

*Rebuilding America
with smart automation*



...the Workhorse of Industry

Smart Automation Newsletter

August, 2011

Announcement

Fortville adds small, precise feeding systems to portfolio

Fortville Feeders Inc (www.fortvillefeeders.com/) and AFAG GmbH (www.afag.com/) are pleased to announce a technology partnership that allows Fortville to commercialize AFAG's part feeding portfolio for North America. Fortville, a part feeding leader in N. America, has emerged as a global technology leader for large, high speed vibratory feeder bowls. AFAG, a part feeding leader in Europe, has emerged as a global technology leader for small, precision vibratory feeder bowls. By adding the small, precise systems to its portfolio, Fortville is now well-positioned as N. America's premier, one stop shop for world-class part feeding solutions.

"We are excited to add AFAG's world-class part feeding technologies for small part and high precision applications", said Tim Butt, Fortville's VP of Business Development. "AFAG's product portfolio is an excellent complement to Fortville's existing portfolio - allowing us to offer our N. American customers a broader range of world-class part feeding solutions. As manufacturing has migrated in recent years to low cost countries, consumer products have continued to evolve, becoming smaller and more complex – which is especially evident in electronics. Regaining a competitive position in these smaller and more complex product markets, will require N. American manufacturers to leverage advantaged and appropriate automation solutions."

"Specific to part feeding solutions, AFAG offers smooth and quiet vibratory drives capable of better feeding smaller parts. They have refined the application of precision machined feeder bowls – which are more capable of feeding precision parts. In addition, the AFAG portfolio includes piezo drives which allow for very small amplitude, high frequency vibratory movement. All of these enhance our current portfolio."



Fortville adds small, precise feeding systems to portfolio (continued)

While adding the AFAG technology and products to its portfolio, Fortville will continue to market and brand the entire part feeding product portfolio as “Fortville” products. The Fortville brand is well recognized in N. American automation – and presents a consistent brand image while minimizing confusion in customer communications when selling, developing, implementing, supporting, and servicing the products

In the spirit of making Fortville’s advantaged technology more readily accessible to the larger automation community, Fortville will also be selling sub-systems (drivers and components) directly to other part feeding companies. For fabricated vibratory bowls - regardless of supplier - Fortville’s world-class vibratory drives and components result in part feeding systems that are faster, more reliable, and more robust.

Partnering for excellence is a proven formula for success – especially, when the offerings, values, and visions of the parties complement each other. Fortville’s portfolio focus has been on big and fast. AFAG’s portfolio focus has been on small and precise. Both firms are 100% committed to providing their regional customers with world-class part feeding solutions – and share a vision of rebuilding a strong manufacturing base in their respective global regions.

As manufacturers address future automation and part feeding needs, Fortville is well positioned and ready to serve with the world’s strongest and broadest portfolio of part feeding technology – that’s smart automation.



Product Highlight:

Multi-feeder for Packaging Application

Application: Customer required a simple packaging system capable of feeding three unique parts into a sealed plastic bag.

Feed Rate: 30 bags filled/ minute

Fortville Products:

- 10", 12", and 18" vibratory bowls
- Gravity tracks with size adjustments
- Escapement mechanisms capable of escaping various quantities of parts



Company News:

Fortville Feeders Employee wins \$ 24 million in Indiana's Lottery

INDIANAPOLIS – Retiring is at the top of the list of things an Indianapolis couple plan to do now that they have won a **\$24 million Hoosier Lotto** jackpot. **Tom and Gail Fox** of **Indianapolis** were shocked to discover they had won a multi-million jackpot in the June 22 Hoosier Lotto drawing when all six of their numbers matched the six numbers drawn: **7-24-29-30-42-44**.



Tom is employed at Fortville Feeders in Fortville and Gail works for Honda in Greensburg. They have been married four years and both are thrilled to be able to jump-start the retirement process. \$24 million gives them more than enough to get their ducks in a row and enjoy their golden years.

“I’ve been thinking about slowing down. Now I can stop,” said Tom Fox. “I’ve worked hard all my life. I’ve worked since I was 16. It’s time to retire.”

