



# MARTIN ENGINEERING

CORPORATE PROFILE

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# WHO WE ARE

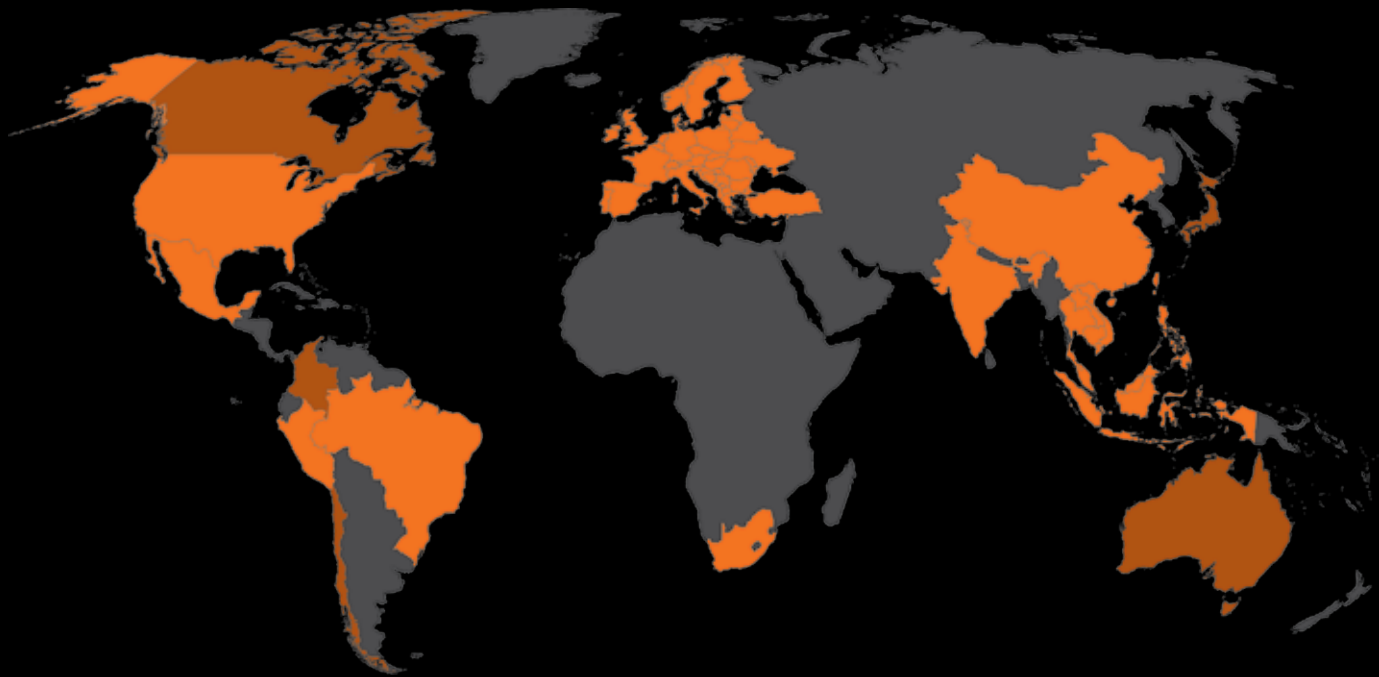
## MARTIN ENGINEERING


Established in 1944, Martin Engineering is the leading international developer, manufacturer and supplier of innovations to make the handling of bulk materials cleaner, safer and more productive. Martin offers technologies that boost flow, reduce dust and spillage, extend component life and reduce downtime, resulting in improved operating environments and increased profitability.




## GLOBAL LEADERS

Martin Engineering is headquartered in Neponset, IL. To reach our markets around the world, we have established a network of subsidiaries, licensees and representatives across the globe. Martin business locations include Mexico, Brazil, China, France, Germany, United Kingdom, South Africa, Turkey, Indonesia and India. Martin employs over 800 people world-wide.



