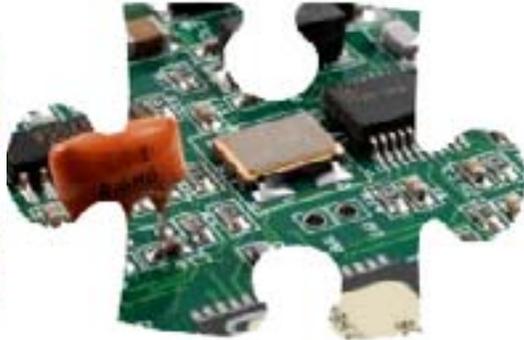


PROBES UNLIMITED, INC.

Manufacturers of OEM Temperature Sensing Devices



Probes Unlimited, Inc. is a small, privately held manufacturer based out of Lansdale, Pennsylvania that started designing and manufacturing OEM temperature sensing devices in 1992. In 1999, Ernest Delany took ownership and aggressively transformed the company into a national name within the industry by employing best practice process improvement and streamlined manufacturing principles. Prior to taking ownership in 1999, Ernest enjoyed a successful venture startup with Measurement Dynamics where they patented temperature data recording devices used in monitoring food products through the supply chain. DeLany recognized the market need for providing equipment manufacturers with custom temperature probe sub-assemblies. His goal was to provide top quality parts, with competitive pricing.



Today, we have the ability to select our raw material suppliers which leaves us with the flexibility to use the best parts from the best suppliers in the industry.

Our engineering and operation team has over 30 years experience with RTDs, thermistors and thermocouple temperature measurement technology. Our employees are proud to claim that we produce some of the finest precision temperature measurement probes in the world. Our lines offer clients speed-to-market and including high volume automated assembly manufacturing, semi-automatic assembly procedures, and specialized low volume manufacturing practices.

Quick Glance

PRODUCTS

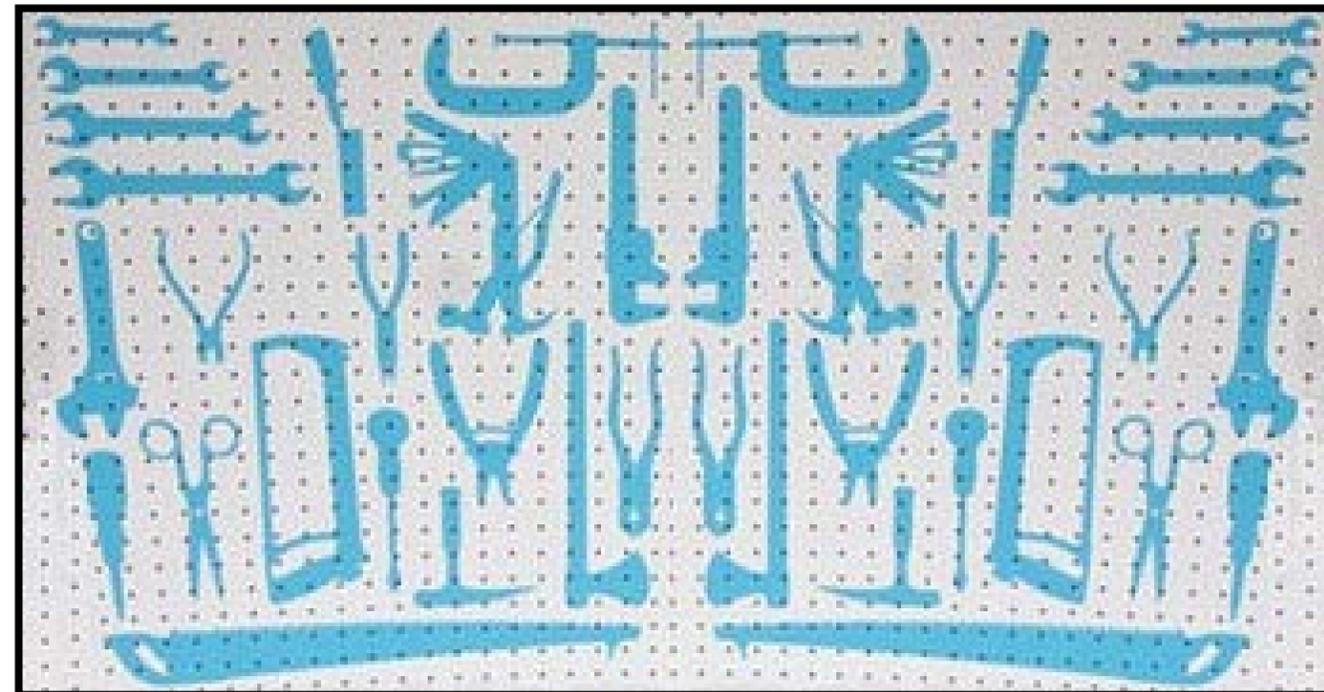
- RTDs
- Thermocouples
- Thermistors
- Linear Output Sensors [ENET™]
- Thermal Switches
- Stainless Steel Tubing
- Cable Harnesses

