

Milwaukee Center for Independence and ProMark Manufacturing Company

According to Tom Lutzow, Vice President MCFI/ProMark:

Our work with Rick Vanderkin at **Raabe Paint** continues and we are very grateful that Paranet put us in touch with Raabe at a corporate level where we could get things done. Raabe could easily be 10% of our workload for Y2003.

During this past year we were invited to meet with Tony Maletta at **Lucas-Milhaupt** and Phil Stuckey at **Nabco Entrances** to introduce the skills and resources that ProMark might provide to these companies.

On December 10th, Tom Kussler met with the Purchasing Manager at **Serigraph**. As you know, ProMark was a huge subcontractor to Serigraph about 10 years ago, running at \$1.7 million in ProMark billings to Serigraph per year. The Purchasing Manager indicated that he would be interested in working with ProMark again in the future.

We then met with Steve Gilles of **Strattec** (through your connections with Bryan Reetz and Kathy Scherbarth, Paranet

Members) on December 12th to discuss subcontract opportunities with Strattec. Steve was very gracious and generous with his time. There may be some "rework" opportunities for us at Strattec.

On January 2, 2003, Tom Kussler and I met with Ken Bush, Vice-President of **Industrial Towel and Uniform**. We have been asked by ITU to quote two jobs with the possibility of a third. The first and largest job is sorting and banding freshly laundered gloves; we estimate that this job would provide full-time, steady employment for 35 MCFI clients (so it would have a quite significant impact on the workforce). The second job is sorting and refurbishing hangers. Both jobs are day-in and day-out -- which is exactly what we need in order to get our clients off their roller coaster ride (every day where there's a new job and a new learning curve). ITU sounds very promising and we can be very competitive in our pricing.

Thanks again, Paranet!!!!!!