

EXACT
DISPENSING SYSTEMS
By SHEEPSCOT

EXACT Dispensing Systems 1130 Rt 1, Newcastle, Maine 04553 USA

Tel: 207-563-2299 FAX: 207-563-2619
www.EXACTdispensingsystems.com

Sales: Sales@EXACTdispensingsystems.com | Service: Service@EXACTdispensingsystems.com | Parts: Parts@EXACTdispensingsystems.com

© 2009 Sheepscot Machine Works, LLC. All rights reserved

Doc ID# EXBR0209



EXACT DISPENSING SYSTEMS
Developing Single and Plural-Component
Dispensing Solutions Since 1978



EXACT INNOVATION

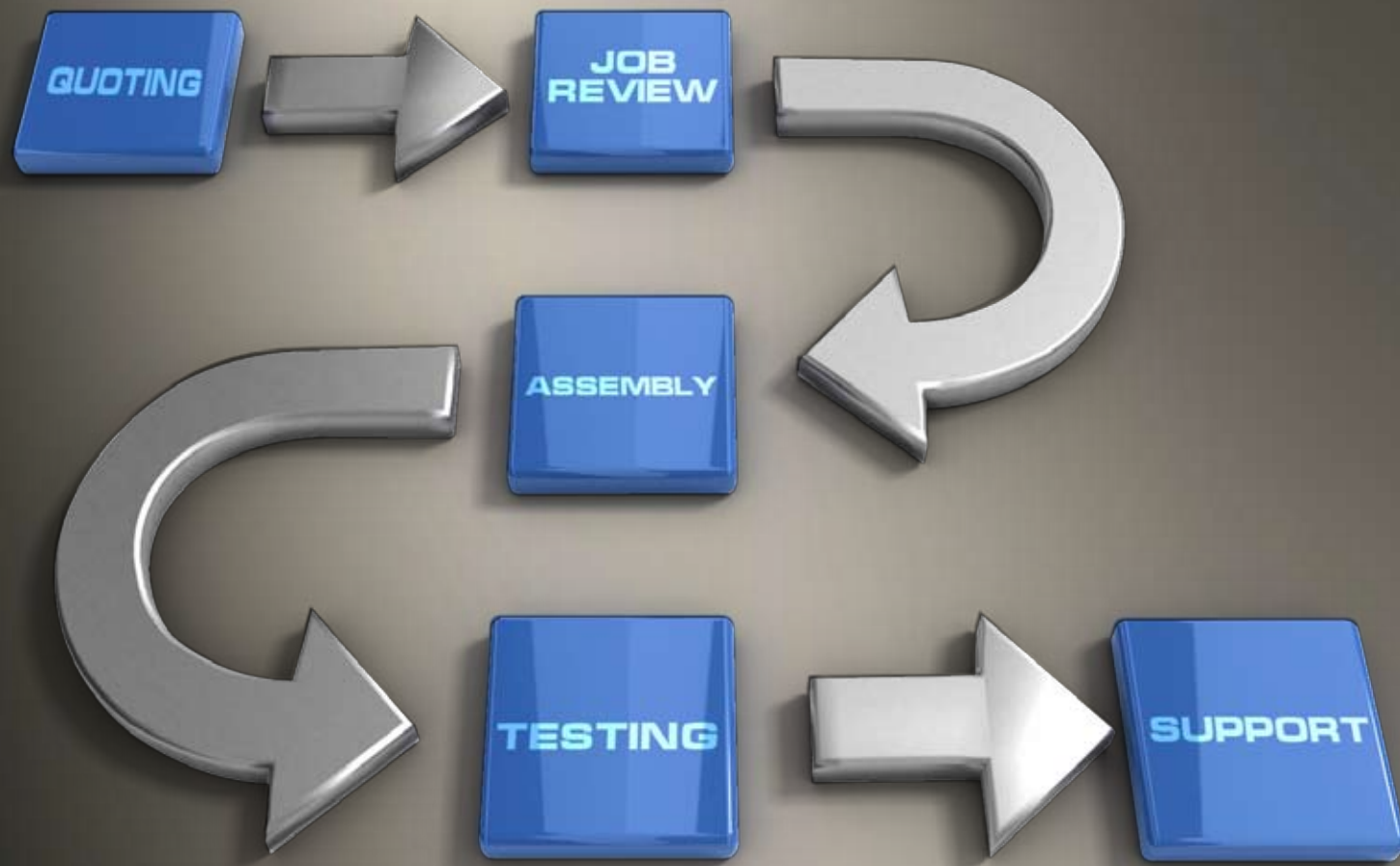


EXACT ASSISTANCE



EXACT SOLUTION

EXACT
DISPENSING SYSTEMS
By SHEEPSCOT



THE EXACT DISPENSING SYSTEMS PROCESS

QUOTING EXACT Dispensing Systems meter-mix products are essentially custom built using a modular approach. By using this method, you get a machine tailored specifically to your application and your needs.

JOB REVIEW Each proposed new system goes through a thorough job review in which the quoted system is accurately and meticulously detailed before going into production. This ensures that all components are scheduled for timely arrival in the assembly area. It also ensures that the quoted performance specs are clearly defined and adhered to during the final runoff of the machine.

ASSEMBLY Many of the critical components used in our systems are manufactured in-house using rigid quality controls and enabling close control over scheduling.

