

Lanco Integrated North America

Jon Robertson, Corporate Development

About Jon Robertson

- Working in the manufacturing space for over 25 years, in aerospace, automotive, and capital equipment industries.
- Electrical Engineer by training, Gearhead by hobby.
- Worked at Lanco for the past 14+ years; extensive time spent with multinational customers around the globe in sales and technical leadership roles, learning their needs. Opened the Hong Kong office.
- Passionate about enabling people groups and electromechanical systems to work well together.
- Married with 4 children 12-17 years old; looking forward to hiking 500 miles of El Camino in Spain with them this summer.

- With roots in the Langendorf Watch Company (Lanco) in Switzerland back in 1873, time and effort has yielded an ESOP company:
 - That designs, integrates and deploys assembly and test systems worldwide for multinational customers.
 - Headquartered in Westbrook, Maine, 55,000 sq. ft.
 - The global group has deployed over 8,000 assembly and test systems around the world.
 - 50% of global revenue deployed overseas, 50% in North America. Systems range from \$200k-\$4MM in value.
 - 55% of global revenue is built right here in Maine
 - ~60MM USD sales globally with 330 people, 170 people in Maine. Profitable.

About Lanco Integrated



- Globally, 25% medical, 50% automotive, 25% Consumer Goods, Plastics, Electronics, etc.
- 90+% of our revenue is from our existing customer base. Partnerships and relationships critical, some over 40 years in history!



Empowering Global Assembly

