

Why Florida Seal & Rubber LLC

Your Source for Sealing Solutions

Introduction

- 1. Why Florida Seal & Rubber**
- 2. Sealing Solution Supply Chain**
- 3. Why Florida Seal & Rubber**
 - Engineering
 - Sealing
 - Fabrication
 - Manufacturing
 - Logistics
 - Quality
 - Customer Knowledge
- 4. Why Florida Seal & Rubber: Summary**

Why Florida Seal & Rubber LLC?

Customer - As they become larger and face margin pressure, they transition their focus from Products to Solutions

Suppliers - Their focus is on the Design & Manufacturing of products

- Sales, General and Administrative Expenses (SGA) – The operating expenses to support the customer are managed by Florida Seal & Rubber LLC

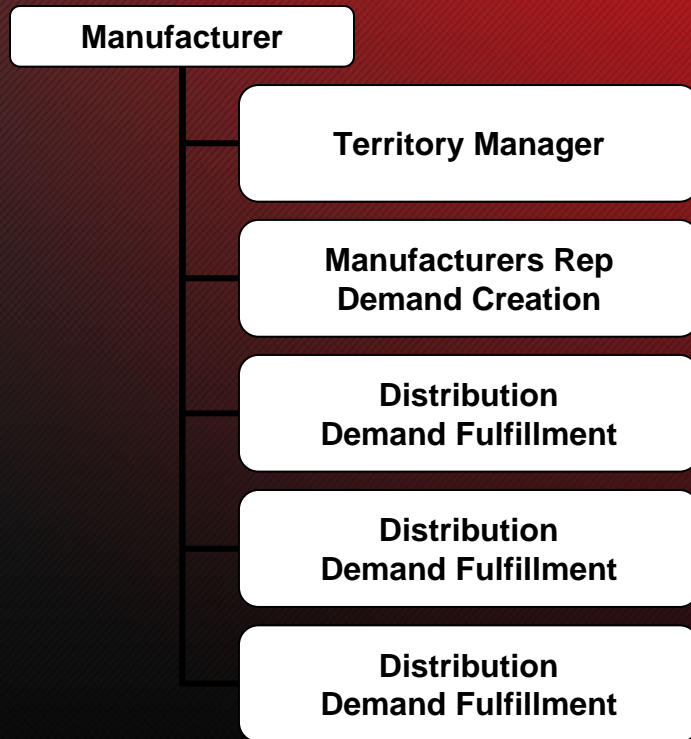
Florida Seal & Rubber

- Sealing Product Solutions – The engineering and product solutions channel for the supplier to the customer (SGA). We are registered to the Standard ISO 9001:2008 and ITAR registrant code.
- Fabrication Solutions - The custom fabrication of Gaskets, EMI/RFI Shielding, and other die cut parts to the highest standards. The facility is registered to the International Standard ISO 9000.
- Manufacturing Solutions (Assembly, Integration, and Design) – Reduce part count, part numbers, assembly time, system costs, improve reliability and performance.

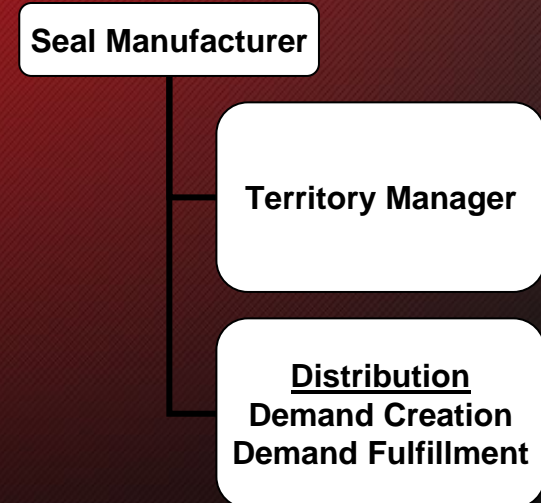
Florida Seal is a Sealing Technology Center (STC) for Parker Seal

Sealing Solution Supply Chain

Conventional Model



Sealing Solutions Model "Science"



Engineering

Demand Creation / Engineering Support

- New Programs
 - Design assistance
 - Product specifications/ identification (color)
 - Samples
- Current Programs
 - Failure analysis
 - Cost reduction
 - Alternate sourcing
 - Manufacturing assistance (feeder bowl)
- New Material Introduction
 - Material/Test Information
 - Product specifications
 - Samples

Product: Sealing Solution

- Back Up Rings
- Composite Seals
- Custom Molded Products
- EMI/ESD Shielding
Laminates
- EMI/RFI Shielding
- Extrusions
- Gaskets
- Hydraulic Seals
- Metal Seals
- Custom Molded Seals
- O-Rings
- O-Ring Accessories
- Rotary Seals
- Sheet Goods
- Teflon® Seals
- Thermal Management

Fabrication

Gaskets & EMI/RFI Shielding Solutions

- Die Cutting (Flatbed)
- Die Cutting (Rotary)
- Hand Fabrication
- Laser Cutting
- Water jet
- Prototyping
- Silk Screening
- Sub Assembly



Product/Trade Names

- Bump on
- Formex
- Glastec
- Lexan
- Mylar
- Nomex
- PCB Spacers
- POLASHEET
- PORON
- Shielded Vents
- Shielded Windows
- SOFT SHIELD
- Teflon
- THERMATTACH
- Valox
- Velcro
- VHB Adhesive
- Volara

Manufacturing

Product Integration & Assembly

Florida Seal & Rubber LLC:

Engineering & Logistics Manufacturing/Fabrication

- Presscut Industries
- Parker Seal Group
- Sea Link International



Logistics

Logistics: Demand Fulfillment

Cash Conversion Cycle: (Days Inventory + Days Receivables) - Days Payables)

- Financial
 - Terms & Conditions
 - Summary billing
- Inventory
 - Bonded
 - Consigned
- Operations
 - Order placement
 - Order changes
 - Expediting
- Value Add
 - TAC Program (total cost of ownership)
 - VMI Programs (ParZap, Internet, EDI, Email, Fax)
 - Packaging
 - Bar coding
 - Custom Labels
 - Custom Kitting

Quality

Quality: ISO9001/2008 and ITAR Registration

- **Customer Service (Mindshare)**
 - Daily communication
 - Weekly engineering and Purchasing visits (as required)

- **Geographical Location**
 - Hand deliver samples and production parts

- **Quality Issues**
 - Production problems
 - Product rejections (RGA's)
 - Corrective Action Requests
 - 8D Requirements
 - PPAP requirements

Customer Knowledge

- People (purchasing, engineering, quality, management)
- Industry requirements
- Quality requirements (ISO, QS, PPAP, etc.)
- Production demands
- Cost limitations
- Receiving processes
- Inventory/Storage

Summary

- Established presence in Florida
- Extensive market knowledge
- Strong supplier relationships
- Long term commitment to mutual success
- Technical sales team
- State of the art information technology
- Proven track record selling design intensive products
- Proven Strategic Selling Practices – Best in Market