

## PRESS RELEASE

### Exploiting an untapped market

*Agile Systems is ready to help business install a whole new motor system -- without replacing a single motor*

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Waterloo, ON - Technology company Agile Systems has a novel pitch for business. Agile will help companies turn their most basic motors into sophisticated servo-motors, improve productivity, and cut energy usage – all without putting in a single new motor.

The Waterloo designer and manufacturer of digital controls is exploiting an untapped market – estimated at \$1 billion or more – in semiconductor, life-sciences, and factory-automation plants. Agile is introducing a technology today that enables companies to upgrade their fleet of simple stepper motors.

“Agile is entering a space and obsoleting what is there,” says California-based motors expert Dennis Pfister, of Thermal Management Products, who has assessed the patent-pending SILENTstep™ technology. “No one else has done this. This gives a customer high-end control at a low-end price point.”

Companies will be able to potentially double motor speeds and reduce energy demand – all without spending a company fortune. The size of this retrofit market is believed to be 10 times that of the annual motor controls market.

Agile’s SILENTstep™ control package boosts the performance of stepper motors – found in printers, in packaging and in lab automation equipment – to the range of more precise, and costlier, servo-motors. The retrofit will also hush plants by ending machine resonance, thus reducing noise by up to 75 per cent.

“SILENTstep™ technology will allow customers to specify motors at their full torque limits. This means electrical engineers no longer have to over-size the motor for any given application. Smaller-sized stepper motors can do the job of larger ones,” said Ralph Steedman, President and CEO of Agile Systems.

Trimming energy consumption is a priority for business. Since electric motors consume two-thirds of all electricity used in North America, energy cost savings could be in the thousands of dollars a year for a single large business that uses scores of stepper units.

Stepper motors are used in many applications, such as in printers, photocopiers, and packaging and lab automation equipment. They produce high torque at low speeds. Attempts to increase their speeds often result in the motor stalling out. However, SILENTstep™ software algorithms eliminate this potential for stalling.

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“Prospective customers have been looking for an alternative motor-control solution to get high performance out of their low-cost traditional stepper motor. In addition, because of the energy savings and productivity potential, our customers can provide increased value-add to their clientele through quick payback retro-fit programs” added Steedman.

## About Agile Systems

Agile Systems is a global leader in the design and manufacture of energy-efficient electronic controls for electric motors. Agile’s compact digital motion-control solutions are used in robotics, semiconductor production, and in life sciences and factory-automation equipment. Other vertical markets include HVAC, consumer white goods, and automotive industries. Agile Systems is headquartered in Waterloo, Ontario, with sales representation around the globe.

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