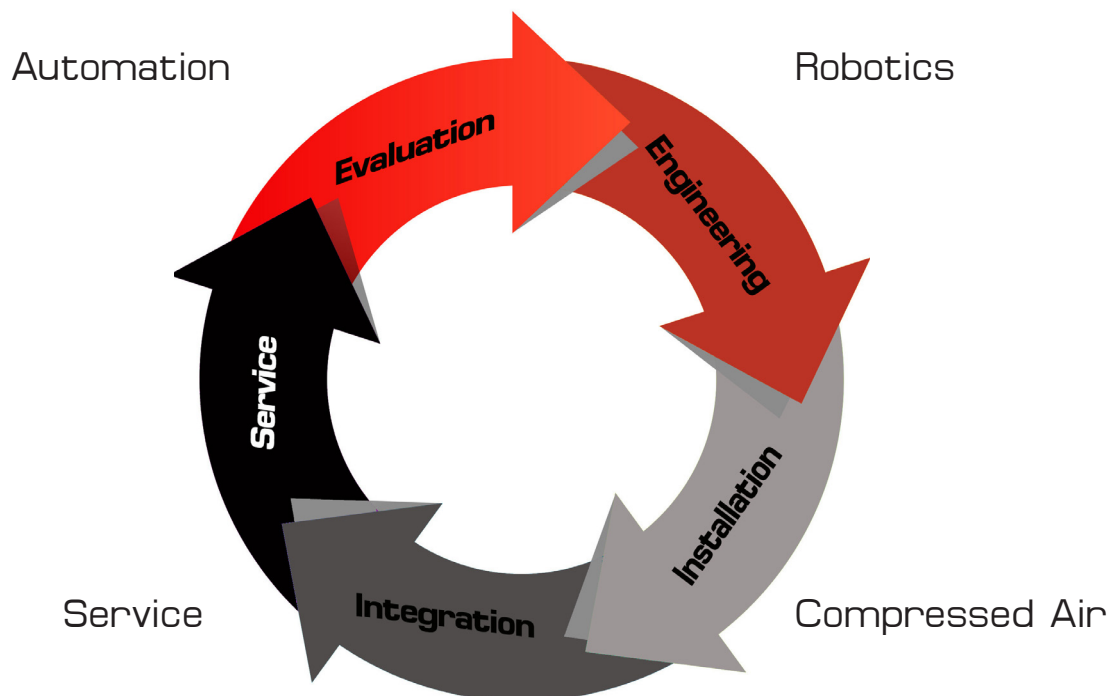


# JHFOSTER

John Henry Foster.com

Automation • Robotics • Compressed Air • Service

## What JHFoster Does and Our Process



# John Henry Foster

At John Henry Foster (JHFoster), we help you work faster, smarter and more efficiently through our products and services. We are your one-source distributor and service provider for automation, robotics and compressed air systems. Our four areas of focus:



