



# SENTRY EQUIPMENT CORP

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## **Sentry Equipment Corp Acquires AquatiPro**

*Combined assets strengthen worldwide offering of sampling equipment  
while expanding services coverage throughout the US*

Oconomowoc, WI – July 20, 2010 – Sentry Equipment Corp, a leading worldwide supplier of industrial sampling products and systems, announces the acquisition of assets owned by AquatiPro, LLC, a multi-vendor service organization specializing in professional and maintenance-repair services that support water and steam sample conditioning equipment, monitoring devices and analyzers. With the addition of AquatiPro™, Sentry Equipment expands its offering of analytical and maintenance services, while improving the availability of replacement parts for multi-vendor water and steam sampling systems and equipment.

“We are extremely fortunate to have AquatiPro professionals join our team,” said Michael Farrell, President and CEO of Sentry Equipment Corp. “AquatiPro brings an industry-focused expertise and dedication to serving many of the organizations and industries that Sentry Equipment serves. By combining services and products so synergistic in nature, we are certain our customers will appreciate greater convenience and accessibility of parts and services, as well as gainful access to a growing knowledge base. Additionally, we are planning to add field service technicians throughout the US to accommodate this effort.”

Founded in 2004, AquatiPro has realized rapid growth due mostly to its substantial expertise in the maintenance and repair of all types of water and steam sample systems and analyzers used by the power industry. Greg Macy, Managing Director of AquatiPro, LLC, will retain his position with AquatiPro — now a division of Sentry Equipment Corp — and will continue to oversee AquatiPro’s operations from Loveland, Colorado.

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 — AquatiPro™ Acquisition

### Who is Sentry Equipment?

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

In early 2010, Sentry Equipment was named the 2009 Wisconsin Manufacturer of the Year in the medium 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 AquatiPro?

Founded in 2004, AquatiPro, LLC is an industrial water quality sampling service organization specializing in consulting and maintenance-repair services that support multi-vendor water and steam sample conditioning equipment, monitoring devices and analyzers used by the power industry. AquatiPro also resells industrial instrumentation, water quality products and consumables.

### Why has Sentry Equipment acquired AquatiPro?

Both Sentry Equipment and AquatiPro have a longstanding, robust history of delivering innovative solutions to power-generation and process industries. As a result, industry professionals will gain access to a growing knowledge base that will optimize the implementation, collection process and maintenance of multi-vendor water and steam sampling equipment.

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

No. Sentry acquired only AquatiPro's assets. This means that the AquatiPro name will continue to function as a division of Sentry Equipment Corp.

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

The combined company will be known as **Sentry Equipment Corp**. However, Sentry Equipment will retain **AquatiPro™** as a brand and a division of Sentry Equipment Corp.

The company, Sentry Equipment Corp, will continue to operate its business in a centralized fashion with its corporate functions managed from Sentry's Oconomowoc, Wisconsin-based headquarters.

AquatiPro, a division of Sentry Equipment Corp, will remain headquartered in Loveland, Colorado.

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

- Power Generation
- Nuclear and Radwaste
- Petrochemical
- Cement
- Mining
- Pharmaceutical
- Dairy
- Food/Pet food

### Will all of the AquatiPro employees join Sentry Equipment?

All AquatiPro employees joined Sentry Equipment upon the closing of the acquisition—July, 20, 2010.

### Does Sentry Equipment plan to increase its workforce as a result of the acquisition?

Yes! As we integrate AquatiPro's services into Sentry's products and service portfolio, we are already planning to add field service technicians throughout the US, to assure you continue to receive outstanding service.

### What will happen to the AquatiPro services and products as the integration takes place?

The AquatiPro brand will remain well into the foreseeable future. Upon final integration of AquatiPro services, parts and products, Sentry Equipment will be certain to communicate any restructuring of: processes, part numbers and/or logistical changes that may affect you or your organization.

### Are there immediate plans to discontinue any Sentry Equipment or AquatiPro services or parts?

No. All products continue to be available for purchase. We are a customer-driven company and, as always, we 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?

We will be working to quickly align our infrastructures, including our customer contact points. Meanwhile, please continue to call your existing contact(s).

Additionally, for multi-vendor service of stand-alone analyzers or sample panels, please contact:



AquatiPro 970.593.1342

[www.AquatiPro.com](http://www.AquatiPro.com)

All other inquiries please contact:

Sentry Equipment at 262.567.7256 (option 3)

[www.sentry-equip.com](http://www.sentry-equip.com)

