



Grow-Tech Acquired By Dümmen Orange



Notes from Char Jewell
MEGA Industries Looks to Increase Workforce
Citing Record Revenues



Know Your Benefits: Questions to Ask Your Doctor

Patients often accept their doctors' advice without truly understanding what alternative treatments are available, and what — if any — differences there are in cost and effectiveness among those alternatives. Asking questions can help you decide what treatment plan is best for both your health and your wallet.

NOTE: The questions listed below are designed to help you maximize your health care dollars. These questions should not be used as a substitute for your doctor's professional, medical advice.

Questions to Ask: General

1. Why is this treatment necessary?
2. How much will my treatment cost?
3. Can I be treated another way that is equally effective but less costly?
4. What is the current procedural terminology (CPT) code of this treatment so I can price shop this procedure?
5. What can I do to improve my condition?

Questions to Ask: Prescriptions

1. Why are you suggesting this specific dosage?
2. Is my prescription in my insurance's approved list? Or, is this a specialty drug?
3. Can you recommend a lower-cost generic or over-the-counter drug as an alternative?



Job Stress: What to Watch Out For and How to Minimize It

Increased stress at work often negatively impacts otherwise happy employees. So, when you are on the job, it is always best to watch for signs of job stress. Doing so will not only help your job performance, but it's also good for your health.

We've put together some tips below to help you identify the signs of job stress and to help you maintain a happy work environment.

Signs of job stress include:

- Headache
- Sleep disturbances
- Upset stomach
- Difficulty concentrating and focusing
- Irritable mood
- Low morale
- Negative relationships with family and friends

To avoid these health problems and maintain high job satisfaction, consider the following tips:

- Set realistic goals and don't put unnecessary pressure on yourself.
- Try to think positively about tasks at work—avoid negative thinkers and always acknowledge your accomplishments, even if it's just by mentally congratulating yourself.
- Take a short break if you start to feel stressed.

Impressive Growth Leads to Grow-Tech's Acquisition by Dümmen Orange

GROW-TECH LLC 
Advanced Rooting Substrate Technology

 **DÜMMEN ORANGE**™

Grow-Tech's sale to Dümmen Orange comes after seven strong years of consistent growth for the growing media company. Since becoming a portfolio company of AAI in 2010, Grow-Tech has doubled its workforce and grown by 700%.

"We at Anania & Associates are pleased to have been a part of Grow-Tech's success throughout the years," said Peter V. Anania, President of AAI. "They have added products and significantly increased sales during their time as one of our portfolio companies. We look forward to seeing what the future holds for this innovative company."

Grow-Tech looks forward to remaining a part of the South Portland community as the company does not anticipate any major changes in day-to-day operation as a result of the acquisition. Employees and management will remain the same and Grow-Tech will remain independent in activities. Grow-Tech's operations are based in a world-class 30,000 square foot facility in the South Portland, and in 2016, the company was honored as South Portland's Business of the Year.

Out-of-this-world Technology for a Better Growing Operation:

Over its decades in operation, Grow-Tech has been a leader in the development of biobased growing media. The company and its products got their start in the 1980s when Dole Foods was searching for a solution to improve their lettuce seeding operation. The collaboration of Dole and the company that would become Grow-Tech provided Dole with a technology -- known as the Cellular Rooting Sponge -- that was initially developed by NASA.

In 2014, the company received a United States Department of Agriculture Grant to assist with the development of BioStrate, an industry-first growing medium. BioStrate is an environmentally friendly and fast-rooting option for commercial growers. It can be disposed of at a commercial composting facility instead of being disposed of in a landfill.





Continued Innovation to Meet Increased Demand:

Grow-Tech continues to expand its product line and rolled out two major new offerings in 2016: PUREgrown hemp-felt and the ZenPlug.