**Automation**



**Robotics**



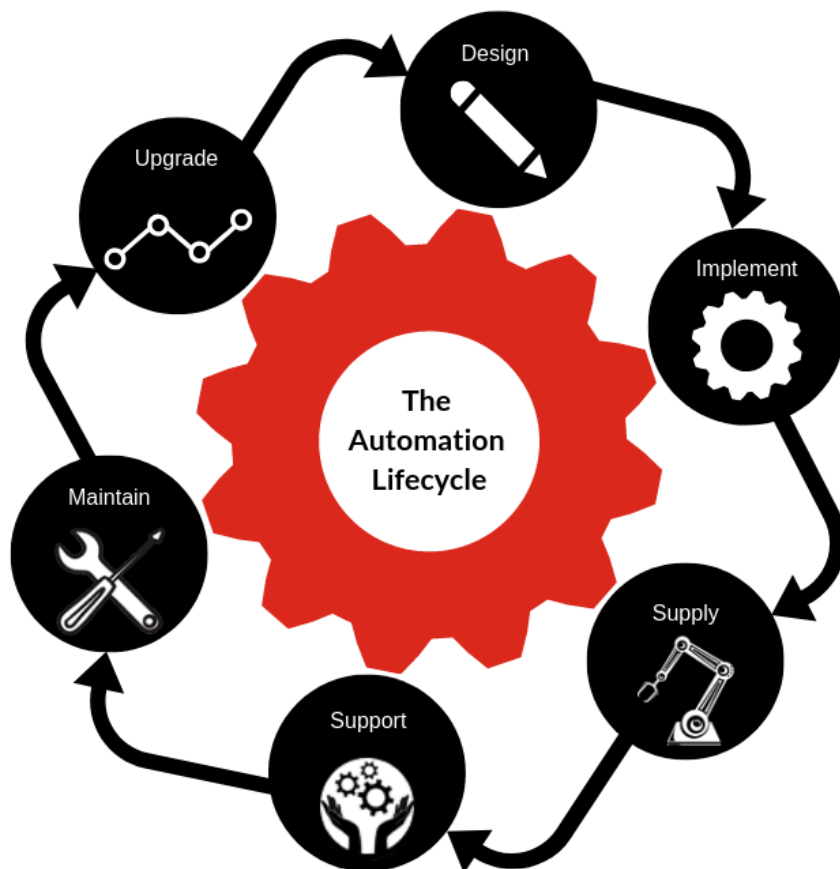
**Compressed Air**



**Service**

## WE CAN HELP YOU ANYWHERE ON YOUR PROJECT JOURNEY

Regardless of your industry, we're here to guide you through your automation project journey. From traditional industrial applications to leading edge technologies, we can help you stay ahead of the competition and discover new ways to automate every process within your company. Wherever you are on the automation lifecycle, there is no pre-determined starting point. We meet you at any phase.



## AUTOMATION



John Henry Foster's mission is to partner with businesses like yours to reduce costs and increase efficiencies. We can help engineer new ways to automate your production through our specialized products and services. Establishing a vision of automating your processes and application provides clear ROI calculations resulting in payback periods sometimes in under three years.

Read more below for ways we can help you find solutions to all your automation needs.



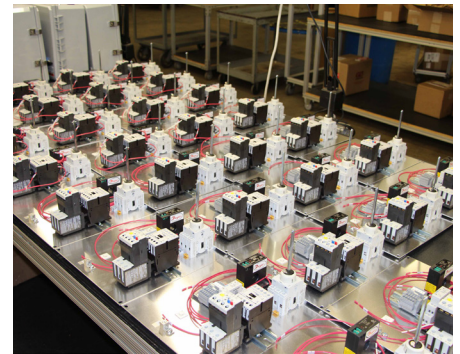
### Evaluate Your Automation Solution

We can help you navigate the tools available to determine which components best optimize your automation processes. Our team can then integrate the right parts for the job.



### Automation Engineering

JHFoster's engineers can develop any solution necessary for your specified automation goals. We prioritize your projects to provide you with all the support and products you need to make your goals a working reality.



### Automation Installation

Whether you are replacing a single machine or focusing on an automation project, JHFoster takes care of the design, layout and successful equipment installation for you.



### Automation Integration

We are focused on meeting or exceeding your unique business requirements using multiple pieces and systems that integrate seamlessly together.



### Service on Automation

JHFoster offers remote and on-site service for your automation needs. Your systems and related gear are an integral part of your operation, and our teams will work with yours.



### Automation Equipment and Parts

We analyze what your automation needs are, your existing parts, current processes, and your present environments to provide you with the best automation parts to integrate into your systems.



# What We Do

## ROBOTICS

Today's robotic automation is redefining the manufacturing process as we know it. From assembly to painting, screw-driving to labeling, packing to polishing, and injection molding to welding, robotic automation is here to improve production demands. JHFoster distributes a wide selection of 1-6 axis robots (Linear, Scara, Traditional, Collaborative and more) that are easy to program, operational in under a day, and require minimal coding all designed to help you achieve as much long-term value as possible.



