



ARaymond Network

Rayconnect & ARaymond Corporate NA Presentation to the Rochester Hills City Council September 24, 2012

AUTOMOTIVE • INDUSTRIAL EQUIPMENT • BUILDING • ENERGIES • AGRICULTURE • LIFE •

ARaymond Network: Network of independent companies in Europe, Americas, Asia and North Africa

ARAYMOND NETWORK

MULTICULTURAL



A Network of 4800 people,
in 23 countries, across 4 continents

www.araymond.com

EXPERTISE

MORE THAN FASTENING

Advanced assembly technology

Clip fasteners

Metal and plastic and combination of the two



Assembly process

RayNICE®

Nonstop Injected Clip Equipment
RayTOOL®, assembly gun



Bonding technology

Techbond®

High performance adhesives



Electrical applications

- Tape on clips, straps,
- Protecting channels and connectors caps...



Fluid handling

- Quick connectors,
- nozzles



Communicating fasteners

- Contain RFID technology (traceability)



Global product range

>25.000 products



MORE THAN FASTENING®



LEAN BONDING®



FLUID CONNECTIONS®



ENERGETIC FASTENERS®



FASTENING NATURALLY®



FASTENING ON LIFE®

ARaymond

MORE THAN FASTENING

RESPONSIBILITY

A BETTER WORLD

We want to proactively contribute
to a better world

Added value through
creativity and innovation

Deliver to all our partners the
best quality

Increase the **motivation** of
our human resources

Reduce continuously our **CO2 emissions**
and our waste of **natural resources**



A. Raymond Network in NORTH AMERICA

FEDERATIVE

A long & proud history in Rochester Hills:

- A. Raymond, Inc founded in 1989
- Rayconnect, Inc founded in 2005
- Rayconnect, Inc facility (LEED Gold) built in 2009
- A. Raymond, Inc. acquired Tinnerman, one of the top 3 metal fastener specialists in the US founding ARaymond Tinnerman Automotive & ARaymond Tinnerman Industries in 2009
- Raynet Americas, Inc. (IT services) formed in 2009
- RayCE Americas, Inc (Advanced R&D) formed in 2009
- A. Raymond Corporate North America Formed 2009
- Expansion of the Rayconnect Facility 2010 & 2011
- Leased a space for ARTA and Raynet, Inc in RH 2011

The A. Raymond North America Network today:

- 900 employees
- Production sites in Canada, Ohio, Kentucky, Indiana & 2 in Rochester Hills
- SE Michigan (RH and Auburn Hills):
 - 286 permanent employees
 - 2 production sites in RH
 - 3 Sales & Engineering offices (2 - RH, 1 - AH)
 - 1 distribution warehouse (RH)
 - A. Raymond Tinnerman Industries, Raynet, Inc. & RayCE Offices (RH & AH)