TESTING Before shipping, each system is submitted to a thorough runoff using the client's resin. All aspects of machine operation are tested and recorded. Required performance specifications are also tested and logged.

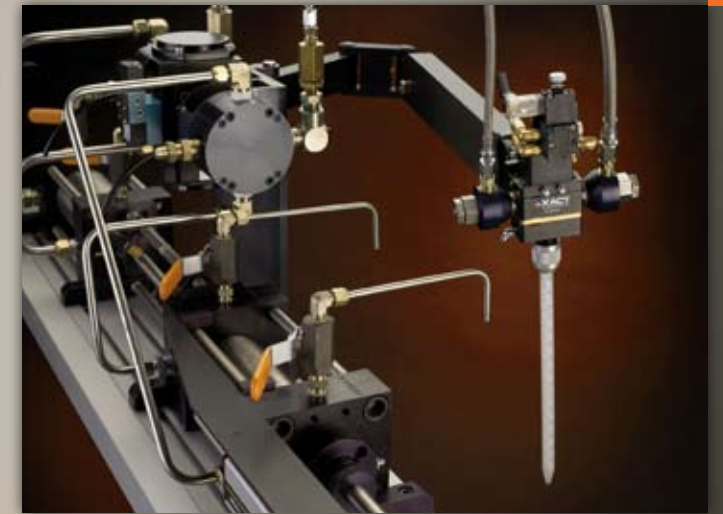
SUPPORT EXACT Dispensing Systems maintains a comprehensive service database in which we store pertinent information for every machine we sell. This database includes parts lists, drawings, photographs, and test information for the machines as configured and sold. Additionally, the database contains notes regarding after-sale communications with the customer.



To further enhance our technical support capabilities, we utilize on-demand web conferencing. With this tool, technicians have the ability to use photos from our database as a "live" visual aid with which to communicate and describe an issue as well as formulating the required resolution.

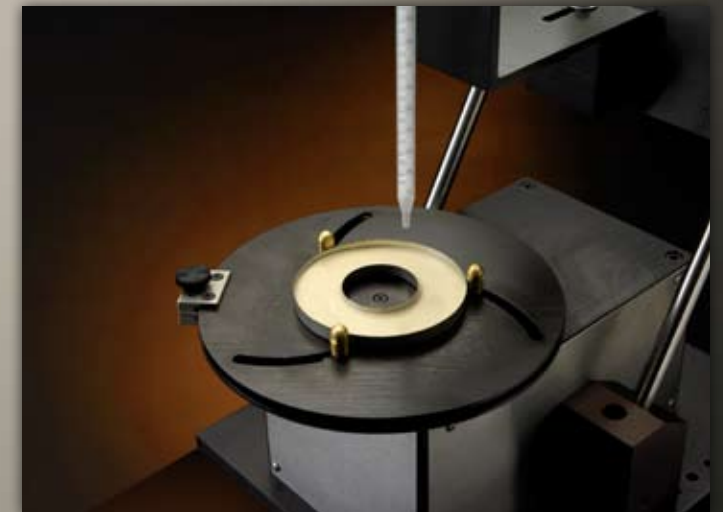
"We purchased our EXACT Dispensing System about two years ago, and it turned out to be the best investment our company ever made. I want to thank the EXACT Dispensing Systems team for custom designing and delivering such a masterpiece of engineering. Being able to dispense four times the volume of our old machine allows us to be extremely price competitive on our molded products. The increased productivity and maximum up time have helped our bottom line immensely. We calculated our ROI to be only six months, and are looking forward to adding a second EXACT Dispensing System."

