

# Come Grow with Us



## Career Opportunities at Barber-Colman

*Undated, thought to be from 1970s*

## Introduction

Barber-Colman was founded in 1894 by Howard Colman, a young man in his early twenties — an inventor and entrepreneur. He came to Rockford and began manufacturing hand knotters — a patented device used by the textile industry. When he died in 1941, he left behind a company producing hundreds of engineered products recognized for their excellence by customers throughout the world.

Companies, like people, have distinct personalities. I will try to describe in a few words the things we believe in and how we operate.

We are people oriented. We respect the dignity of each employee. We encourage self-development through a tuition refund plan and in-house training programs. We believe employees are entitled to know what is expected of them. We set standards of performance. We practice professional management. We reward achievement. We believe that people who fail in one assignment can often succeed in another area. We promote from within whenever we have well qualified applicants. We believe that decision making should be delegated to the lowest level, consistent with knowledge required to achieve the desired results. We have a corporate ethics statement that clearly outlines our responsibility to our community, our customers, our employees, our suppliers and our shareholders. We believe people should be hired and promoted on the basis of their past achievements and their potential to help the company meet its objectives.

We believe in the free enterprise system, and attributes like honesty, loyalty, enthusiasm, innovation and commitment. We believe you won't find a nicer group of people to work with anywhere. We work hard, we work together, and we try to have fun doing it. We're in a very exciting stage of our growth. If your desire for personal growth matches our desire for company growth, let's get together.



*Roger Sampson*

*Roger Sampson  
President and Chief Executive Officer*

# Barber-Colman Company

Founded on a single patent for a hand-operated knotter (shown below), Barber-Colman has become a major industrial corporation. We manufacture hundreds of engineered products for domestic and international markets. Our total employment in the states and overseas exceeds 5000. Our success has been achieved by highly trained and dedicated employees producing high quality products backed by good service.

Our goals are product leadership and profitable growth. To meet these goals we must keep pace with scientific progress by continually improving our research, development, technical and administrative staffs.

The products below reflect the efforts and ingenuity of our employees. Each product represents the latest technology in its respective industry, and each is unique in its own way.



For example: Our Spinning Machine is the only textile machine of its kind manufactured in the United States; our ECON VI Facilities Management System uses the latest micro-processor technology to control building environments and to help save our energy resources; and our MACO IV Controller offers the ultimate in precise and accurate control of plastic molding equipment.

## Manufacturing Facilities

Barber-Colman's headquarters and three largest manufacturing plants are located in Rockford, Illinois. In addition, we have manufacturing plants in Huntsville, Alabama, and Crystal Lake, Illinois. Barber-Colman Limited in England and Robicon in Pittsburgh, Pennsylvania, are manufacturing subsidiaries. Additional subsidiaries are located in Germany and the Netherlands. We have licensees, representatives and distributors throughout the world.



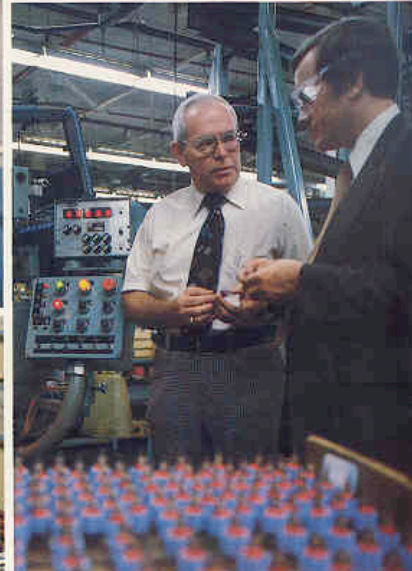
SPIN-FLEX  
Textile Spinning Machine



ECON VI  
Facilities Management System



MACO IV  
Microprocessor-based  
Controller



The divisions and subsidiaries of Barber-Colman are organized into three major areas: Energy Management; Industrial Electronics and Components; and Specialty Machines and Tools. Following is a brief overview of these areas, with more complete information in the remainder of this booklet.

### Energy Management

Barber-Colman began manufacturing heating controls in 1930. Since then, we have expanded to hundreds of products which are used to efficiently control the conditioning and distribution of air in building environments. Our products range from thermostats to registers to complex computer controlled systems which control entire buildings or building complexes.

