

## MIDWESCO CASE HISTORIES

### CORPORATE CONTRACT SAVES NORTH AMERICAN LIME PRODUCER MONEY AND ADDS VALUE TO OPERATIONS

Midwesco Filter completed its second of a three year Corporate Contract with a major North American Lime producer in late 2002. The Contract calls for Midwesco Filter to provide all baghouse filters, parts, cages, and related services to the Company's eight facilities in the USA and Canada.

The concept of the Contract is for Midwesco Filter to save the Company money and provide more value to the baghouse expedites over the three-year period. While into the third year of the Contract, Midwesco Filter has provided these savings and values to the Company:



- Prices for products and services have remained constant throughout the Contract life. Savings of 12% per year.
- No expedited or emergency service fees applied to Company. Savings of 20-25% per event vs. market pricing.
- Lowered Company's inventory space and costs by using Midwesco's "Make & Hold" Program.
- Helped to improve plant baghouse effectiveness and efficiencies. No reported NOVs to local and state authorities. Savings are PRICELESS.
- Upgraded baghouse filters and operating procedures. Reduced downtime and NOVs. Savings are PRICELESS.
- Annual site visits, surveys, and collector audits. Savings of \$1500.00 per plant per year= \$36,000 over the Contract life.
- Provide "Baghouse 101/201 Seminars" to plant personnel in an effort to better educate equipment operators and area managers.
- Investigated, surveyed, catalogued, and specified every filter bag, cage, and related part at every plant site. Standardized where and when appropriate. Assigned Customer SAP#, Midwesco #, and more importantly gave the Company all the details to revise and update their own records and EPR system.

As with any Midwesco Filter project or Corporate Contract, we are committed to providing your organization with the best value on our baghouse products and services.

**Contact your Midwesco representative to learn more details of this project and others.**

**midwesco**  
Filter Resources, Inc.

P.O. Box 2075  
Winchester, Virginia 22604  
(540) 667-8500  
FAX (540) 667-9074  
Toll Free 1-800-336-7300  
[www.midwescofilter.com](http://www.midwescofilter.com)