

## Companion Systems Named 2006 Utah Manufacturer of the Year for Marketing and Sales Expansion

**February 7, 2007, SALT LAKE CITY, UT** – Companion Systems Design and Manufacturing was recognized today as the 2006 Utah Manufacturer of the Year for Marketing and Sales Expansion by the Manufacturing Extension Partnership (MEP). The award for this outstanding achievement was presented by Lt. Governor Gary Herbert at the Utah State Capital.

“We are very pleased to be recognized by the MEP for the progress we have made as a company,” says Al Tiley, President of Companion Systems. “We have made some great strides as a company over the last few years and I am extremely proud of our exceptional team of employees who have made it all possible.”

As the leading supplier of branded ATM surround, enclosure, and kiosk products for the financial services industry, Companion Systems has achieved consistent growth over the last four years. With an expansion into Canada and strengthened relationships with the leading financial institutions in the U.S., Companion Systems has tripled their sales since 2003.

In 2006, Companion Systems accomplished the largest brand conversion project in the industry and did it in record time. In just 4 months, they manufactured and installed over 5,500 ATM enclosures in 7-Eleven stores across the country for Citibank.

“Branding over 5,500 ATMs in a 4 month period is an unprecedented task. And while we’re happy to have completed such a project, we’re even happier to have done so without disturbing the schedule of our hundreds of other clients whose projects are just as important to them as this project was to Citibank and 7-Eleven,” remarks Tiley.

What has also helped bolster Companion’s sales growth has been their renewed focus on marketing. Just over two years ago, Companion made a concerted effort to leverage marketing to reinforce their position in the industry. Since that time, they have launched a new website with client specific resources, created company tour videos, enhanced their presence at industry tradeshows, and strengthened their partnerships with the leading ATM manufacturers.

“We love what we do. Everyone at Companion puts their heart into their work and it shows in the quality and level of service that we give our customers,” added Trent Howell, Director of Marketing. “And when we can show that passion in all of our marketing and sales activities, we’re able to connect with our customers and help them grow their business as well.”

### *About Companion Systems*

Companion Systems Design and Manufacturing is the leading provider of ATM surround, kiosk, enclosure, toppler, and canopy solutions for branded ATM environments for the financial services industry.

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

### *About MEP*

The Manufacturing Extension Partnership (MEP) is a non-profit organization chartered with raising the level of competitiveness, performance, and profitability of Utah's manufacturers. Each year the MEP conducts a statewide search to recognize Utah manufacturers who have exhibited extraordinary industrial leadership and excellence during the past year.