MINORITY OWNED AND OPERATED FAMILY BUSINESS

Our entrepreneurial roots run deep. From John and Doris Ermatinger that started Industrial Controls in 1975 to our forefathers that began multiple businesses in the early 1800s in Sault Sainte Marie, Michigan where today you can walk through history at the Old Ermatinger House museum on the city’s Canadian side. John received an electrical degree from the University of Michigan Tech. He applied his degree by focusing on the latest factory automation and began building automation control panels and eventually distributed them. Today Karl and I carry on our heritage as a registered Chippewa Indian certified minority owned business. Our parents showed us the meaning of hard work and serving others with the heart of a teacher. So, it’s no surprise that in 2006 we expanded the business to include Mechanical products that supplements the control product foundation.

• 44 Years of Business
• 2nd Generation Family Owned
• Family Museum in Michigan

The Advanced Manufacturing Expo was the vision of Mark Ermatinger. The vision became reality in 2013 with a local show that highlighted and encouraged networking of manufactures, schools, First Robotics, state/private programs, machine builders, and integrators of automation. Mark through a grassroots effort pulled together vendors and solicited others that would showcase new technology such as 3D printing, robotics, and high-end engineering of automated machines. Then and now, the show provides local manufacturers the opportunity to examine new technology and connect with the people that make it happen. Another goal of the show is to encourage and help fund students in science, technology, engineering and math (STEM) careers. Space is donated to First Robotics middle and high school kids, universities, inmate skilled training, and Michigan Works and a golf outing fund-raiser is held the last day of the show.

• AME Grand Rapids: 5th year, 250+ Booths, 1500+ attendees, 1000+ exhibitor technical staff
• AME Detroit: 3rd year, 125+ Booths, 750+ attendees, 400+ exhibitor technical staff

CORE PRODUCTS

For over 40 years, our core products have been photoelectric, cabling/field bus, safety, and control products, which accounts for half of our business. We are one of the oldest distributors of Banner Engineer Corporation and Turck USA Incorporated. These best-in-class vendors have consistently produced innovate, high quality products. For over 30 years, we have combined their products with our tribal knowledge, trained staff and pure joy of helping our customers to maneuver the ever-changing landscape of automation. Our degreed Sales Engineers work in teams to provide a consulting level of expertise. They’re not traditional sales people like our competitors. We expect them to have most of the answers while working on your project. Through our inside staff’s combined 27 years experience and almost $750,000 of Banner and Turck stock in-house, we will quickly help you place your orders.

• Only Banner and Turck distributor in Michigan
• Degreed Sales Engineers team there when you need them
• Experienced Inside Sales staff providing real solutions

ENGINEERED PRODUCTS

Within our DNA is a desire to look for new technology that disrupts the way we think and do things. Maybe it’s our engineer traits busting out, or our desire to see our customers succeed and thrive to win in their market as they compete globally. Either way, our staff are like kids in a candy store eager to help you deploy solutions such as 3D vision system, self-driving robots, collaborative robots, electronic shaker part feeders, smart conveyors with back lights for vision picking, and smart gauging systems with trending software to collect images and measurements. What ever you need, our staff can either help you build a small system or just coach you along the way. We invest our time learning key products, so let us help you disrupt your market today!

• Most technical distributor sales force in Michigan pushing the limits of Automation
• Most diverse and disruptive product lines in the country
• One stop shop for automation consulting, feasibility, build, integration, training, and support

Measurement Solutions

- Load Cell DHR
- POSCON 3D Edge
- Strain Ring DSRC
- Tension Control
- Non-Contact Thermometers

Sensor Solutions

- Laser OHDK
- NextGen O500 and 0300
Wireless and I/O Networking

Traceability

Datalogic
- Laser Markers
- Barcode Readers

RFID
- UHF 433 MHz
- 125 KHz Smart Readers

TURCK

Banner
- Temperature & Vibration

HMS
- Monitor, Control, Data Collection, Cell Phone Alerts

Anybus

Unitronics

Wago

Bluetooth
Our Partners

**Sensors:** Photoelectric, Fiber Optic, Laser Distance Measurement, Ultrasonic and Machine Vision

**Lighting and Indicators:** Signal Towers, Panel Lights, Task, Pick to Light, Hazardous Area Indicators, Panel Interior and Area Lighting

**Machine Safety:** Safety Light Curtains, Controllers, Relays, E-Stops, Sensors and Interlock Switches

**Wireless:** Industrial Wireless Radios, Wireless I/O, Network Connectivity, Point-to-Point, Wireless Sensors

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**American Feeding Systems, Inc.**
Bowl Feeding Solutions

**Baumer**
Fiber Optic Sensors, Load Cells, Lasers, Encoders, Prox Switches, Cameras

**BBC**
StepServo (closed loop stepper motors) Integrated Servos and Stepper Motors

**BIRCHER**
Safeguarding Products: Pressure Sensitive Safety Mats, Edges and Controllers

**Baumer**
Inspect Solution Using 3D Machine Vision Coupled with Robotics

**Baumer**
Industrial Machine Guarding System

**Baumer**
Remote Access To PLCs and Machines. Anybus Embedded, Gateway and Wireless Solutions

**Baumer**
Electronic Measuring Probes and Magnetic Slides

**Baumer**
Robocylinders (Pre-Engineered Electric Actuators), Scara Robots, Linear Actuators, Grippers, and Rotary Actuators

**Baumer**
Self-Driving Robots (Autonomous Mobile Robots “ARM”)
Sensors: Inductive Proximity, Capacitive, Ultrasonic, Inclination, Pressure, Temperature and Flow Sensors

Connectivity: Cordsets (Including Custom Lengths and terminations), Splitters, Junction Boxes, Field Wireables and More

Fieldbus Technology: Modular and Block I/O, Multiprotocol Ethernet, Profibus and More

Plus: Relays, Intrinsically Safe Products, Encoders, RFID Systems, Industrial Control