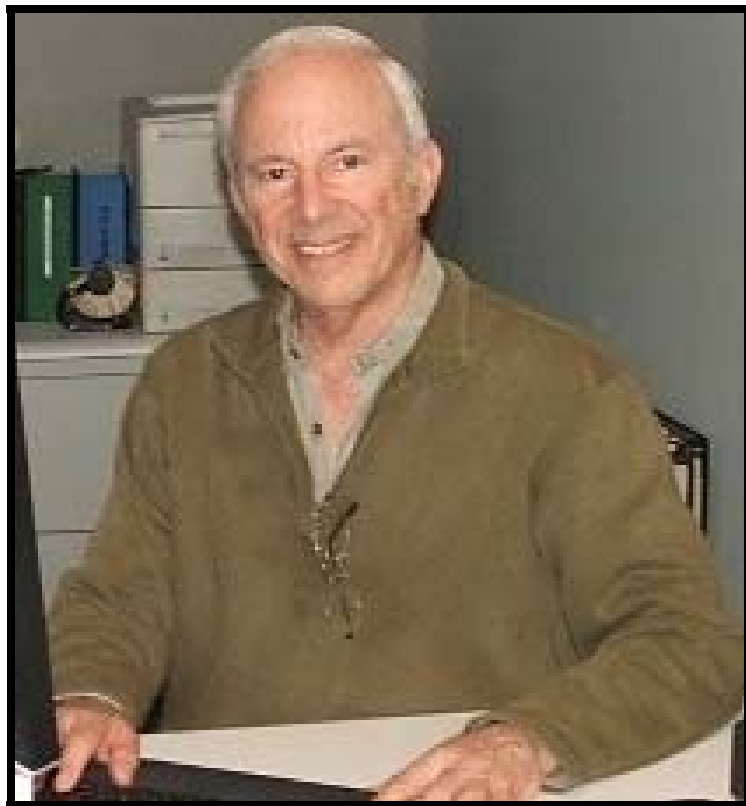


Bovie Screen Process Printing Co., Inc

Bow, New Hampshire



Precision in technical Printing since 1950



CEO, David Gintzler

David was quite literally born into the printing business, joining his father at the age of 13 in Gintzler Graphics, a Buffalo NY company. He is an engineering graduate of Rochester Institute of Technology, majoring in printing technology. He purchased Bovie in 1975 and has worked in virtually every position in the company. His life-long experience in the printing business is a treasure trove of solutions made available to our customers every day. *Role: Technical and engineering support.*

Introducing

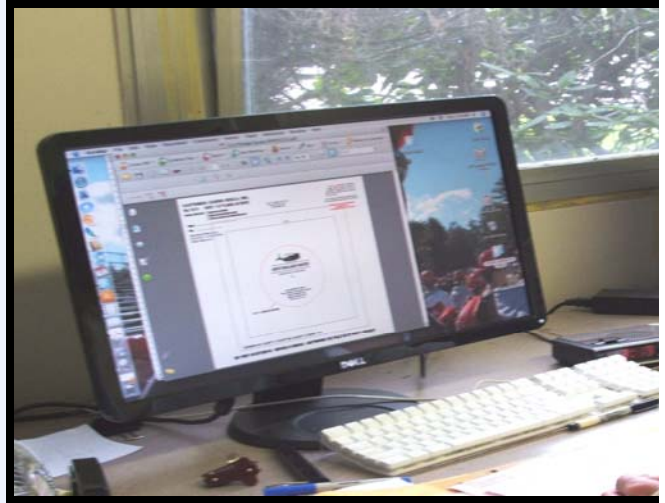
Bovie Screen Process Printing Co., Inc.

**Bovie Screen Process
Printing Co., Inc. (Bovie) is
delighted to provide the
following information
describing our background
and capabilities. In
addition to the following
description, please visit
our website:
<http://www.bovie.com>.**

Company Overview

Since 1950, Bovie has provided custom printed and acrylic fabrication products to meet or exceed our customers' requirements. We have earned our position of industry leadership through customer satisfaction, dedicated sales professionals, well-trained production management staff, in-house art specialists, expert technical and engineering support, and dedication to quality and timeliness. Bovie has weathered sixty years of business cycles, emerging from each a stronger, more competitive supplier.

