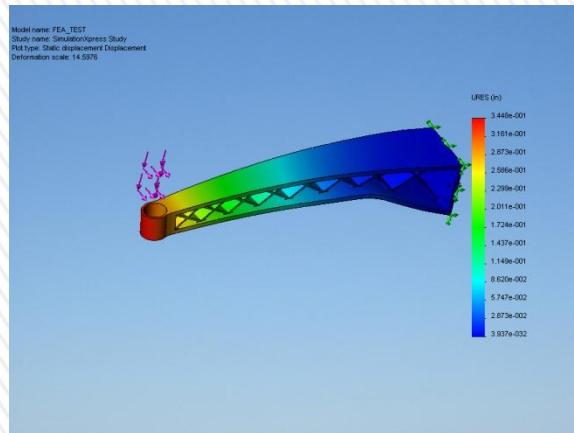
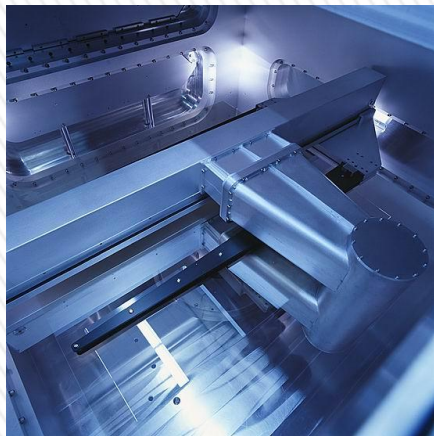




Guiding Your Ideas Forward



True North Automation LLC

Project Title: True North Automation Overview

Author: Dennis Poole, Jason Bryant

Date: 3/3/11



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Introduction

- True North was founded in 2010 by two graduates from the University of Maine, Dennis Poole and Jason Bryant.
- Dennis and Jason have successfully launched products in multiple industries, most recently semiconductor robotics and medical instruments.
- Over the past 15 years both have held the title of Engineering Manager and Principal Engineer.
- This experience makes them understand the demands on engineering managers.



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Capability 

- Expert in Machine Design and Development
 - ✓ Brainstorming mechanical concepts
 - ✓ Development of requirements and specifications
 - ✓ Creation of conceptual CAD models
 - ✓ Facilitate reviews concept through detail design
 - ✓ Analyze machine elements for things like
 - Stress
 - life
 - deflection
 - vibration
 - fatigue
 - maintenance
 - ✓ Design for Manufacturability
 - Poke-Yoke,
 - tolerance stack-up,
 - alignment,
 - teaching,
 - fixturing



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- ✓ Fundamental understanding of Fabrication techniques
 - Machining
 - extruding
 - welding
 - brazing
 - stamping
 - spinning

- ✓ Automation and mechanization
 - Stepper and Servo motors
 - encoders,
 - pneumatics,
 - hydraulics

- ✓ Detailed Drawings
- ✓ Geometrical Dimensioning and Tolerancing
- ✓ Reports and documentation
- ✓ Costed BOMs
- ✓ Project Management
 - Schedules
 - resources
 - material



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Methodology

- True North Automation has the ability to expand from two resources to five through the use of strategic partners
- True North Automation's partners are very similar companies with similar visions and complimentary skill sets
- True North Automation was created with the sole purpose of producing high quality machine design and analysis for our clients



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Business Approach

- True North Automation will provide services or solutions
 - ✓ We are able to provide a fixed price quote for system development from concept through prototype testing
 - ✓ We are willing to provide services on a “time and material” basis as needed
- True North Automation is a service organization with the goal of making you successful through machine design and development



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Competitive Advantage



- Value
 - ✓ We produce the right answer
 - ✓ We provide more output per dollar
- True North Automation adds value by:
 - ✓ Listening to what our clients needs and providing only the services or solutions you need
 - ✓ Keeping cost low by keeping overheads low
 - ✓ Being more efficient, by working as a small focused team