### Evaluate Your Robotic Solution

Our team has the technical experience to guide you through an over-the-phone conversation or a walk-through of your facility pointing out applications that could be automated and the ROI with a robot.



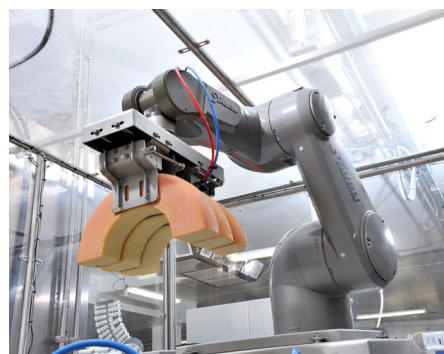
### Robotic Engineering

Robotic automation can be a game changer for your company. We provide cost-effective solutions and tailor standard products to your specific application needs.



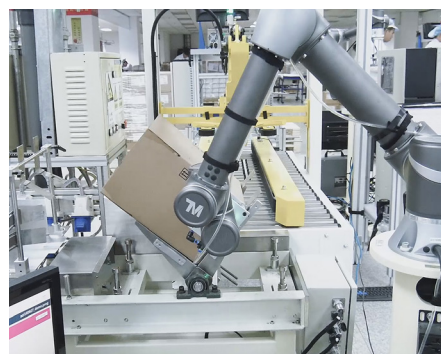
### Robotics Installation

You may be replacing one machine with a robot or installing an entire automation project, but either way JHFoster is ready to design a layout and implement the right equipment installation for you.



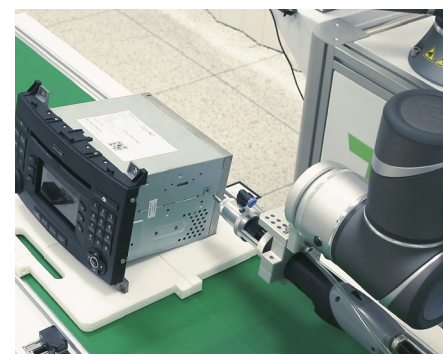
### Robotic Integration

Our solutions are prepared by engineers prepared to meet or exceed your specified business requirements. These solutions are integrated with many pieces and systems to create one unified running system.



### Service on Robotics

JHFoster offers you remote as well as onsite service opportunities because your robotic systems support the daily functions of your company's operations.



### Industrial Robots and Accessories

Our vast line of industrial robotics and robotic accessories specialize in reducing engineering time for custom tooling, design and programming.

## COMPRESSED AIR

Most plant managers and engineers are aware that compressed air represents one of the largest and most frequent opportunities for energy reduction, but what they might not realize is that it can comprise up to 10%, and possibly more, of their total energy bill. The potential for energy savings is clear.



John Henry Foster specializes in compressed air system design and operation and can help you navigate your journey towards maximizing the efficiency of your air compressor system. Our expertise and knowledge of where and how to begin will aid you in making your business more efficient leading to substantial savings.



### Evaluate Your Compressed Air Solution

Have you thought of conducting an energy evaluation but don't know where to start or understand the overall process? We can help.



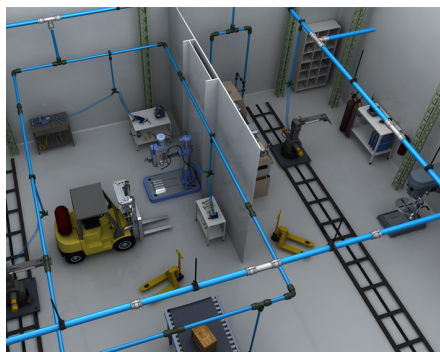
### Compressed Air Engineering

We know you are focused on cost-effective solutions to your current compressed air goals. JHFoster provides you with modification of standard products and current systems to fit your needs.