 Business Unit

 Distributor / Licensee



## INDUSTRY EXPERTS

Our Global Team of experts from every part of the world, work together to produce and manufacture high quality products that deserve the Martin seal of approval. Our service technicians average 27 years of experience in bulk material handling. Our product engineers and development teams work side by side with our sales

and service leaders to share innovative ideas within our corporate community around the globe and to help facilitate the development of new products that make bulk material handling cleaner, safer and more productive worldwide. This experience and expertise makes Martin Engineering the leader in bulk material handling solutions.

## OUR MISSION

Martin is a worldwide leader in making bulk materials handling cleaner, safer and more productive.

## OUR VISION

To be a global team working in an environment of continuous improvement that inspires customer loyalty.

## OUR PROMISE

Delivering tough and tested innovative material handling solutions, backed by genuine and dependable industry experience since 1944.

## OUR VALUES

Our People—continuous growth of integrity, respect, diversity, knowledge and new ideas.

Our Processes—customer-centric initiatives and activities focused on continuous improvement.

Our Solutions—creation of innovative products and services for exceptionally safe and simple solutions, resulting in unwavering customer satisfaction.

# WHAT WE DO

## CONVEYOR PRODUCTS

### Belt Cleaner Solutions

To prevent carryback and the expensive problems it can cause, Martin offers the most comprehensive line of belt cleaning systems, incorporating patented designs and industry-leading materials.

### Dust Management Solutions

Martin® Dust Fighter™ products solve the problem of airborne dust by keeping fine particles in the load or by returning them to the main material body.

### Transfer Point Solutions

Martin Engineering's Transfer Point Systems upgrade belt conveyors by eliminating dust and spillage, reducing maintenance, extending component life and improving conveyor performance. These systems include low-maintenance skirtboard sealing systems, rugged impact cradles, belt support cradles, tracking devices and sealing systems. Martin also offers custom-engineered transfer point chute design and installation to optimize conveyor performance.





