

Companion Systems Expands Sales Force and Branches into Canada to Meet Growing Demand

May 17, 2005, SALT LAKE CITY, UT — After undergoing a remarkable turnaround over the last three years, Companion Systems is reluctant to slow down. During the course of just 6 months, Companion Systems has nearly doubled its sales force and launched services in Canada to meet the growing demand for their high quality ATM surround and kiosk products.

The new additions to the Companion sales force include industry veterans Lonnie Hubbard and Don Brannan in the United States and Abe Ellorin in Canada.

With over 24 years in the industry, Lonnie Hubbard, a perpetual leading sales manager for the former Dallman Industries, is pleased to be a part of Companion's continued growth. "I was attracted to Companion Systems primarily because of their outstanding reputation and extensive experience in the ATM surround industry," says Hubbard. "After meeting with the management team and touring the facilities, I was very impressed with the organization and knew that Companion's success would only continue."

Don Brannan also brings to Companion a wealth of industry experience as a senior account manager at Diebold. "Having worked for Diebold for over 20 years, I am very familiar with the ATM industry and what banks and credit unions are looking for in their ATM solutions," says Brannan. "Above all, they are looking for partners who can help make their financial services attractive to banking customers. And Companion Systems does that very well."

Seeing a growing demand for high quality branded ATM environments in Canada, Companion Systems sought a chance to expand services into Canada as well. When Abe Ellorin joined Companion Systems after 17 years with ATM manufacturer Fujitsu in late 2004, the expansion to Canada began. "I've been working with credit unions and banks in Canada for eight years and have seen that they want to have more options for branding their institutions through their ATM fleets," comments Ellorin. "And by being a part of this new opportunity for Companion, I'm happy to provide a quality choice for these credit unions and banks in Canada."

With the rapid expansion of the sales force, it was also necessary for Companion to revise the company's sales structure and realign sales territories. The company now has sales managers covering all regions in North America while still maintaining dedicated individuals to service the large national banks.

As the demand for branded ATM environments continues to grow, Companion stands ever ready to fill the need. "We're dedicated to providing our clients the best products in the industry and doing so with superior service," states President and CEO Al Tiley. "By adding such high caliber individuals to our team, I believe we are continuing to demonstrate our commitment to those goals."

About Companion Systems

Companion Systems Design and Manufacturing is the leading provider of surrounds and enclosures solutions for branded ATM environments. Companion Systems specializes in the design, engineering, and manufacture of retail image environments for self-service kiosk machines.