



1990 - Now

In 1989, the company launched an unprecedented investment in manufacturing and other technologies and opened a new distribution center in the neighboring town of Richmond, Illinois.

Today, at the turn of the century, Intermatic Incorporated is building a path to the 21st Century by continuing its commitment to quality and innovation. The company is continually investing in state-of-the-art technology to improve the value of its products and its service to customers while maintaining the kind of quality employment for its workers for which Intermatic is known.

1970 - 1989

In the year after Ansel Kinney's death, under interim management, IRC was in trouble. Elinor Woodward Kinney, Arthur Woodward's daughter and Ansel Kinney's widow, became chairman, followed later by Herbert N. Woodward, Arthur Woodward's younger son. On the initiative of Douglas M. Kinney, Ansel and Elinor Kinney's son, the Board of Directors in 1970 brought in James C. Miller as president and then chairman. The agreed upon strategy was to sell off the bulk of the OEM products - the electric range timer business and the foreign subsidiaries - and concentrate on the more proprietary lines, the industrial and consumer products, where the company had a dominant position.



James Miller hands out reward money to people who quit smoking for 1 year (Early 1970's)

The plan worked: International Register Company became profitable almost immediately. The Continental Illinois Bank called it "the fastest turnaround they had ever witnessed." Renamed Intermatic Incorporated, the company prospered through the 70's and 80's. Photo control and electronic timer lines were acquired, the sales of Malibu low voltage lighting flourished and the consumer and industrial surge suppressor markets were entered. Intermatic also became recognized nationally for its stop-smoking, weight-loss and other innovative health programs.



Product catalogs for the Malibu and Pool and Spa product lines (late 1970's to early 1980's)

1960 - 1969

As production capacity peaked at the main Chicago plant on Washington Boulevard, property was acquired 45 miles northwest of Chicago in Spring Grove, Illinois, where a modern plant was built. Production began in 1960. During the 60's, the refrigeration industry narrowed down to a few companies, who became more and more demanding of their suppliers. The beginnings of a major shift in strategy emerged at this time. The company aimed at increasing its proprietary lines, rather than relying on the sales to original equipment manufacturers (OEM). Foremost among these products was the Malibu low-voltage line, now the company's largest.



Grand Opening at the Spring Grove Plant – 1960

Ansel Kinney died in 1969. International Register Company had grown to \$15 million in sales, having weathered the Depression, the adjustment after World War II and the dislocation caused by the move to Spring Grove. IRC, now employing 1000, was positioned in a new plant with well designed products, good manufacturing and a large distribution network. Despite limited resources, the company was a leader in providing employee health benefits, such as a retirement program, life and hospitalization insurance, company-paid educational costs, and birthday pay at a time when these benefits were rare. The company believed it was the right thing to do.



Work progresses in Spring Grove during the 1960's

1951 - 1959

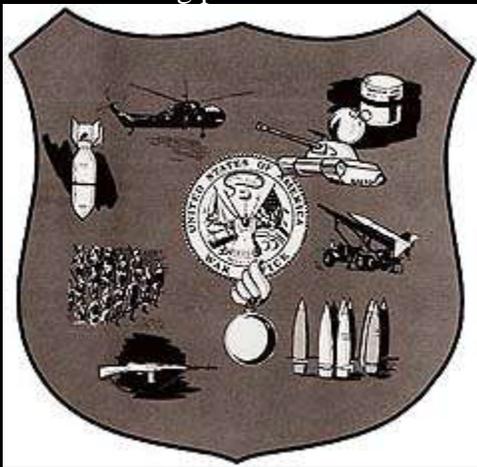
After World War II, new timer products were brought to market. In 1952, the first consumer product, the Time-All, was introduced and is still manufactured today. Arthur Woodward died that year, with Ansel Kinney succeeding him. Sales volume grew. The wide consumer distribution network built for the Time-All served later as a foundation for other consumer products. A variety of time switches and photo-electric controls were added to the industrial market, including the water softener timer, as well as pool and spa controls in 1958. To achieve the lowest possible costs and best quality, the company put together a team of talented engineers. Much of their effort was devoted to improvements of the synchronous motor. It was one of the crowning achievements of that period, and it is the basis for a large percentage of the company's products today.