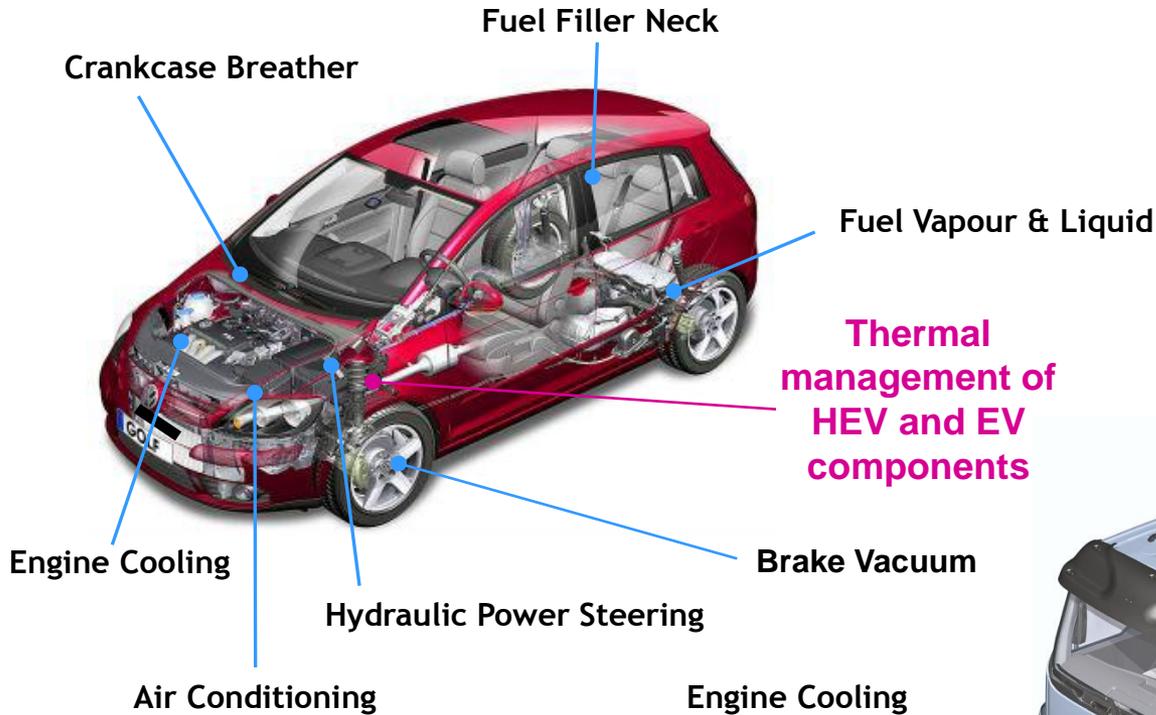


Rayconnect 

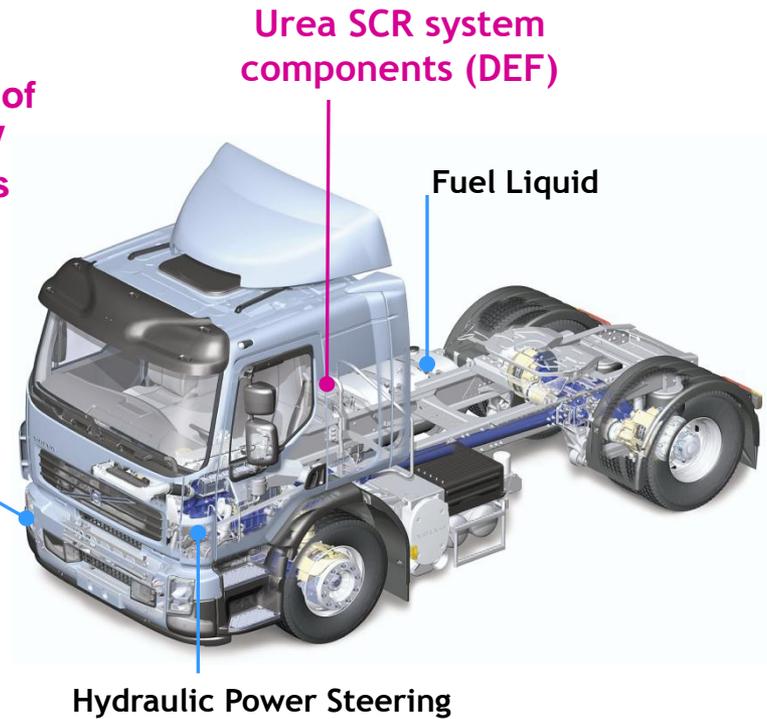
FLUID CONNECTIONS

fluid connections

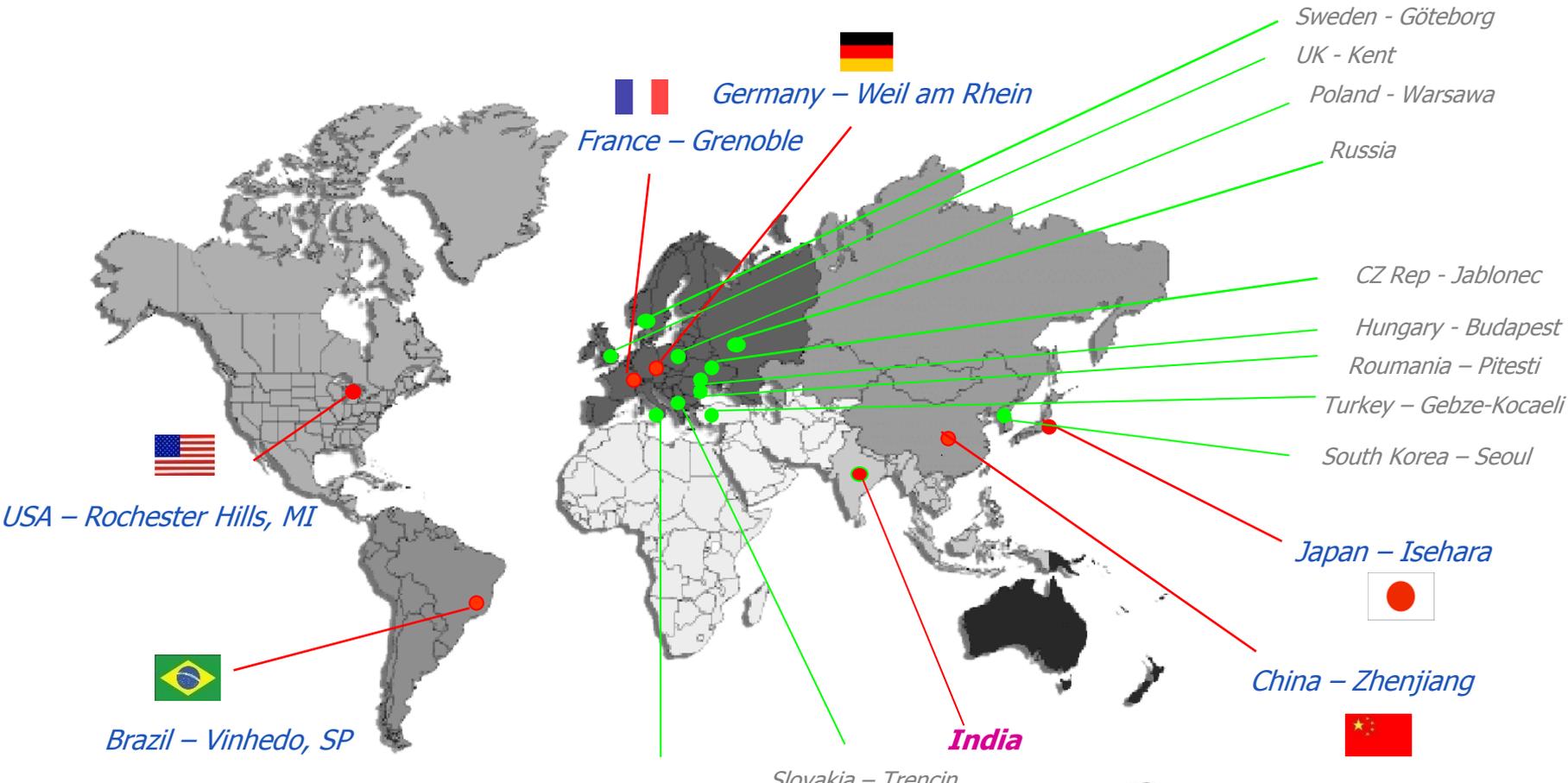
fluid connection applications



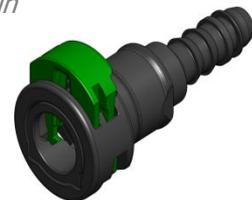
Automotive - Trucks - RV
Motorcycles - Marine



the Fluid Connection network.....Rayconnect produces over 300 million connectors globally each year



- QC manufacturing + sales
- QC sales teams
- Future sales office



Rochester Hills Facility

54,000 sqft Manufacturing Space
20,000 sqft Office Space
24x5 - 3 shift operation



