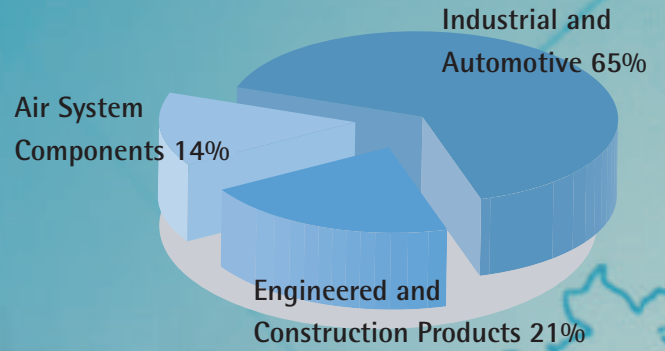


Partners in excellence



GATES AND TOMKINS: GLOBAL SCALE, TRADITIONAL STRENGTHS

The Gates Corporation, a world-leading manufacturer of hi-tech rubber belts and hoses for industrial, hydraulic, agricultural and automotive applications, is owned by Tomkins PLC, a global engineering and manufacturing group. This market and technical leader is structured into three specific business groups "Air System Components", "Engineered and Construction Products" and "Industrial and Automotive", of which The Gates Corporation is part. Tomkins PLC employs over 40,000 people worldwide.



GATES: A TIMELINE OF ACHIEVEMENT

From what was once a small company, the Gates Corporation grew out to become the world's leading manufacturer of rubber belts and hoses. Gates' history goes back to 1911.



1911

Charles C. Gates establishes the Gates Leather Company

1917

John Gates invents the rubber V-belt

1946

Invention of the synchronous belt

1963

Gates establishes its first European facility in Belgium

1986

Gates acquires Uniroyal Power Transmission

New manufacturing plants in Balsareny, Spain and Dumfries, Scotland are opened

1990



Gates becomes part of Tomkins PLC in London
Opening of new manufacturing plant in Nevers, France

1996

Gates acquires the TEXROPE® Belt and Hose Unit from Kléber Industrie in France

1994

Tomkins completes Schrader-Bridgeport acquisition
Gates signs agreement with Nitta Corp. to create Gates Nitta Asia Pacific Company (GNAPCO)

1998

Tomkins PLC acquires Stant Corp.

1997

Tomkins PLC acquires ACD Tridon

1999

A new manufacturing plant in Legnica, Poland is opened

2001

Tomkins concludes the acquisition of Stackpole, Canada

2003

Gates acquires Mectrol Corporation's polyurethane power transmission and motion control belt business and forms a new company Gates Mectrol

2004



GATES AND ITS DISTRIBUTORS: A WIN-WIN PARTNERSHIP

Strong partnerships are essential to the success of every industrial business. As a world-leading manufacturer of hi-tech rubber belts for industrial, agricultural and automotive applications, Gates is an ideal partner for power transmission Distributors.

Gates highly values its Distributors, the vital link between Gates and end-users. The Gates Distributor is considered a business partner, which implies a far-reaching relationship involving close co-operation between parties having joint responsibilities for mutual benefit. These strategic partnerships include a mutual commitment.

