



Corporate Profile



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Inservco, Inc. Corporate Profile

Inservco Inc., "Electronic Manufacturing Services"

Mission Statement

Inservco's mission is to be one of the leaders in electronic contract manufacturing in the low to medium volume marketplace. We shall provide exceptional customer satisfaction, an environment to attract and retain quality employees, and an excellent rate of return for our shareholders.

Company History

Inservco is one of the oldest electronics manufacturing services companies in the United States. Incorporated in 1968, Inservco has been a provider of quality electronic assemblies for 35 years. We provide turnkey services including engineering design, parts procurement, materials management, prototype and repair services, production manufacturing and a variety of testing options. Our manufacturing facility is one of the most modern ESD facilities in the Midwest. With fully automated surface mount and through-hole equipment, Inservco's manufacturing capacity can handle individual production runs up to 100,000 units per year. Inservco's dedicated prototype and repair department provides quick turn on small production runs, repairs and prototypes. The Inservco Management Team has structured the company to produce high technology electronic assemblies at low volumes and low-to-medium technology assemblies at medium volumes. A large range of Inservco's business is medical related; while the balance is industrial instrumentation and controls. Key Inservco officers and managers are profiled below:

DENNIS DOCHERTY - Chief Executive Officer, Chairman

Mr. Docherty assumed the role of President of Inservco, Inc. in September 2003. Additionally, in October 30, 2003 The Board Members' meeting elected him to The Board of Directors, and commenced with the appointment of Mr. Dennis Docherty as President and C.E.O of Inservco. Mr. Docherty came to Inservco with many years of manufacturing and operations experience. He has spent thirty-eight years with MTD in Valley City, Ohio, and has held positions to include Vice-President of Operations - MTD Automotive. Additionally, Mr. Docherty has held the position of Senior Vice President - Manufacturing of Advanced Ceramics Corp., and progressed to become C.O.O. and Board Member. Advanced Ceramics has facilities in Cleveland, Cardiff, Wales, and Kozuki, Japan. Advanced Ceramics was sold in 2003 to General Electric. Mr. Docherty brought strength and expertise in Quality, Operations, lean Manufacturing, Sales Growth, and Engineering.

JOSEPH SHERO – Vice President of Manufacturing Operations

Mr. Shero joined Inservco in December 2003 as Director of Operations. Mr. Shero came to Inservco with 20 years of materials, logistics, and manufacturing experience. He has been involved in materials and manufacturing in a variety of companies within the electronics industry. He worked as Purchasing Manager for Westinghouse and was responsible for the all of the Division's outsourcing of PCB assembly build and materials procurement. He has also managed the manufacturing operations for Marconi Communications Power Division where he was responsible for all mechanical and electronics assembly. Mr. Shero is a veteran of the U.S. Army where he enjoyed a stellar military career leaving the service as a Major. He has served as a Government Contracting Officer and as Deputy Plant Manager for an Army Ammunition Plant. Mr. Shero is responsible for all aspects of Inservco's Operations organization.

KEITH MALLERY – Vice President of Program Management

Mr. Mallery joined Inservco in 2000. He has been involved in Materials management in a variety of companies within diverse industries. He has worked in high tech start up and established businesses during this tenure. He has managed and supervised every facet of Materials related functions during his career. For the majority of his career Keith has been a member in good standing with APICS and NAPM. Keith Mallery was certified in EMS Program Management by IPC in October 2005 and holds a B.S. degree in History from John Carroll University.

SEAN CONROY – Director of Materials

Mr. Conroy joined Inservco in September 2008 as Director of Materials. Mr. Conroy came to Inservco with several years of Material and Operational experience, providing leadership in different capacities within the electronics industry. Mr. Conroy's leadership and knowledge of materials has provided tremendous growth within Inservco. Mr. Conroy earned a Bachelor's degree from Cleveland State in Human Resources and his MBA from Baldwin Wallace, as well as being APICS – CPIM certified.

LUPITA ROBERTS – Director of Quality and Engineering

Originally from Reynosa, Mexico, Ms. Roberts joined Inservco's staff in 1994 as the Cal-Test Supervisor. Ms. Roberts has been involved in Quality Engineering with Delco-Electronics, implementing SPC, serving as a Customer/Supplier contact and as support in the prototype department. She graduated from Monterey University with a degree in Electronic Engineering as well as Texas A&M University with a Masters Degree in Industrial Engineering.

PATRICIA KOPP - Controller

Ms. Kopp joined Inservco in 1986 and has worked in all facets of the Accounting administration as well as Production Control departments. Her experience in all aspects of the business has made her a valuable asset to Inservco. She holds a B.S. in Business Administration from Ashland University and Masters Degree in Diversity Management from Cleveland State University.

