



...the Workhorse of Industry

**Smart Automation**

**April, 2010**

## Industry Thoughts: Keep the Faith

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We sincerely hope you've survived the challenges of the last year – and are seeing light at the end of the tunnel. Although difficult, economic corrections made in a free market naturally correct imbalances – such as the recent issues in the financial community. Ultimately, a free market recognizes and rewards value creation and punishes waste.

As the free market rebalances, we remain optimistic about the “real” value creation provided by manufacturing automation. Demand for new products will continue to grow and the winners will be those who can deliver the best value – with the right manufacturing strategy being a key input. In a globally competitive world with rising logistics and transportations costs, we envision “smart” automation playing an increasing role in defining the winners.

The last year has required Fortville to understand how to operate leaner, as well as, take critical actions for the future. We are increasingly confident in our ability to provide “real” value creation for our customers – and to help create winners. We look forward to the opportunity to make you a winner.

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Each monthly update will include our reflections on the industry.



## Product Highlight: Multi-line feed system

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- ❑ 6 lines on 4" centers from a single bowl
- ❑ 500 ppm line speed
- ❑ Independent line feeds with automatic advance of 4 part group every 5 seconds
- ❑ 25 cu. Ft. hopper with an automatic dual drive belt system
- ❑ FDA quality bowl and system
- ❑ Completed within 6-8 weeks

## Company News:

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After a difficult year in 2009, we are excited to see the tide turning in 2010.

Although difficult, the past year has required us to sharpen our pencils and understand how to better provide our customers greater value – now and in the future. Backed by over 30 years in the business and a focus on continuous improvement (*especially in the last year*), we're very confident in our ability to exceed your expectations.

In an effort to assure success into the future, we're pleased to announce the addition of Tim Butt to the Fortville team as Vice President of Business Development. Tim joins us from Johnson Controls where he previously served as Director of Engineering – with over 25 years of industry experience. Our plan is for Tim to have increasing levels of responsibility and ultimately assume leadership of the company. Our transition plan allows Michael Crouse to better pursue his passion for creating and building world-class material handling and feeder systems. Please welcome Tim to the team and feel free to contact him (cell: 317-557-5479 or e-mail: [tbutt@fortvillefeeders.com](mailto:tbutt@fortvillefeeders.com)).

# Products and Services:

**Products**

## Part Feeder Systems:



- **Vibratory Bowls:**
  - 6" to 70" in dia.
  - Feed rates to 600 ppm
- **Centrifugal Bowls**

Fortville is the recognized industry leader in large, high-speed vibratory feeder bowls. Challenge us with your part.

- System design and development
- System build and validation
- System remanufacture and rework
- On-site service and support
- Service part sales

**Services**

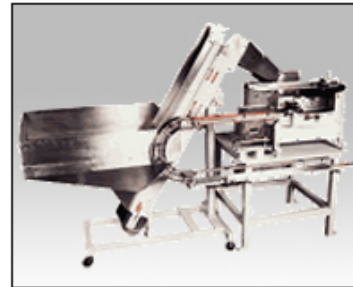
## Material Handling Systems:



- **Track Feeding Systems:**
  - 6" to as long as required
  - In-line Vibratory Tracks
  - In-line Air Tracks
  - Conveyor Belt Tracks
  - Gravity Tracks



- **Automation Mechanisms:**
  - Isolation Escapements
  - Shuttle mechanisms
  - Sensor integration:
    - Vision and weight



- **Storage/ Transport Systems:**
  - Elevators and Gondolas
  - Bulk Storage Hoppers
  - Sound Enclosures

See: [www.fortvillefeeders.com](http://www.fortvillefeeders.com)

# Contact Information:

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## Key Internal Contacts:

- Michael A. Crouse – CEO/ President
- Tim Butt – Business Development/ Sales
- Jason Crouse – Service/ Operations

## External Sales Representatives:

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