### Compressed Air Installation

JHFoster will be aware of power requirements, sizing and fit to be sure your overall investments are safe. We can help you in replacing a single machine or tackling an entire compressed air systems project



### Compressed Air Integration

Our engineers see your compressed air products through the end to be sure every mechanism is working seamlessly together.



### Service on Compressed Air

Our in-house support offers service for your compressed air systems to offer you on-demand assistance with efficient, simple and innovational support.



### Compressed Air Equipment and Parts

Our equipment and parts are chosen for their ability to provide flexibility, durability and ease of use when utilizing your compressed air system.



# What We Do

## SERVICE

Proper maintenance is crucial to maintaining not only the performance and efficiency of your automation, robotic and air compressor system, but also to maximize the life expectancy of it. Don't wait until poor performance, increased energy costs or a total shutdown has you scrambling for help. JHFoster is your trusted single source for all your maintenance, parts and service needs and we service most brands of compressed air and robotic equipment in Minnesota, North Dakota, South Dakota, Wisconsin and northern Iowa.



We offer the complete package when it comes to servicing your equipment.

- Our technicians have extensive and on-going training to keep up-to-date on the latest service requirements
- 24/7 emergency service is available to minimize unexpected and costly downtime
- Our service vehicles are fully stocked with a vast selection of repair parts and lubricants
- We offer our Compressed Air Service Protection Plan or Parts Program tailored to your specific requirements to help you stay focused on your business, not maintenance or repairs
- We employ "ASSE 6040" certified technicians for medical servicing
- We maintain a vast inventory of compressor units, parts and accessories to ensure optimal performance of your compressed air and automation system



### Service on Automation

Our engineers see your compressed air products through the end to be sure every mechanism is working seamlessly together.



### Service on Compressed Air Systems

Our in-house support offers service for your compressed air systems to offer you on-demand assistance with efficient, simple and innovational support.



### Service on Robotics

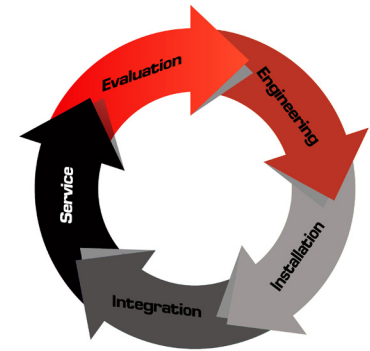
Our equipment and parts are chosen for their ability to provide flexibility, durability and ease of use when utilizing your compressed air system.

# OUR PROCESS

**We are your one-source distributor and service provider for automation, robotics and compressed air systems.**

From system evaluation to engineering solutions to installing projects, integrating systems, providing service and distributing parts and equipment, we manage the entire process from start to finish for you. We are a one-source distributor and service provider for automation, robotics, and compressed air systems.

Choosing a full-service solution over piecemeal services makes the process easier to manage for your team and leads to greater consistency, quality and a lower cost of ownership.



- > Evaluation \_\_\_\_\_
- > Engineering \_\_\_\_\_
- > Installation \_\_\_\_\_
- > Integration \_\_\_\_\_
- > Service \_\_\_\_\_

