



# SENTRY EQUIPMENT CORP

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## **Sentry Equipment Corp Acquires Zeck Systems** *Odorant Injection Capability Will Create New Opportunities Within Natural Gas Industry*

**Oconomowoc, WI – November 15, 2010** – Sentry Equipment Corp, a leading worldwide supplier of industrial sampling products and systems, announces the acquisition of assets owned by Zeck Systems, LLC, based in Snyder, Texas. The addition of Zeck Systems' products are expected to significantly expand Sentry Equipment's Process Products and Systems portfolio, as the future looks to natural gas as a key source of energy and as customers continue to seek out safe, effective methods to improve processes.

Zeck Systems™ provides odorant injection instrumentation to accurately dose natural gas streams throughout various phases of production, transmission and distribution. These odorants belong to a group of organosulfur compounds that give natural gas a distinct scent, per federally mandated safety guidelines.

"We are pleased that Zeck Systems will play a role in expanding our opportunities for growth," said Bill Werra, Vice President of Sentry Equipment's Process Products and Systems. "Each [company] has a longstanding reputation for delivering engineered solutions that solve the challenges associated with gas processing. By combining Zeck's knowledge and industry experience with Sentry's capacity to design, manufacture and service the Zeck product line, Sentry can more effectively serve the natural gas industry."

Beginning immediately, Sentry Equipment will implement a planned integration of Zeck Systems products, customers and employees, redirecting all manufacturing and administrative operations to Oconomowoc, WI by spring of 2011. Mark Zeck, Senior Vice President of Zeck Systems (a division of Sentry Equipment), will continue to oversee engineering activities from Texas.

### **About Sentry Equipment Corp**

Sentry Equipment Corp manufactures and services equipment used to sample gases, liquids, slurries and bulk solids, enabling safe, simple and repeatable samples for power generation and process industries worldwide. Recognized as the standard in sampling equipment, Sentry components and solutions have been used by operational and analytical professionals for more than 85 years. Additional information can be found at [www.sentry-equip.com](http://www.sentry-equip.com)

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## FAQs — Zeck Systems Acquisition

### Who is Sentry Equipment?

Sentry Equipment Corp manufactures systems and equipment used to sample gases, liquids, slurries and bulk solids, enabling safe, simple and repeatable samples for power generation and process industries worldwide. As a global leader of sampling technologies, Sentry components and solutions are recognized as the industry standard, and have been relied on by operational and analytical professionals for more than 85 years.

Recently, Sentry Equipment was named the 2009 Wisconsin Manufacturer of the Year in the medium-size company category. This award recognizes Sentry's efforts as a global leader in the design, manufacture, and service of unique sampling systems and products, as well as our focus on solving customer problems through technology and exemplary efficiency through our internal operations and lean processes. Sentry Equipment is ISO 9001:2008 certified.

### Who is Zeck Systems?

Founded in 2003, Zeck Systems, LLC engineers, manufactures and supports precision odorant injection systems that add controlled amounts of odorants (i.e., Ethanethiol, Thiophene, etc.) or aromatic compounds into natural gas during processing, refining and transmission phase(s). These odorants give natural gas a detectable smell.

### Why has Sentry Equipment acquired Zeck Systems?

With Zeck Systems on board, Sentry Equipment will expand its process customer base to include natural gas utilities and commercial organizations that rely on natural gas as part of their process. As a result, Sentry Equipment Corp will further diversify its products portfolio and market reach—adding the resources that will help us reach our goals and meet our customers' changing needs.

### Did Sentry acquire the entire company and all of its assets?

Sentry acquired only Zeck's assets. This means that as of November 1, 2010, Zeck Systems, LLC (the company) will no longer exist, but Zeck Systems™ (the assets) will be integrated into Sentry Equipment's organization and product portfolio.

### What is the name of the combined company and how will the company be branded, or structured?

The combined company will be known as Sentry Equipment Corp, with Zeck Systems functioning as a division and brand of Sentry Equipment.

The company, Sentry Equipment Corp, will continue to operate in a centralized fashion, with all corporate and administrative functions managed from Oconomowoc, Wisconsin. Zeck Systems' operations will remain in Texas.

### Sentry Equipment's overall business units align key sampling technologies, products, training, parts and service within the following core industry segments:

- Petrochemical
- Oil & Gas
- Cement
- Mining
- Pharmaceutical
- Food
- Pet food
- Dairy
- Power Generation
- Nuclear
- Radwaste

### What will happen to Zeck Systems' products, operations and employees as the acquisition and integration take place?

The Zeck Systems name, brand and products will remain well into the foreseeable future. At the time of close, all Zeck Systems' employees became employees of Sentry Equipment Corp. Additionally, as the integration takes place, Sentry Equipment will continue to realign the organization to fully support the new product line as Sentry Equipment continues to grow.

### Are there immediate plans to discontinue any product lines currently managed by Sentry Equipment Corp or Zeck Systems?

No. All Sentry and Zeck products will be continue to be available for purchase. As a customer-driven company, Sentry Equipment Corp will continue to evaluate and respond to customer demand in order to shape our product mix.

### Whom should customers call for product and/or service support?

As we work to align our infrastructures, Sentry Equipment Corp will continue to communicate any restructuring of its processes, part numbers and/or logistical changes that may affect you, your business unit or your organization.

In the meantime, please continue to call your existing Sentry Equipment or Zeck Systems representative:



#### Zeck Systems™

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