Jim Chookagian
Magnetics & Controls
President



"EControls (an engine control MFG company) has been doing business with EXACT Dispensing Systems for the past eight years. They built five complete dispensing systems for us at EControls and all have exceeded our expectations for cost, workmanship, on-time delivery and service. In manufacturing, equipment failure must be kept to a minimum, and I must say we have yet to have any equipment failures due to faulty workmanship. Here at EControls our products are constantly evolving, which presents interesting engineering challenges. The engineering technical support and engineering staff have done an excellent job meeting those challenges. I feel the staff at EXACT Dispensing Systems has gone above and beyond to satisfy us here at Econtrols, and I look forward to our next project."

Michael G.Ryan
Engineering Technologist
EControls, Inc.



"EXACT Dispensing Systems has elevated the process of manufacturing to an art form."

Lonnie Lenarduzzi
Chief Scientist
Plasmatronics



HOW ARE OUR DISPENSING SYSTEMS USED?



POTTING / ENCAPSULATION: The process of encasing and protecting an electronic assembly within a container, typically using a thermosetting material that provides resistance to shock and vibration or exclusion of moisture and corrosive agents. The main difference between potting and encapsulating is that with the latter, the container is removed from the article.

VACUUM POTTING / ENCAPSULATION: Using a vacuum environment to ensure void-free potting or encapsulation. Typically consists of a metering system (single or plural-component) and a suitable vacuum chamber.

DOMING: Applying a clear doming material (urethane & epoxy) to the surface of labels, nameplates or decals for the purpose of creating a clear raised or "domed" surface. Used to enhance and protect the appearance of these products.

SCRIPTING: An automated doming process using XYZ motion to traverse scripted products.

BONDING: Using adhesives to join two or more items together.

SEALING: Using adhesives to create an airtight or liquid-tight closure between two or more items.

FILTER APPLICATIONS: End cap bonding using a Thermosetting resin to bond filter media to metal or plastic end caps. Also, using a mold to create an elastomeric end cap.

AUTOMATION: EXACT Dispensing Systems can design, build and integrate XY motion platforms with any of its meter/mix systems. We also partner with leading automation houses to add value and consistent performance to your project.



ABOUT EXACT DISPENSING SYSTEMS

At EXACT Dispensing Systems, we help manufacturers find solutions to meet their single and plural component dispensing needs and we will never do it by selling a one-size-fits-all product.

For over 30 years, we have designed and manufactured high quality equipment for the dispensing of single component fluids and plural component reactive resins such as epoxies, urethanes and silicones. Our main goal is to educate our clients so that they make the best decisions regarding their particular situation.

Our staff members always take the time to understand your needs and then develop a valid, sensible, cost-effective solution utilizing ultra-high quality equipment that lasts.

EXACT Dispensing Systems configures its systems using mass produced components manufactured at our facility. This allows maximum economy and reliability. If a solution is not readily apparent utilizing our components, we will always recommend alternate resources and courses of action.

With over three decades of experience in the industry and complete in-house capability, EXACT Dispensing Systems is in a unique position to serve its diverse customer base with products and systems that seamlessly integrate efficiently and sensibly.

