

JMP's Automation Division: Customer Growth is Driving Expansion

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LONDON, ON – Manufacturers across North America continue to adopt robotics and automation at a record pace across multiple industries and applications. “Our customers in the prepared foods, consumer products, oil and gas, and machining market segments are looking to apply robotics, but are often new to robotic applications,” said Nelson Leite, Director of Sales and Marketing for JMP’s Automation Division. “That’s where we come in. We guide them through the process of automating never-before-automated processes. Our award-winning robotic solutions enable them to increase their capacity, increase adaptability, improve their product quality, improve food safety, and reduce their costs over traditional mechanical automation strategies.”

“The response from the marketplace and our customer base have been tremendous,” said Ken McLaughlin, General Manager of JMP’s Automation Division. “Our sales have grown 380% in the last five years. We’re forecasting another 25% in 2018, and for the next three years after that.” JMP and its divisions have reported combined sales of more than \$61 million, or 72% year over year growth, for fiscal 2017 compared to fiscal 2016.

To serve their customers better, JMP purchased a new build facility and relocated all of their operations for their Automation Division. “We were bursting at the seams at our old facility. We now have 50,000 square feet of floor space allowing us to configure, test and commission projects as well as entire lines. Also, this space will provide us with future expansion as our growth continues” said McLaughlin. Renovations to JMP’s facility are in the final stages of completion, with a grand opening for students, the community, and customers planned for the spring of 2018.

About JMP

JMP and its divisions have fourteen business units across the U.S. and Canada, focusing on Fortune 1000 manufacturers and producers. JMP provides engineering services and turnkey solutions in the areas of process automation, control system integration, information solutions, and smart robotic applications. JMP has delivered over 20,000 solutions to more than 1,000 clients worldwide over the course of its 30-year history. Additionally, they have been recognized with awards which include the Control Engineering System Integrator Hall of Fame, the Packaging Digest Integrator Hall of Fame, the Microsoft Impact Award for Data Management Solutions, and have been nominated by their employees five years in a row for the “Top 50 Great Places to Work in Canada” for medium-sized companies.

Visit JMP Automation at <http://automation.jmpeng.com/> for more information, or connect with us on [LinkedIn](#).



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