HARRY McCREEDY, Human Resources Manager

Mr. McCreedy joined Inservco in 2001. Harry has forty years of experience in Manufacturing with expertise in Human Resources, management leadership and arbitration-resolution. He has provided on site HR & Management consulting to Ford-Ohio and Chicago Assembly, along with Inservco from 1997 through 2001. Harry has a BA/BS in Business & Industrial Management with MBA studies at Baldwin-Wallace.



Facility Information

Inservco is comprised of 4 buildings on one site. The original building (#1) once housed all office and manufacturing activities; and is now primarily office space. Building #2 was opened in 1992, and is 100% ESD-protected manufacturing space. Building #3 is also 100% ESD-protected manufacturing space and was opened in 1995. Combined Square Footage is as follows:

Office Space	4,590 sq. ft.
Break Room/Vending	1,312 sq. ft.
Manufacturing Space	<u>33,500 sq. ft.</u>
Total	39,402 sq. ft.

List of Equipment

Calibration and Test Equipment

<u>Qty</u>	<u>Manufacturer</u>	<u>Model</u>	<u>Description</u>
** NEW	1 Agilent	3070 Series 3	In-Circuit/Functional Tester
1	Huntron	Pro-Track	Tracker Troubleshooting System
1	Meiji	EMZ-5	Stereo Microscope
1	Meiji	EMT-18145	Stereo Microscope
1	Wild Heerbrugg	M3Z	Stereo Microscope
1	CheckSum	MDA	Manufacturing Defect Analysis
3	Hewlett-Packard	54600A	Oscilloscope
1	Hewlett-Packard	54602A	Oscilloscope
1	Tektronix	2230	Oscilloscope
2	Hewlett Packard	54600B	Oscilloscope
1	Fluke	45-05	Meter
3	Fluke	45	Meter
1	Fluke	8810A	Meter
7	Fluke	73	Meter
6	Fluke	29	Meter
2	Fluke	8050A	Meter
2	Data Precision	2480R	Meter
2	Data Precision	2480	Meter
1	Data Precision	1450	Meter
1	Data Precision	938	Cap Meter
1	AEMC	1000	MegaOhm Meter
1	Fluke	1953A	Frequency Counter
1	Philips	PM666/016	Frequency Counter
3	Fluke	1950A	Frequency Counter
<u>Qty</u>	<u>Manufacturer</u>	<u>Model</u>	<u>Description</u>
1	Boonton	4231A	RF Power Meter
2	Tektronix	TDS380	Oscilloscope
1	Stanford Research	D5335-01	Function Generator
1	Leader	LFG-13005	Function Generator
1	Exact	200MSP	Function Generator
1	Inservco	M9000	Automatic Test System
1	Thermotron	SE-1000-5-5	Thermal Cycling Chamber
1	Envirotronics	EH8-2-5	Thermal Cycling Chamber
3	Heath	2372	Hand held DMM
1 set	DOALL	83R	Precision Gages
1	Hach	--	Conductivity TDS meter
1	Hewlett Packard	161AS	Logic Analyzer/Oscilloscope
1	Mitutoyo	D12"T	Dial Caliper 12"
2 sets	Vermont Gages	Series A & B	Hole Gages .011-.060 and .061-.25
1	Hewlett Packard	8672A	Synthesized Frequency Generator
1 set	Starret	445	Depth Gages

1	Cole Parmer	Type K	Digi-Sense thermometer
2	Fluke	70	Multimeter
1	General Resistance	DAS45CC	General Resistance
1	General Resistance	E-35	General Resistance
4	Heath	2762	Power Supply
1	Hewlett Packard	1670D	Logic Analyzer
2	Hewlett Packard	972A	Multimeter
1	Huntron	2000	Tracker
1	Spectroline	PE14T	EPROM Erasing Ultraviolet
1	Fluke	1910A	Frequency Counter

For customers requiring automatic functional testing, Inservco can fabricate test fixtures for exclusive application on Inservco's M9000 Automatic Test System.

Engineering Department

CAD Software Library

GERBTOOL	
TANGO PCB PLUS	version 2.30a
TANGO Schematic	version 1.50
TANGO ROUTE PLUS	version 2.10
HIWIRE II	version 2.0r2
OrCAD Capture	version 9
OrCAD Layout	version 9
AUTOCAD	Release 2004

CIM Software Library

UNICAM	version 4.0
(Machine program and assembly aid generation software)	

Equipment

Hewlett Packard	DESIGNJET 650C	(Color Printer/Plotter)
Houston Instrument	DMP 161	(Plotter)

Engineering designs and develops Bed-of-Nails Fixtures and Fixtures for the Inservco M9000 Automatic Test System.

