



Ronald Barry joined Ulrich as Vice President, Business Development. He has extensive experience in the test equipment industry and has worked with major national and international companies in the wireless, manufacturing and high-tech sectors.

During the coming months I look forward to having the opportunity to meet with you to discuss your organizations' business needs. I believe it is essential to understand each client's specific challenges to ensure that the services we deliver meet your expectations. In situations where clients anticipate expansion or modification of business processes, I welcome the challenge of helping you determine how to reduce your calibration costs through effective use of Ulrich's calibration resources.

Increasingly, we are being contacted by clients requesting assistance in preparing for audits. Our rigorous approach to quality assurance and trustworthy calibration services help companies achieve the required levels of compliance. Clients are also turning to our professionals for expert opinions on the purchasing of precision tools. By understanding your needs and responding to your challenges, we will continue to reach new levels of excellence together. These are just a few examples of how we are adding value to our long-term client relationships.

I am proud to join the Ulrich team and look forward to helping you address your calibration needs.

Sincerely,

Ronald Barry
Vice President, Business Development

As a leading ISO 17025 accredited calibration facility, we use state-of-the-art laboratory and computer equipment to deliver our extensive calibration, certification and repair services. We stay at the forefront of our industry by understanding the evolving needs of our customers and adapting our capabilities to meet these challenges.

Calibration of crimpers is the newest service offered by Ulrich.



For more information or a consultation to assess your specific needs, please contact:

TECHNICAL INQUIRIES

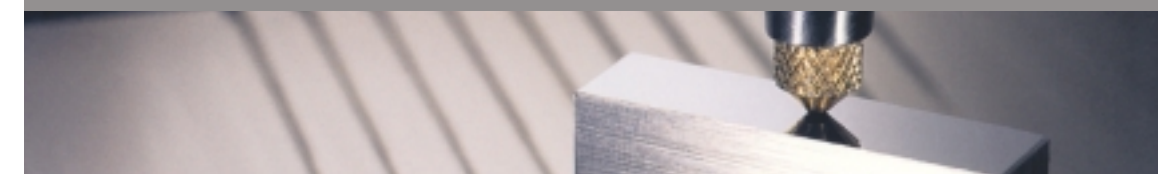
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C O N T A C T



*News and views from
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Whenever we expand the scope of our services or invest in new laboratory equipment, we set in motion a cycle of technical and professional development that keeps our team-members at the top of the calibration field. Whether it involves international training courses or expanded scope of accreditation, Ulrich makes the investment necessary to deliver new services as efficiently and effectively as our traditional ones. Our goal is to provide the highest quality calibration services to our clients.

I encourage you to discuss your evolving business needs with us so that we may continue to meet your expectations both now and in the future. David Llorens, Vice President Operations, can address your technical issues while Ronald Barry, Vice President Business Development, can discuss your service requirements.

Together, we are here to meet your needs.



Ingrid Ulrich, CA, MBA
President, Ulrich Metrology Inc.

Investing in state-of-the-art equipment ensures that Ulrich keeps pace with growing client needs. Founder Ferdinand Ulrich and President Ingrid Ulrich inspect the latest addition to their laboratory: the Pratt & Whitney LabMaster® Universal Measuring System is accurate to .000001 of an inch.



Precision Processes, Superior Standards Drive Ulrich's Success

When quality engineer Ferdinand Ulrich founded Ulrich Metrology in 1976, he thought he would carve out a small niche offering dimensional calibration to the aerospace and automotive industries. His approach was unique: provide Friday pick-up, weekend service and Monday morning delivery. "I saw an opportunity, built a small laboratory in Laval, passed the necessary audits and managed to secure twenty-five clients in the first year," commented Ulrich's founder. "It really began as a professional side-line."

During the first decade, Ferdinand ran the technical side of the enterprise while his wife Erika handled the administration of the business. With ISO standards not yet on the horizon in Canada, many industries needed to be convinced of the value of calibration. "I remember going

to machine shops and explaining the practical benefits of maintaining, cleaning and calibrating gauges," said Mr. Ulrich. "These were companies that would regularly have their typewriters serviced, yet not the gauges that affected the quality of their production. Most times, they quickly recognized the value."

Striving for firsts in the commercial calibration field proved to be Ulrich's path to growth and national accreditation. By 1986, the company had moved to expanded facilities in Montreal and begun receiving recognition for superior processes and quality. Son Anthony Ulrich, a Professional Engineer, brought his skills to the technical team in 1990, and by 1994 the company was one of only four commercial laboratories in Canada to receive an official "recognition of capability"

from the Department of National Defense. In 1996, through Anthony's efforts, Ulrich became the first Canadian calibration laboratory to be certified in dimensional measurement by the National Research Council's Calibration Laboratory Assessment Service (CLAS). "This technical accreditation was a major achievement for our company," explained the founder. "It is one thing to have a quality system in place, but with CLAS, NRC professionals actually came to our laboratories to observe the team in action and assess our level of competency."

Daughter Ingrid, a Chartered Accountant, joined the management team in 1996 as the family-owned company continued to grow. During this period of steady expansion, quality levels remained the utmost priority. Whether

servicing a multinational manufacturer or a local machine shop, the goal was always to ensure that everyone received the same level of care, attention and service. "We have never lost sight of the needs of our clients," said Ferdinand Ulrich. "When we expand the scope of our laboratories, it is because the clients need us to do so. Increasingly, they are looking for one-stop-shopping solutions."

Today, Ulrich Metrology Inc. is an ISO 17025 accredited facility with 23 employees and significantly expanded dimensional, torque, pressure and electrical calibration capabilities. With a strong commitment to investing in equipment, facilities, and technical training Ulrich continues to be a national leader in the commercial calibration field.



1976

1986



1990

1994

