Steen Hansen
President & CEO of Bossard Americas

Curt Brustkern
Purchasing Manager
Bossard Profile

Bossard in

- America
- Europe
- Asia

Head Office Bossard Ltd in Zug / Switzerland
Bossard Profile

Global Provider of Fastening Solutions

Founded: 1831
Family-Enterprise: in 7th Generation
Public since: 1987

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Americas</th>
<th>Europa</th>
<th>Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (in USD million)</td>
<td>477</td>
<td>129</td>
<td>261</td>
<td>87</td>
</tr>
<tr>
<td>Employees</td>
<td>1403</td>
<td>292</td>
<td>667</td>
<td>444</td>
</tr>
<tr>
<td>Business Units</td>
<td>53</td>
<td>15</td>
<td>15</td>
<td>23</td>
</tr>
</tbody>
</table>

Core Competences: Systems, Elements and Methods
Bossard History

1831 - 1951 local, regional specialist business
1951 - 1961 transition from regional to national business
1961 - 1971 major growth in business volume
1971 - 1981 internationalization
1981 - 1991 qualitative growth, new technologies
1987 quotation of the Bossard Holding AG on the Swiss stock exchange
Bossard Today

More than 175 years

The Bossard Group is a global group of companies

Today Bossard is one of the leaders in modern fastening technology in the three important industrial regions America, Asia and Europe.
Bossard worldwide

Bossard in
- America
- Europe
- Asia
## E-solutions

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BossShop</strong></td>
<td>online catalogue</td>
</tr>
<tr>
<td><strong>BossCAD</strong></td>
<td>CAD library on fastening technology</td>
</tr>
<tr>
<td><strong>BossCalc</strong></td>
<td>calculation software</td>
</tr>
<tr>
<td><strong>Partner-Page</strong></td>
<td>Extranet for customers</td>
</tr>
<tr>
<td><strong>SmartBin</strong></td>
<td>fully-automatic logistic system</td>
</tr>
<tr>
<td><strong>BIM</strong></td>
<td>comprehensive C-part management</td>
</tr>
</tbody>
</table>
The Core Competences

The three comprehensive services

- Products
- Engineering
- Logistics

- conventional
- electronic
- global

Comprehensive, support, everywhere and locally
Products

Procurement:
- a global procurement network
- of highly-qualified manufacturers
- with a special eye for quality
- with an absolute guarantee of supply

for all Standard and Special items
## Procurement

a global procurement network

<table>
<thead>
<tr>
<th>Region</th>
<th>For America</th>
<th>For Europe</th>
<th>For Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia</td>
<td>35 %</td>
<td>Asia 30 %</td>
<td>Asia 80 %</td>
</tr>
<tr>
<td>Europe</td>
<td>5 %</td>
<td>Europe 70 %</td>
<td>Europe 18 %</td>
</tr>
<tr>
<td>USA/Canada</td>
<td>60 %</td>
<td>USA/Canada -</td>
<td>USA/Canada 2 %</td>
</tr>
</tbody>
</table>
Procurement of highly-qualified manufacturers

Selection and approval process based on ISO 9001:2000
Special Items

- Cold forged articles
- Turned parts
- Milled parts
- Punched parts
- Bended parts
- Finishing
- and much more

Bossard Special item: «don’t make detours»
Special Items

- Cold forged
- Hot forged
- No loss of material
- High precision
- For series production

Cold forged items
Special Items

- Turning, milling
- Drilling, honing
- Demanding tolerances
- Complicated forms
- For series and single production

Turned and milled parts
Special Items

- Punching, bending
- Laser cutting
- Precise parts
- Any form possible
- For full production and limited lot

Punched and bended parts
Special Items

- Mechanical treatment
- Heat treatment
- Refinement
- Coatings

- Standard articles are transferred into special solutions for the customer

Finishing
Standard Articles

- Screws
- Nuts
- Set screws
- Plugs
- Washers
- Pins
- and much more

The Bossard-Catalogue in several languages ...
Standard Articles

> 50 000 articles available on stock
Simultaneous Engineering

- Technical tests
- Material analysis
- Application technology
- Recommendations
Simultaneous Engineering

- Consulting & Training
- Seminar at customer location
- Individual advices
- Support for costs savings
Order fulfilment Process

Demand

Assembly

Bossard Logistics Systems
Bossard SmartBin (VMI)

- Standard boxes
- Sensors
- Signal transmission
- Delivery to assembly
- Fully automatic
- Safe
Bossard SmartBin (VMI)
Bossard Americas
Bossard North America – Locations

Headquarters  Warehouse  Sales Office
Bossard Mexico – Locations

- Monterrey, Mexico
- Guadalajara, Mexico
- México DF, Mexico
- United States
- Central America

Map of Mexico with offices/warehouses for Bossard México.
Bossard Americas – Top 10 Customers

- John Deere – Machine Building: Agricultural Equipment
- Siemens – Electric, Electronic: Automation, Control, Energy
- BRP – Transportation: Outdoor Recreation
- Alliance Laundry Systems – Machine Building: Laundry Machinery
- Pentair – Machine Building: Pumps
- Invensys – Machine Building: Measuring and testing equipment
- Honeywell – Transportation: Turbos
- Briggs & Stratton – Machine Building: Engines
- Danfoss – Electric, Electronic: Control Equipment
- Emerson – Electric, Electronic: Electronic Equipment
Bossard Cedar Falls
Bossard Mexico – Pictures