



INDUSTRIAL/UTILITY SALES, INC.

9799 Princeton-Glendale Road
Office E
Cincinnati OH 45246

Phone: 513-874-3665
FAX: 513-874-0640
E-mail: iusales@sales.net

Company history and pertinent facts:

Industrial/Utility Sales, Inc. was incorporated in 1983 as a manufacturer's representative to serve the industrial water tube boiler and utility boiler markets. The company's mission statement is to provide superior equipment and services to the industrial and utility boiler markets to lower operation cost and to improve safety while meeting their environmental requirements.

We specialize in engineered equipment solutions. We strive to represent the best and most innovative manufacturers in the market place. If we cannot provide a solution through one of these manufacturers, then we will engineer an equipment package that will meet your requirements.

Industries and customers:

Our primary markets are utility coal fired boilers and cogeneration systems. Our secondary market is the large or heavy industry boiler market. This is typically industrial plants that have large coal and gas/oil water tube boilers. We are not in the commercial fire tube boiler market.

Our top five customers are: First Energy, American Electric Power, Dayton Power and Light, Duke Energy and Vogt Power.

Manufacturer's represented:

Please see our manufacturers' line card.

Territories served:

The primary territories that Industrial/Utility Sales, Inc. covers are all of Ohio, all of Kentucky (with exception of a couple TVA plants) and the southern portion of Indiana. We also support a couple manufacturers in the state of Michigan.

Affiliations:

We are members of the Instrument Society of America and we support the following trade shows: Power-Gen, Electric Power, Coal-Gen, the AEP Bro Forum, and the Reinhold Environmental Particulate Users Group and NOX Conference.

Summary:

We appreciate your time and consideration of our company's capabilities and look forward to discussing your specific requirements in further detail!