## FLOW AID PRODUCTS

### Air Cannon Solutions

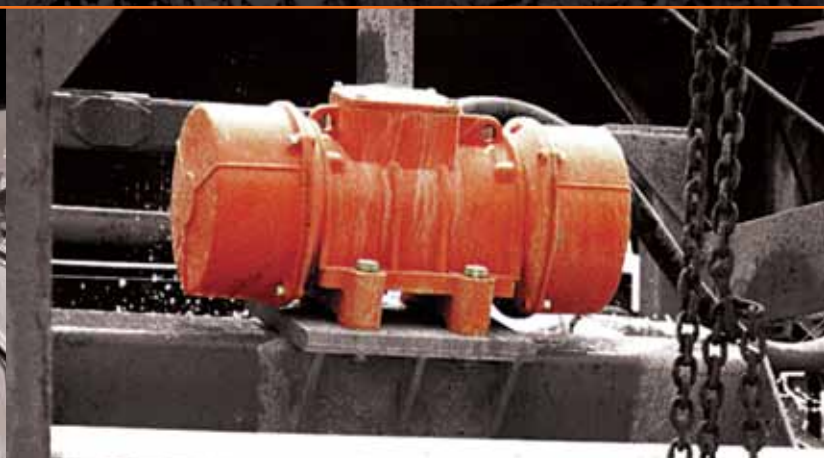
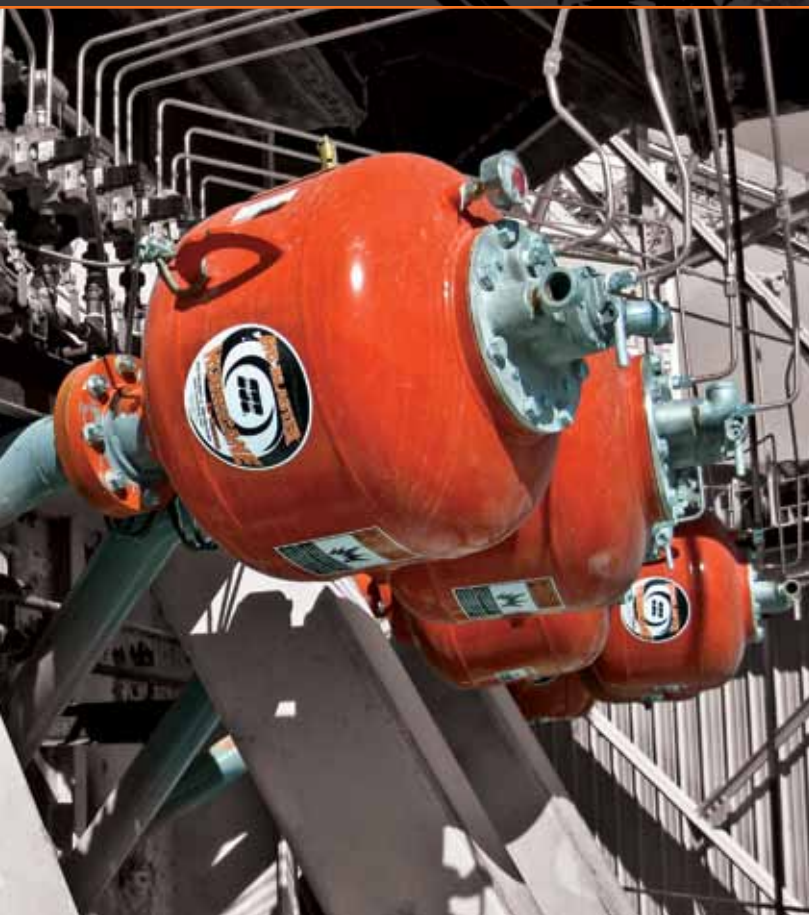
To prevent buildups and blockages in large-scale storage and process vessels, Martin® Air Cannons are the answer. Martin pioneered and patented the air cannon and today leads the industry in the development and application of these effective, economical-to-operate systems. Martin's latest innovation is the multi-port air cannon technology which incorporates one air reservoir to provide air, improving flow at a number of points in a process vessel.

### Vibration Solutions

The power of applied vibration energizes material, reducing friction against walls as well as internal particle-to-particle cohesion. Material moves more freely, effectively and consistently, making it easier to handle.

### Sonic Horn Solutions

Sonic Horns generate and magnify low-frequency, high-pressure sound waves to cause dry particulate build-up to resonate and fluidize, allowing material to be removed by constant gas flow or gravity.



# WHAT WE DO

## SOLUTIONS

### Safety Solutions

Conveyors are one of the best productivity-enhancing tools available, but conveyor injuries cost employers millions of dollars annually. The vast majority of these injuries are preventable with the right training, preparation and safety precautions. Martin's Safety First™ products are specifically designed to protect workers from hazards and risks. Foundations™ safety training is also available.

### Training Solutions

As a part of its mission, Martin published the fourth edition of Foundations™, a comprehensive book on improving belt conveyors and controlling fugitive material. Foundations™ is also the name our Training Programs. These workshops train plant personnel about belt conveyors—how they work and how to make them work better. Our new Certified Conveyor Training program digs deeper into the service and maintenance of conveyor belt operations.





## FIELD SERVICES

Martin Engineering offers a comprehensive selection of in-plant services, all focused on improving the handling of bulk materials. These specialized capabilities will impact on the productivity of an operation that can move the improvement straight to the bottom line.

### Installation Services

New construction or retrofit, from belt cleaners to engineered belt-to-belt transfers, MartinPLUS® Installation Services handles the installation of material handling systems and components on-time, on-spec and on budget.

### Specialized Maintenance Services

MartinPLUS® Specialized Maintenance Team will take ownership for the maintenance of your belt conveyors and other systems, with standard packages and customization opportunities to meet your requirements.

### Process Improvement Services

From material analysis to silo cleaning, MartinPLUS® Process Improvement Services looks for the opportunities that will make a critical difference in your plant's performance and profitability.