Our commitment to continuous process improvement allows us to maintain product consistency. Bovie Screen strives to keep current with the ever-changing technologies of the printing industry. We have state-of-the-art equipment in-house so we can use the most cost effective production methods for all of your printing requirements. Bovie's capabilities include: technical screen, thermal transfer, flexographic printing, hot stamping, letterpress, and digital imaging. We print on almost anything. Bovie's manufacturing capabilities include die



It all starts with an order

cutting, laser cutting, laminating, fabrication and contract assembly. We supply markets in local, state and federal governments, and the electronic, industrial, medical, and commercial display industries.

Our prototyping and testing systems will assure you of the most cost effective and efficient production of your concepts. Some examples of cost saving techniques include inventory management, material yields, alternative printing and cutting methods, creative finishing ideas and unique packaging and fulfillment programs. Bovie's fully computerized shop floor management system ensures that each job is kept on schedule.

Bovie Screen continues to grow because of our dedication to product quality, competitive pricing, manufacturing expertise, and superior customer service. For its key customers, Bovie strives to develop close working partnerships, sharing strategic direction, innovative product ideas, and creative business practices. Bovie's excellent sales and customer service, adherence to precise quality standards, flexibility in response to customer needs, and on-time deliveries, make it an ideal partner. No matter how unique your project, or how stringent your requirements, we will create the best possible result to fit your needs. In short, Bovie supports your sales and service goals.

Bovie's Value Proposition

In addition to providing a quality product, on time deliveries, and competitive prices, Bovie adds value for our customers in the following ways.

- **Familiarity with the financial services industry:** Having served other companies in your industry for many years, we are very familiar with the needs, methods, and terminology used in financial services.
- We have extensive experience making products for the industry



Acrylic Fabrication on our CNC

- **Demonstrated ability to supply parts meeting your quality standards:** Two years ago, Bovie acquired a local acrylic fabrication business, including equipment, jigs, and experienced personnel and began making parts for the retail display industry. Since then we have fabricated these and others parts and have learned what it takes to create flawless, display-level parts, meeting stringent engineering requirements. This understanding reduces the cost of working with Bovie and assures value to the end customer.
- **Extensive range of services:** Bovie's current and expanding range of services assures you that it will be able to respond to your changing needs for many years to come. The knowledge gained from providing these services can be brought to bear immediately as the company's needs changes, streamlining your adaptation to evolving industry

demands, and eliminating the need to develop relationships with other suppliers.

- **Technical Expertise:** Bovie's extensive technical knowledge and experience of printing and fabrication in commercial display makes it possible for your design staff to be as creative as they can be while depending on Bovie to develop reliable, low-cost processes to realize those designs. Bovie's familiarity with a host of materials including inks, paints, and acrylics, polymers of all sorts, adhesives, fabrication technologies and equipment insures that we can meet most of your needs.



Automatic Screen Printing

Flexible billing and financial arrangements: Bovie is committed to working with its partners to drive out the costs of any transaction that does not directly contribute value to the end customer. For example, in exchange for certain considerations, Bovie has reached agreements with customers to ...

- establish long-term pricing, eliminating the need to re-quote parts each time they are ordered;
- build to stock and distribute from stock to you or as part of a blind drop to your customer within 24 hours notice;
- monitor customer usage and manage stock runs to optimize production efficiency, resulting in lower cost to the customer and the assurance of having sufficient product on hand at all times; and customize billing to match customer needs, including payment via statement.

Quality of the partnership: Many companies talk about partnering, but most never achieve more than a cordial, arms-length relationship. Bovie realizes that real partnership begins with developing a thorough understanding of the

partner's business, their goals, their strategies, and their financial objectives. Offering strong non-disclosure agreements and seeking them in return, Bovie

- Is free to exchange proprietary information essential to the co-development of both organizations. Our efforts, including cross plant tours and joint strategy sessions with leaders of both companies, develops the level of understanding needed to be a true partner. Bovie plans to be where you need it to be, when you need it to be there, the way you need us to be.

Core Competencies

1. Customer Services:

While Bovie's experience, technological knowledge, range of service, and creative problem solving are among its strongest features, nothing is more important to its success than customer service. The formula for its success in this area is composed of six simple components:

- We answer the phone each and every time. We make promises you can count on.
- We listen when you speak.
- We offer suggestions to assure that your projects succeed.
- We give you specialized attention.
- We run promotions that benefit our longstanding customers as much as the new customers we seek.
- We have a very dedicated and responsive customer service staff.