## AUTOMATION

## Evaluate

## Engineer

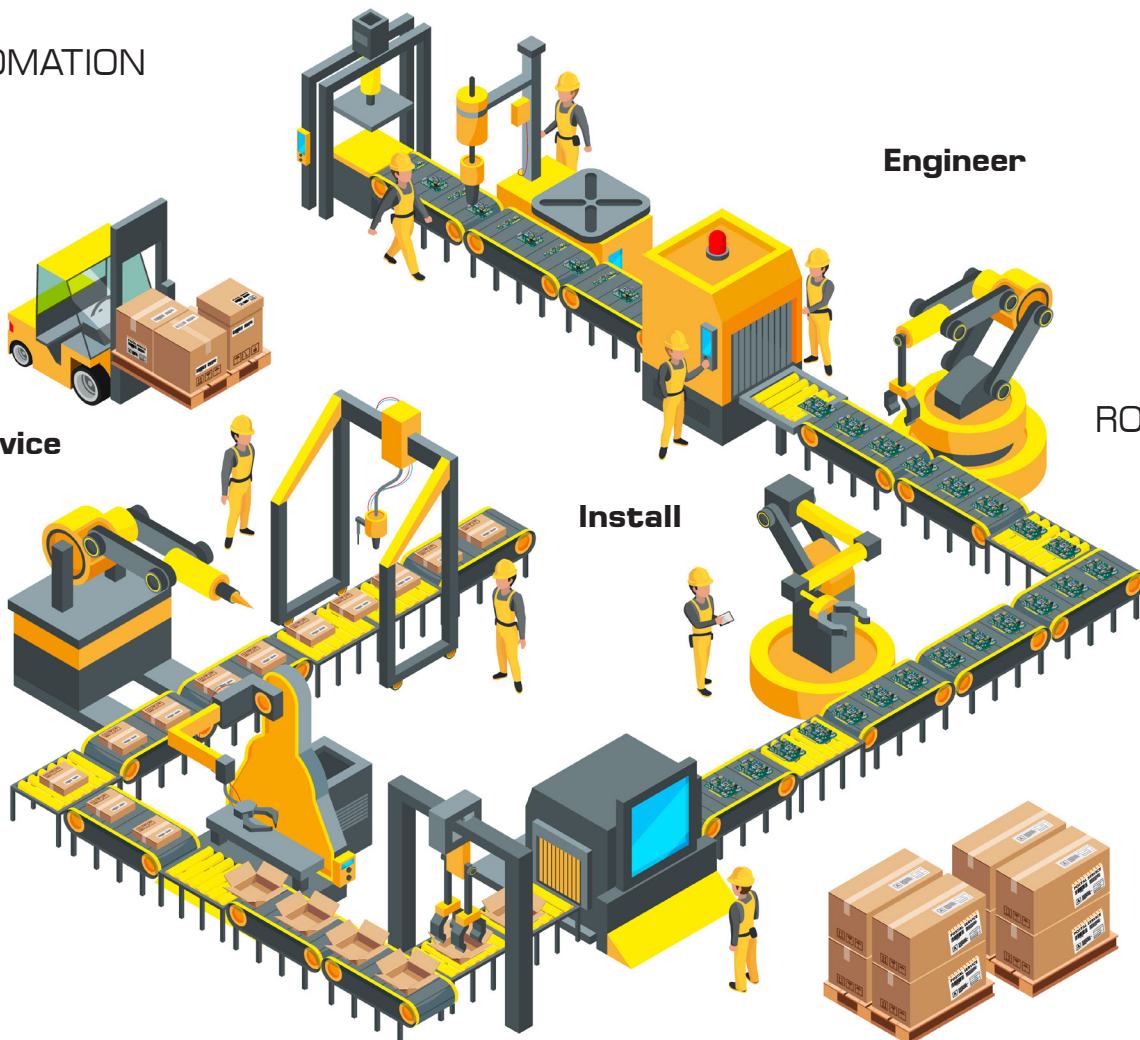
## ROBOTICS

## Install

## Service

## COMPRESSED AIR

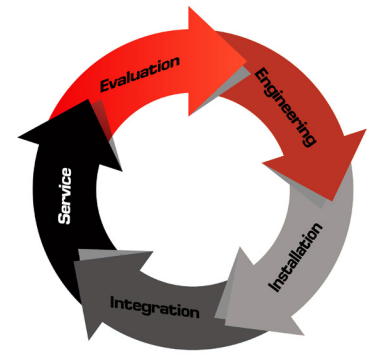
## Integrate



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## > Evaluation

> Engineering

> Installation

> Integration

> Service

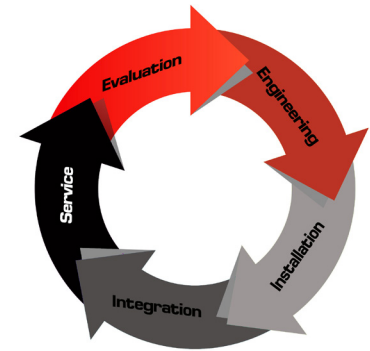
## Evaluation

It's no secret. We're all searching for ways to save money. If you're looking to increase energy savings on your compressed air and automation systems, our Certified Energy Manager (CEM) can help. We have the tools to guide you through the process of maximizing the energy performance of your facility, building or industrial plant. Although each system is unique and has its own areas for improvement, the basic audit investigation looks at finding optimal solutions for all aspects of your applications to reduce energy consumption in a cost-effective approach.

JHFoster has designed and installed hundreds of compressed air and industrial automation systems giving us the ability to design the best system to fit your needs to get the most of your ROI.

Schedule an Audit Evaluation and leave the rest to us. Find out the state of your current system and if you can take advantage of available rebates that can lead to additional savings. Contact us at 800.582.5162 or by email.





> Evaluation

> **Engineering**

> Installation

> Integration

> Service

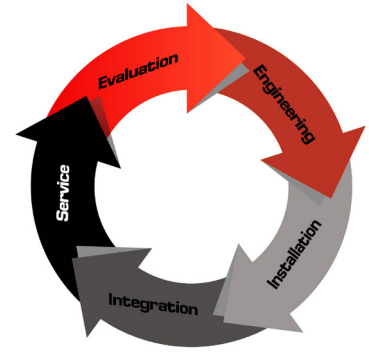
## Engineering

When you need the expertise and advice of engineers in Mechanical, Electrical, Robotic and Automation specialties, JHFoster is here for you. Our engineers are prepared to develop any solution necessary for your goals. Your projects are our priority, and we are here to provide you with all the support and products necessary to make your concepts your working reality.

