



## FIBA Technologies, Inc. 53 Ayer Road Development Plans



# Introduction

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- When it comes to experience, expertise and excellence in gas containment equipment, FIBA Technologies, Inc. stands alone
- Founded in 1958, FIBA specializes in helping stakeholders throughout the supply chain (including distributors, manufacturers and end users) safely transport and store gas in countries around the world, in compliance with highly complex and increasingly stringent government regulations



- ❖ Leading Manufacturer of Gas Containment & Distribution Equipment
- ❖ Serving the Global Industrial Gas & Chemical Industries
- ❖ Recognized as Industry Leader in Innovation & Technology
- ❖ Diversified Product Mix including Manufacturing, Leasing, and Service



# Global Presence

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- Headquartered in Millbury, Massachusetts, U.S.A.
- Additional locations in Westborough, MA, Louisville KY, Rayne LA, E. Greenville PA and Taiwan
- FIBA also has agents and representatives strategically located across the globe



# Industry Recognition

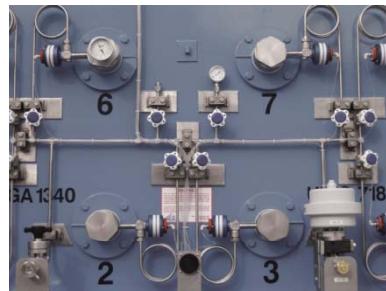
- Servicing over 100 countries and all seven continents, FIBA is certified by various regulatory agencies as the world's most experienced gas containment manufacturer
- Many FIBA employees hold key positions in some of the associated organizations (e.g. CGA), driving the standards for compliance even higher
- Our engineering staff is the most knowledgeable in the industry with regard to the numerous international codes, including IMDG, ADR, RID, DNV and UN



# History of Innovation

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- Instrumental in making higher-pressure, lighter-weight, 40'-long tubes—and their incorporation within superjumbo tube trailers—the standard of the industrial gas industry
- First company to get ABS certification of our skid container (MEGC) design to ISO criteria, as well as to perform impact tests on our skids, tube trailers and portable tanks to guarantee their structural integrity
- Patent-holder on modular tube trailer design, which allows acoustic emission (AE) requalification of tubes without trailer disassembly
- First company approved to manufacture DOT UN tubes in accordance with ISO 11120, which provides a 10-year rather than 5-year requalification cycle for many gases
- Received DOT's first permit to perform ultrasonic examination (UE) instead of hydrostatic testing for recertification of cylinders—a revolutionary technology that not only protects the environment by eliminating the need to remove hazardous gases from the cylinders, but also prevents product contamination by eliminating the need to introduce water to the cylinders
- First retest company to have DOT exemption for AE testing in requalification of tube trailers and ISO skids
- Pioneered the “mother-daughter” concept now used everywhere in the alternative fuels industry
- Introduced the Chem-Lite tube design, which allows greater liquefied gas and chemical payloads
- Designer of the Swap Load Skid, which has a custom-made framework that allows easy exchange of empty tanks for full tanks using a hook lift or roll-off truck



# FIBA's Products and Capabilities



## High Pressure Systems

- DOT/ASME/UN Tubes
- ASME Ground Storage
- Tube Trailers
- ABS/ISO Skids (MEGCs)
- Gas Dispensers
- Accessories
- New & Used Equipment

## Cryogenic Equipment

- ABS/ISO Containers
- CO<sub>2</sub> Receivers
- CO<sub>2</sub> Transports
- Vaporizers
- DOT Containers
- Easy-Load Portable Tanks
- Chemical Transports
- Cryogenic Tanks

## Services

- Tube Trailer Requalification
- Mobile On-Site Testing
- Acoustic Emission Testing
- Ultrasonic Testing
- CO<sub>2</sub> Tank Conversion
- CO<sub>2</sub> Trailer Refurbishment
- Cryogenic Tank Rehabilitation
- Cryogenic Trailer Rehabilitation
- P, K, V, I Tests

# High Pressure Systems

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Tube Trailers



20' ISO Tube Modules (Skids)



40' ISO Tube Modules (Skids)



ASME & DOT Ground Storage (I-Beam)



ASME & DOT Ground Storage (Saddle)



Ton Containers (Y-Cylinders)

