

## **Major US Salt Producer Selects Industrial Evolution for National Roll-Out of VMI Solution**

*Solution provides sensors, remote telemetry units and WEB\*VMI service to monitor brine concentration at customer sites*

**PHOENIX, ARIZONA, May 12, 2005**— Industrial Evolution today announced that it has received an order from a major US producer of salt and salt-based products to supply VMI (Vendor-Managed Inventory) services to help them manage inventory of brine at 17 customer locations throughout the United States.

Under the terms of the contract, Industrial Evolution will procure and install sensors to measure brine concentration, telemetry devices for communication to a central server, and WEB\*VMI services to access the concentration data over the Internet.

“We are delighted to welcome our latest VMI customer” Simon Wright, President of Industrial Evolution commented, “Their parent company has been a VMI customer for some time through their prior relationship with ChemLogix, a GATX affiliate. Since Industrial Evolution acquired the inventory management services business from ChemLogix in March, we have been pleased to see our customer base growing.”

The project will allow our customer to view inventory at its customer sites via a secure Web site. The web site will display individual and grouped tank schematics showing live brine concentrations. Electronic alerts will inform key personnel or systems of impending stock-out. By now being able to optimize shipments, WEB\*VMI will make the supply chain much more efficient by saving on logistics costs and at the same time will improve customer satisfaction and loyalty.

For more information contact your local Industrial Evolution representative for additional information.

### **About Industrial Evolution**

Industrial Evolution specializes in Data Services that capture, store, transform, exchange and present real-time process data. Large process companies are increasingly forming collaborative partnerships with their suppliers, customers and even competitors, focused on improvement in operating performance, reduction of inventory, increase in supply chain efficiency and optimization of logistics. Our services are tailored to the non-operating partner's need for real-time data from an operation in which it has an economic interest

Industrial Evolution is headquartered in Phoenix, Arizona, and also has operations in Edmonton, Alberta Canada. Additional information is available on the Internet at [www.industrialevolution.com](http://www.industrialevolution.com) or call Simon Wright on +1 (602) 867-0416.

Web\*VMI is a trademark of Industrial Evolution, Inc., Phoenix, Arizona