



Energy Composites Corporation Appoints Jim Thomas National Sales Manager for ECC Corrosion

WISCONSIN RAPIDS, Wis.--(BUSINESS WIRE)--Energy Composites Corporation announced the appointment of a seasoned industry veteran. Jim Thomas has been named director of sales and marketing for Energy Composites Corrosion Division. Formerly Advanced Fiberglass Technologies or AFT, the Corrosion Division includes the company's clean-tech infrastructure fabrication and maintenance operations including advanced composites production for the power generation, petrochemical, mining, pulp and paper, wastewater, and odor-control sectors.

"Jim brings an enviable 33-year track record to bear for ECC Corrosion Division," noted Sam Fairchild, Energy Composites' CEO. "He was a sales superstar at Viatec, and Enduro, and we were very fortunate to pry him away. We welcome his outstanding leadership qualities to ECC. Jim has a strong team-building capability as well, and is currently putting together a stellar national sales team, something we have needed for nearly eighteen months. I anticipate that we will be making announcements on our regional sales structure shortly."

Before joining ECC, Mr. Thomas was the Operations Manager of the Advanced Materials Division for Viatec, Inc. for nearly 20 years. Jim's responsibilities included all aspects of the sales, marketing, and manufacturing of Dual Laminates products. Jim was one of the original members of the Dual Laminate subcommittee of RTP-1 where he served for seven years. He also has extensive experience in customer service, inside sales, and outside sales for Industrial



Fiberglass Specialties. Mr. Thomas started his career as a laminator grinder and draftsman for Viatec.

Jamie Mancl, ECC's founder and President, underscored the importance of this appointment, "Jim dramatically expands our sales and marketing bandwidth. He also brings a new, fresh approach to sales discipline and structure which will provide substantial strength to our efforts. Jim's experience in the full range of composite related activities, from shop floor to national sales management, will ensure that our understanding of client need is better, our bids sharper, and our post-sales service more responsive. He will improve the quality of our bid pipeline, and ensure that our considerable investment in sales infrastructure is used most productively."

Fairchild added, "Jim's appointment also puts us squarely in the dual laminate business, one of his technical specialties. This is an important part of ECC Corrosion's strategy of moving away from commodity-like work to efforts distinguished by materials and manufacturing innovation. In the latter case, we are able to increase our margins significantly because of the additional value our innovations create for the client. Dual laminate vessel and piping construction involves the creation of thermoplastics layer on the interior, or process side of the system, and is used in critical service, severe corrosion or high purity applications where normal composite material is not suitable to meet the performance required. The dual laminate process is a complex one, and only a modest handful of companies throughout North America are capable of fabricating vessels and pipes using it. Jim's capability in dual laminates is world class, and he has now been able to transfer his knowledge to a substantial number of our production associates."



Jim Thomas noted, “I have hit the ground running at ECC Corrosion. We have already started to build a high quality pipeline of bids, focusing on a solid mix of bread-and-butter sized jobs and eight-figure bids. We already have demonstrated our dual laminate capability on several critical vessels for a significant composites client, and I am confident that this area of our business will grow quickly and significantly. I am really enthusiastic about the value proposition around our XLGR and C1 abrasion resistant lining material, and I anticipate a significant six digit dollar follow-on contract from our launching work using this material at the end of last year for a bone-maceration application. Our wastewater infrastructure value proposition is perfectly tuned for today’s market, and we should have some significant work from the Gulf Coast region to announce in the next quarter. ECC Corrosion has a very bright future ahead, and I am happy to be a part of the ECC family.”

About Energy Composites Corporation

ECC operates a world-class, automated 73,000 sq. ft. climate-controlled manufacturing facility in Wisconsin Rapids, WI, employing advanced composite materials to design, engineer and manufacture complex composite structures, vessels and processing systems for a range of clean-tech applications that include: wind energy system components, flue gas desulfurization for power plants, infrastructure for bio-fuel storage and processing, infrastructure for managing waste water and drinking water storage, advanced municipal utilities infrastructure, and caustic material storage and handling systems for the petrochemical, mining and the pulp and paper industries. ECC also provides 24/7 field service crews nationwide for wind energy system composites maintenance, repair and overhaul; industrial retrofit, shutdown and maintenance; system installation; and repair and inspection services. For additional



information, visit our website at www.energycompositescorp.com or contact Sam Fairchild at 1-800-787-5439.

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