Intermatic Model T1101 Cycle Timer produced sometime in the 1950's. On its inside label: "Intermatic Lamp Lyter, the switch with an electric brain."

1941 - 1950

When industry in the United States was called to action in 1941, International Register Company became an important part of the munitions production effort. Throughout World War II, IRC built more than 20 million 20 mm. shells. The company also made other munition items and aircraft controls. It received the Army-Navy E Award twice for outstanding production.



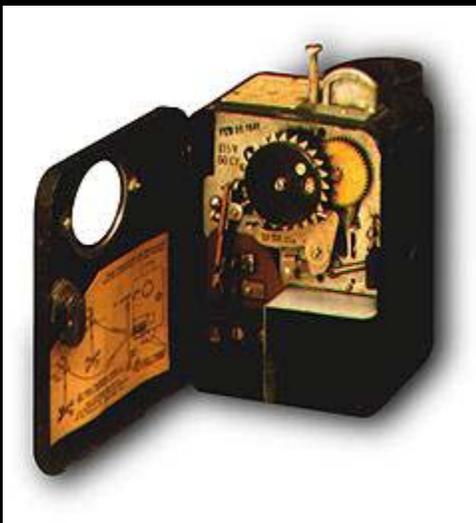
1929 - 1940

With the coming of the Great Depression, International Register's sales declined to \$290,000. In 1930, Ansel M. Kinney, Arthur Woodward's son-in-law, joined the company. Soon after, a \$5.00 ad in the Chicago Tribune attracted the eye of two Texans. They contracted with International Register Company to manufacture their coin-meter. IRC later took over the marketing for their firm, Automatic Refrigerator Company, and ultimately absorbed it.



A coin meter produced sometime in the early to mid 1930's

During the Depression, few people could afford even the down payment on a refrigerator. The coin-meter was set to collect daily payments (typically 25 cents) to cover the purchase price of a refrigerator, washing machine or dryer. Commercial products, such as large refrigeration systems, beauty parlor equipment and electric signs, were sold by meters as well. This device proved to be a windfall for the hard-pressed appliance industry. Thousands were produced until after the Depression, when buying appliances on the "meter plan" came to a halt.



A coin meter produced in February 1941

The coin-meter provided an introduction to clock-actuated devices, from which much of our present business is derived. International Register Company began manufacturing its own line of synchronous motors. A major break for the Company came in the late 1930's when the Frigidaire Division of General Motors (a strong meter customer) encouraged IRC to develop a unique line of oven and range timers for use in its products. Based on the success of the

range timer, the Company foresaw huge consumer and industrial growth potential for time switches. The result was the Inter-Matic time switch, which was introduced in the mid-1940's. Rapidly accepted by the trade for its high quality and low price, it was used to control electric signs, store window lighting, apartment hall lights, stokers and oil and gas burners.



Working on range timers in the 1940's

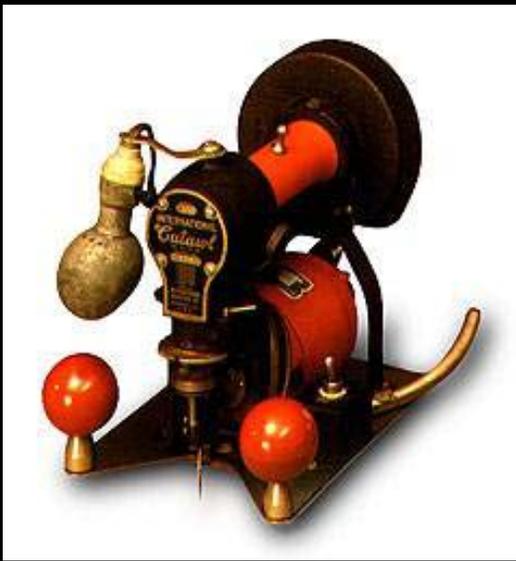
1917 - 1928

In 1917, during World War I, Arthur Woodward invented the wind vane sight (for machine guns firing between rotating propeller blades), and one of the company's directors invented the Navy bomb sight. International Register Company produced these inventions during and immediately after the war, greatly contributing to the allied effort in Europe.



