

Partnering with Continental Industries



Outline

- ❖ **Who We Are & What We Do**
- ❖ **What We Can Do Together**

Corporate History

- ❖ Core business founded in 1955 (Metaline™ & Continental lines)
- ❖ The acquisition of Auer Register™ gave us roots to 1892.
- ❖ AirJet™ Venting Systems acquired in 2004.



The New Continental



Continental Register Company



Auer Register Company



AirJet Venting Systems



Corporate Principles

- ❖ Never sacrifice quality
- ❖ Exceed delivery expectations
- ❖ Establish long-term customer relationships
- ❖ Provide conscientious customer service



Registers, Grilles, & Diffusers



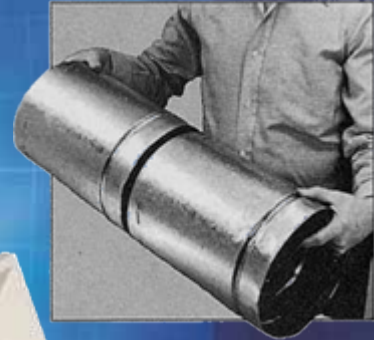
Venting Systems

- ❖ Type B, Type L and All-Fuel (2100°) venting
- ❖ Chimney liners & systems
- ❖ Commercial HVAC venting



Innovation in Action

- ❖ Patented, one-piece, wrap-around collar for superior rigidity
- ❖ AirJet Snap-lock design for ease-of-assembly.
- ❖ Snap-in, removable core for ease-of-installation and a finished look.



From Design to Production

- ❖ With several decades of corporate experience in design and manufacturing, we know how to get it done right.
- ❖ Our engineers look for the best and most cost-efficient ways to approach the design challenge.
- ❖ Manufacturing efficiencies have enabled us to bring product to your door with consistent, on-time delivery and the best possible price.



All Continental product is proudly made in the U.S.A.

Who We Are/What We Do—Summary

- ❖ We manufacture a full line of American-made products.
- ❖ We offer quality equal to, or better than, anything in the market.
- ❖ We're cost-competitive.
- ❖ We'll give you shipping lead times you can rely on with a +99% order fill rate.
- ❖ We're big enough to meet all of your inventory needs and small enough to be responsive to all of your other needs.



**So, What Does This
Mean for You?**

Consider

❖ The direct costs of poor delivery & service

- Inability to fill customer orders; loss of customer
- Low levels trigger higher quantity ordering in inventory management system; when backorder is filled or manufacturer catches up—you go from too little to too much.
- Manually adjusting stocking levels to compensate for anticipated delivery problems=more warehouse space, more dollars tied up in inventory
- Loss of productivity in constant worrying or questioning whether a manufacturer will deliver as promised; making contingencies.
- Fewer inventory turns, lower profit.

The Power of Inventory Turns



Could this be you?

- ❖ We look for distribution partners with our same passion for quality and same devotion to customer service.
- ❖ We seek long-term, profitable relationships.