PUREgrown hemp-felt combines superior growing characteristics specifically formulated for the organic production of micro-greens, salad greens and wheatgrass. An OMRI-listed growing medium, it helps meet the need of growers for more sustainable growing methods as the healthy, local food movement continues to increase its demand for greens.

The ZenPlug allows for easy transplanting of tissue culture starts and pre-rooted cuttings. Its unique design makes planting easy, but also helps to protect roots, allowing greenhouse workers to be more efficient without sacrificing the health of plants.

Spreading Global Roots:

Grow-Tech's range of stabilized growing media products are used by leading commercial growers and propagators in horticultural, forestry and hydroponics markets in the U.S., Europe, the Middle East and Asia.

"Grow-Tech is proud to already have a wide global reach, but with this acquisition, we will be able to further strengthen our position in the plug market as we join with an industry leader that operates on a global scale," said Grow-Tech CEO Edwin Dijkshoorn.

Dümmen Orange is a global leader in the breeding and development of cut flowers and potted plants. With 7,000 employees and an even wider international reach, the company brings together top breeders under one brand to provide the world's largest selection of superior flowers and plants. Dümmen Orange is committed to increasing sustainability, a mission which Grow-Tech's products will help them to achieve.

Here's to another 30-plus years of sustained growth for Grow-Tech LLC.



Read more:

MaineBiz

<http://www.mainebiz.biz/article/20170602/NEWS01/170609985/Netherlands-company-acquires-south-portland's-grow-tech>

Portland Press Herald

<http://www.pressherald.com/2017/06/02/grow-tech-sold-to-netherlands-firm/>

Grower Talks

<http://www.ballpublishing.com/growertalks/ArticleComments.aspx?aid=7690>

Greenhouse Grower

<http://www.greenhousegrower.com/production/media/grow-tech-introduces-new-media-plugin-joins-dummen-orange-team/>

MEGA Industries Looks to Increase Workforce by 20% Citing Record Revenues, New Contracts



It's a great time for MEGA Industries. We're very pleased to report record revenues for 2016, which were up over 32% year over year. MEGA's bookings also reached a record high of approximately \$12.0MM for 2016 due to many new contracts with various National Laboratories from around the world. These record bookings are expected generate record revenues again in 2017 and continue at this pace for another three to five years.

And if that isn't enough good news, the company has secured more than \$10MM in new contracts already in 2017.

All of this activity means Mega is hiring. Recently Mega increased its workforce by 68% adding many high paying jobs.

"We continue to add to our workforce with additional high paying careers like experienced, manual and CNC machinists; experienced and/or entry level brazing craftsmen; quality control inspectors; a mechanical designer; a mechanical and/or electrical engineer; electrical technicians to work in our world class test lab; and a production control person," mentions Peter V. Anania, CEO of MEGA. "These positions will either add to our first shift or our newly created second shift."

Most of Mega's products are used by scientists working on ground-breaking research at National laboratories around the world. This innovative research seeks to find new ways to generate energy using cold fusion. The research also looks to figure out how and why certain chemical reactions happen, develop new types of radiation treatments to help cure cancer, and to prove out various hypotheses around the "Big Bang" theory.

"These expected orders providing all this growth are real and should continue for the foreseen future," comments William Sanborn, MEGA's Vice President of International Sales. "Company-wide initiatives, including the push for new high-power (2 to 30 MEGAwatts) products like circulators, ultra-high vacuum microwave components, rotary joints and many others are coming to fruition resulting in orders from overseas and various universities here in the USA."

"This is what makes us the world leader in RF solutions here and around the globe," Sanborn adds.



MEGA Industries Receives \$2.0 Million+ Contract from SLAC

MEGA has recently closed a deal with Stanford Linear Accelerator Laboratory (SLAC), a United States Department of Energy (DOE) National Laboratory acclaimed for researching particle physics.

The contract is in excess of \$2.0MM. It is the fifth order MEGA has received from SLAC and part of a billion dollar upgrade approved by the DOE.

