

## Corporate Backgrounder

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Focused exclusively on developing products for the industrial manufacturing environment, Vorne specializes in products that improve manufacturing performance with minimal disruption to existing infrastructure. Vorne is relentless in looking for ways to help companies successfully improve their manufacturing productivity.

Vorne extensively researches lean manufacturing best practices, and constantly folds research results and customer feedback into the product development process. Product innovations include a wide range of visual displays with tightly integrated data collection and performance management features (providing data from the shop floor to the top floor), Visual OEE™ (a highly visible real-time score for manufacturing efficiency), and “bolt-on” production monitors that provide key performance indicators and metrics while installing non-intrusively on virtually any manufacturing process (after all, tracking downtime shouldn’t create downtime!).

Vorne’s goal is to continually bring innovative products to market that improve our customers’ bottom line through enhanced awareness of manufacturing performance. Products that enable manufacturers to produce more with what they have – in less time and with better quality.

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### VORNE AT A GLANCE

- **Founded** 1970
- **Headquarters** Itasca, Illinois USA
- **Ownership** Privately Held
- **Financial** D&B 04-658-1153 (very strong financials, highest credit rating in its class)
- **Product Focus** Visual Displays and Productivity Tools

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### OUR PRODUCTS

Vorne specializes in intelligent display products, data acquisition devices, and performance management tools that can be rapidly installed with a minimal commitment of time and money. Our research has shown an intense desire for productivity improvement at most companies that at the same time must contend against very limited resources to devote to such projects. The market demands agile solutions that are simple to install, easy to understand, and fast to show results.

Vorne products provide totally integrated solutions for performance management, while maintaining an open architecture that allows them to seamlessly interface to enterprise systems. This allows manufacturers of all sizes to capitalize on the availability of real-time production data throughout the enterprise.

Vorne products fall into four distinct categories:

- **Production Monitors** – Vorne’s flagship products combine a visual display for real-time presentation of key information and performance indicators to the plant-floor, with a comprehensive automated production monitor that generates 100+ metrics in real-time.
- **Large Digital Displays** – Intelligent models for a wide range of process variables (e.g. count, rate, downtime, and efficiency) as well as slave displays (e.g. serial, analog), all available with 4” to 12” characters.
- **Large Alphanumeric Displays** – Rugged alphanumeric displays designed specifically for industrial applications with 2” to 4.5” characters and an easy to implement ASCII protocol.
- **Panel Message Displays** – Panel message displays with serial and parallel interfaces, free programming software, and highly-visible vacuum fluorescent display technology.

100% of production goes through an elevated temperature burn-in, and multiple stage quality assurance checks. Additionally, all Vorne products are backed by an industry-leading limited three year warranty.

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## OUR MARKETS

Vorne's markets are broad and diverse, as enhancing productivity is a front-line topic at virtually every manufacturing facility.

Vorne's principal market is discrete manufacturing operations. Key market segments include: Aerospace, Automotive, Consumer Durables, Distribution/Warehousing, Food Manufacturing, Forest Products, Glass Products, Industrial Goods, Material Handling, Metal Forming & Stamping, Packaged Goods, Pharmaceuticals, Printing, Pulp & Paper and Textiles.

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## OUR STRENGTHS

Vorne's strengths flow from the customer. Vorne customers are determined to become more efficient in their manufacturing processes, and Vorne mirrors this with an extremely tight focus on a lean approach to improving productivity – our *Lean Approach to Lean™*.

Vorne follows a rigorous, almost perfectionist, agile development process that revolves around the customer. A very close relationship with select visionary customers allows Vorne to craft products with feature sets that truly match the needs of the industry, and with benefits that provide tangible results – such as 20 to 30% improvements in productivity.

*"Your displays paid for themselves in just three days of production! We went from an average of 70% throughput to an amazing 98% in just a couple days."*

**T.M. | Manufacturing Engineer | Automotive Interior Supplier**

All Vorne sales personnel are highly technical and trained to understand the language, concepts, and processes of manufacturing. Companies doing business with Vorne are consistently surprised by the depth of knowledge our sales personnel have in the principles and practices of lean manufacturing. Vorne salespeople produce extensive lean training materials and speak at technical conferences focused on lean manufacturing.

Technical support has the same customer focus. Support is provided by degreed engineers, with expert knowledge and capabilities that respect the value of the caller's time.

*"Your engineer was very professional and an obvious expert. Unquestionably the best service I have ever had."*

**S.T. | Controls Engineer | Leading Industrial Controls Manufacturer**

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## OUR CUSTOMERS

Over ten thousand companies world-wide use Vorne products to improve manufacturing performance. In fact, the great majority of Vorne's business comes from its existing customer base through repeat orders and referrals, and its customers are involved in the manufacture and/or distribution of nearly every product imaginable. Here is a sampling of some well-known Vorne customers:

|                   |               |                 |                   |              |                   |
|-------------------|---------------|-----------------|-------------------|--------------|-------------------|
| 3M                | Dell Computer | General Mills   | Intel Corporation | Maytag       | Proctor & Gamble  |
| Amazon.com        | DuPont        | General Motors  | Kohler Co.        | Monsanto     | Rolls-Royce       |
| Boeing            | Eastman Kodak | Gillette        | Kraft Foods       | Motorola     | Sony Corporation  |
| Bosch             | Exxon Mobil   | Goodyear Tire   | Levi Strauss      | Nabisco      | Starbucks         |
| Caterpillar       | FedEx         | Harley-Davidson | Little Tikes      | NASA         | Technicolor       |
| Coca-Cola         | Ford Motor    | Hershey Foods   | Lockheed Martin   | Nestlé Foods | Universal Studios |
| Colgate Palmolive | Frito-Lay     | Honda Motor     | Lucent            | PepsiCo      | UPS               |
| Daimler-Chrysler  | GE            | Honeywell       | M & M Mars        | Pfizer       | Whirlpool         |

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## MORE INFORMATION

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