



Aric Pryor

VP of Technology Vision

Flanders Electric

Mr. Pryor is a sophisticated and experience founder and businessman with a long and diverse work history and technical background.

He started his professional career as an electrical engineer at Alcoa's Warrick Operations. He quickly realized that he had a lot to learn about people, industry, business, as well as engineering.

After a short career at Alcoa, Frontier-Kemper Constructors hired him to help them grow their electrical automation footprint within underground mining and construction. In early 1999, Flanders Electric pursued him and added him to the team within their rapidly growing engineering and systems integration division. He served as Senior Systems Engineer and Technical Project Manager where he led major automation engineering projects for mining, manufacturing, steel and aluminum customers.

In 2004, he left Flanders Electric and formed Matrix Design Group LLC, a mechanical and electrical automation solutions provider, along with three colleagues (one civil engineer, one mechanical engineer, and one electrical engineer – a 'matrix' of expertise). He used his past connections within underground mining to immediately begin marketing their services to mining and mining related industry. Within a few months, they had more work than they could handle and began slowly hiring more controls and automation specialists.

In early 2005, one of his automation clients, Alliance Coal (subsidiary of Alliance Resource Partners LLP) asked Mr. Pryor to help them develop technology to improve safety around mobile mining equipment and Matrix entered into a partnership agreement to share expenses around developing technology related personnel proximity detection for mobile mining machinery. Shortly after that, a major mining explosion occurred (SAGO,

2006) and they were asked by Alliance to develop a system to locate track personnel in underground mining.

Upon all of this development, Alliance approached Matrix about acquiring Matrix. In the fall of 2006, they entered into a 5-year acquisition with Alliance.

During Mr. Pryor's term at Matrix:

- He grew the company to 75-plus employees with over thirty million in revenue.
- He maintained profit and loss statements for five divisions within the U.S.
- Matrix became one of the leading providers of personnel tracking and proximity detection technologies in underground mining.
- He secured an exclusive partnership with Joy Global (at the time, the largest underground equipment manufacturer in the world) where they private labeled their proximity detection technology for their equipment. Joy was acquired by Komatsu and that partnership with Matrix is still going strong.
- He led the establishment of a partnership with a South African mining service provider to sell their systems in the underground mining market in South Africa.
- He pioneered Matrix' Proximity Detection System and Communications and Tracking system for mining applications.
- He was the lead inventor on two patents related to proximity and position detection of personnel related to mobile equipment.

Mr. Pryor left Matrix in November of 2014 to pursue his interest in developing industry safety technology products related to forklifts and real-time location system (RTLS) using Ultra-Wide Band (UWB) technology. He is currently founder and president of Quarion Technology, Inc. (QTI) and has developed a patent-pending application for technology that prevents forklifts accidents on/around loading docks.

Mr. Pryor re-joined FLANDERS in the fall of 2016 after providing consulting services related to FLANDERS' technology roadmap. He is currently serving as the Vice President of Technology Products and has a 'carve-out' in his employment agreement to continue pursuing his vision for QTI. On December 1, 2017, QTI received its first purchase order for \$240,000 from a Fortune 500 company for a forklift safety system at one of their large warehouses (1,000,000 square feet) in Indiana.

Mr. Pryor is very enthusiastic about technology and has a unique ability find connections between seemingly disparate phenomena. He has never held any sales or marketing roles; however, he enjoys the sales and marketing side of the technology and automation industry. He enjoys the challenges of business and technology and will likely always be pursuing new ideas.