Production Equipment

Automated Surface Mount

DESCRIPTION		MAXIMUM BOARD	PLACEMENT RATE	
	MPM/SPM	Dual Vision Paste Printer	29" x 29" Frame	N/A
	MPM AP-20	Automatic Stencil Printer	29" x 29" Frame	N/A
	MPM AP-2500	Automatic Stencil Printer	29" x 29" Frame	N/A
	Quad Aux	Automatic Screen Printer	29" x 29" Frame	N/A
	Elite	Screen Printer	Multi-purpose	N/A
	Quad (de Haart)	Screen Printer	16" x 18"	N/A
** NEW	MPM AccuFlex	High Precision Stencil Printer	20" x 23"	8,000/wk
	(2) Quad Model QSP 2 SMT 4 Head Pick & Place		15" x 18"	6,000/hr
	(2) Quad Model IVc SMT Pick & Place		18" x 24"	3,000/hr
	(2) Quad Meridian Chip Shooter		15" x 18"	10,000/hr
* Will allow for larger boards with special fixtures.				
** NEW	(2) Juki KE2050RE	SMT High-Speed Chip Shooter	18" x 20"	13,200/hr
** NEW	(3) Juki KE2060RE	SMT High-Speed Fine Pitch Assembler	18" x 20"	12,500/hr
** NEW	(1) Juki FX-1RL	SMT High-Speed Chip Mounter	16" x 18"	10,000/hr
	(2) Conceptronics	Convection Reflow Oven	N/A	N/A
** NEW	Heller 1809 EXL	Reflow Oven – 9 Zones <i>Lead-Free Capabilities</i>	N/A	N/A
	Teradyne (NXR 1525)	BGA X-Ray Inspection Station	18" x 20"	N/A
	Seika	2001 SMD Hot Gas Rework Station	N/A	N/A
	Fryer	SMD and Through-Hole Microscopic Vision Inspection Station	N/A	N/A
	SRT	Summit 1100 plus BGA Rework Station	18" x 22"	N/A

Automated Through Hole

	Universal	Axial-Lead Sequencer w/ Verifier	N/A	22,500/hr
	T-85 Universal	Axial-Lead Inserter w/ Optical Corrector	18" x 18"	17,500/hr

Semi-Automated Through Hole

1	Cambridge Press Pem & Standoff Inserter		N/A	N/A
2	Contact Systems Cut & Clinch CS-400DJY		17" x 21 3/4"	300/hr
1	Manix	Cable Cutter/Wire Stripper	N/A	N/A
1	Schleuniger CS9050	Programmable Wire Stripper	N/A	N/A
1	CAB	PCB Separator	N/A	N/A



Solder Equipment

	Technical Devices	Wave Solder	24" wide	N/A
	Westkleen Triton IV	PC Board Washer	16" wide	N/A
	(2) Air-Vac	Selective Solder Machine	N/A	N/A
	Westek ICOM 5000	Cleanliness Tester	N/A	N/A
** NEW	Tyco Harmony SPX	Selective Wave Soldering System – <i>Lead Free Capabilities</i>	18" x 24"	N/A

Automated Vision Inspection

	VI Technology	Automated Optical Inspection System VI-3000	18" x 16"	170,000/hr
** NEW	AOI – Orbotech	Automated Optical Inspection Solder Paste	18" x 20"	
** NEW	Yes Tech	Automated Optical Inspection	20" x 20"	

Programming Center

	Data I/O	Series 3980-Programming System	N/A	N/A
	BP-Micro Systems	BP2200-4 Programming System		



Cost Reduction Plan

It remains the policy of Inservco to review pricing on a regular basis. Component market fluctuations coupled with improving labor proficiencies in the production of particular models necessitates these reviews. Price reductions are a common result in these pricing reviews. Inservco makes every attempt to locate components with the optimum quality available, with the best delivery schedule, and the lowest price. These elements combine to offer better-cost savings to our end customers.

Terms and Conditions of Sale

Acceptance

No contract between the Seller and the Buyer shall be valid until the Buyer's order has been accepted by the Seller. The terms sets forth herein are the only ones upon which the Seller will accept orders. These terms supersede all other prior written understandings, assurances, and offers. Your attention is especially directed to the provisions concerning warranty and liability of the Seller and claims procedures. In any event, these terms shall become binding on both parties upon the Buyer's acceptance of the Seller's first delivery of any goods specified herein (the "Goods"), or upon commencement of manufacturing operations. Advise the Seller immediately if anything in these terms and conditions is incorrect or otherwise unacceptable.

