

# Scrutinizing your vendors has never been more important than now. Kollmorgen is up to the test.

**In the current economic climate, it's prudent to exercise care in selecting suppliers.** Managing supplier risk to ensure continuity of supply is crucial. We welcome that scrutiny with absolute confidence in our strength. We're sure of our financial footing and operational agility. **You should be, too.**

## Confidence Checklist:

- ✓ Is your supplier financially stable enough to withstand the current economic downturn?
- ✓ Does your supplier continually maintain a positive cash flow?
- ✓ Does your supplier scrutinize its suppliers?
- ✓ Is your supplier investing in innovation and new products despite current economic conditions?
- ✓ Has your supplier recently received positive ratings from financial analysts?
- ✓ Does your supplier manufacture near your destination markets?

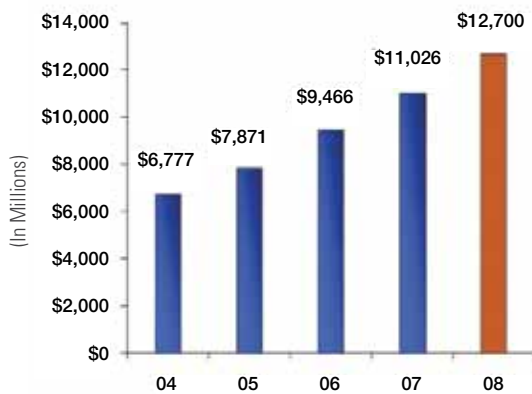


### Leverage Our Process of Continuous Improvement.

**Danaher Business System.** This is our proven model that drives the company to a never-ending cycle of continuous improvement in quality, delivery, cost and innovation. It's based on the Japanese principle of "kaizen" or continuous improvement. Using world-class tools, cross-disciplinary teams of exceptional people create and improve processes that result in superior performance.

### Feel Secure About Our Financial Strength.

As a company within Danaher Corporation, we're part of a consistently strong global entity. In making global expansion a priority, Danaher affords us great operational stability via diverse revenue streams that offset economic trends in individual countries. In addition, our strong commitment to innovation and new product development helps us stay extremely adaptable and competitive.



- Danaher Corporation has shown four-fold revenue growth from 1998-2008
- Seventeen consecutive years of Free Cash Flow greater than Net Income
- Billions of dollars in purchasing leverage to keep costs low and drive value

### Minimize Risk with our Global Manufacturing Footprint.

- We have engineering centers of excellence and customer service in all major regions of the world supporting our global customers' needs.
- We have low-cost manufacturing facilities in North America, Middle East, Europe and Asia ensuring cost-effectiveness, continuity, and timeliness of supply.
- Our global supply chain, with multiple sources, provides greater flexibility and reduces your risk in this turbulent financial time.

### Benefit from Our Strong Commitment to You.

We are in this together. Working as partners, we can remain vital and come out ahead after the current financial storm. Everything we do is geared at keeping you competitive by offering you great value, quality products and unparalleled application expertise.

In addition, we are in the midst of launching a new automation platform that will allow you to deliver new, better solutions to market faster and more easily. Ask us how we can help you take advantage of our new Kollmorgen Automation Suite™. Visit [www.kollmorgen.com](http://www.kollmorgen.com) to learn more.

When you consider everything, Kollmorgen is the kind of low-risk partner you need now. Choose wisely. Choose Kollmorgen.