

## Growing Season

We've been covering the six New England states for sixty-seven years, so why after all this time would we decide to expand our geography? Coming off back to back record sales years, and with aggressive growth plans ahead, we want to offer the same automation solutions and services in metro New York and New Jersey as we do in New England. Our sales engineers know more about our technologies and how to apply them to your manufacturing challenges than most application engineers at other distributors. We don't hire salesmen, not that there is anything wrong with that. We hire engineers, many with scar tissue from sitting on your side of the table, and they all have an appreciation for return on investment. You are going to invest time and money with an automation supplier, and your return should be maximized. Every vision system, programmable controller, robot, photoeye and even a piece of extruded aluminum is really a toolbox, and the more you know about the tools in the toolbox the more productive you'll be.

Our top vendors spend over half a billion dollars a year on R&D. That means we get access to disruptive technologies like Cognex's Vision on a Chip, and Mitsubishi's Real Time Adaptive Control algorithm in their new MR-J4 servo products. Besides "high cool factor", these types of innovations drive shorter time to market, higher throughput, reduced scrap, lower capital outlay and healthier balance sheets for manufacturers. Coupled with these products you get our services and solutions; kitting, training, sub-assemblies and full turn-key projects.

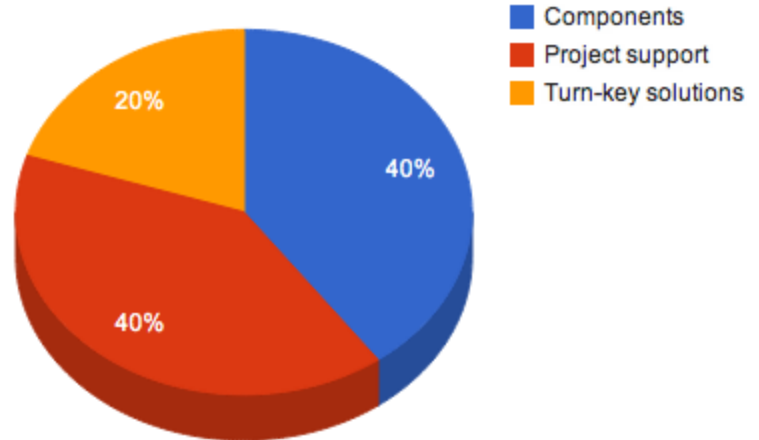
Our mission defines us, and it is to help manufacturers be more productive, competitive and profitable. To do this we have identified a small handful of ideals to guide us:

- provide the highest level of application intelligence at the point of sale
- provide knowledge and skills based training through our superior industrial technology curriculum and technical support team
- provide leading edge disruptive technologies as they become available
- provide our client contact team with the understanding of the value that return on investment thinking brings to our clients
- use our honest curiosity to understand our clients needs and apply all of our problem solving skill to satisfy those needs



Our business is made up of component sales, project support and turn-key solutions. It is common for our engineers to sit shoulder to shoulder with client engineers to brainstorm or concept a solution to an ongoing challenge. During this concepting phase a plan will be developed that may include the application of discrete components, as well as training or skills enhancement for your team. In some cases it may require combining aspects of our role as distributor, as well as some activities more commonly

associated with integration. By combining our internal resources with outside partners, we can handle the full spectrum of your needs from parts to project support to full turn-key solutions.



We are blessed to have tightly integrated relationships with world class automation hardware providers, a team of engineers with hard won real world application experience and successful clients who are growing and thriving with us. When Bill Gibson founded our company in 1945 his goal was to be an extension of his customers engineering department. To this day that focus on engineered solutions is baked into our organizational DNA.

For those of you in our new expanded geography our commitment is to support you with the same passion and professionalism that New England based clientele have come to expect from us. For those of you in the territory we've traditionally served our commitment is to continue to give our best on your behalf. We've added to our staff and you won't experience any dilution of our efforts. We appreciate this opportunity for growth and will not take you for granted as we expand. For those of you who are vendors we will strive to be the type of partner you'd be proud to be associated with. We know that these "growing seasons" don't come along every day, and our team is committed to serving this new opportunity with our absolute best.