



C.O.W. INDUSTRIES, INC.
1875 Progress Avenue
Columbus, Ohio 43207



Greetings,

C.O.W. Industries is a HVLV (High Variety, Low Volume) contract manufacturer of precision metal products and we are very interested in doing business with your organization. We have the ability to weld, machine, fabricate, finish and assemble under one roof. Experience indicates that our customers do place a dollar value on C.O.W.'s quality, support of lean operations, inventory control systems and reduced lead times.

We are interested in both small and large contract opportunities. We have made enclosures for telecommunications and media equipment, control panels, banking enclosures, measuring systems and process control systems. We also offer rapid prototyping for your metal products.

C.O.W. Industries was established in 1911. We are proud to be employee-owned (ESOP) and feel that companies such as ours hold a distinct advantage over our competitors. For example, it is our culture to continuously improve our speed-to-market. As a result our customers range from multi-national corporations to a select group of smaller firms. Our customers include American Electric Power, Anixter, Celestica, Alcatel-Lucent, and Tyco. Our products are delivered world-wide.

If we can be of any assistance, please contact our Sales Department at 614.445.5510 or feel free to contact me personally.

Best regards,

John Burns
President and C.E.O.

614.445.5504 (direct)
john.burns@cowind.com

For over nine decades C.O.W. Industries has steadily increased the scope and scale of its operations and invested in state-of-the-art technology to remain at the forefront of its industry. Today, our capabilities are as diverse as our customers.

We provide a full range of services – from engineering and fabrication to machining and finishing, we provide products and components that our customers in all industries can stake their reputations on.

Products as diverse as:

- > Weapons systems
- > Refrigeration cases
- > Measuring equipment
- > Telecommunication frames
- > Process control equipment
- > Conveyor systems
- > Electronic control systems
- > Electrical chassis
- > Computer enclosures
- > Retail display units
- > Banking enclosures

In an era of single-source and full-service vendors, you might think that C.O.W. Industries is just another name on the long list of precision fabrication companies.

We're a lot of things, but one thing our customer's know is that we're not "just another" qualified vendor.

We see and do things differently. Each project is unique and requires the special problem solving capacity that we've developed and refined through years of experience.

In short, it's our attention to details and most undeniably our full-service capabilities that set us apart.



Sheet Metal Fabrication

C.O.W. offers complete sheet metal fabrication capabilities from engineering through assembly and finishing.

Fabricating individual, custom components is the heart of our operation.

Our professionals are backed by state-of-the-art equipment for all processes.

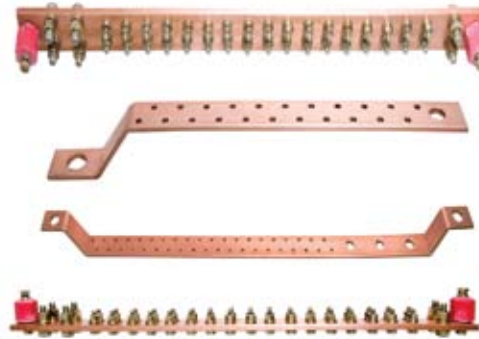


Processes

Shearing
CNC Punching
CNC Laser Cutting
CNC Forming
Tapping & Drilling
Hardware Insertion
MIG Welding
TIG Welding
Grinding
Resistance Welding
Assembly

Materials

Steel
Galvanized Steel
Stainless Steel
Aluminum
Copper
Brass
Alloy



Machining

Utilizing conventional and CNC equipment we machine prototype, short run, production and repair parts to meet your engineering specifications and time frame.

