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KENT INDUSTRIES INC. NEWSLETTER

Our 25th Anniversary: Looking Back

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With the arrival of Spring, we celebrated our 25th anniversary.

Many of our customers have been with us from the beginning and others have only begun to trust us with their control requirements. I've been thinking recently about Glenn and I starting the business back in 1983. The two of us worked



from home in our converted garage. Our two kids were little so days were spent trying to run the business and keep our kids entertained. What a wonderful time we had working together. We would often wonder out loud to each other how anyone could call this work. We marveled at how fortunate we were that the business began to grow. Thus, we hired Terry in 1989. She started right away answering the phone, invoicing, shipping(still does) and making sure each customer knows they're important to us. All of you have spoken to her from time to time and I'm sure you will agree she's terrific.

Jim joined us a few months later, handling sales calls and helping with the technical aspects of controls. He also is still here providing this invaluable service. I'm sure you've discovered that his knowledge of controls, and the many generations, is incredible.

After a few years, we moved out of the garage and rented a small office in Sussex, NJ. While there, we hired Scott. He stayed with us for 10 years and became our go to guy for panel design and managing the panel shop. August of 2005 Scott took over our panel shop and moved it to Knoxville, TN. He's currently operating his own company, SG Controls, and is continuing to design and assemble quality control panels. He can be reached at scott@sgcontrols.com

We reached the point, in 1995, that we needed a larger facility. Glenn and I bought a 6900 sq.ft. commercial building in Newton, NJ (above). It needed considerable renovation but ultimately it has worked out perfectly.

July 2006, Ed Olson joined us. He comes to us with 26 years experience working for Moeller Electric in Lincoln Park, NJ. Ed's remarked numerous times about the incredible difference between small and large business. He's jumped right in and is willing to pitch in wherever needed. He excels at customer service and the ins and outs of inventory.

August 2006, our son, Jarad came to work at Kent. Initially he was responsible for creating our web-store, www.kentstore.com, and upgrading our homepage, www.kentindustries.com. As time went by, he started working with customers, quoting and ordering. He's continued to grow in the business and can always rely on the experience of Jim and Ed.

Now I begin to look forward to the next 25 years. As always, I appreciate so very much the confidence you have placed in us. We continue to strive to meet or exceed your expectations.

Kind Regards,
Joanne Houston