

Kollmorgen and Flight Systems Industrial Products (FSIP) Announce Aftermarket Servicing Agreement on Drives and Controls for Electric Fork Lift Trucks

*Agreement provides OEMs with a lower-cost, remanufactured solution supported
by world-class expertise, service and technology*

Radford, VA – April 12, 2010 - Kollmorgen, a leading global manufacturer of [drives and controls for electric fork lift trucks](#), and FSIP, a leading provider of remanufacturing services for electric vehicle control systems, have agreed to an Aftermarket Service Agreement, effective immediately. Under terms of the Agreement, FSIP will be the exclusive remanufacturer of Kollmorgen drives and controls for the North America electric fork lift truck market. Kollmorgen is most widely recognized under the company’s previous branding of Danaher Motion, as a supplier of drives and controls to OEMs of electric fork lift trucks.

“Partnering with FSIP helps us better support and bring additional value to our OEM customer’s aftermarket businesses in North America,” says Brian Lubin, Business Unit Director, Kollmorgen Electric Vehicle Systems. “These customers will have ready access to a lower-cost, high-quality remanufactured drive and control solution through FSIP, and directly supported by Kollmorgen through revision control and testing. Additionally, the Agreement will extend the availability of legacy Kollmorgen drive and control products.”

“This Agreement aligns with our strategic focus of nurturing alliances with industry-leading manufacturers of electric vehicle components and systems, and doing so allows us to provide our customers with the most recent upgrades to the control hardware and software,” explains Barry Bowman, President of FSIP. “As the intellectual property of today’s electric vehicle controls become more complex, these alliances enable us to truly remanufacture the control and not just ‘repair it’ or ‘swap it out’ as may be the case with other repair facilities. It also provides the market with an alternative to ‘new,’ while maintaining the integrity of the control as a remanufactured product.”

Between now and May 2010, Kollmorgen and FSIP will be sharing data, test capabilities and other important drive and control functions. The companies anticipate that the full launch of remanufactured Kollmorgen drives and controls for electric vehicles will begin in May.

ABOUT KOLLMORGEN

[Kollmorgen](#) is a leading provider of motion systems and components for machine builders around the globe, with over 60 years of motion control design and application expertise.

Through world-class knowledge in motion, industry-leading quality and deep expertise in linking and integrating standard and custom products, Kollmorgen delivers breakthrough solutions unmatched in performance, reliability and ease-of-use, giving electric vehicle and other machine builders an irrefutable marketplace advantage.

For more information visit www.kollmorgen.com, email contactus@kollmorgen.com or call 1-540-633-3545.

ABOUT FSIP

FSIP has been a leading remanufacturer of industrial controls for over 40 years. With more than 5,000 part numbers available, the company annually remanufactures over 45,000 controls used on electric and gas-powered vehicles, primarily forklifts, aerial lifts, personnel carriers and golf carts, along with scrubber/sweepers, walkies, tuggers, wire guidance systems, scooters, mining cars and electric boats.

These controls include SCR, transistorized, separately excited, AC, traction and pump controls, DC/DC converters, accelerators, dash displays, control handles, battery discharge indicators, vehicle control units utilizing CAN bus, accessory cards and ECUs for combustion engines.

For more information visit www.fsip.biz, or call 1-717-254-3747.