEMS

We can work with the customer to help them reduce natural gas consumption in their boiler system, improve the quality of their steam, manage the heat loss of their system (condensate management) and help them to improve the efficiency of their system through steam trap maintenance and steam trap surveys.

PROCESS HEAT CONTROL

We can work on plate and frame heat exchangers (new units and repairs), electric heat tracing systems, cooling towers (used to cool process water) and other instrumentation associated with measuring and managing heat in the process.

ELECTRIC CONSUMPTION

We can manage pumps and compressors with adjustable frequency drives to consume less electricity. We can also conduct air utilization surveys to improve air quality, identify air leaks and reduce overall electrical consumption.

- **Cooling Towers:** Rental Programs & Design Assistance
- **Heat Exchangers:** Repair Services & New Units
- **Steam System Surveys & Optimization:** Full System Review
- **Process Instrumentation:** Flow, Temperature, Pressure, Automation
- **Electric Heat Tracing:** Installation & Design
- **Compressed Air System Surveys**
- **Seals, Pumps, & Compressors:** PM Programs & Repair Programs
- **Adjustable Frequency Drive Systems**
- **Compressed Air Control:** Loop Design & Systems



OUR CAPABILITIES

INVENTORY/ASSET MANAGEMENT SERVICES

- CENTRO OR COMMERCIAL TRUCK DELIVERY
- BAR CODING
- VENDOR MANAGED INVENTORY
- CUSTOMER SPECIFIC INVENTORY
- S/S TAGGING WIRED TO EQUIPMENT
- CONSIGNED INVENTORY ON CUSTOMER SITES
- STOREROOM MANAGEMENT SERVICES



MANAGEMENT SERVICES

MAINTENANCE SUPPORT

- Valve Automation
- Pump Skid Fabrication
- Compressor Skid Assembly
- Control Panel Design & Fabrication
- Filtration Skid Assembly
- Pump Optimization Surveys
- Steam Optimization Surveys

IN PROCESS SOLUTIONS PRODUCTS INVENTORY



\$3.2 Million+

10% of Inventory of Consignment



OUR CAPABILITIES

REPAIR & SERVICE

- 24/7 EMERGENCY SERVICE
- GAUGE REPAIR
- CHEMICAL SEALS & LIQUID FILLED GAUGES
- PLATE & FRAME HEAT EXCHANGER REPAIRS (*TRANTER*)
- PUMP SEAL REPAIR (*FLOWSERVE*)
- VALVE REPAIR
- AUTOMATION SOLUTIONS & STARTUP
- VALVE ACTUATION
- INSTRUMENT REPAIR (*FOXBORO*)
- CUSTOMIZED TAGGING
- NIST TRACEABLE CALIBRATION
- PUMP REPAIR
- MIXER REPAIR (*LIGHTNIN*)
- CONTROL VALVE SERVICE (*VALTEK*)
- COOLING TOWER SERVICE (*TOWER TECH*)

Centro, Inc. maintains and implements documented shop procedures compliant with manufacturers' factory certification, quality, and OSHA standards.

OUR CAPABILITIES

PURCHASING OPTIONS

- EDI ORDER ENTRY
- INTERNET ORDER ENTRY
- EMAIL ORDER UPDATES
- ALLIANCE PROGRAMS
- BLANKET PURCHASE ORDERS
- CONTRACT PRICING





CENTRO COLLEGE

PEOPLE MAKE THE DIFFERENCE

THE WORKFORCE

- 16 Account/Territory Managers
- 40 Inside Technical Support
- 8 Branch Managers
- 6 Division Sales & Product Managers
- 106 Total Full-Time Employees
- Average Service: 16 Years



OUR CAPABILITIES

THANK YOU

**OUR MISSION IS TO BE REGARDED BY OUR CUSTOMERS AND
COMMUNITY AS THE BEST SUPPLIER OF AUTOMATION AND CONTROL
PRODUCT SOLUTIONS TO INDUSTRY.**

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