Phoning 603-224-0651 is an effective way to contact any others listed as part of your support team (please see 6 above).

Our office is open 8:00 am – 5:00 pm Eastern Time, Monday through Friday.

If any business issues should arise, it's our objective to find a resolution to the issue within 2 business days. If repairing or replacing an item is needed, your orders will be given an expedited date based on materials and production time. Depending upon your specific needs, Bovie brings together a strong support team, which may include any or all of the following:



Bovie Screen Building, Bow, NH



Gary Shirk, Director of Operations.

Gary joined Bovie Screen initially as a management consultant in January 2009 after retiring from a 25-year career at YBP Library Services, the world's leading supplier of scholarly books to academic books worldwide. At YBP, Gary held numerous positions, covering virtually all areas of the company from operations to sales, including nine years as its President and Chief Operating Officer. In the 25 years of Gary's tenure at YBP, the company grew from a single distribution site with sales of \$12.5 million to a three site (one in England) international distributor with revenues of \$245 million. Role: Executive oversight of all phases of the partnership.



Wendy Vaillancourt, Director of sales

Wendy joined Bovie in 1996 as the Purchasing Manager and has since completed stints in several departments throughout the company before becoming the Director of Sales in 2001. Prior to joining Bovie, she had extensive experience in the financial services and offset printing industries with special focus on customer service. For new Bovie accounts, Wendy assigns an experienced Territory Sales Manager to meet with you onsite and provides a knowledgeable inside contract to meet your unique needs.

Together these two staff members are your first and best way to contact Bovie. *Role: Introduces the project to the Review/Support team and provides consistent liaison between Customers and Production*



Justin Gill, Fabrication and Fulfillment Manager.

Justin has extensive experience in quality and production management. He holds certifications in Total Quality and Six Sigma, and he is a member of the American Society of Quality (ASQ). He possesses detailed knowledge of manufacturing procedures used to produce display-level fixtures for the financial services market. After a 6-year career at Brand Partners, Justin joined Bovie expressly to assure that the company would be able to provide fixtures to meet your stringent quality expectations. *Role: Direct management of product fabrication, packaging, and fulfillment.*

Carin Linscott, Office Manager and Purchasing Specialist. Carin joined Bovie after 11 years in retail management, gaining experience in every aspect of the work from merchandising to customer service. In her 10 years at Bovie, she's held management positions in purchasing and accounting, and now as office manager oversees estimating, ordering, purchasing, and inventory management. For eight of these years she also was Bovie's primary liaison to our customers in the financial services industry.

Role: Raw materials procurement, stock inventory, and finished goods inventory.

This team, supported by an experienced fabrication staff, will provide critical support functions, beginning at or before design completion, and ending with shipment of fixtures to your designated location.

2. Creative Support

While Bovie does not provide design services, we partner closely with design organizations, create prototypes, and recommend materials and process changes. Our customers have become accustomed to learning about new printing technologies, inks, and innovative substrates that help them to imagine new product designs.

One of Bovie's distinctive competencies is providing engineering support from project concept to production. Our staff has the knowledge, experience, and innovative zeal needed to provide expert support to your engineering staff.

3. Supplier management

After 61+ years we have developed a cadre of reliable sub-contractors and suppliers, many of which are within easy travel distance from our office. We maintain an active database of 1181 suppliers, of which, about 500 were used in the past year. Our database contains a full description of the supplier, including credit details, terms, and contact details.

As with our customers, we develop close working relationships with our suppliers that often involve purchase/supply agreements. Many of our current customers have unique abilities that we have utilized and even directed to other customers, supplying sources for their use. By supplying to and buying from partner companies, we build strong relationships that we count on when special efforts are required.

When selecting a new supplier, we conduct an initial telephone interview, requesting references. When satisfied at this level, and the supplier is located within four hour travel by car, a production/quality team visits the supplier to tour their operations and determine capacity, technologies in use, range of potential services, and view produced parts. We have recently established systematic incoming inspection and will maintain history records.