# WHERE WE ARE GOING

## DEVELOPING RELATIONSHIPS

Martin Engineering has a reputation for partnering with our customers to develop solutions that best suit their problems and make their jobs easier. Our Certified Conveyor Technicians are in the field working side by side with our customers and see firsthand what the issues are and how best to provide the solutions for their individual problem.

Developing strong relationships with our customers is the only way to maintain that knowledge base which continues to feed innovation in Research and Development and provide unique, practical solutions to age-old problems

## PROVIDING SOLUTIONS

Because we work so closely with our customers, we know firsthand what the problems are. Our technicians then provide this information to our Product and Development team who work continuously developing new technologies.

This innovation comes from our Center for Bulk Materials Handling Innovation (CFI). CFI is the company's home for worldwide research and new product development. CFI is the only facility of its kind and provides opportunities for Martin to develop a better understanding of bulk materials and the problems encountered in industrial processing.





## EXPANDING SERVICES

Our field service technicians are put through a comprehensive training process, unlike any other. Our Certified Conveyor Technicians are committed to providing our customers dedicated service, for the life of the product. They take ownership of your material handling systems, so you get more control over efficiency and performance.

Our Certified Conveyor Technicians provide specialized material handling expertise and focus on your complete satisfaction down to the smallest detail. This provides you with the freedom and flexibility to focus on your plant, critical processes and your bottom line.

## INCREASING ROI

At Martin, our openness to using the latest tools in information management to control costs and supply effective, high-quality products that provides a rapid return on investment to our customers. We do this by working together as a global team, advancing the way we do business through a focus on continuous improvement and innovation advancement.

We develop strong relationships with employees and customers, working as partners to solve problems. We believe in it so strongly that we support our efforts with an Absolutely No Excuses Guarantee.

***Problem Solved™***



# WE ARE MARTIN

## INNOVATION, QUALITY & SAFETY

Since its founding, Martin Engineering has remained steadfast in its mission to provide safe and innovative problem-solvers in bulk-materials handling. For nearly 65 years, we have worked to improve our global environment by controlling dust and spillage, “going green” long before it became popular.

## CORPORATE COMMITMENT

At Martin, we believe there’s more to being a leader than producing safe and innovative bulk materials handling products and technology. Our commitment to expand, develop and improve bulk materials handling through innovative solutions is

matched only by our passion and dedication to improving the world through responsible, global corporate citizenship. By operating with integrity and transparency, we build and maintain credibility and trust with our employees, customers and community.

## SOCIAL RESPONSIBILITY

At Martin, we seek to maintain high ethical standards and a culture that values honesty, integrity and transparency. As a company committed to the highest standards of product safety and customer service, Martin is driven by what is right for our customers that use our products, our employees, and the protection of the rights of workers that produce our products.



With Martin Since 2002



With Martin Since 2001

### EMPLOYEE EMPOWERMENT

Martin believes in its employees. Our employees not only take pride in their work, but take independent ownership in their responsibilities and are deeply committed to providing our customers with a positive experience.

### CUSTOMER LOYALTY

“Problem Solved” isn’t just our tagline, it’s what we do. We strive to truly know our customers and their needs so we can better understand their problem. Then we develop and deliver solutions that work; on-time and on budget, backed by our absolutely no excuses guarantee.

### CONTINUOUS IMPROVEMENT

Never satisfied with good enough, we strive to exceed your expectations by staying ahead of the curve. By utilizing the best technology, and constantly streamlining our processes whenever possible to help reduce costs and provide better products. We are continually developing best practices that identify efficiencies that apply globally, whether company-wide or industry-wide.



With Martin Since 2003



With Martin Since 1970




#### GLOBAL LOCATIONS

 UNITED STATES

 AUSTRALIA

 BRAZIL

 CHINA


 UNITED KINGDOM

 FRANCE

 GERMANY

 INDIA

 INDONESIA

 MEXICO

 PERU

 SOUTH AFRICA

 TURKEY

Authorized representatives in over 32 additional countries

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