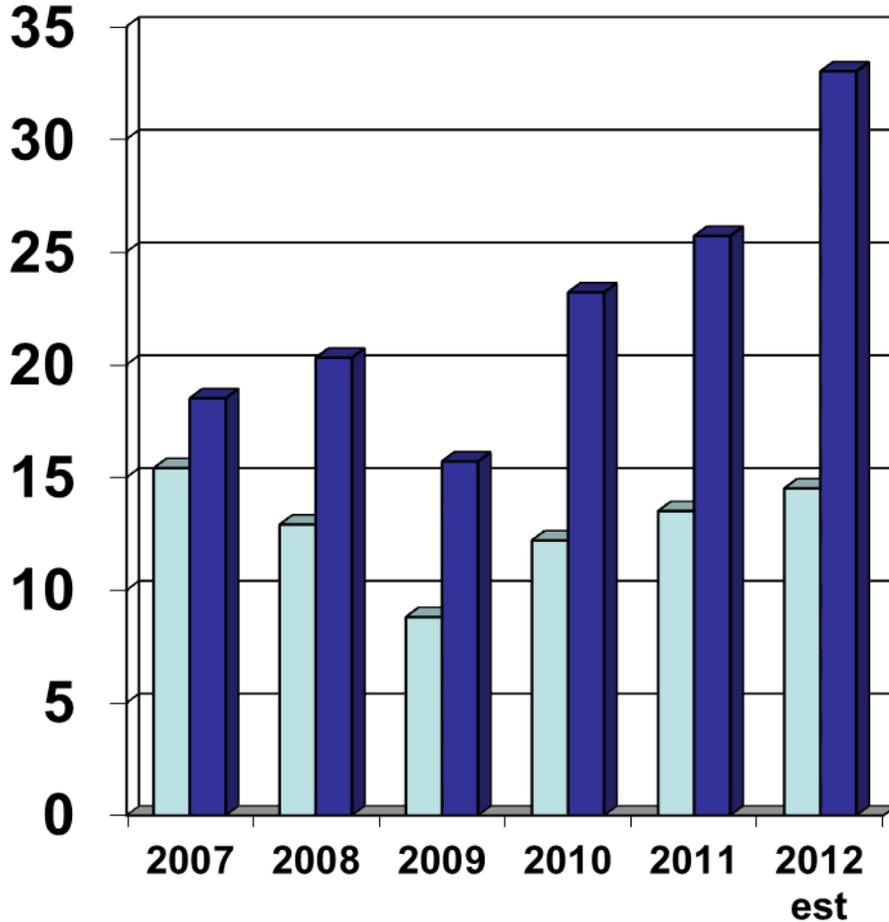
18 Injection Molding Machines



8 Assembly Machines

Rayconnect 
FLUID CONNECTIONS

Rayconnect Sales Growth



- Rayconnect has continued to gain market share

□ Vehicle Production (#) ■ RCI Sales (\$)

Rayconnect, Inc. Investment

- The table below shows investments in millions
- \$1.25 M assembly machine ordered in 2011 for delivery in March 2012. \$700k paid in 2011 as progress payments not included in the actual investment figure.
- The recession led to a delay in the purchase of the assembly machine. Including this equipment now on the manufacturing floor, the pledged equipment has been exceeded by \$703k.

	Pledged	2009	2010	2011	2012	Actual
Building (without land)	\$9.184	\$9.407	\$0.849	\$0.517	\$0.000	\$10.772
Equipment	\$5.351	\$1.447	\$2.107	\$0.840	\$1.660	\$6.054
Total Investment	\$14.535	\$10.854	\$2.956	\$1.357	\$1.660	\$16.827

Summary

In closing.....

- Recession delayed timing on some Equipment Investment
- Total Investments to date exceed commitments
- Retained 60 jobs and added 37 (Including 16 FT Temporary) since moving into the new building
- Additional jobs (25) moved to Austin Ave as a result of finishing NA corporate office on 2nd level

Thank You!