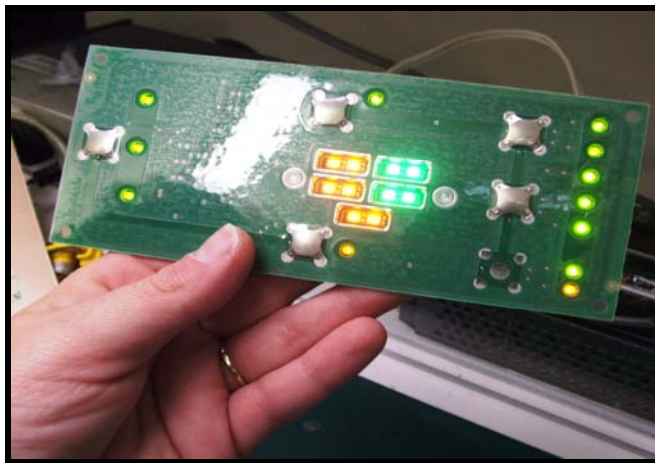
Bovie ensures that suppliers maintain high quality standards using a 4-step process:

- We acquire specifications for the product from the supplier, including information on chemical composition, applicable tolerances, and expected performance under field conditions.
- Incoming inspection routines confirm that product delivered meets standards on file. Non-conforming materials are segregated and returned to the supplier.

- In-process production tests determine if the product behaves according to experience with respect to inks, adhesives, dies fabrication equipment etc.
- We examine rework and quality control records to determine if our experience with the product continues to meet our expectations.

4. Printing, fabrication and assembly Services

Bovie's ability to print in a dazzling array of colors and surface treatments on virtually any surface from nylon eyeglass rims, to wooden drawer fronts, to acrylic bio-medical hoods, to metal napkin holders gives designers an almost unending arrays of methods to use. In addition to commercial display work, we produce overlays, membrane switches, decals, roll labels, nameplates, etc. Bovie's technological versatility is backed by sound business practice and supplementary services that include blind shipping, multiple drop shipments, inventory control, and fulfillment support



Membrane switch

.One of the key benefits that you will experience working with Bovie is that we are capable of printing on a full range of substrates for everything from commercial displays to electronic circuits. Our services combine both printing and fabrication under a single roof, simplifying logistics, helping to insure on-time deliveries, and focusing full responsibility on a single supplier.

When each order is added to our system, we record a complete, highly specified bill of materials. This record is stored indefinitely and is therefore immediately available for any future orders. When orders are released into production, our system generates a detailed materials list for the product, organized by work function. In addition, we verify the materials on the work order against the previously established materials list on our quality control records. Nothing is shipped unless materials and quantities match.

When our customer supplies packaging and kitting specifications, we follow them explicitly. When we are concerned about the ability of the packaging to secure the product during storage and transport, we offer recommended solutions based upon decades of experience.

2. Retail merchandise production:



Plastic fabrication

Bovie's experience in retail merchandise production stretches back over 40 years when we were selected to create display materials for the launch of the NH Lottery. Our role included design, signage and collateral work. In the years since, we have provided fixtures for dozens of commercial enterprises, working for the most part with design firms. While many of these jobs were one-time productions, others were large-scale production runs of commercial display materials. Until the current recession, we supplied up to \$400,000 per year worth of acrylic signage for a large Massachusetts-based display company that provided fixtures to Macy's. We now contribute to design, develop and modify customer specifications and diagrams, support engineering, print, fabricate, assemble and distribute. We typically work with the following software: Corel Suite, Illustrator, and Photoshop, In Design, Corel Draw, AutoCAD, and Amsterdam 3d CNC. While we do not install fixtures on site, we are often called upon to blind drop ship to specified locations on a timetable geared to meet installer schedules.

3. Order fulfillment.

Your purchase orders are received and initially reviewed by your Account Manager. She assures that all the information needed to process the order is complete, and forwards specifications and drawings to our Quality Department for review. Any questions are returned to the Account Manager for resolution. Otherwise, Quality passes along the order to estimation and order entry. Order Entry evaluates raw material stock and, if insufficient quantities are on hand, requisitions additional stock through Purchasing, who initiates and order and assures delivery before scheduled fabrication date. Required materials are assembled immediately prior to fabrication, and fabrication begins on the scheduled date. If first piece approval is required, the Quality department assesses the piece to determine that all specifications

have been met, and then sends the piece to the customer for approval. When approval is received, or if approval of first piece is not necessary, the fabrication team completes the purchase order and sends all finished products through Quality Control. The pieces that pass final inspection are sent to shipping for on-time delivery to the customer.