SERVICES

- Liquid, Air, and Gas Measurements
- Custom designs (over 1,150 parent parts currently developed)
- Platinum RTDs, Thermocouples, Thermistors, and Integrated Circuit Assemblies
- Automatic wire processing and cable harnesses

INDUSTRIES

- Commercial Food Service Equipment
- Specialty Industrial Equipment
- Laboratory Apparatus Equipment
- Biomass and Green Technologies



Our Lean Transformation and How It Benefits You

In 2005, our worst nightmares came to fruition. We had a devastating fire in one room of our production floor that had to be completely re-built. It was during the reconstruction that our lean transformation journey began.

Given we were a small, privately held manufacturer, with approximately 19 employees, we did not have the ability to completely convert overnight. So we started our lean conversion with inexpensive, but beneficial modifications. Some of these included:

- implementing three F shape cellular manufacturing stations,
- production boards for each station to promote communication and priority of daily tasks,
- 5S to maximize functionality of our workspace,
- visual displays to help employees maintain control of their stations, and
- Kaizen events that reshaped our manufacturing floor and product flow.

It has been seven years since the fire and we began to employ lean solutions -- we are thrilled with the results. At first, we were able to increase our capacity to 96.5% without adding any additional staff; while at the same time reducing our labor expense per part through the streamlining of our production. We have reduced our stock inventory, which has helped us lower our cost and in some instances, we have been able to lower, or hold our prices for our customers in the face of increased raw material costs. Thanks to the lean manufacturing practices, we have expanded into four cellular stations with 45 employees. We have increased our sales dramatically by transforming into a solutions provider that listens to the customer's requirements and eliminates wasteful tendencies that add extra cost.

We Are a Solutions Provider

At Probes Unlimited, Inc., we pride ourselves on our ability to be a solutions provider that takes the time to listen to what our clients are looking for. Since we provide the majority of our customers with an ongoing service, we try to work closely with our clients and build lasting relationships. We do this so we can better understand their concerns, possible material needs, and project goals. From this, we can customize a part that best fits their needs.

Through our lean practices, we have eliminated non-value-adding activities, so that we can focus on being as customer centric as possible. Our engineering team: DeLany, Michael Berry and Roy Cramer apply over 30 years of real world application experience to every project they work on.

Since adopting lean methods, we have increased our sales dramatically based on the principles of delivering to the customer's requirements and not our perceptions. We would love the opportunity to design the best probe, at the right price, for your application.



Continual Development

Finally, we believe that there is always room for improvement. The manufacturing industry is an ever-evolving field, and we are continually developing so we can maintain our customer-centered process management system.

We operate to a MIL-105E inspection standard which has been used by the United States military. Our inspection system requires not only in-process inspections, but final inspection after assembly which helps us fulfill our goal of having fewer and fewer failures. We also have the capacity to offer calibration certificates from -40 to 400 degrees centigrade.

Our lean six sigma journey has not only transformed our production floor, it has permeated all levels of our organization. By using an ERP Manufacturing software, we have the ability to track the automation of our business processes which allows us to be flexible with last minute modifications from our customers, and promotes better communication and visibility within our organization.

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