



ARaymond Network

Rayconnect Presentation to the Rochester Hills City Council December 9, 2013

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 5000 people,
in 23 countries, across 4 continents

www.araymond.com

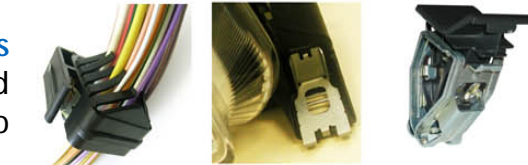
EXPERTISE

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

Raymond Network in NORTH AMERICA

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 Office 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)

Rochester Hills Facility

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



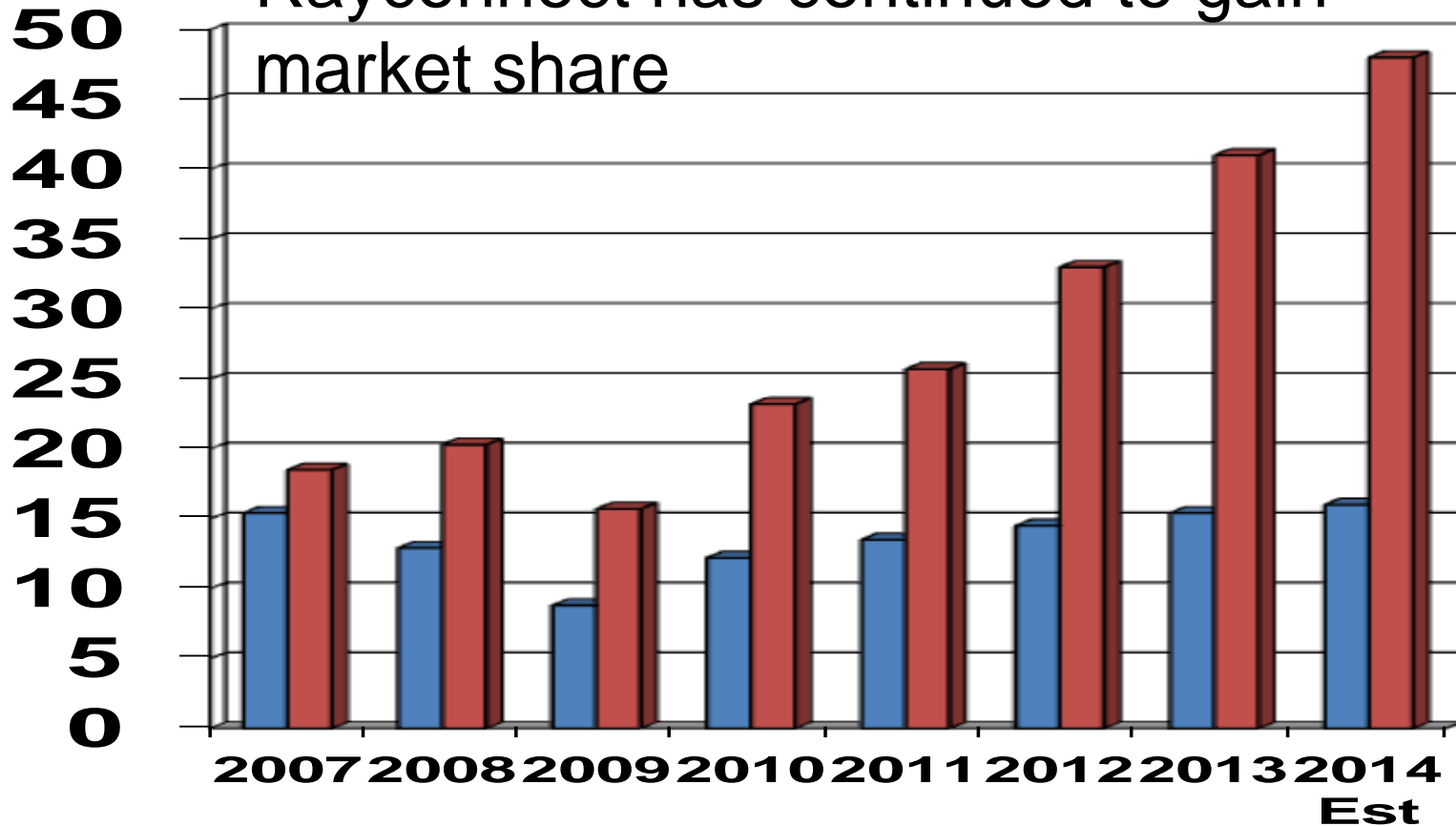
24 Injection Molding Machines



9 Assembly Machines

Rayconnect Sales Growth

- Rayconnect has continued to gain market share

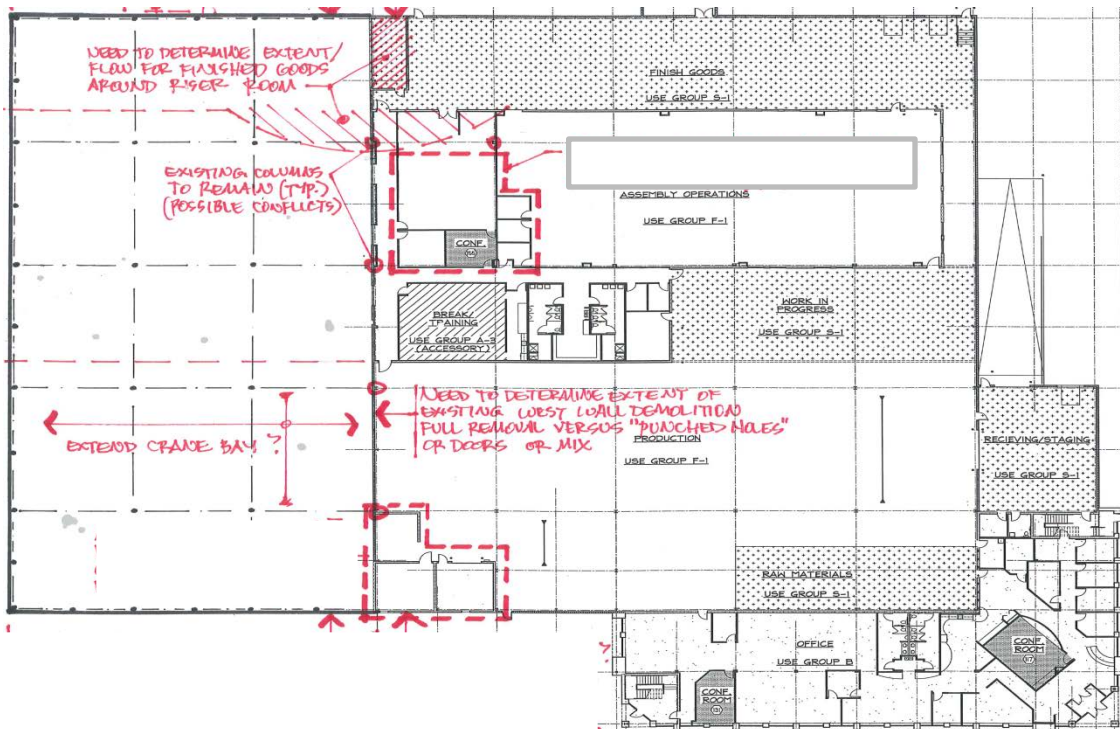


■ Vehicle Production (#) ■ RCI Sales (\$)

Investment – Real Property

Addition of approx. 30,000 sq. ft.
manufacturing and warehouse space

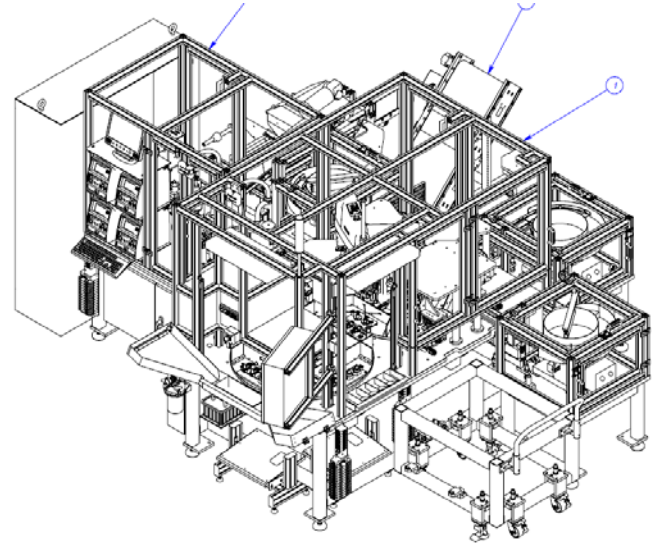
Investment of approx \$2.6 Million



Investment – Personal Property

**Total Investment of approx.
over \$ 9 million**

- High Speed Automated Assembly Machines – Assemble Final product from Molded components
- Fully Electric Injection Molding Machines – Produce components to be assembled
- Injection Molds (Tools) and other Auxiliary Equipment – Produce components to be assembled



Job Creation

Addition of 60 Jobs over 2 years

- Highly skilled Production Technicians to operate Molding and Assembly Machines
- Maintenance Technicians
- Engineers
- Supply Chain and Logistics
- Finance and Administrative

Summary

In closing.....

- Thanks in part to the previous abatement, Rayconnect has been able to remain cost competitive while staying in Rochester Hills and grow the business
- History of exceeding our commitments and influencing sister divisions to remain in Rochester Hills
- Strong growth potential with exciting new products in development for automotive and non-automotive applications
- Must remain cost competitive to maintain the growth

Thank You!