The Navy bomb sight invented during World War I

By 1922, the era of streetcars was drawing to a close. Looking for new horizons, the Company developed the Cutawl (a cutting machine) as its own product, and did contract manufacturing, making such items as the Checkwriter, the Stenotype, candy and gum vending machines for Automatic Canteen and the Nielsen Audimeter (used for the Nielson ratings).



The Cutawl cutting machine developed in 1922

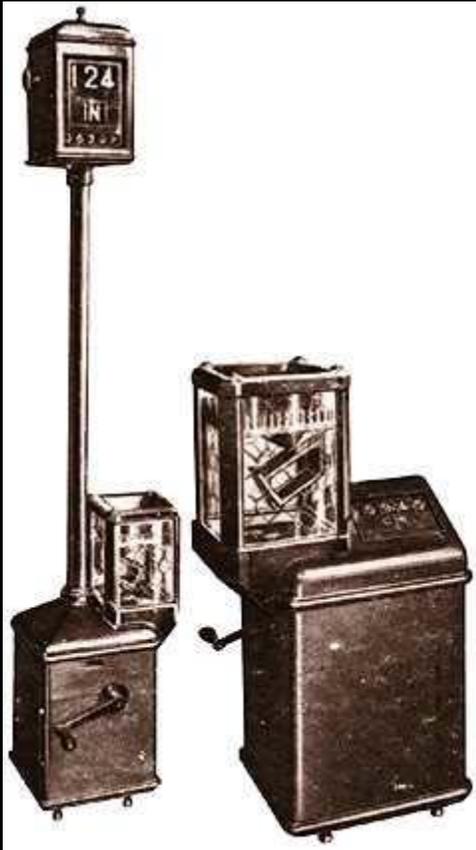
1901 - 1916

The firm's name was changed to International Register Company and with the purchase of the New Haven Car Register Company in 1903, it became the leading fare register manufacturer in the United States. Because streetcars were a popular mode of transportation throughout the nation's cities, this was a true growth business.

Originally the fare registers were handcrafted. Then the company became one of the first to introduce production-made interchangeable parts, not generally in use until after World War I. The result was a higher quality, lower cost product. Work and product simplification and extensive tooling were of utmost importance at International Register Company. True mass manufacturing of a standardized product made the company a forerunner in American business. A leader in employee policies as well, the company was among the earliest to introduce incentive systems, payment for overtime and company-paid insurance, including both accident and death benefits.



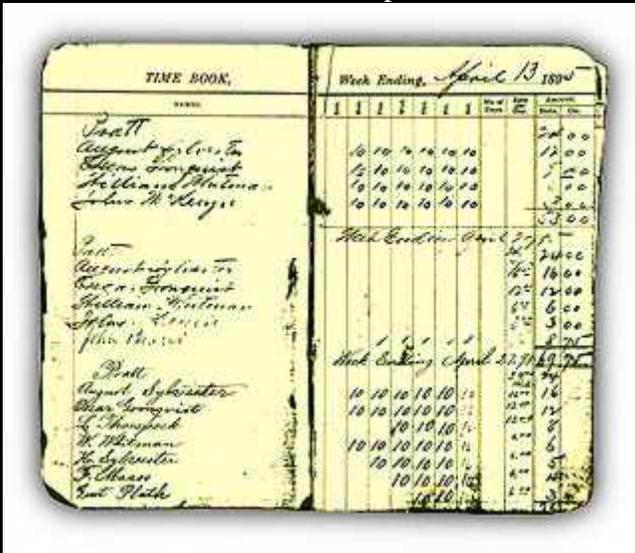
Patent Letter for fare registers dated January 2, 1894 A fare register - the first Intermatic product!



The International Coin Register and the International Fare Box.

1891 - 1900

The company was incorporated in October 15, 1891 as Pratt and Englund Company, a maker of portable streetcar fare registers. Arthur H. Woodward joined it in 1895, when there were only seven employees. After Pratt and Englund retired in 1898, he became its president.



The first timekeeping book dated April 13, 1895. Note, employees worked 10 hours a day, 6 days a week!

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