



Tuesday, May 20, 2014

# Electro-Matic Products and OPS Solutions enter into Channel Partner Agreement

Electro-Matic Products (Farmington Hills, MI) and OPS Solutions LLC (Novi, MI) are proud to announce that they have entered into a Channel Partner Agreement, with Electro-Matic taking on the Light Guide Systems product line for distribution and sales representation throughout Michigan and Northern Ohio. The Electro-Matic team, from their offices located in Farmington Hills, Byron Center, MI, and Brecksville, OH, will be working to quote, close, and deliver Light Guide Systems to their broad customer base in the automotive, industrial, medical, and defense / aerospace industries.

“We are very excited to sign on Electro-Matic as an authorized channel partner. They have a top-notch sales team that understands the complexities of today’s flexible manufacturing environment where our Light Guide Systems are a perfect solution for tough operational challenges”, said Paul Ryznar, CEO and President of OPS Solutions. “We look forward to working with the Electro-Matic team in generating demand for Light Guide Systems throughout their footprint and customer base.”

“Light Guide Systems is a great addition to our leading portfolio of automation and visualization products and solutions”, stated Rich Laramee, President of Electro-Matic Products. “Our customers expect us to bring the latest and best technology to drive factory floor performance, and Light Guide Systems delivers immediate results when deployed. We expect Light Guide Systems to become a high profile part of our product mix very soon.”

*Learn more about Electro-Matic Products at [www.electro-matic.com](http://www.electro-matic.com) and OPS Solutions at [www.ops-solutions.com](http://www.ops-solutions.com).*