MEET BRUCE KINSEY, FOUNDER:

After serving in the U.S. Navy and earning a B.S. in economics from Syracuse University, Bruce decided to pursue a dream he'd developed during his many summers spent on Maine's coast. He wanted to build a home along the coast with his own two hands and permanently live in that home. His love of the area, its people and their strong work ethic melded well with his beliefs. Today, that same ethic carries on as a guiding principle for EXACT Dispensing Systems.

While building his dream house, Bruce worked with a machine builder. This is initially where he began to learn about the industry and the meaning of meter-mix. After working for five years under the tutelage of this pioneer in the field of meter-mix, Bruce felt he could design and build a better system for the market.

In 1978, Bruce launched his own company. During the company's first year in business, EXACT Dispensing Systems completed development of a positive displacement metering system that has since become a standard in the industry. Constant improvement efforts over the years have resulted in one of the most accurate, robust, and trouble-free metering systems on the market today. As the company continued to grow, a variety of dependable, high quality products were developed and distributed directly to the marketplace.

EXPAND PRODUCTION

UPGRADE PROCESSES

START A NEW PROJECT

RESOLVE QUALITY ISSUES

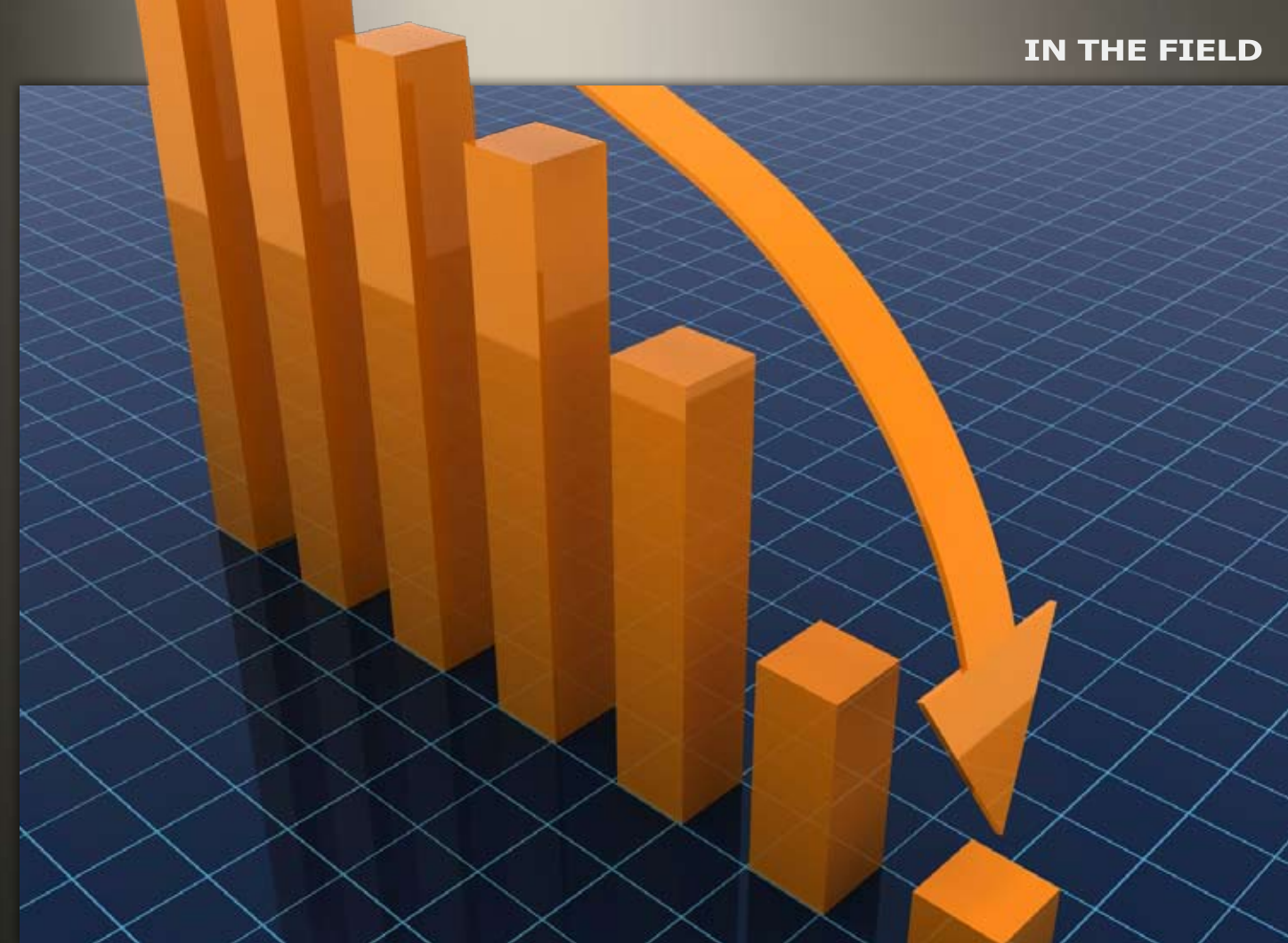


We can help you determine the best path to increasing your capacity and improving productivity.

Hand mixing resin and pouring it into your product, is throwing away money.

We can help you determine the types of resins that may be advantageous to your process when you're starting a new project.

We take time to work with every client to find a great solution for any quality issue.



HOW WE CAN HELP YOUR BUSINESS

EXPAND PRODUCTION If your production requirements have increased and your current potting or encapsulation process is not keeping up, we can help you determine the best path to increasing capacity and improving productivity with our broad line of meter-mix equipment.

UPGRADE PROCESSES If you're currently hand mixing resin and pouring it into your product, you're probably throwing away money not only in wasted material but also through high part-reject rates due to uncured or improperly cured resin.

START A NEW PROJECT If you're starting a new project and have no experience with meter-mix equipment, we know how challenging it can be not only to determine which resin is right for your process but also which metering equipment will provide the performance criteria you need. Don't give up hope! With over 30 years of experience and working with manufacturing processes, we are in a position to help you find a productive, cost effective solution.