Gates' commitment

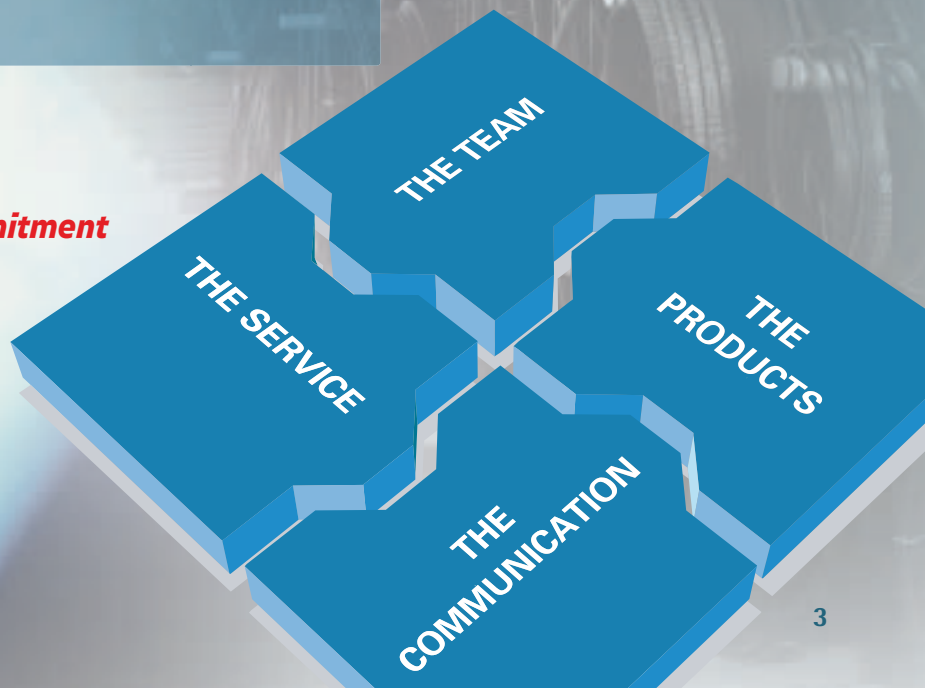
- Selective distribution policy
- Highest quality innovative products
- Reinforce brand awareness by effective marketing communication initiatives
- Industry leader for product service levels
- Well-trained sales and product application support personnel
- Create demand at end-user level and assist the Distributor in servicing it
- Assist in training Distributor personnel
- Support Distributor's financial objectives through effective business plans
- Electronic tools for business-to-business initiatives



Distributor commitment

- Gates as single source for the full line of industrial products
- Promote the Gates product line
- Maintain adequate inventory of Gates power transmission products
- Provide comprehensive coverage through competent, well trained personnel
- Establish a joint strategy and objectives with Gates
- Report regularly on competitive conditions in the area

The four key elements in Gates' commitment towards its Distributors are the team, the products, the service and the communication.



THE TEAM

Gates' Distributors can count on professional support from a team of experts.

- First class technical and engineering support
- Dedicated product management
- Team of devoted sales coordinators to fully support distribution and MRO partnership
- Extensive field support
- Joint visits at end users
- Focused external technical and sales coverage
- Marketing and marketing communications support



THE PRODUCTS

The industrial application range of Gates' power transmission products extends from minimum drives on computer printers or other high-precision tools to industrial compressors and agricultural harvesters. Gates offers the industrial market a complete range of high performance V-belts, synchronous belts, tensioners, pulleys, flexible couplings and complete drive systems covering a multitude of applications. Just name the application and Gates offers you a high-quality and innovative power transmission product that matches perfectly.

V-belts

- Quad-Power II - Increased power ratings
- Super HC[®] MN
- Super HC[®]
- Hi-Power[®]
- PowerBand[®]
- Micro-V[®]
- Polyflex[®] and Polyflex[®] JB[™] - Extended range
- Multi-Speed
- PowerRated[®]
- Gates Service Line: VulcoPower[™]/VulcoPlus[™]

Synchronous belts

- Poly Chain[®] - Increased power ratings
Extended range
- PowerGrip[®] GT3 - New
- PowerGrip[®] GT2
- PowerGrip[®] HTD[®]
- PowerGrip[®]
- Long Length
- Twin Power[®] GT2

Flexible couplings

EuroGrip[®]

THE SERVICE

At Gates, you do not buy just a product, you get a full service approach. We are committed to providing unmatched Distributor support.

Plant surveys

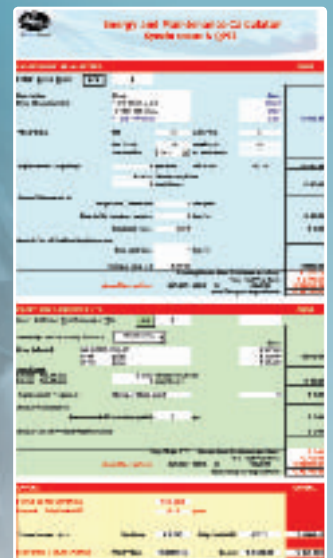
Gates Area Account Managers are available to accompany Distributor personnel on customer visits to conduct performance evaluations and develop a maintenance recommendation plan for energy cost savings.

- Inspect every drive in the plant
- Determine application requirements
- Evaluate belt tensioning and pulley alignment
- Develop drive designs to improve performance

Cost saving calculator

The Gates Cost Saving Calculator contains all the tools and support you need to demonstrate the advantages of Gates' belt drive systems to your customers and reinforce your value added services. The energy saving calculations are based on the best information available and represent the typical saving that can be expected from correctly installed drive systems.

