

Q1 Firm Update 2015

# Rapid Growth at Lighthouse Imaging Aided by JobOps and JOScan™

*ANANIA & Associates Investment Company LLC*  
A MAINE INVESTMENT FUND SINCE 1996

  
**Lighthouse Imaging**

**jobops**

Success  
Solution  
Business  
Innovation  
Branding  
Solution  
Marketing  
Analysis  
Ideas  
Success  
Management

Innovation  
Branding  
Solution  
Marketing  
Analysis  
Ideas  
Success  
Management

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Q4 2014 Press Releases

# Theater Night 2015

Limited Seating - Reserve Now!

*Anania & Associates Investment Company*

**Theater Night Featuring:**

**"Regrets Only"**

**WHEN: Tuesday, January 27, 2015**

**WHERE: Good Theater at The St. Lawrence  
Arts Center**

**76 Congress Street, Portland**

**WHO: Employee +1 guest**

**TIME: 7:00 pm**

**Email: [abigonski@anania.biz](mailto:abigonski@anania.biz)**

## Rapid Growth at Lighthouse Imaging Aided by JobOps and JOScan™

After sitting down with Lighthouse COO Vaughn Staples for a few minutes it became abundantly clear how useful implementing JobOps is going to be for Lighthouse Imaging. Vaughn was reveling in the real time production insights JobOps would bring. He explained his excitement in having purchase orders automatically generated simultaneously as sales orders were created. He highlighted the fact that he would be able to track parts through various stages of "Work in Process" inside as well as outside the company.

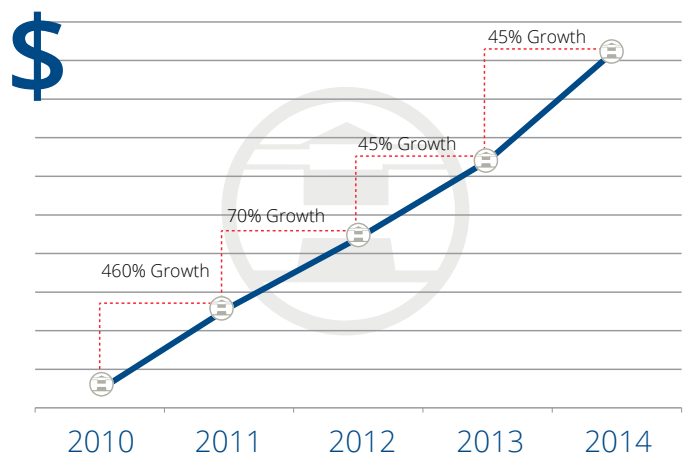
One thing was clear after talking to Vaughn; growing companies like Lighthouse Imaging stay innovative by seeking out the best technologies improving the efficiency of their engineering, manufacturing and administrative processes.

### Recent Growth at Lighthouse

I also had the opportunity to discuss the last four years of financial growth with David Hiatt, CFO of Anania & Associates Investment Company (AAI). David pointed to several reports highlighting the aggressive growth Lighthouse has seen over the past four years. Lighthouse's revenue has grown an astonishing 460% from 2010 to 2011, 70% from 2011 to 2012, 45% from 2012 to 2013 and 45% from 2013 to 2014.

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Over the same time period Lighthouse and AAI recruited top talent from across the country



filling newly created management, administration, manufacturing and engineering positions. Alongside this rapid growth came changes in the complexity, size and number of orders Lighthouse received. To accommodate this new growth and vision, Lighthouse moved to a larger facility in Windham, Maine which had the added benefit of formerly housing a FDA registered manufacturer. Lighthouse also overhauled the facility, designing and building several clean rooms as well as updating the facade of the building.

The management team at Lighthouse also turned their attention to improving their production and administrative processes to accommodate future growth. The team set out to find the right job management software for

their particular production needs. After weighing several options Lighthouse choose JobOps as their software of choice. JobOps had the functionality the Lighthouse team needed and integrated it with their current Sage 100 ERP system.

**JobOps at Lighthouse: A Quick Rundown**

The best way to explain how JobOps will improve the production workflow at Lighthouse is take you through the different steps. The process starts with Lighthouse creating a sales order to accompany an incoming purchase order.

The creation of the sales order does several things within what is called the “Component Exception Manager”. Purchase orders are automatically created for the necessary materials to manufacture the device. A work order is also automatically generated giving the production team everything they need to complete the order: lists of needed components, instructions from engineering and as well as notes from Vaughn. When this “packet” of materials is sent to the floor, the production manager pulls the needed items, assuming ordered components have been received, and delivers them to the clean room.

