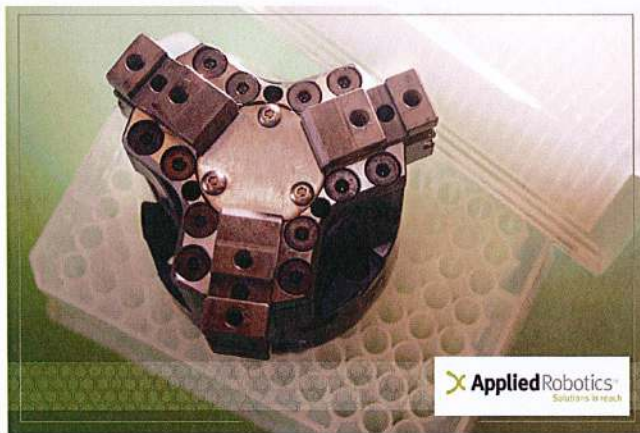


Needles Some Help? Solutions in reach.

On a routine customer check in, one of our regional managers contacted a customer who is a leading global provider of medical devices for the hospital, emergency, home and specialist environments to see how things were going. Our regional manager learned that this customer went through 300-400 grippers a year in their facilities. These grippers couldn't keep up with the work and were wearing out. They were overwhelmed by the number of cycles expected of them.

The Applied Robotics regional manager then spent time in several plants and he discovered that the customer already had some of our pneumatic grippers in their manufacturing facilities. The customer was very pleased with how they performed; cycle after cycle and year after year. In fact, they were out performing every other gripper and tooling in their plants! The ARI regional manager told then the problem grippers could easily be replaced by our more robust and dependable grippers.

Performing a cost analysis we discovered that this customer, whose products are used during critical and intensive care, surgery, post-operative care during recovery, and in a series of high-end home infusion therapies, was spending \$180,000 a year on the repair and replacement of these worn and broken grippers and that Applied Robotics could save them over \$200,000 a year with our grippers.



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