

**H a r r i n g t o n
B u s i n e s s G r o u p, I n c.**

Product and Service Offerings



**1885 University Ave. W., Suite 300, St. Paul MN 55104
651-645-7041 651-286-2670 - FAX**



Harrington Business Group was incorporated in 2002 to bring together several business holdings under one company. The common element that all these businesses share is the involvement of David Harrington. In this booklet, we will briefly cover the product and service offerings, as well as the history, of each business.



David L. Harrington CMSE
President - HBG, Inc.

David Harrington has had a varied and extensive career in the business world. He has a post-graduate degree in Systems Engineering, and has completed studies in business, information technology and engineering at the University of Minnesota and the University of St. Thomas.

His work experience has included technical positions, sales, management, and executive jobs in the security, automotive, manufacturing and consulting industries. Mr. Harrington has been the owner of several successful businesses and continues to develop new ventures. His enthusiasm and drive, combined with a practical and proven approach to business, have made Mr. Harrington a sought-after presenter and advisor.

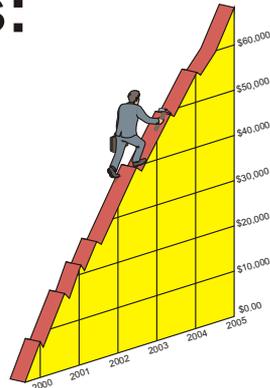
Mr. Harrington devotes most of his time to the consulting and systems engineering work performed at HBG, Inc.

Is your business:

Profitable?

Repeatable?

Scalable?



At Harrington Enterprises, we provide a wide range of services built around the “the big three” business criteria.

Profitable - Let’s face it, a business that doesn’t make money doesn’t *stay* in business.

Repeatable - Do you know what part(s) of your business *did* or *didn’t* make money? Do you know why? Can you duplicate the “good” processes?

Scalable - Can your business grow while protecting repeatable profit? Do you know when to expand? When to pull back?

What do we do?

Business Planning - In today’s demanding business environment, many managers and executives have to spend so much time working *in* their business that it can be difficult to work *on* the business. We can help with research, design, assessment, task and consulting services.

Business Systems - The first step to repeatable profit is a solid business system. More than just a good accounting package, a complete system must cover every aspect of your business. Marketing, sales, inventory, production, fulfillment, service - they all need to be part of your system. ***We do not sell any software packages - we believe that the systems has to work on paper and in the real world before it is automated.***

Analysis - Nobody likes to make a mistake - least of all an avoidable one. The gathering and analyzing of business data is an important part of ensuring solid decisions. We offer a perspective based on many years of running successful companies and knowing what it takes to make the *right call*.

Implementation - It seems that just about every business services company out there offers a plan to fix your problems, but so few stick around for the implementation. At Harrington Enterprises, a large part of our work comes from task contracts. We have resources that can help you get the job done when it comes to business systems.

Consulting - In many situations a consultative approach is the best solution for improvement and growth. With over 20 years of experience facing the same challenges that you face, and many proven success strategies, we offer business assistance with real value.

Who do we work with?

New Businesses - Nothing in your career will be as difficult or as potentially rewarding as starting a new business. The risks are many, but with our help you can minimize them and maximize your chances for success. We have worked with many start-up companies and can help with assessing the business, securing funding, and offer services to get you up and running as quickly as possible.

Changing Businesses - Are you facing the challenge of making changes at your business? Let us help you manage those changes to ensure that you get the result you want.

Expanding Businesses - The “scalable” part of the trio of business criteria we mentioned is where most companies get stuck. It is all too common that a business that was successful at \$1,000,000 in sales will be in real trouble at \$5,000,000 or more. We can help you protect your profit and ensure that your growth is monitored, controlled, and lasting.

Struggling Businesses - Is your profit margin slipping away? Have your retained earnings been eroded by years of business decline? Perhaps your business has just been breaking even and you want more from it. Harrington Enterprises can help you overcome the difficulties and get back on track. We will work with you to determine what needs to be done, find a way to do it, and help you track the process as you head toward success. Crisis and recovery management has to be active and fluid to bring about change. We can help guide you in taking action as well as capturing opportunities while fulfilling your vision.

Can we help you? Call 651-645-7041 to find out.



E-TECH produces the finest material handling products and systems for the linen maintenance industry. All of our products are proven performers with many successful industry-specific applications.



E-TECH was founded (*originally named Ekola Engineering*) in 1970 by Lee Ekola. Lee began his life-long involvement in the linen industry at age 11 when he swept floors in his father's plant. Prior to starting his own company, Lee was the Engineering Manager for a nationwide linen supply company.