The Fortville team thanks Tom for his many years of loyal service ...and wishes he and Gail much happiness in their retirement.

Products and Services:

Part Feeder Systems:

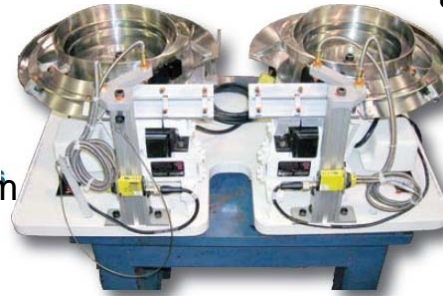


- **Vibratory Bowls:**
 - 6" to 70" in dia.
 - Feed rates to 600 pph
- **Centrifugal Bowls**

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 & rework
- On-site service and support
- Service part sales

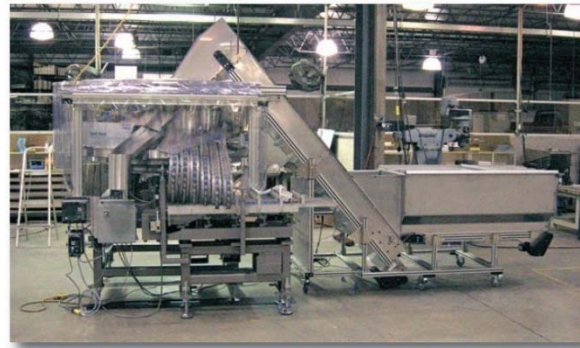
Material Handling Systems:



- **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

Contact Information:

Fortville Feeders, Inc. information:

750 E. Broadway

Fortville, IN 46040 USA

Tel: 317-485-5195 Fax: 317-485-6182

www.fortvillefeeders.com

Key Internal Contacts:

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

External Sales Representatives:

AL, TN: Chip Allen

423-265-2113 WillcoxAndAlleni@aol.com

Southern CA: MDB Precision Industries- Mark Beeman

805-402-3667 mark@mdbpi.com

CT, MA, ME, NH, VT, RI: Wayne Beavers

203-671-9314 wbeavers@snet.net

DE, MD, NJ, NYC, eastern PA: Peter Galloway, Tom Duffy,
Ed Carlson, and Miller Decou

CT office: 203-655-6466 sales@autoassoc.com

PA office: 215-855-8777 sales@autoassoc.com

GA, TN: Ken Dickey

865-977-6043 Ken.Dickey@yahoo.com

IN, KY, OH, western PA: Dempsco, Inc. - Kurt Jacoby

937-436-1000 [kjacobY@dempSCO.com](mailto:kjacoby@dempSCO.com)

IL and southern WI: Design Components, Inc. - John Dincher & Bill Huffman

847-358-4300 ktodd@dcinmotion.com

KS, MO, NE: Steve Schumacher

314-799-0060 steven-sas-co@charter.net

MI: Bailey & Associates - Elwin Bailey, Ben Bailey, & Jim Gruesbeck

517-204-3874 elwinb@frontier.com

NY: Productivity Solutions - Rick Gilbert & Mark Harrington

585-647-3181 sales@pscco.com

VA: Bill Farmer

804-798-8390 bill@hillcrestenterprises.com

NC, SC: Larry Lester

704-609-2321 Llester@disgroupnc.com

TX: B2 Automation Inc. – Jesse Butcher

281-391-8312 B2automation@consolidated.net

WI, MN, IA, ND, SD: Baillie Sales and Engineering Inc.

952-546-2960 mark@bailliesales.com

UT, CO, WY, NM: Western Components – Joe Wojciechowski

303-665-8299 jwojo@westerncomponents.com

FL, Puerto Rico, Costa Rica, Dominican Republic: Bill Becker

386-755-8899 bill@auto-motion.com

Northern Mexico: Jose Cervantes

+52 (81) 8020-8723 jc.fortvillefeeders@gmail.com

Central/ southern Mexico: Delfino Gomez

+52 (442) 312-6932 d.gomez@ghd.com.mx

Rest of N. America/ International (if not listed above): Jason Crouse

317-485-5195 jason@fortvillefeeders.com