### Industrial Electronics and Components

A diversified group producing a wide variety of engineered electronic products. These are: industrial controls and microprocessor based machine control

systems used in industrial processes and plastic machinery; A-C and D-C motors used in numerous applications from copy machines to computers; control components for business, commercial, and military aircraft; power controls (governors) used on diesel, steam and gas turbine engines; power amplifiers and supply systems; and highly engineered screw products and fasteners.

### Specialty Machines and Tools

The names Barber-Colman and textile machinery are synonymous. We are recognized world-wide as a leader in the manufacture of intermediate textile machinery — machinery that prepares yarn for subsequent finishing processes.

A need for precision gears for our textile machinery caused us to develop a line of gear cutting machines and tools. Today, we enjoy a unique position as the only American manufacturer of both the machines and tools for all types of precision gear cutting applications.



#### Barber-Colman Manufacturing Facilities

*Top Row:* Park Plant, Rockford area; Rock Street Plant, Rockford, Illinois

*Second Row:* Windsor Road Plant, Rockford area; Huntsville, Alabama

*Bottom Row:* Barber and Colman Ltd., Sale, England; Robicon, Pittsburgh, Pennsylvania;  
Colman OEM, Crystal Lake, Illinois

# Energy Management

## Controls

Today's emphasis on energy conservation requires precise and dependable control of heating, cooling and ventilation systems in all types of buildings. Barber-Colman's Control Division is recognized as an industry leader in electronic components and systems for environmental control.

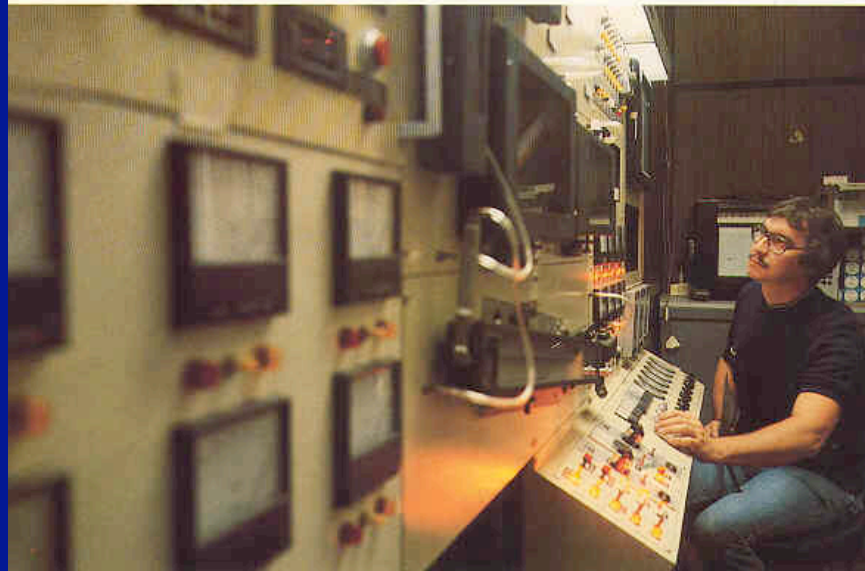
The division designs, develops, and manufactures pneumatic, electric, and solid state products to control temperature, humidity, ventilation and energy consumption in commercial and industrial buildings. In addition, the division produces energy management systems which monitor and automatically control mechanical and electrical equipment.

Barber-Colman control products are used in schools, office and public buildings, hospitals, shopping centers, hotels . . . anywhere accurate indication and control is required.

## Air Distribution

The efficient distribution of air is critical to energy savings, as well as to the comfort of building occupants. Barber-Colman engineers, through years of research in well equipped laboratories, have turned air distribution into a science.

Barber-Colman air distribution products — air handling units, diffusers, grilles and registers — are found in virtually all types of commercial and industrial buildings, from the Kennedy Center for Performing Arts in Washington, D.C., to the Houston Astrodome. A line of energy recovery systems is also available to capture valuable heating or cooling energy from exhaust air.



## Environmental Systems

The Environmental Systems Marketing Division has many facets. It is responsible for the marketing and sales of our environmental controls and air distribution products, which it markets through a world-wide network of sales offices.