RESOLVE QUALITY ISSUES Are you having quality issues due to any of the following:

- **High reject rates due to potting issues?**
- **Hand mixing issues (entrapped air, improper mix ratio, incomplete mixing)?**
- **Meter-mix system performance issues due to poor design or workmanship?**
- **Check Valve metering issues (lead/lag) causing poor mixes?**
- **Current meter-mix system is unsuited to the application requirements?**

A surprising number of new customer inquiries are very concerned about these EXACT issues and we've found that clients are often left wondering what steps to take to resolve the situation.

We fully understand the reasons for these issues, and we take the time to work with every client to find a perfect solution.

WHAT HAPPENS WHEN AN OLD SYSTEM BECOMES UNRELIABLE?

THE CLIENT: Magnetics and Controls, Inc., specializes in high quality, short-run manufacturing of custom and replacement transformers of all types and sizes. All too often, busy field engineers run into strange or complex transformer problems. Within days, the Magnetics & Controls team can provide answers and replacement transformers that are otherwise unavailable. They have developed a reputation as a company that can respond quickly to customers' needs, whether it's for a one off custom design or a limited production run.

THE PROBLEM: The company purchased a competitor's meter-mix system in 2000 to use on their molded products. The system, over time, proved to be incapable of keeping up with their production throughput requirements.

THE SOLUTION: The company was given our name by a formulator with whom they were working. We discussed their current machine issues as well as what was needed in order to get into production as

fast as possible and meet their increased throughput requirements. Due to the experience they had with the competitor's machine, they were justifiably concerned about dependability, durability and reliable technical support. Given their need to cover a wide range of shot volumes and production volumes, we recommended our Model 9450 Double Acting Meter-Mix and Dispense System. Its metering cylinders are among the largest in the industry and its continuous output made it well suited to the rigorous demands of continuous production.

THE RESULT: The 9450 Double Acting system was capable of dispensing four times the volume of their existing equipment, allowing them to be more price-competitive on their molded products.

The increased productivity and maximum up-time has improved their bottom line, and the ROI was calculated to be only a remarkable six months. They are looking forward to adding a second EXACT Dispensing System as production demands increase.