

The **FLOLO** Corporation

Systems Integration Group



Recognized Leader in
Application Solution Using:

Control Systems

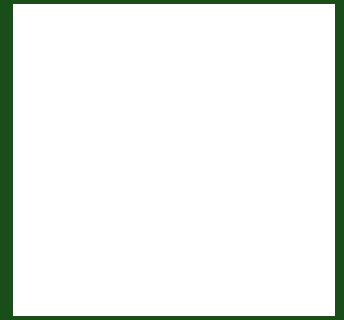
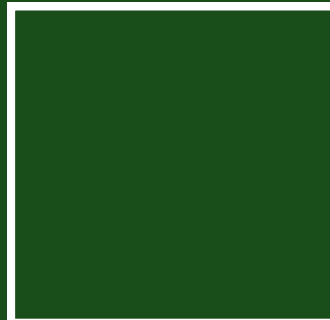
Drive Systems

Servo Systems

Human/Machine Interfaces

Management Information Systems

Turnkey Systems



Why Choose Flolo?

The criteria that customers use to judge the best integrators include technical knowledge, project management skills, process expertise, an understanding of the customer's need, industry knowledge, installed base, and price competitiveness. Based upon this criteria our consistent customer base establishes Flolo as second to none in providing integrated solutions.

Commitment

Flolo is committed to providing the most effective engineered product available.

Effective is a precisely engineered solution - solving a customer's problem in a cost beneficial manner.

Maximize the benefit of your automation investment, while minimizing risk of technology as much as possible.

Expertise

Industries Served:

Paper Machine Tool
 Plastic Packaging
 Food Metal Forming
 Fabricated Metals
 Fresh & Waste Water

Application Expertise:

Pumping Web Tension
 Conveying Cut-to-Length
 Extruding
 Batch Processing
 Slitting and precise "motion and position"

REFERENCE W/E 847311 SHEET 4

Project Methodology

Best Practices

Flolo's best practices in design and project management are the foundation of our business growth. Our customers expect:

1. Quality products with great service at a fair price.
2. Knowledgeable people.
3. Courteous and respectful treatment.
4. Accuracy in quoting and billing.
5. Realistic deliveries.
6. Prompt resolution of unforeseen difficulties.



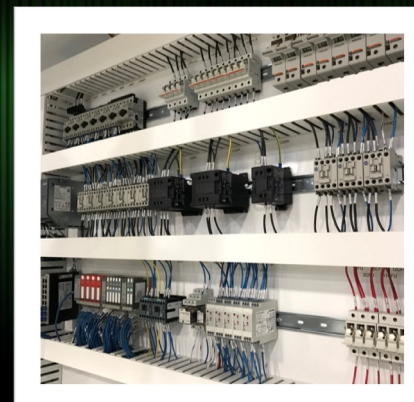
Training & Support

Flolo teams with your process and design staff to train all maintenance personnel and know and understand the concepts and advantages of the new system and the technologies used.

Unsurpassed Quality

Flolo prides itself on Quality Documentation which includes CAD generated electrical schematics and panel layouts. As required, it may also include bills of material, program code, scheduling charts and equipment operations / manuals.

Flolo provides quality throughout the process by quality people—from quote, to design, to installation and start-up.



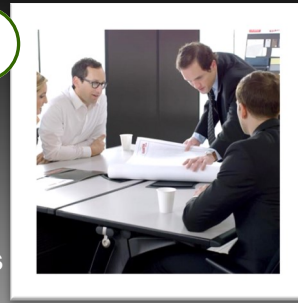
STAGE ONE—PLANNING

Project Planning Meeting

Work with the customer to determine system requirements, schedule requirements, assign responsibilities and establish a reporting system.

Field Survey

If appropriate FLOLO will assess the current equipment/system.



STAGE TWO—QUOTATION

Initial Quotation

FLOLO will furnish a proposal providing functional information, detailed scope information, areas of responsibilities, schedule information, and acceptance criteria as required.

Quotation Refinement

The offer will be adjusted as necessary to accommodate customer and system requirements.



STAGE THREE—IMPLEMENTATION

System Development

Upon offer acceptance FLOLO will design the hardware and software and secure materials.

System Build

The hardware will be assembled and wired at FLOLO facilities per the design documents.

Testing

The hardware will be tested at FLOLO for proper functionality.



STAGE FOUR—INSTALLATION, START-UP, & SUPPORT

System Integration

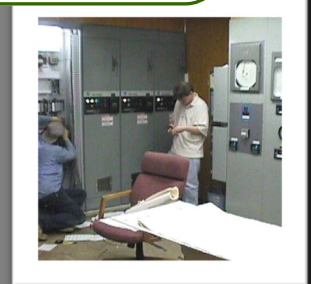
FLOLO will work with the customer as required to coordinate installation and start-up activities

Acceptance Testing

FLOLO will participate, as required, in validating the system operation for acceptance to predefined criteria.

Documentation

FLOLO will provide complete as-built documentation per project scope.



Support Services

FLOLO will provide training and support as required.

Accountability

Flolo accepts responsibility for the system, as it pertains to Flolo's direct involvement. Therefore we require ourselves to think broadly and consider the big picture for the best and quickest outcome.

We look beyond the scope of our responsibilities to offer our customers the best solution.

By making Flolo a member of your team, you have our total commitment for a successful project.



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Visit us at:
www.FLOLO.com



QUALITY OBJECTIVE

To Implement throughout the company a quality improvement process.

To add a quality improvement team structure to our organization that will find and remove the root causes of problems in our business systems.

To train our employees on the tools of structured problem solving that will identify these issues.

To provide our customers with the best service.

To ensure that every transaction from the initial contact for product or service to the invoice is 100% free of error.

CUSTOMER MISSION

It is our mission to meet our customers' needs better than any other services, systems or distributor organization by providing the highest levels of customer focused service.

To achieve this mission by:

Making it easy for our customers to do business with us.

Identifying and meeting our customers' needs for products and services.

Eliminating all the internal barriers that might prevent us from meeting customers needs as efficiently as possible.

CERTIFICATION

- Motor Repair → UL for XP motors
- EASA Accreditation

- Systems Group → UL Listed
- CSA Certified

TRADITION



For over 75 years, FLOLO has been an industry leader in sensibly utilizing the latest technology in applications based on the customer's needs. Our industry has adopted technological advances in the way it controls production.

FLOLO has worked hard to be a leader in developing systems that incorporate these new technologies. Most importantly, our customers recognize FLOLO as a leader in implementing these technical advances.

MISSION STATEMENT

To develop corporate growth and stability for the owners, employees and our industry by being the best supplier of services to a broad base of customers that use industrial electrical, electronic and mechanical products. This is to be accomplished through an atmosphere that allows personal growth and fulfillment of corporate goals while maintaining the highest moral and ethical standards achievable.

