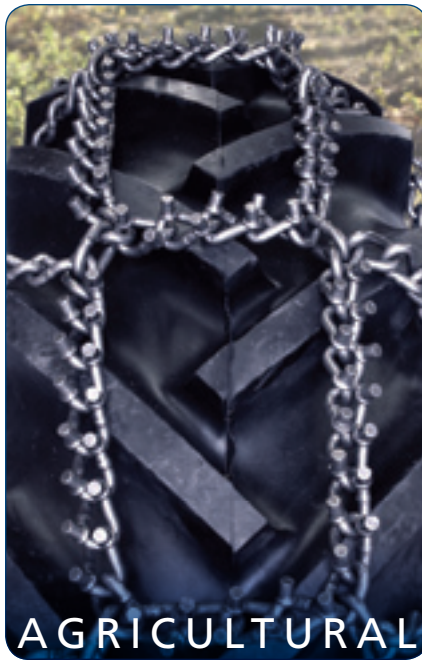


w w w . w a l l i n g f o r d s . c o m



FORESTRY



AGRICULTURAL



MUNICIPAL



ATV



TRUCK



WALLINGFORD'S INC.



LAWN & GARDEN



INDUSTRIAL



HEAVY EQUIPMENT



# MISSION

Wallingford's Inc.® seeks to provide service second to none by knowing its market, its employees, and its customers needs; and by fulfilling those needs through the use of the latest technology, the highest quality products, and the best trained employees in the industry.



WORLD HEADQUARTERS | Oakland, ME USA

## WALLINGFORD'S INC.

Since 1975, recognizing industry needs has been a core strength of Wallingford's Inc. Our experienced management and sales team follows the domestic and international markets to understand the trends and discover the demand for new products and services. Through extensive research and development, Wallingford's answers those demands bringing innovative, new products and services to the industry.

Wallingford's additional strengths lie within its professional and experienced administrative team that provides comprehensive, integrated information systems for design, manufacturing and sales needs.

Wallingford's Inc.® is an international wholesaler of tire chain, logging and industrial supplies; the largest of its kind in North America. The sales and marketing offices are located in a modern facility in Oakland, Maine, with a state of the art distribution, assembly, and administrative facility in New Hampton, New Hampshire, and a European Union Distribution Center in Holland.



ADMINISTRATION & DISTRIBUTION | New Hampton, NH USA



EUROPEAN UNION DISTRIBUTION | Holland



## INNOVATIVE PRODUCTS — FROM CONCEPT TO MARKET

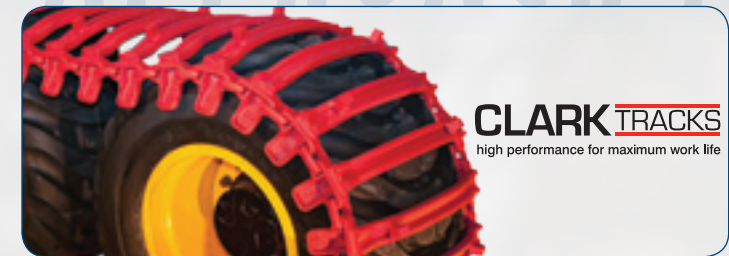
**How does Wallingford's bring so many innovative, quality products to the market?** The answer lies with our experienced staff and their knowledge of the marketplace. The first step in our success is researching the market to discover and identify any needs for new and improved products in the industries we serve.

**What if the product exists?** Once a need is identified, our team searches the market for the product that can fill the need in the industry. If the product currently exists, but has not been marketed, Wallingford's will become a wholesaler for the product, and our marketing team will introduce it to the industry.

**What if the product does not exist?** The Wallingford's team will design and develop the product to meet the needs of the industry. Our team will then work to create a relationship with an outside manufacturer to build it to our high quality standards. Once the manufacturing process is approved and in process, our team brings the new product to market.

**What if a manufacturer is not set up to build the product?** We will keep the design in-house and our team will develop the manufacturing process and equipment needed to build the product and manufacture it ourselves. Once again, the Wallingford's marketing team will introduce the new, innovative product to the industry.

Identify ⇒ Find ⇒ Market



Identify ⇒ Design ⇒ Contract Manufacturer ⇒ Market



Identify ⇒ Design ⇒ Manufacture ⇒ Market



## MARKETING TO THE WORLD



**UNITED STATES  
CANADA  
EUROPE  
AFRICA  
SOUTH AMERICA**



WALLINGFORD'S INC.

# A HISTORY IN THE MAKING



Invented an easy low cost conversion from chain choker systems to cable choker systems, J1 choker, allowing for increased productivity in New England as smaller diameter soft wood became more prevalent.

1972



Introduced industry first color strand on imported wire rope for brand recognition.

1976



First U.S. importer to market forestry tire chains on national level.

1978



Designed and introduced Log Slide®, Loggerhook®, and Loggergrab®, setting new standards for chain choker systems.

1982

1984

Introduced Super Swaged wire rope to U.S. logging market, forever changing wire rope used for winch lines nationwide.



Joined together in the founding of BABAC® Inc., today the largest manufacturer of forestry tire chains in North America. Invented U-Form® stud. Developed first of its kind through hardened Boron alloy steel. Invented slanted 1/2 links used for ring chains.

1986



Designed and introduced to market first ever chain choker utilizing a combination of heat treatment process of surface and core.

1991

1993

Developed first of its kind link shape, steel, and hardening process for chain used for debarking.



Founded new import/export marketing division, International Chain and Cable®, developing new concepts in tire chain design.

1996

2002

Introduced Aquiline® tire chains assembled in our new New Hampshire distribution center.



Celebrating 30 years since our beginning we opened our new World Headquarters in Oakland Maine supporting our expanded sales and customer service departments.



2005



Expanded our sales efforts into Europe, culminating with the opening of our new European Distribution Center in The Netherlands in the fall of 2009

2011



Wallingford's Inc. New Brand Symbol for Castings and Forgings.



Wallingford's Inc. New Brand Symbol for ICC Chains and Forgings.

2009



WORLDWIDE



2012

New and exciting innovations and expansions are planned for Wallingford's Inc. in 2012. Visit [www.wallingford's.com](http://www.wallingford's.com) regularly to check out what's happening.

2009

Introduced MaxiGrip™ Ice studs to the US Market.