- Evaluate current running costs, including electricity, maintenance downtime, etc.
- Compare to the total costs of Gates belts
- Assisting Distributors in gathering cost saving information
- Reduce customer maintenance costs



Preventive maintenance

The potential for long service life is built into every Gates belt. When coupled to a regular maintenance programme, your belts and drives will run trouble-free for a long period of time. That is why Gates has created a comprehensive and effective maintenance programme to save you time and money. Preventive maintenance manuals are available and Gates' technical engineers can give training sessions at our Distributors and Distributors' customers, covering all aspects.

- A safe work environment
- Preventive "routine" maintenance
- Drive shutdown and thorough inspection
- Belt and pulley installation
- Belt identification
- Belt drive performance evaluation
- Troubleshooting guide
- Troubleshooting methods and tools
- Belt storage



Measurement tools

Sonic tension meter

- Simple and extremely accurate tension measurement by analysing sound waves from the belt through the sensor
- Stores weight, width and span constants for up to ten different drive systems
- Auto gain adjustment function cancels out background noise automatically
- Shuts off automatically after ten minutes of inactivity, making it an energy-saving device
- Measurement range: 10 Hz to 1000 Hz

Laser alignment device

- Accurate and fast method to measure misalignment
- For both V-belts and synchronous belts
- Shows parallel and angular misalignment between the pulleys
- For both horizontal and vertical shaft machines
- Also suitable for non-magnetic pulleys



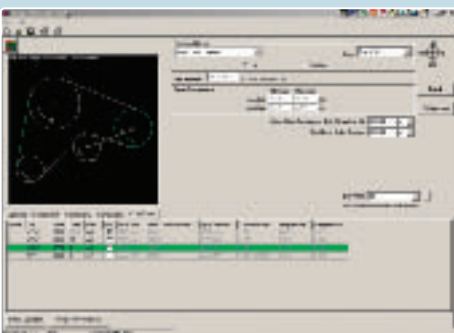
Design tools

DesignFlex®

You may calculate your customer's application by using DesignFlex®, Gates' Windows-based multilingual software program. The program is available on CD-ROM (E/20098), but can also be downloaded from Gates' website at www.gates.com/europe. The program offers a step-by-step drive calculation procedure for both V-belts and synchronous belts based on the criteria and/or limitations specified by the user.



Design IQ

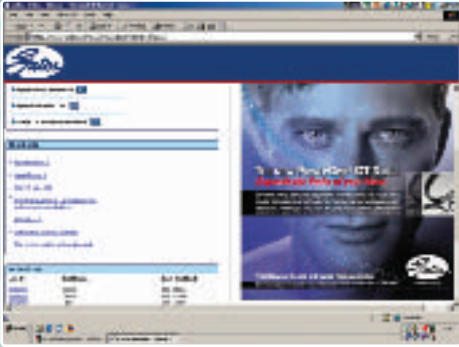


If your application cannot be designed with the aid of Gates' design manuals or the DesignFlex® software, you can always contact Gates' application engineers. They use Design IQ, a very powerful software program allowing them to calculate multiple pulley drives for the most diverse complex duty cycles.

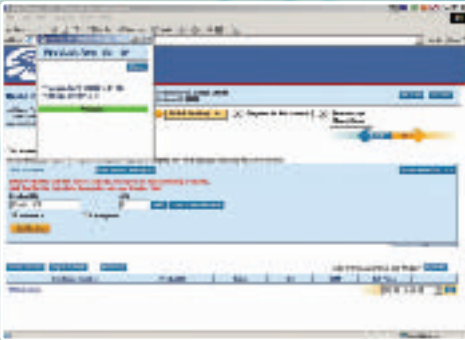
E-commerce

Gates e-commerce website www.gates-online.com is a powerful and fast ordering system.

This is a free service available exclusively to Gates Authorized Distributors, all they need is an Internet connection. You will find the most current product information right at your fingertips. With Gates-online you will enjoy more convenience in finding, ordering and tracking your Gates product purchases. In addition, you can download an updated Gates price list at any time and you are informed about Gates' promotional programmes. If necessary, Gates can give crash training courses for Distributor personnel by phone or at their premises.



- Find the most current product information
- Enter orders 24 hours/day
- Track your orders at any time



Customised support and solutions

Gates' application engineers and sales force have the technical background and the means to give training sessions for our Distributors or Distributors' customers. They have well-documented company presentations and technical information at their disposal as well as synchronous and V-belt sample cases.