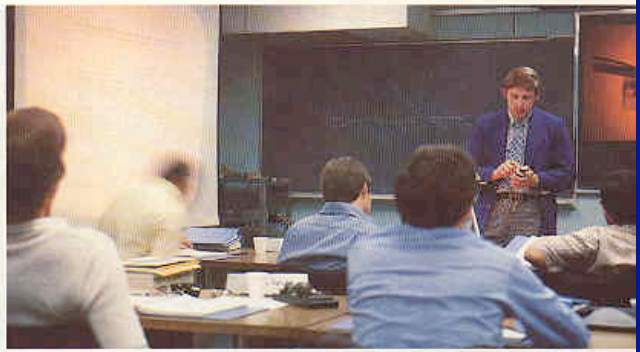
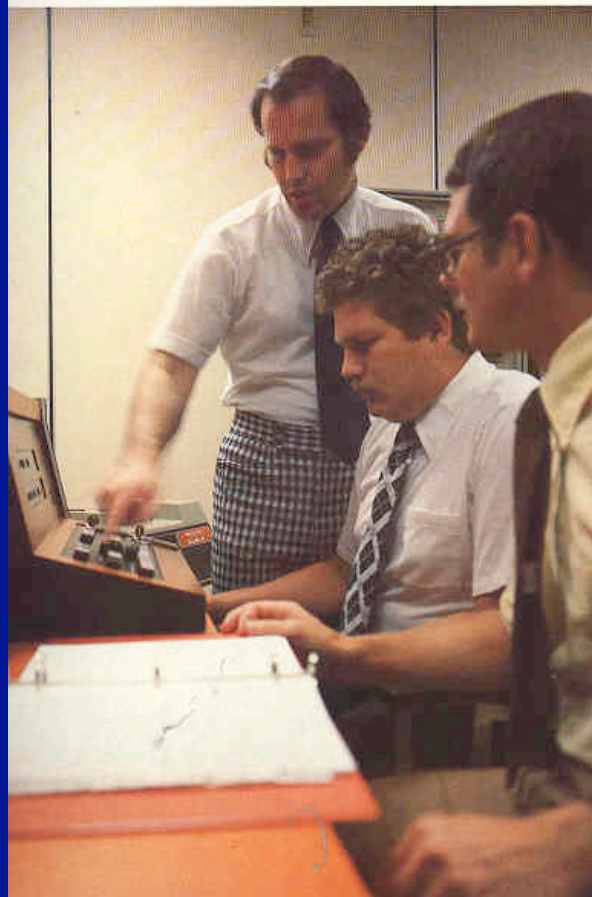
It is responsible for the design, development, and marketing of our ECON VI Facilities Management System. A computer-based control system, ECON VI reduces the energy consumption of buildings while maintaining environmental comfort.

Also, it is responsible for a domestic network of service offices which help insure the comfort and economy of our customers.

## Career Opportunities

Following is a brief list of some of the Energy Management career areas. For a more complete listing of career opportunities at Barber-Colman, turn to page 13 of this booklet.

- Business Administration
- Computer Science
- Electrical Engineering
- Industrial Engineering
- Marketing
- Mechanical Engineering
- Sales — Domestic  
International  
Representatives



The many worlds of Barber-Colman

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Energy Management  
Specialty Machines/Tools  
Industrial Electronics/Components



*Undated, thought to be 1980s*

Index

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

Pages

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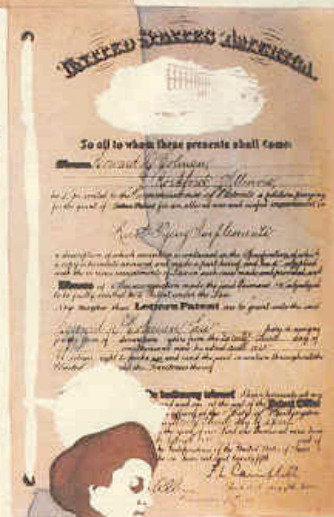
Howard D. Colman



672,636



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PATENT NO. 672,636



Howard D. Colman



## Howard Colman's Legacy

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### Barber-Colman...our heritage

Innovative individuals, engineering excellence and a keen understanding of customer requirements have been the foundation of the Barber-Colman Company since its beginning in the late 1800s.

The company's original innovator was Howard Colman, an enterprising young engineer, who, in 1894, invented a device for the textile industry which dramatically streamlined the tedious task of tying knots and trimming off the ends. With the financial support of an astute lumberman, W. A. Barber, the hand-operated knotter was introduced and gained immediate acceptance in textile mills across the country. This was the beginning of what has become the Barber-Colman Company.

