



Jack Nichols - Monnier President

To Our Valued Customers,

Over the last 70 years, Monnier has designed, manufactured and marketed quality pneumatic components. In 1929, with the encouragement of the Ford family, Monnier patented the world's first 100,000 rpm hand-held air grinder for use in automotive assembly plants.

The motors plugged and failed prematurely because of poor inlet air quality. Defensively, the Monnier Brothers developed a proprietary line of filters and regulators for captive use only, establishing Monnier's reputation for building high quality, long life air tools.

Other pneumatic tool manufacturers attributed Monnier's longevity to having superior inlet air quality—generating a large OEM demand for air preparation products across a broad spectrum of industrial, military and medical applications which Monnier satisfied.

In 1961 the Monnier Brothers sold the business and the new owner established a new strategic direction—the withdrawal from air tools, focusing our total resources on compressed air preparation products. By partnering with the leading fluid power distributors and manufacturers, Monnier built its reputation by continuously introducing new products such as the coalescing filter, the patented Venturi lubricators, and blood oxygenators. In 1996 Monnier conducted a customer satisfaction survey which identified our key attributes to be: Service, Quality, and Responsiveness.

I ended an extensive 18-month search to purchase a quality company once I understood the dedication and quality of Monnier's people, products, engineering know-how, and manufacturing processes. Today, Monnier produces 3000 standard machined products and, by preserving the art of machining our bodies from aluminum barstock, we have the most flexible manufacturing process. Monnier also produces over 1000 custom engineered products annually and is recognized as being the source where "Custom Solutions Become Standard."

As the company's third owner, I commit to preserving the cultural pillars that built Monnier and to a management process that encourages and rewards associate participation as we make continuous progress to improve our quality and service, while embracing the tenets of Customer Advocacy and Total Transaction Quality Process.

We are pleased with our progress over the last two years but are far from content. With your continued involvement and support, we will continue to be the type of air preparation provider you require and our vision demands.

Best Wishes,

Jack Nichols
President