Gates also supports its Distributors in selling the Gates brand and in launching new products. Customised brochures or advertisements can be developed at these occasions and portable exhibition stands are available for their temporary use. Distributors who link up their website with Gates' site, can always obtain technical or promotional support.

THE COMMUNICATION

Gates offers a full line of industrial products, which are known for their quality and reliability and are built to meet or exceed international specifications.

To convey this quality image to your customers, Gates provides a marketing communications and support programme that helps you sell.

Trade advertising

Through trade advertising campaigns Gates wants to support its Distributors and help them sell Gates' products more easily. The objective of these campaigns is to increase brand awareness and brand preference for Gates' industrial products and to position Gates as a technology leader.



Participation at international trade shows

Each year Gates participates in a number of segment related international trade shows: the Hanover Fair and Agritechnica in Germany, the International Engineering Fair in Brno (Czech Republic) to name a few. It is the ideal opportunity to launch and present new products and to meet with new and existing customers.

Promotional literature

As new products are being developed, they have to be marketed. With each new product, Gates publishes product-specific leaflets. Gates also offers overview brochures and catalogues, drive design manuals and preventive maintenance manuals. Gates Distributors can order all this documentation free of charge. Industrial Power Transmission brochures and leaflets can also be downloaded from the Gates European website.



Point-of-sales materials

The most effective place to promote a product is at the point of sale. Gates has developed a series of point-of-sales materials to catch your customer's attention, for example indoor and outdoor light signs and posters.



Electronic catalogue and price list



Each year Gates issues an updated electronic catalogue on CD-ROM. This CD-ROM contains a pdf file which enables you to print the price list, an Excel file for updating your electronic files and a complete file with pictures and dimensions you can use for your own publications.

European websites

Whether you're looking for general company information or for product-specific data, for the right contact person or for brochures to download, you can consult our websites.

- www.gates.com/europe
- www.gates.com/europe/pti
- www.gates.com/europe/polychain
- www.gates.com/europe/GT3

Gates' commitment to quality

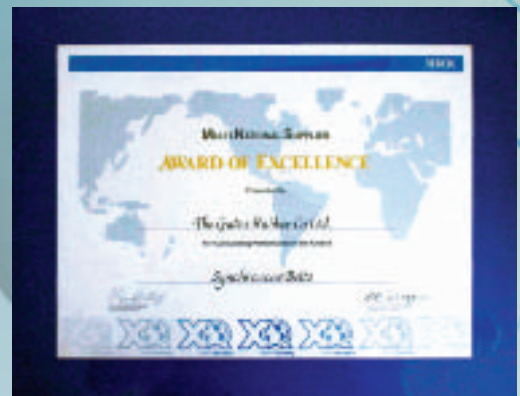
Specialisation, research and quality control are the basis of Gates' success. Gates keeps investing in quality, research and development in order to meet its customers' current and future demands.

All Gates Power Transmission operations are ISO 9001 and ISO 14001 accredited. In addition to the international ISO 9000 and QS-9000 quality registration, Gates has also obtained certification for specific standards applicable to the automotive industry, such as VDA 6, EAQF and TS 16949. Furthermore, Gates facilities around the world have earned "Preferred Supplier" status and won numerous quality awards from their key customers.

As a worldwide belt supplier, Gates recognises its responsibilities towards both the local and global environment in which it carries out its business. It is Gates' aim to comply with relevant local, national and international legislation and codes of practice and to avoid any adverse impacts of its product and services on the environment. Thanks to this concern for the environment, several Gates operations have already obtained ISO 14001 certification; more will follow in the near future.

These significant registrations enable Gates to deliver better service to customers and ensure consistency of systems company-wide.

In short, they are evidence of the company's total commitment to quality.



Gates addresses

Operations

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Gates GmbH
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Tl : (49) 241 / 5108-0
Fx : (49) 241 / 5108-297

Gates Polska Sp. z o.o.
Ul. Jaworzyńska 301
P - 59-220 Legnica
Tl : (48) 76 / 855 10 00
Fx : (48) 76 / 855 10 01

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Tinwald Downs Road
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Fx : (44) 1387 / 24 20 10

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Fx : (32) 53 / 76 27 13

Gates GmbH
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Tl : (49) 2173 / 795-0
Fx : (49) 2173 / 795-150

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Fx : (33) 1 / 34 72 60 54

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ptindustrial@gates.com



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A Tomkins Company