# Cryogenic Equipment

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Cryogenic ISO Containers



CO<sub>2</sub> ISO Containers



Easy Load Portable Customer Stations



Cryogenic Customer Stations



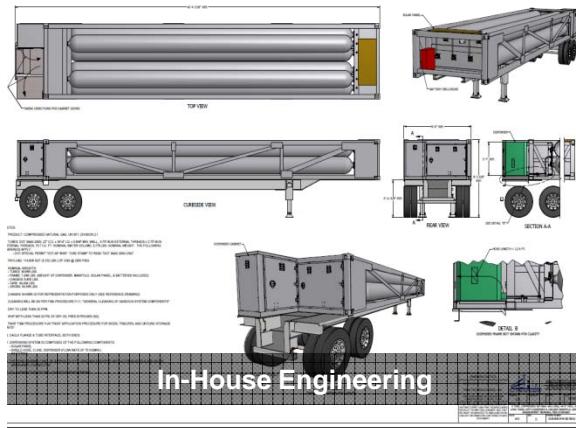
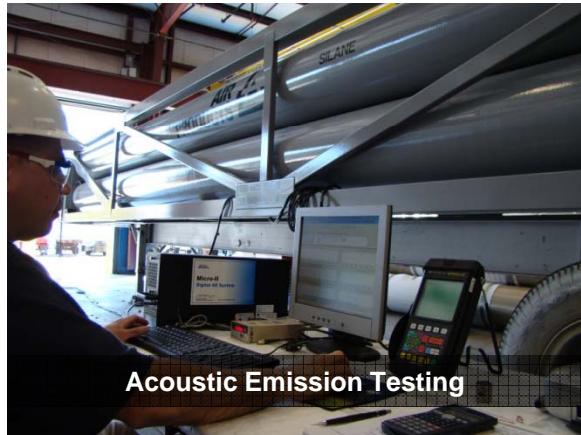
Vaporizers



Cryogenic Transports

# Services

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# Industrial Gas Products

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- FIBA provides gas containment products for the transport and storage of bulk gases such as nitrogen, oxygen, helium and hydrogen
- Containers for these gases are needed for many uses, especially in the food and beverage processing, electronics manufacturing and environmental services business
- Helium and oxygen mixtures are a vital part of the offshore diving industry and FIBA led the way in supplying ISO skids to support these storage requirements
- In fact, in the late 1970s, when the FIBA skid design was certified by the American Bureau of Shipping (ABS), FIBA created the Multiple Element Gas Container (MEGC) years before the ABS/ISO skid containers were given this new, internationally recognized name



# Electronic-Grade MEGCs

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- FIBA is the world's leading manufacturer of electronic-grade Multiple Element Gas Containers (MEGCs)
- Our current customer base includes some of the world's largest producers and distributors of Silane, NF3 and HCl
- FIBA has furnished a variety of MEGCs ranging from ton containers up to 40 ft. 10-tube and 20 ft. 12-tube modules to meet the payload requirements of our customers with internal surface finishes capabilities up to 'mirror-like', 20 Ra finish
- FIBA is the only producer who offers its "Chem-Lite" UN tube which requires a 10 year requalification in lieu of the 5 year retest offered by all other manufacturers. In addition, the Chem-Lite tube allows a greater payload and less weight than those assemblies offered by others



# Natural Gas Products

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- FIBA manufactures seamless and welded pressure vessels and turn-key systems for both the CNG and LNG markets while employing the most state-of-the art techniques and equipment required to meet stringent specifications of the CNG/LNG markets
- FIBA has furnished a variety of equipment, including CNG trailers, stationary fueling stations, portable fueling stations as well as other mobile equipment used in the transport of CNG/LNG over the roads, railways or ocean



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# 53 Ayer Road Development Plans

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# Current Employee Statistics

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- FIBA employees 234 employees across six facilities
- The company's current facilities are located in Massachusetts (2), Pennsylvania, Kentucky, Louisiana and Taiwan

EMPLOYEE	COUNT
Male	212
Female	22
<b>TOTAL</b>	<b>234</b>
Craft Workers	72
Operatives	44
Mid Level Managers	30
Laborers and Helpers	26
Technical	18
Administrative Support	17
Professionals	14
Senior Management	7
Sales	6
<b>TOTAL</b>	<b>234</b>

# Current Facilities

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- 147 Total Employees
- Opened in 2003
- Manufacturing



- 33 Total Employees
- Opened in 1979
- Retest & Requalification



- 23 Total Employees
- Opened in 1988
- Retest & Requalification



- 25 Total Employees
- Opened in 2000
- Retest & Requalification



- 6 Total Employees
- Opened in 2011
- Retest & Requalification



- TBD
- Re-opened in 2012
- Manufacturing

# 53 Ayer Road Labor Projection

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- FIBA plans to employ 67 additional/new employees in Littleton by the end of 2015
- The table below estimates the labor mix, based on a sample shift at it's Millbury, MA facility

53 Ayer Road Labor Projection						
Job Type	Salary Range	Sample Shift Millbury, MA	Littleton			
			2013	2014	2015	
Professionals	\$55,000-\$65,000	1	3	5	5	
Mid-level Managers	\$45,000-\$55,000	1	2	3	3	
Technicians	\$15-\$21 per hour	3	5	6	6	
Craft workers	\$15-\$20 per hour	4	8	10	12	
Operatives	\$14-\$16 per hour	8	8	25	35	
Office/Clerical	\$15-\$17 per hour	1	3	4	6	
<b>TOTAL</b>	NA	<b>18</b>	<b>29</b>	<b>53</b>	<b>67</b>	

# 53 Ayer Road Property Investments

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- FIBA closes on 53 Ayer Road on September 28<sup>th</sup>, 2012 for \$3,350,000
- The facility will require an investment of \$7,000,000 - \$8,000,000 in equipment
- In addition, FIBA plans to invest \$2,000,000 - \$4,000,000 in renovations and improvements

