



GUILDLINE
INSTRUMENTS

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COMPANY OVERVIEW

RICHARD TIMMONS – PRESIDENT

CECILE DREZE – ENGINEERING COORDINATOR



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History

- 60th Year in Business
 - Always Located in Smiths Falls
- Guildline is an Engineering Company
- World-Leader Designing and Manufacturing Precise Standards and Instruments for Electrical Measurements
- Products Provide World-Leading Accuracies
 - 6 to 9 Digits (i.e. ppm and sub-ppm uncertainties)
- Focus on Design, Quality and Customer Support



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Facts

- Plant and Property Company Owned
 - Plant is 24,000 Square Feet on 4 Acre Lot
 - R&D, Manufacturing and Administration
- 36 Employees; 13 in R&D
- Annual Revenue Low end of \$5 to \$10 Million
 - US Based Sales Director, Distributors World-Wide
- Annual Growth ~ 15% per Year
- Wide Range of Products
 - ~ 20 Product Families



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R&D

- Focus on World-Leading Products
- Research and Development
 - 20% of Revenue Spent on Research and Product Development
 - 23 Patents Granted or Filed in Past 7 Years
- Engineering Team – Total of 13
 - 1 PhD, 5 MEng/MSc, 2 P.Eng., BEng & Technicians