



The Americas • Europe • Asia Pacific • China

April 2012

To Our Valued Industry Partners:

**ILLINOIS TOOL WORKS INC. (NYSE: [ITW](#)) IS 100 YEARS STRONG!** The year 2012 marks quite a milestone in ITW's long-standing business history, as it celebrates its 100-year anniversary.

***Innovation • 80/20 • Entrepreneurial • Leadership • Decentralization • Growth • Transformation  
Global Reach • Experience • Inspirational • Multi-Faceted • Focused • Strategic • Diversification***

These and many more words can and do describe ITW since its “humble beginnings” in 1912 when it posted a profit of \$42.94 in its first year of operation, to today as it looks to the future and begins its second century prepared to tackle the challenges and opportunities that lie ahead. Over the years, ITW has continued to deliver value to its customers, shareholders and employees around the world, and in 2011 it reported that its “robust culture of entrepreneurship and innovation has helped stay the course toward profitable growth.” Following are some of ITW's reported highlights in 2011:

- Total revenues of \$17.8 billion (15.4% growth over 2010)
- Organic revenues were up 7.5%
- Second year of recovery from “the historic recession of 2008 and 2009”
- More than 19,000 global patents and patent applications
- An average 13% compounded annual rate of return for its shareholders over the past 25 years
- A century of innovation and growth

[ITW Thermal Films](#) also has a long history of providing its business partners with innovative thinking and value-added products. With the strength of ITW behind us, we have created a foundation that was built on the cornerstones of their entrepreneurial spirit, and over the years has allowed us to grow and evolve. It has inspired us to continually create and deliver customer-focused solutions, like our [Extreme Solutions™](#) portfolio of tools and products, our Ecommerce store (<https://store.itwthermalfilms.com>), and market specific ribbon/label solutions that allow you to service growth markets and bolster your revenue opportunities.

We are proud to be a part of ITW's impressive history and culture that builds stronger businesses, and fosters an environment for continued growth going forward. To download a copy of ITW's 2011 annual report, [click here](#).

Sincerely,

Pete Gallette  
General Manager  
ITW Thermal Films - Americas

14981 32 Mile Road, Romeo, MI 48065  
t 586-752-5553 | f 586 752 3532 | toll free 877 TTR FILMS (877 887 3456) | w [www.itwthermalfilms.com](http://www.itwthermalfilms.com)