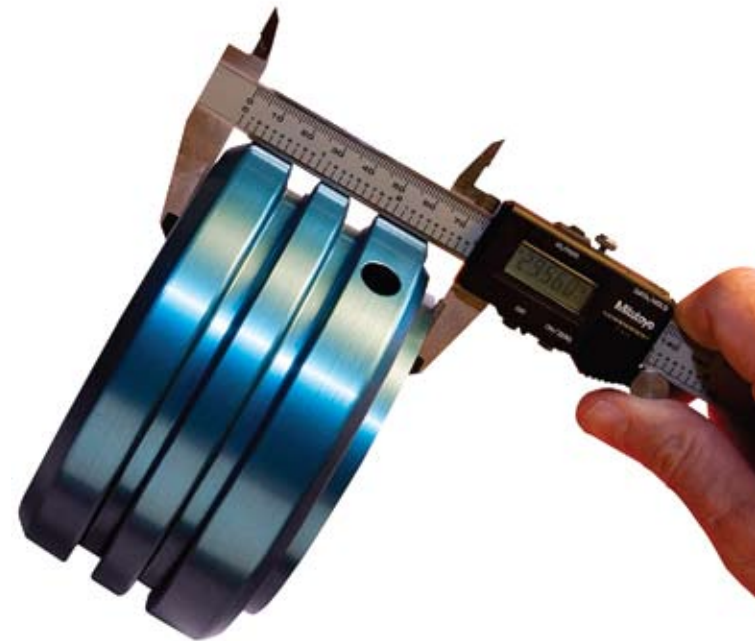
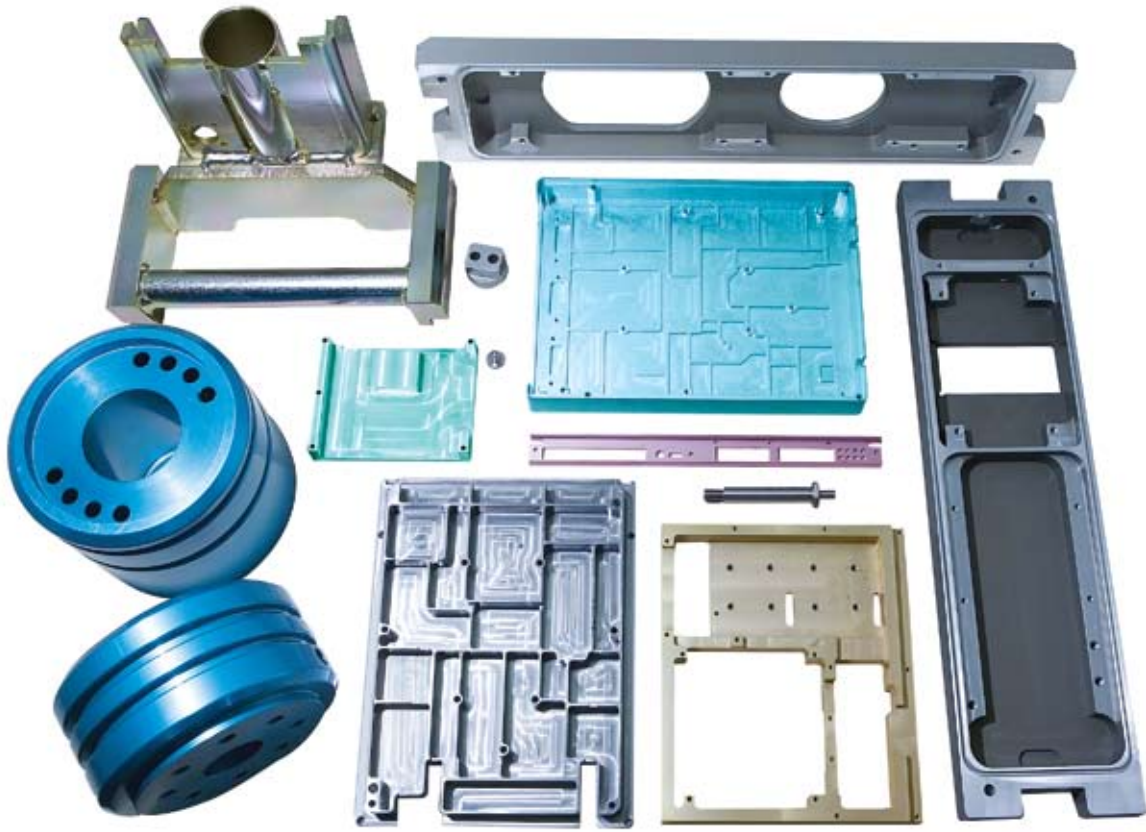


Processes

CNC Turning
CNC Milling
Drilling
Tapping
Saw Cutting
Hardware Insertion
MIG Welding
TIG Welding
Resistance Welding
Assembly

Materials

Steel
Stainless Steel
Aluminum
Copper
Brass
Alloy
Polyethylene
ABS
Acrylic
Polycarbonate



 ***C.O.W. Industries, Inc.***

Engineering

C.O.W.'s Engineering Department is staffed by qualified, professional personnel, who oversee projects from start to finish.

C.O.W. uses Pro/ENGINEER, AutoCAD, SmartCAM and FabriWIN to convert 2 and 3-dimensional CAD graphics into CNC machine code for fabrication and machining equipment.

This process allows C.O.W. to fabricate or machine nearly any part with extreme precision to fit the tightest of tolerances.



Finishing

Whether your components require a paint finish, plating or polishing, we provide the resources to complete this critical operation with perfect results.

Six paint booths (for powder coating and wet spray), a five-stage washer, batch and continuous ovens, and over 2000 feet of conveyor allow us the flexibility and capacity to offer you the shortest lead time possible.



Substrates

Cold Rolled Steel
Hot Rolled Steel
Paint Grip
Galvaneal
Many Plated Steels
Chromated Aluminum
Aluminum Mill Stock
Aluminum Castings

Powder Types

Polyester
TGIC
Epoxy
Urethane
Nylon
Hybrid

Finishes

Smooth
Texture
Wrinkle
Clear
Fluorescent
Pearlescent
Glitter
Candy
Special Effects
Custom Colors
Hammer Tone
Special Formulations



Assembly

After the fabrication is done, our Assembly Department will take over and put it all together. Next, our packaging and shipping associates will see that your parts or assembled components are securely packaged, clearly marked and sent out per your instructions.



**YOU'RE MISSING OUT IF
C.O.W. INDUSTRIES
IS NOT YOUR SUPPLIER OF CHOICE!**

➤ Dependable and accurate deliveries – Promise dates you can rely on. Delivery performance consistently near 100% to our promise date, and in the upper 90% range to customer request date

➤ Demand Pull, Consignment and Dock-to-Shop inventory management programs providing product delivery in 48-hours or less

➤ Average lead-time is less than five business days from purchase order receipt to customer's dock

➤ We wow our customers by rapidly responding to their prototype needs

➤ Ability to effectively manage constraints, enabling quick response to design and quantity changes

➤ Design-For-Manufacturing capabilities – suggesting methods to improve product design and quality, and therefore resulting in lower costs while increasing your competitiveness

➤ A highly skilled, experienced, and cross-trained staff that has the flexibility required to meet your tight schedules and quick turnaround requests

➤ The latest manufacturing equipment and engineering software

➤ \$1,500,000 state-of-the-art powder paint line with five-stage wash system

➤ A diverse customer base resulting in years of experience in serving a wide variety of markets





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**C.O.W.'s Mission is to be successful by
working TOGETHER to WOW our
customers.**

**We provide products and services faster,
better, and simpler.**