

NORTHFIELD

Precision Instrument Corporation

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Dear Customers, Employees and Suppliers,

Northfield Precision Instrument Corp. was hit hard by hurricane Sandy. And, like many of you, we relied on our resourcefulness and teamwork to meet the unparalleled challenges of getting our facility back up in production. As a result, our Long Island production facility was open and operating at a limited level during the first week after the storm, and up to 85% production levels by week three. We cleaned our facility and repaired 38 machines in 14 days, despite having no electricity, no phones, no e-mail, no cell phone service, no natural gas, no heat, no sewage, no potable water, and no regular deliveries due to shipping companies declaring our region a disaster area.

Northfield's remarkable recovery has been due to the extraordinary efforts and dedication of many people. Our Northfield team went well above and beyond to meet our needs and those of our customers, putting their personal lives on hold until we were back on our feet. We are especially indebted to the following individuals:

Northfield employees, most of whom came in the day after the storm, putting Northfield ahead of their own families and homes, and who asked me "What can we do?" This started the ball rolling.

Ken Sprenger:

Who not only took all of our phone calls for 3 weeks after the storm and was the face of Northfield, but also ordered desperately needed supplies right after the hurricane when we had no access to anything.

Dave Jankowski/All-States Machine Repair

Who left his family in Indiana and basically lived at Northfield, repairing machines for 10-12 hours per day, fixing CNC machines, automatic machines, manual machines -- whatever we needed.

Mike Sullivan

Who laid out the money for a 300KVA 3-phase generator to power the entire plant for 2 weeks! The generator company wouldn't take a credit card and needed signatures and photo ID, and we had no way of faxing, scanning, e-mailing or even setting up next day service from UPS or Fedex.

Chuck Anderson

Who helped find a technician (Dave Jankowski above) to live at Northfield for 6 days to work with us repairing our machines.

Jeff Richlin/ Richlin Machinery

Who, when learning all of our CNC lathes were down with significant damage, sent his technician Tony over, who ordered all the parts and repaired (6) Hardinge lathes in two days... it pays to have friends!

Hopkins Machinery

Who quickly repaired the machines they support, despite having many other companies in the same situation as Northfield.

Atlantic PC

Who serviced all of our computers to make sure our network was running properly, and reconnected us when e-mail was restored.

Walter Mordes /All Air Incorporated

Who hand-delivered desperately needed bearings for our submerged electric motors.

Generator Services

Who had the generator we needed in CA and ready to ship immediately.

Coyote Movers

Who transported the generator from CA to NY in 3 days.

And, of course, our dedicated customers, who understood that we took a huge blow and needed some time to regroup. *Without you*, there is no Northfield.

Thank you for keeping us up and running. As Northfield is now back to "business as usual," we hope that you, your family, your friends and neighbors are safe and well.

Sincerely, Paul Defeo

**Precision
At Any Speed!**

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