

Tire Shredder

Another customer is a holding company for new products they bring to the marketplace.

Vista was recommended to them by another Vista customer as “the real thing” in manufacturing in China. ASP had worked with a supplier who had been trying to produce their product for them for approximately one year without results. When Vista was contacted by this client, they were searching for a new supplier and had six others in the running. We were last to the table and as such, had only three weeks – the shortest amount of time to review and quote the assembly the customer sought to produce.

Vista quoted successfully on time, and after their price review, the customer determined that we were the most capable to handle the project. We were issued a purchase order for 3 prototypes in early June of 2005 with delivery slated for late September.

The Tire Shark (tire shredder) was by far the largest assembly we had looked at in both weight, at 8,000 pounds, and complexity. The final assembly has six sub assemblies and 200 individual components, all which were designed but never truly manufactured.

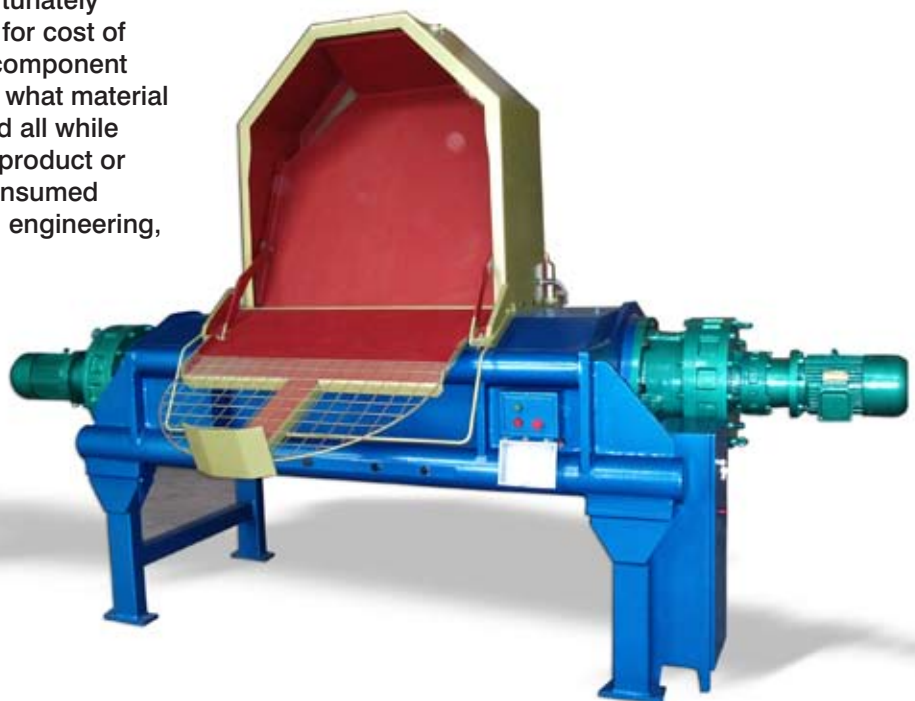
Vista began the process from the manufacturing feasibility standpoint. The customer has talented design engineering capabilities but unfortunately many times this is done without concern for cost of manufacturing. This may include how a component might be produced most cost effectively, what material the component was to be made from, and all while having the usage and overall cost of the product or individual component(s) in mind. This consumed hundreds of man hours in manufacturing engineering, selection of suppliers, verification, testing, and assembly.

All necessary to provide the quality of product that was expected by the customer. During this time Vista continued to deliver on current customer requirements while moving forward on several additional new projects.

After initial sample approval production requirements and increases from our current customer base demanded that we expand our facilities and hire additional qualified personnel. We also began qualifying sources for our newly developing 2 and 4 cycle engine program.

Initial deliveries slated for September were changed to October to accommodate design and engineering upgrades implemented by Vista and approved by the ASP engineering. Delivery was made in October of the first prototype units, only 120 days from receipt of purchase order.

Vista is currently ramping up quantities slated for delivery. Monthly deliveries will increase to meet the customer’s demands with the peak being reached in the March/April timeframe of 60 units per month.



Tire Shredder 6000