We provide cost-effective solutions and modification of standard products to fit your specific applications such as pre-assembly of various products. This customized assembly allows you to easily find the products you are searching for with a one-part number.

If convenience is your primary focus, we can provide you with a one-stop-shop experience for your solutions. To meet your specific needs, JHFoster is able to create stand-alone panels that will interface with existing or new machinery.

For more information about JHFoster's pneumatic system design and automation systems design, call John Henry Foster at 800.582.5162 or e-mail.



## Installation

Whether you are replacing a single machine or tackling an entire project, JHFoster understands that the layout and a successful equipment installation is extremely important. From design to installation, we help you capitalize on your space and equipment. We consider power requirements, sizing, fit and that you're protecting your investment overall just to name a few. There's a lot to consider to ensure you are maximizing and utilizing your equipment to its greatest potential.

Wherever you are on your journey, our team of engineers and installers at JHFoster can guide you through your install. Our team has the capabilities to meet you on site and install your systems

quickly and provide unique engineering solutions tailored to your needs improving the efficiency, operation and reliability of your equipment.

Whatever types and brands of equipment, JHFoster specializes in complete installation service in MN, WI, ND, SD and northern IA. We provide you with expertise and knowledge through the entire process of increasing the efficiency of your current project.

To receive more information about installation or to talk to one of our engineers or technicians, please call 800.582.5162 or e-mail. leave the rest to us. Find out the state of your current system and if you can take advantage of available rebates that can lead to additional savings.

