

# EXACT ENGINEERING

## INNOVATION AT WORK

John Gribben  
Design Engineer



E  
x  
a  
c  
t  
-  
s  
p  
e  
c  
.  
c  
o  
m

# Presentation Layout

- Personal Profile
- Exact Engineering Profile
- Auto Quad Gate Video
- Auto Quad Gate Development
- Auto Quad Gate Launch
- Other Projects
- Support

# Personal Profile

- John Gribben
- Graduated as a Mechanical Engineer from QUB in 2007
- Previously worked in;
  - Redrock Engineering
  - B/E Aerospace

# Exact Engineering Profile

- Established 1997
- Precision Engineering Workshop
- Ability to Manufacture / Repair;
  - Hydraulic Rams
  - Driveshafts (Domestic / Commercial)
  - Digger Booms
  - Flywheel / Brake Discs Skimmed
  - Cogwheels Sourced / Adapted
  - Floating Flywheels Repaired



# Exact Engineering Profile

- Most Recently Purchased Newry Motor Works, est. 1965
- Services Offered;
  - Cylinder head pressure testing / skimming
  - Crankshaft re-grinding
  - Block re-boring
  - Supply all components required



**NEWRY MOTOR  
WORKS**

E  
x  
a  
c  
t  
-  
s  
p  
e  
c  
.  
c  
o  
m

# AUTO QUAD GATE VIDEO

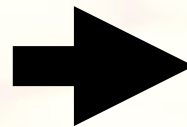
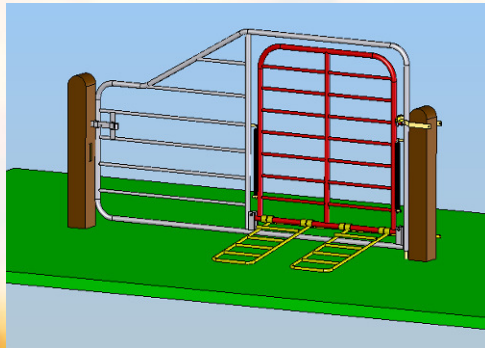


# Auto Quad Gate Development

- Current systems on the market;
  - Electric operated gates
  - Grid – Type obstacle
- Must be a simpler way to perform this task
- Several concepts designed – all swung like a standard gate
- Step back and look at it from a different angle

# Auto Quad Gate Development

- Once concept was decided upon detail design began
- Manufactured initial prototype
- Evolved slightly since (Market demand led to wider opening)



# Auto Quad Gate Launch

- Introduced to market at 2008 National Ploughing Championship in Kilkenny
- Initial response was incredible
- Several stories submitted and printed in both local and national press
- Appearance on UTV News
- Soon to be featured on RTE's Nationwide
- Innovative marketing keeps costs down

# Support

- INVEST NI
  - Patent Costs
  - Marketing Costs
- Exact Engineering
  - Prototype Manufacture
  - Product Design / Development
- Hi-Viz Marketing
  - Innovative Marketing Campaign