Lee built the core of his business around the largely neglected area of material handling. As the years passed, linen maintenance technology changed significantly, principally in response to the advent of the tunnel washer. Lee's business grew along with a reputation for delivering the material handling systems needed to maximize productivity. In 1988, we installed our first **E-RAIL** monorail system, a product designed from the ground up specifically for use in our industry. This system has been running 24 hours a day, 7 days a week, that's more than 8600 hours per year!

Over the years, we have continued to enhance and evolve product and system offerings. **RAILPRO**, our industry leading Graphical User Interface is so operator-friendly that workers in a Japanese plant use it *without translation*.

At E-TECH we have built our reputation on a solid foundation of service. Our experience in successful system implementation is unparalleled in the textile maintenance industry. From system design through start-up and ongoing support, the professionals at E-TECH are your best choice for material handling solutions that work.



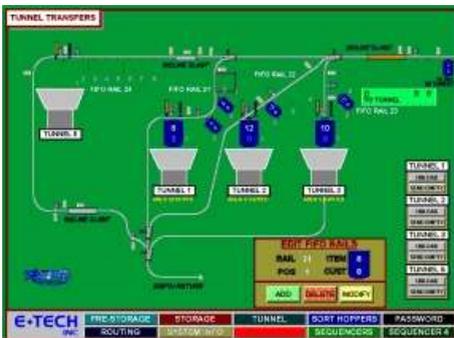
E-RAIL is the result of E-TECH's industry specific knowledge, experience in overhead monorail, and singularly qualified Mechanical Engineers. Combined with our RAILPRO automation controls, E-RAIL has proven to be the industry leader in material handling. The precision, flexibility and durability of E-RAIL are essential for reliable automation. E-RAIL enhances and ensures the productive flow of goods through your facility.



Based on the proven TC/American bolted twin section monorail, E-TECH adds the crucial industry-specific design and critical components that make TC-TRAK systems an outstanding material handling selection.



All of us at E-TECH know that you have a choice when it comes to monorail providers. Our focus has always been to provide you, our customer, with the best in every aspect of a monorail system. That's why important components like indexers, slant lifts, drop-rail lifts, auto de-baggers, and trolleys are produced by E-TECH exclusively for TC-TRAK systems.



RAILPRO is an essential tool for the management and tracking of production flow through today's advanced Industrial Laundries. RAILPRO combines a WINDOWS NT based Graphical User Interface with robust PLC (*Programmable Logic*) controls. Highly intuitive screens provide detailed information about what is happening in the system such as the routing of slings into storage, display of all slings in the system, and the distribution schedule of slings to be delivered to washers and finishing stations throughout the plant.



The Watch Place **ONLINE.com** InvictaGuys.com

INVICTA

Quality
Style
Value

TITONI
OF SWITZERLAND

Since 1919

When success is your business

TITONI
OF SWITZERLAND
Since 1919

Sandoz Watches

SANDOZ AUTOMATIC
SWISS LTD

SANDOZ

HAMILTON
Watches

Gruen
Watches

HBG, Inc. offers quality timepieces, exceptional value and outstanding service to both the retail and wholesale markets. From vintage Hamilton, Gruen and other watches, to the very popular INVICTA line, to Swiss-made Titoni watches, we have a timepiece to suit your business needs.

www.InvictaGuys.com
www.TheWatchPlaceOnline.com



Based in the financial district of Chicago, Marlin Trading is a strategic futures company specializing in the US Treasury markets. Our trading philosophy is based on careful analysis of data based on specific criteria, and disciplined execution of transactions. At this time, Marlin Trading is privately subscribed.



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www.DressmakingResearch.com

This is a website containing images of primary source materials focusing on the cut and construction of women's garments. Excerpts containing cutting diagrams, specific construction details, and measurements are featured.

CDs containing these images are available for sale. Standard CDs are organized by year, with custom CDs made on request. Special searches, research, and requests for garment design will be gladly accepted. Though this site will explore cut and construction, I realize that images of garments on their own, without specific details, are valuable as well and these images are also offered here.

My name is James Harrington, my collection consists of over 1,200 months of magazines, including: The Delineator, Demorest's Magazine, and Woman's Home Companion. In addition to these, I have issues of Harper's Bazaar, Dressmaking at Home, The American Cutter & Tailor, Inspiration Magazine (*from the Women's Institute in Scranton*) and a few others. Also, I have a few specific cutting manuals and dressmaking systems.



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