Prices

Quotations show specific prices for various quantities. Quotations are good for 30 days after receipt. Taxes and other charges imposed by law will be added to the invoices. Engineering charges, film reductions, die charges and electrical test fixtures are applicable when quoted.

Title/Risk of Loss

Title to all Goods and the risk of loss shall pass to the Buyer upon the delivery by the Seller of the merchandise to a carrier for shipment to the Buyer or the actual transfer of possession of the Goods to the Buyer, whichever is earlier.

Delays/Force Majeure

Delivery dates indicated on quotations and on acknowledgments or orders are accurately estimated, but are not guaranteed. Seller shall not be liable for any defaults, damages, or delays in filling any order caused by conditions beyond Seller's control, including but not limited to acts of God, strike, lockout, boycott or other labor troubles, war, riot, flood, new government regulation, or delays of Seller's suppliers or subcontractors in furnishing materials or supplies due to one or more of the foregoing or like causes.

Inservco Product Rescheduling Policy

Upon placement of purchase orders, Inservco reserves the right to refuse requested changes to schedule within a 90-day period without the cost moving forward according to the following policy:

- a. Reschedules will be accepted for product scheduled for greater than 90-days from the day of the request.
- b. Requested reschedules moving out for less than 90 days but greater than 45 days, Inservco will assess a 10% charge of the total value of the order.
- c. Requested changes to pull an order in will be charges according to the actual cost and impact based on opportunity costs associated with the order.
- d. No reschedules will be accepted for less than 90 days without prior customer pre-approval of all charges as noted previously.

Quantities

On orders for special products or materials, the right is reserved to ship and bill ten percent more or less than the quantity specified and performance will be considered complete upon such shipment. Prices quoted are for the quantities and production schedule as shown on the quotation. Deviations from specifications, design, quantities or production schedules will be subject to price adjustment.

Credit

Orders received from this quotation are subject to acceptance by the Seller's credit department. The terms of payment are subject to change at the discretion of the Seller. Standard terms are net 30 days. The buyer agrees to pay a late charge of 1.5% per month on all payments that are overdue.

Tooling

Special tools, set-ups, drill tapes, screens, film work, fixtures, etc. which are necessary for completion of orders shall be and remain Seller's property and in Seller's sole possession and control, and any changes made by Seller, therefore, shall be for the use of such equipment only.

Warranty/Claims

All Sellers' Goods are warranted to the Buyer to be free from defects in workmanship and materials for a period of one year from the date of delivery. If within this period Seller receives written notice of any alleged defect in any such Good and if the apparatus is found not to be in conformity with this warranty (the buyer having provided seller a reasonable opportunity to perform any test thereon), Seller will, at its option and expense, either repair the same or supply a replacement therefor. The Good must be returned to Seller (freight prepaid), it being understood that Seller shall pay only the direct and actual cost of the Good repaired or replacement thereof as provided above and the cost of shipping the repaired Good back to the Buyer. SELLER SHALL NOT BE LIABLE FOR ANY CONSEQUENTIAL DAMAGES ARISING FROM ANY BREACH OF WARRANTY.

- Notwithstanding the above, Seller's warranty with respect to component parts purchased by Seller for inclusion in the Goods will be no broader than the warranty of the original manufacturer of such component part.
- SELLER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, WITH RESPECT TO THE GOODS OR THE USE OF THE GOODS OR THE PERFORMANCE OF THE GOODS. SELLER SPECIFICALLY MAKES NO WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE. SELLER NEITHER ASSUMES, NOR AUTHORIZES ANY PERSON TO ASSUME FOR IT, ANY WARRANTY NOT SPECIFICALLY PROVIDED HEREIN.



Indemnification

Buyer agrees to indemnify Seller for, and hold Seller harmless from, all liability and expenses based upon bodily injury, property damage or economic loss incurred by any person or entity, including reasonable attorney's fees incurred by the Seller, arising, directly or indirectly, in respect of the use, failure or transportation of the Goods, or any good to which the Good has become a component part, caused other through breach of the warranty described above.

Governing Law

Sales transactions shall be governed by and construed in accordance with the local laws of the state of Ohio. Buyer's order is deemed accepted in La Grange, Ohio. If any provision of these terms and conditions shall be held invalid, illegal, unenforceable or inoperative, the balance of these terms and conditions shall remain in full force and effect as if such provisions had not been included.