Sparked by the success of his unique invention, Howard Colman formed a group of engineers and together they identified the need for other products to meet the demands of a growing industrial market.

Focusing first on the textile industry, they developed complex machines for warp tying, drawing and winding. They then went on to make advancements in other fields. Machinery was created to cut gears and to produce cutting tools, air distribution devices and molded products. Electrical developments followed, including fractional horsepower motors, electric fans, radio operated garage door openers, temperature control systems and sophisticated control circuitry that was later licensed by companies in telecommunications.

From the turn of the century until his death in 1942, Howard Colman provided the respected leadership and sound judgement necessary for the company's steady growth and profitability. His integrity, high standards of workmanship and genuine concern for employees continue to serve as an example for all who follow him.

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### Barber-Colman...today

Through internal development and numerous acquisitions, Barber-Colman has become a major company offering diversified products and services.

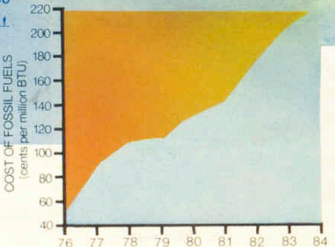
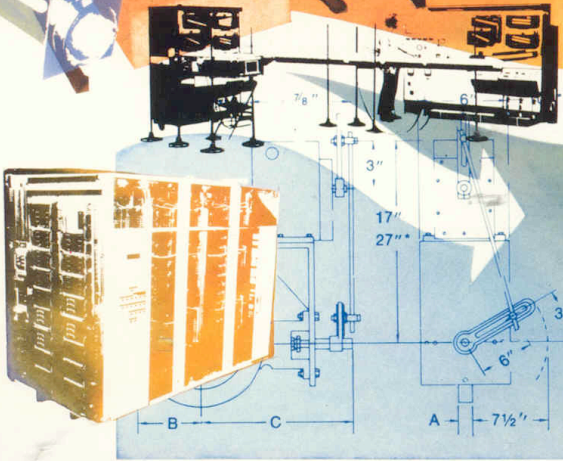
Today, Barber-Colman ranks among the largest privately-held industrial manufacturing companies in the world.



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ENERGY MANAGEMENT SYSTEMS



# The World of Energy Management

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## Environmental Controls Division

Barber-Colman is known worldwide as a leader in electronic controls for heating, ventilating and air conditioning applications. From the very first valve actuator introduced in 1926, to the latest computerized building automation system, the company has sought to improve and develop products and systems that meet the changing market needs.

A complete line of pneumatic, electric and electronic products is offered for monitoring and controlling temperature, humidity, ventilation and energy consumption in a variety of building applications. The ECON VI® family of energy management systems is the current state-of-the-art line of computer-based systems designed to reduce energy consumption while efficiently maintaining comfort conditions.

In addition to reliable controls and systems, Barber-Colman's competent people, software and services support the products and ensure customer satisfaction.

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## Air Distribution Products Division

Utilizing one of the industry's best equipped laboratories, Barber-Colman Air Distribution engineers have developed products and systems that provide substantial energy savings. Since 1929, the company has been helping to reduce operating costs and increase comfort for building occupants through the efficient distribution of air.

Barber-Colman energy efficient air handling terminals, fire-rated diffusers, grilles and registers are found in virtually all types of commercial, industrial and institutional buildings. Each application is unique and calls for creative solutions from both engineering and marketing people to provide the exact environment needed.

Solving special air distribution problems has led to a number of industry advancements, including high velocity air handling, Heat-of-Light™ design and the AIR-TRAC™ system.

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## Robicon Corporation

An innovative company, Robicon was acquired by Barber-Colman in 1978. The company engineers and manufactures creative solutions to control electric power for industrial processes as well as AC and DC motors. Robicon variable frequency drives provide energy conservation in municipal, industrial and commercial buildings by controlling fan, pump and compressor motors.

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## Barber & Colman, Limited

Formed in 1904, Barber & Colman, Limited, originally provided products and services to the expanding British textile industry. Today, the company is involved in the design and manufacture of high quality, special application air distribution equipment for heating, ventilating and air conditioning systems used the world over. Barber & Colman, Limited, also manufactures high technology industrial fasteners used in the automotive and appliance industries.

**BARBER-COLMAN COMPANY**



*Undated, thought to be 1990s*