This is where JOScan™\* comes into play, it gives management real time work order progress tracking. Lighthouse team members working in the clean rooms simply scan a barcode when starting and completing a task.



Eric Storm in Lighthouse Clean Room

This information is sent to a JobOps dashboard where Vaughn can monitor the real time progress of orders as well as tasks within orders with great detail.

JobOps paired with JOScan™, barcode scanning software that integrates with JobOps, also aids Lighthouse in material tracking. Lighthouse occasionally sends components to third party vendors to be processed and JOScan™ allows Lighthouse to track this inventory as it is sent to vendors and received back in. The importance of this

tracking cannot be understated as Lighthouse will send out thousands of parts organized within a series purchase orders and receive those parts back in no particular order. JOScan™ allows Lighthouse to assign the parts they receive back to their respective purchase orders.

**Driving Future Growth at Lighthouse Imaging**

Management at Lighthouse and AAI realize that companywide initiatives like implementing JobOps into the production process are essential to sustain aggressive growth. JobOps allows Lighthouse to have leaner manufacturing processes by automating administrative processes. It gives the sales team as well as management new analytics into the progress of customer orders. It also allows the company better track thousands of components as they flow through third party vendors. Gravitating towards and implementing innovative products like JobOps is one of the major reasons why Lighthouse will continue to be positioned as a global provider of medical optical solutions.



Lighthouse COO Vaughn Staples

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*JOScan™ is a trademark of JDBSolutions*



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# Governor Paul LePage Visits Lighthouse Imaging



## Lighthouse Imaging

October 24, 2014

Governor Paul LePage toured Lighthouse Imaging LLC in Windham, Maine to learn about the recent expansion and rapid growth of the company.

### About Lighthouse Imaging

Lighthouse Imaging provides new product development, engineering services, and contract manufacturing for medical optic devices and the imaging industry. They are a total solutions provider for advanced, minimally invasive medical imaging systems for original equipment manufacturers.



Robert Austring CEO of Lighthouse Imaging spoke about the recent growth of the company, "We have experienced pretty significant growth over the last three and a half years, both in terms of revenue and also employment. We have grown from five to twenty-six employees and we are continuing expansion into next year."

### Governor LePage Views Class 10,000 Clean Rooms in Action

During the tour Mr. Austring highlighted one of the Class 10,000 Clean Rooms in use at Lighthouse. Mr. Austring explained to Governor LePage that "Any particulate getting on that sensor can create an image problem so we have to keep it very clean." Through the glass of the clean room, Mr. Austring pointed out one of the tightly controlled Class 100 Laminar flow hoods explaining that most of their manufacturing is done under hood to keep particles off image sensors.

# Grow-Tech Develops and Launches “Industry First” USDA Certified Biobased Growing Media



November 3, 2014

Grow-Tech LLC, a soil-less growing media manufacturer, based out of South Portland, Maine, announces the development of BioStrate™ an “industry first” growing media certified by the United States Department of Agriculture (USDA) as a “Biobased Product.”

## The Research and Development of BioStrate™

Early on in the development of BioStrate, Grow-Tech was awarded a SBIR grant through the USDA for the “Development and commercialization of a biodegradable stabilized growing media.” With the support of the USDA, Grow-Tech partnered with leading Universities and International Organizations to aid in the development.

Scott Kennedy, Chief Technical Officer of Grow-Tech, comments on the development of BioStrate™: “The BioStrate product presented numerous challenges such as defining a satisfactory chemical composition, tailoring performance characteristics, establishing manufacturing and converting procedures, and beta trials. Research and development will continue as the product matures and the need arises to address market shifts.”

After several successful beta trials at greenhouses worldwide, Grow-Tech is now shifting gears into the production and distribution of the product.

## The Benefits of BioStrate for Commercial Propagators

BioStrate allows commercial propagators to replace traditional forms of growing media with a more environmentally friendly and faster rooting growing media. BioStrate can also be composted at a commercial composting facility instead of being disposed of in a landfill.

## BioStrate Certifications

Biostrate has been certified as a “Biobased Product” by the USDA. The product is also certified by the Biodegradable Products Institute and Din Certco (in Europe) for meeting the ASTM 6400 and EIN13432 regulations for intended disposal in commercial composting facilities.