Bovie staff will follow packaging models as stipulated by your quality standards or engineering specifications. However, we continually work with corrugation and other packaging suppliers to uncover reliable and cost effective packaging materials that we may then recommend to you.

4. Project Support:

Bovie has had extensive experience supplying rapidly growing and developing companies. Some of these companies required that we manage large-scale jobs that included sequenced deliveries of raw materials and sub-assemblies and timed shipments for uniform arrival. In other situations, the job required that we warehouse finished kits until a specific release date. Our integrated computer system, developed by CRC, supports process integration, scheduling, and reporting through all phases of a project

5. Quality Inspection and Quality Control Services.

Bovie has a strong reputation for providing quality products. We are constantly working to improve our quality standards and processes. Working closely with our customers' quality and engineering staff, we have been able to integrate their best practices into our processes to benefit all our customers.

- Processes to verify order accuracy – Every item are checked against the drawings/artwork provided – any discrepancies are reported to our Quality Manager for disposition.



Checking a board mounted switch

9. **Environmentally durable products.**

Typically, Bovie follows the specifications as determined by the customer's engineering group. Any materials used in an outdoor application will be reviewed for their ability to resist corrosion, U.V. light, etc. by investigation of the MSDS sheets and material specification sheets. For new materials or when asked for recommendations, we would first review our historic records and supplier specifications, then recommend to you the materials that best meet its needs and the intended environment. We would also consider other factors such as edge seal and possible cures that would extend outdoor life. In general, all materials used are reviewed to make sure they will meet the expected lifespan and warranty period.

When possible "Green" (environmentally friendly) materials are encouraged. Because Bovie seldom uses environmentally dangerous materials, we use the same disposal methods used in residential areas for most items. Bovie recycles plastics, corrugation, waste ink, and paper.

6. **Inventory and warehouse management.**

Bovie's fabrication and warehouse facility is a modern, single story building of approximately 30,000 square feet located at 4 Northeast Avenue, Bow, NH 03304, just a half mile from the junction of Highway 89 and 93 with easy access to all of New England. It is well lighted, heated, and air-conditioned.



Bovie's warehousing and inventory management systems are used to control the flow of material in and out of three separate inventories: our general stock of materials used in production and fabrication (our systems support both Bovie-owned stock and customer-supplied stock), work in process

(WIP), and finished goods awaiting customer orders. Each inventory is integrated with other functions. For example, stock inventory is managed to assure that commonly used materials are always available for incoming orders. WIP inventory is tracked in order to judge the status of work, evaluate departmental workloads, and forecast coming months' sales. Finished Goods stock is monitored to assure that customers with whom we have long term agreements have immediate access to finished products.

Our system supports min/max, optimal order quantities, and other tools used to management inventory levels. We have the capability to schedule standard reports and receive "executive alerts" when any item in stock drops below predetermined minimums. We can generate requisitions automatically or manually if we encounter unusual circumstances.

Whenever possible, Bovie reviews bulk order break points to determine the optimal order method. When order quantities merit and we have a long term need for these materials, we'll order at bulk levels to reduce costs. In some areas, such as acrylics, ordering skids of material generates significant cost savings, some of which we pass along to our customers in reduced prices. And, of course, better pricing makes us more competitive.

7. Accounting and Pricing:

Bovie's billing practices are highly flexible and often designed to accommodate customer need. Assuming that we are selected for a substantial scope of this material, we would work with your staff to modify order and billing processes to meet your needs in the most cost effective way. For example, many customers have requested electronic billing at the time product is shipped. Bovie is committed to partnering with our customers to drive out costs that do not contribute value to our customer or the end customer.

Typically, we bill upon shipment of the product. However, we can bill on a weekly, bi-weekly, or even monthly basis. The standard remittance period is Net 30, but we have negotiated terms of Net 45 or even Net 60 for overseas customers. Bovie offers 2% Net 10.

Bovie's pricing is very competitive when compared to high quality custom shops. We create first-class product in small to moderate quantities capable of meeting the most demanding requirements in manufacturing and commercial display.