### > **Evaluation**

> Engineering

### > **Installation**

> Integration

> Service



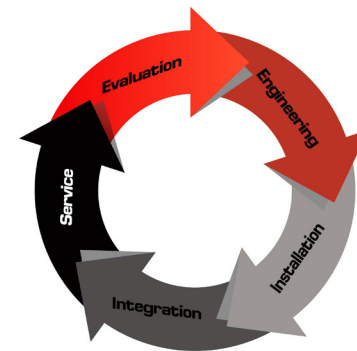
## Integration

John Henry Foster augments your team by leveraging our experience and knowledge gleaned from previously implementing projects like yours.

Together we engineer solutions to meet or exceed your business requirements. This often involves multiple components and systems that must be integrated together.

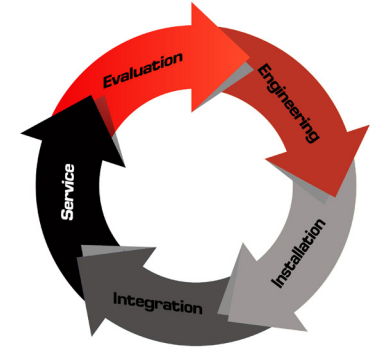
As a joint team, we determine how your integrations go into production, whether this means modifying existing equipment and processes or creating an entirely new method to meet your needs.

To receive more information about how integration is involved in projects, please call JHFoster at 800.582.5162.



- > Evaluation
- > Engineering
- > Installation
- > **Integration**
- > Service





- > Evaluation
- > Engineering
- > Installation
- > Integration
- > **Service**

## Service

Trouble can occur around the clock, and we are here to help you navigate these rough waters. JHFoster offers remote and onsite technical support for your convenience.

Our in-house support offers service for compressed air systems, robotics, and automation to offer you on-demand assistance with efficient, simple and innovational support. In order to offer you the best solutions, our product

specialists are certified and have specialized knowledge in compressed air, robotics and automation.

For more information about JHFoster's technical support, call us at 800.582.5162, e-mail, or visit these pages for solutions for savings and efficiencies.



**Automation**



**Robotics**



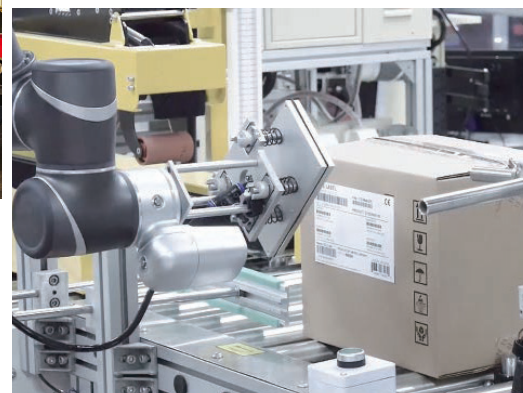
**Compressed Air**



**Service**

# John Henry Foster

Mr. John Henry Foster began selling products out of a trailer with a determination to provide affordable and quality products to his customers. With this past in mind, we are determined to build on that legacy and provide the absolute best products and services to you today. As an independent distributor, we focus on your goals and deliver specialized products. We take pride in being a leading automation and compressed air systems distributor and service provider that is committed to the values of integrity, innovation and reliability making us your number one solution.



## JHFOSTER.COM

*John Henry Foster (JHFoster) is a leading distributor and service provider of automation, robotics and compressed air systems. Our mission is to assist companies like yours automate their manufacturing applications to make the process a positive journey. We are committed to providing successful solutions that exceed production demands, reduce costs, and increase overall efficiencies.*

*Headquartered in Eagan, MN, with an advanced robotics training facility and UL 508A certified control panel shop, we also offer a fully-equipped team of mobile technicians who provide service to the 5-state area. Contact us today at 800.582.5162, visit [jhfooster.com](http://jhfooster.com) or email to learn more about how you might benefit from knowing us.*

## OUR WEBSITE OFFERS:

- Online Ordering
- Quick Contact Forms
- Complete Listing of all our Products and Services
- Up-to-Date Product and Industry Information
- Request a Quote
- Resources to guide you on your journey



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