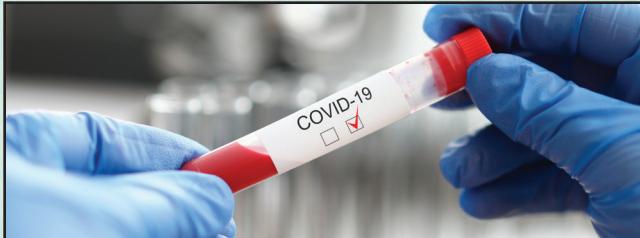


# Rise To The

# CHALLENGE



Many of our customers are machine builders for the food, beverage, and medical industries. At the beginning of COVID-19, the Department of Homeland Security quickly realized and implemented procedures on the essential critical infrastructure workforce, allowing operations to keep going. These procedures, in turn, affected IIS with expectations of business as per usual for continued operations. Supporting our customers worldwide allowed their machines to continue production lines with critical high-quality OEM spare parts, along with field service assistance and technical calls for quick response to assist with our motion control technology.

In these trying times with a pandemic, strong B2B relationships help us get through it. IIS has been an essential business during this period, with half our company working at home and one-

half taking care of procurement, manufacturing, and shipping. Good customer relationships are our priority, and we have been able to maintain them, and this is what we have realized.

## B2B BUSINESS TO BUSINESS

In building a relationship structure for a business-to-business connection, one must realize a common goal to benefit both parties. The goal is an outcome for both parties to strive to bring success. Before the relationship can start, all departments in both organizations have needs that both sides must recognize. Strong capabilities on both sides are needed.

IIS customers buy products and services backed by forty years of experience in engineering, design, manufacturing, and testing in the automation control industry. IIS works with the customer

to understand the goal of their plan to recommend the parts for a system guaranteed to perform as expected. The relationship continues with strong support installing hardware and commissioning software for the system's operation. All system startups require a concretive effort to complete the project, and IIS's support team is ready if needed. IIS hardware and software products are designed and manufactured at IIS headquarters, along with help from companies in the local community, taking advantage of their manufacturing expertise. System integration is also one of our strengths we use to incorporate various products from around the globe, offering the best combinations to accomplish our customer's goals.

Reprinted from Packaging Technology Today - July 2020

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## Team IIS

Our objective is to bring state-of-the-art servo system products to practical use on the factory floor. Whether it is a complete turnkey system or servo components, IIS' commitment to quality products and personalized support is unsurpassed. Our business philosophy is pretty simple. We take responsibility for everything we sell. By doing that we make a long-term commitment to our customer's success.

## Headquarters in Victor NY

To accommodate the steady growth we've enjoyed over the years, our facility has been expanded several times to its present 17,000 square foot capacity. This location houses all critical departments - Sales, Marketing, Applications Engineering, R&D, Production, Warehouse, Panel Shop, Quality Control and Customer Support. Having everything under one roof speeds communications and provides better service to our customers.

## Sales Representatives



### States represented out of our headquarters in Victor, NY



### Axiom GB Ltd

Area: United Kingdom, Europe

Matthew Nickson 011 44 1827 61212  
Email: Matthew.Nickson@AxiomGB.com

### Satek Engineered Components, Inc

Area: WI, IL, IN

Michael Gabel (312)813-0104  
Email: mike@satek.com

### Applied Motion Solutions, Inc

Area: CT, ME, MA, NH, VT, RI  
George Fede (860)358-9045  
Email: georgefede@amsmotion.com

Dawn MacKerron (617)489-4709  
Email: dawnmackerron@amsmotion.com

#### Potter - GMH Technologies

Area: Southern CA

Mike Habelow (714) 926-7482  
Email: mike@potter-gmh.com

#### Motors, Drives & Gears +Controls

Area: TX, OK, AR, LA, NM

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#### Jake Rudisill Associates

Area: NC, SC, TN, GA, FL, VA, AL, MS

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