## BMA America – We are expanding - to be able to better serve our customers

BMA America is pleased to report another record year in 2008! Our Sales total exceeded \$4,500,000.00, a 50% increase over our total for 2007. We are confident that our growth trend will continue into 2009.

In November, 2008, BMA America Inc. moved into its new, 120 m², spare parts warehouse. The new warehouse was completed in mid-October, after construction time of just six weeks. The new warehouse was added as an extension to the existing building of Brewer Steel Co., and was built by the same contractor, ensuring consistent quality, fit and finish with the existing building. The new warehouse has a 10-ton overhead crane as well as a pit in the floor, for future use in servicing centrifugals in Greeley. We have added increased work space and additional storage racks to accommodate our anticipated increase in inventory. The 8' x 8' warehouse office has been equipped with a computer terminal. With two printers in the warehouse office connected into our BMA America network, we are able to print Packing Lists as well as Parts Labels from the computers in our main office into the warehouse, saving valuable time.

With the increased space in the new warehouse, we now have the capability to further improve the quality of our customer service by being able to move more spare parts, more quickly.

We are also anticipating the opportunities for service that the new warehouse will provide. Numerous factories and refineries have indicated their desire to send some of their BMA equipment or sub-assemblies to BMA America for refurbishment and repair. This will allow the maintenance staff of those factories and refineries to handle their more critical, in-factory repairs on a timely

basis. We have already received our first order for refurbishment, a centrifugal drive head from US Sugar. In addition, US Sugar is committed to cycling their remaining drive heads through BMA America for refurbishment in 2009. We have also been commissioned by American Crystal to repair a Turbo Distributor for one of their K2300 Centrifugals. We feel that this refurbishment and repair service provided by BMA America will suit the need of our customers as the maintenance staff at the sugar factories and refineries are forced by the economy to perform the same functions with fewer personnel.

2008 also marked the first year that BMA America had a full-time service technician on its own staff. Our service technician, Ron Bennett, made an initial courtesy call to virtually every sugar factory and refinery in the continental United States in 2008. Mr. Bennett was on service and courtesy calls already 50% of the time in 2008. We expect that percentage to grow in 2009 and beyond.

In 2009, BMA America will begin to offer spare parts and service for equipment produced by BMA Nederland. We will initially utilize our existing staff to process this new business, with plans to add personnel in the future as required. In 2009, BMA America will also offer spare parts and service for key pieces of equipment at the Casselton ethanol plant of Tharaldson Ethanol LLC, located outside of Fargo, North Dakota. To meet this opportunity, BMA America has added some critical spare parts to its inventory. In addition, Mr. Bennett was involved in the start-up of the factory, giving him important experience with the equipment he will ultimately be called upon to service.

Don Thomas