The upgrade comes after the “extraordinary success” of the SLAC’s renowned Linac Coherent Light Source (LCLS), which helped researchers address, “a number of grand challenges in science by capturing detailed snapshots of rapid processes that are beyond the reach of other light sources,” according to SLAC.

The new upgrades to the facility will take on the name LCLS-II, a “State-of-the-art superconducting accelerator” capable of producing, “8,000 times more light pulses per second than today’s most powerful X-ray laser, LCLS, and an almost continuous X-ray beam that, on average, will be 10,000 times brighter.” The plan is to put LCLS-II into full operation in 2020.

“This contract with SLAC is one of six similar ‘large scale scientific projects’ MEGA will be working on over the next four to five years,” mentions Anania. “MEGA was chosen due to the company’s, ‘unique design and machining skills,’” adds Anania.

MEGA Industries Receives \$5.0 Million Contract From European Spallation Source

9

The second of two contracts received in 2017, MEGA has been awarded \$5.0MM contract from the European Spallation Source.



The European Spallation Source (ESS) is “committed to constructing and operating the world’s leading facility for research using neutrons.” The ESS facility is currently under construction in Sweden.

MEGA, together with its sister companies Elmet Technologies in Maine and Tryo Group in Spain, brings unique RF engineering and machining resources to this combined \$100.0MM worldwide organization, which supports the National Laboratories and universities around the globe with their research.

“MEGA sees continued success and growth, and this contract demonstrates the international reach and impact of the company’s work,” says Anania. “We are pleased to be involved in the development of this world-class research facility.”

MEGA will be working on and delivering the order to the European Spallation Source over the next 12-18 months.

A Long Line of Successes:

The orders from SLAC and ESS comes during an “unprecedented time” for MEGA Industries.

Since 2015, the firm has reported record revenues and a push to double its workforce. Over the last year, the company has increased its workforce by 40%. And thanks to these new contracts, more hiring expected in the near future.

MEGA also made several upgrades to its facility over the last couple of years including 7,500 square feet of manufacturing space with state of the art clean rooms.

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Read more:

MaineBiz

<http://www.mainebiz.biz/article/20170217/NEWS01/170219947/gorham-manufacturer-adding-jobs-to-keep-pace-with-record-sales>

Portland Press Herald

<http://www.pressherald.com/2017/03/21/gorham-manufacturer-mega-industries-lands-7-million-in-new-contracts/>

WMTW - Mega Industries in Gorham awarded contracts worth \$7 million

<https://www.youtube.com/watch?v=KfuC-E1j6WI>

WMTW - Made in Maine Segment

<http://www.wmtw.com/article/business-booming-for-gorham-manufacturer/9565762>

MEGA Industries Featured on WMTW's 'Made in Maine'

Business is booming at MEGA Industries. WMTW News Channel 8 shined the spotlight on MEGA earlier this spring as part of its 'Made in Maine' series. Made in Maine is hosted by WMTW's Steve Minich and profiles local businesses manufacturing unique products, such as MEGA's high-power microwave components.

The team at MEGA may understand the extent of how high-powered microwaves are utilized every day, but that's a fact that the general public may not realize. With 2017 off to a great start and the company's need for skilled labor, it really was the perfect time to share the MEGA story with the rest of Maine.

Minich and his WMTW crew toured MEGA's Gorham plant to learn about the operation and to speak with some of the folks who help make things go. The story brought awareness to the general public of MEGA's desire to increase its workforce by 20% -- a product of the company's recent success.

The unique nature of MEGA's work was also highlighted in the piece, showcasing the detailed precision that goes into manufacturing high-power microwave equipment.

"We work with power levels so high, no one else in the world will even attempt to do this but, we do," said MEGA Vice President of Engineering, Henry Downs, in the interview.

To view the piece, visit wmtw.com, navigate to the search function in the top left navigation menu and type in "Business booming for Gorham manufacturer."