## More Information on Grow-Tech LLC

Grow-Tech is a leading manufacturer of growing media for commercial growers in floriculture, horticulture, hydroponics and forestry. The company has four main product lines: FlexiPlugs®, FlexiTrays®, BioStrate, and FlexiLine® Machinery. Grow-Tech is a portfolio company of Anania & Associates Investment Company and has a 30,000 square foot manufacturing facility in South Portland, Maine.



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# Grow-Tech Aids Local School's Aquaponic Greenhouse



**December 15, 2014** - *Written by Tracy Weber of Grow-Tech*

Grow-Tech's product line of growing media is sold all over the world, but it's also being put to use much closer to home. Portland Arts and Technology High School's (PATHS) Landscape & Garden Program, led by instructor Kathy Tarpo, set up an aquaponic system in September and is using Grow-Tech's FlexiPlugs to grow herbs, salad greens, and geranium cuttings.

The twenty-eight students involved in the class have been harvesting greens for their school lunch program since October. Almost two dozen tilapia are steadily growing in their tank and will be utilized by the students in the culinary program. Says Tarpo, "I felt that we should be growing food since we are so fortunate to have a heated greenhouse, and aquaponics is a way to grow food while the students are here (during the school year). It is a small farm to table experience for our students!" Grow-Tech, however, isn't the only company that helped make this aquaponic system a reality.

Its existence is due to the resourcefulness of Tarpo and the power of networking. The program received a \$2,700 grant from Maine Ag in the Classroom this summer. At that point, Tarpo reached out to Mike Carlsen, an employee at Olivia's Garden in New Gloucester, ME. Olivia's has been growing hydroponic herbs, tomatoes, and salad greens for over 10 years and recently embarked on an aquaponics operation. Carlsen volunteered his time to set up the tank and system at PATHS.

Tarpo knew of another local aquaponics operation, Fluid Farms, run by Jackson McLeod and Tyler Gaudette, where she was able to purchase tilapia to add to the system's existing goldfish. Olivia's Garden and Fluid Farms have an existing relationship with Grow-Tech so the PATHS teacher called us with a request for supplies. As a result of Tarpo's efforts and the generosity of local businesses, she was able to source expertise, labor, supplies and an Advisory Board member all within a 10 mile radius of her school!

6 Grow-Tech is proud to support the PATHS Landscape & Garden Program's on-going efforts to build students' skills in a very valuable industry.

# Mega Industries LLC Acquires NH based Micro Communications Inc.



Micro Communications, Inc.

December 29, 2014

Mega Industries LLC (MEGA), a Gorham, Maine based provider of microwave waveguide and coax components and systems to the scientific, military and commercial markets worldwide announces the acquisition of New Hampshire based Micro Communications, Inc (MCI).

## About MCI

Based out of Merrimack, NH, MCI engineers and manufactures microwave and radio frequency components focused on the broadcast and scientific markets. MCI was formerly a subsidiary of Rymsa RF, based in Madrid Spain and part of the Tryo Technologies Group (Tryo).

## The Significance of the Acquisition

The deal expands MEGA's engineering and production capabilities and diversifies MEGA's product offering by allowing the company to expand into the broadcast industry leveraging MCI's role as a leader and innovator in the industry.

The acquisition of MCI follows MEGA's March 2014 acquisition of Wireless Telecom Group's Microlab/FXR waveguide dummy load product line and strengthens its role as a global leader in the engineering and manufacturing of microwave transmission equipment for large scale scientific experiments, the military and aviation high energy.

Peter V. Anania, Chairman of Anania & Associates Investment Company LLC (AAI), the firm that owns MEGA comments on the acquisition, "This deal follows on the heels of an earlier purchase of the Microlab/FXR product line and will bring together two leaders in RF microwave transmission and waveguide product solutions. Both of these acquisitions represent the execution of a very aggressive growth strategy that we have set for MEGA Industries. The growth prospects for MEGA Industries are bright including more acquisitions in the near future."

## Details on the Acquisition

Anania & Associates brokered the deal which gives Tryo a minority share in MEGA for a stock swap plus an undisclosed amount of cash.

## Further Synergies as a Result of the Acquisition

As a result of the acquisition MEGA will have one of the broadest range of products within the high power waveguide space of flexible and rigid waveguides with sizes from WR52 to WR2300. The expanded offering will include Channel combiners, Coax lines, Lowpass and bandpass filters, Power combiners and a full line of Switches and loads.

As part of this agreement, Rymsa RF/Tryo Technologies and Mega/MCI will continue to work together as a strategic alliance to identify other global opportunities of mutual value including defense and space, adding to MEGA's already strong base.

