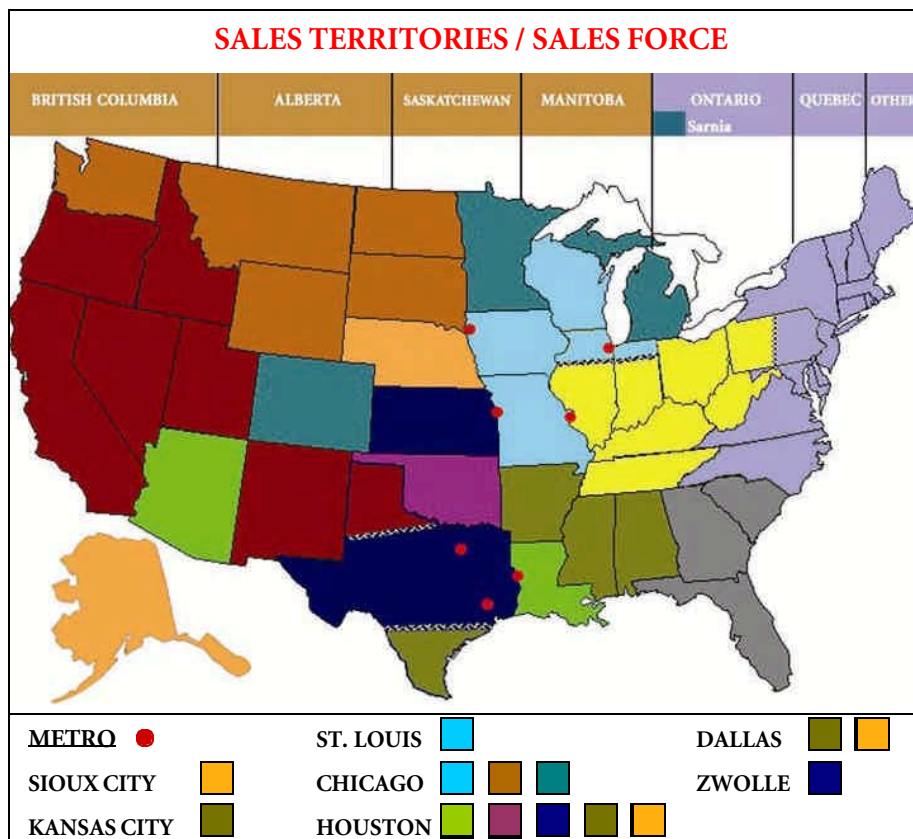




SALES TERRITORIES / SALES FORCE



The Salco Advantage

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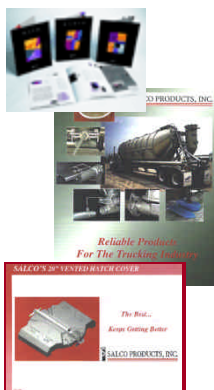
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MARKETING



Marketing is a multi-faceted activity that results in customers knowing your products and services and why they are better than your competitor's.

Salco's in-house marketing/advertising capability can help you provide a clear, effective message. Our creative and promotional professionals will assist you with positioning and promoting your company and its products in the marketplace.

With sales and service facilities strategically placed nationwide, we can provide swift field service, a nearby supply of parts, and same-day delivery of your orders

Advantages Of The Salco Advantage

Tank Car Parts



Hopper Car Parts



Truck Parts

Superior Products ... Services ... Expertise

PRODUCTS

Need reliable parts? Need services you can depend upon? Whatever your need ... be it parts or services ... Salco can respond quickly and capably. Since 1983, we have been the trustworthy partner of a variety of companies in transportation-related industries throughout North America.

Salco was built upon the belief that we can best serve customers by listening to their needs and concerns, then responding expediently and competently to them.

A partnership philosophy combined with Engineering expertise and field proven, technologically advanced products helps our customers succeed

SERVICES

Gate Repair/Reconditioning

Each damaged gate we receive undergoes our comprehensive 8-step repair and reconditioning program.

- * Detailed inspection of damage.
- * Total dismantling of gate.
- * Immersion in acid solution.
- * Hot-water pressure wash.
- * Scrubbing, pressure wash, compressed-air drying.
- * Buffing and cleaning.
- * Re-assembly using new fasteners, washers and gaskets.
- * Thorough inspection to ensure quality.



Engineering know-how coupled with applications technology identify and solve customer and industry problems.



Our highly trained professional engineers are skilled in the design and operation of parts used by the rail and trucking industries.

Custom Inventory Management Services

- Once stock levels are agreed upon, an inventory facility is established for your company in Salco's system.
- Inventory count sheets are created in our system and sent to you on a predetermined basis.
- Restocking requisitions can be sent via phone, fax or e-mail.
- You receive prompt confirmation with part cost and expected ship date.
- Actual freight costs are applied using your preferred carrier account, or a freight factor can be used to issue a delivered price.



The business is in your hands; the parts are in ours.

DESIGN/ENGINEERING EXPERTISE

Contact us and find out how we can help you:

Lemont, IL: (630) 783-2570

Tomball, TX: (281) 351-0274

e-mail: info@salcoproducts.com

Visit our website at: www.salcoproducts.com