

NEWS **PRENT**



What makes Prent such a unique global packaging partner?

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Serving Customers Around Puerto Rico & the Caribbean

Prent Expands Facility in Puerto Rico

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Prent Puerto Rico will be breaking ground on an expanded facility, with expected completion by mid-2016. Thanks to 30% growth in each of the past two years, a tripling of our Puerto Rico workforce—and even higher growth numbers projected for the coming fiscal year—we find ourselves needing to expand Prent Puerto Rico to serve our Caribbean customers.

This expansion will allow us to:

- ★ Add more thermoforming capacity
- ★ Create facilities for secondary operations
- ★ Increase warehousing capabilities
- ★ Accommodate increased export demand from new customers throughout the Caribbean.



It's All About the Service at Prent Puerto Rico

The great customer-service guru Walt Disney once said: “Do what you do so well that they will want to see it again and bring their friends.”

At Prent, we have a similar philosophy: design world-class packaging, thermoform flawless parts, provide impeccable service and customers will not only keep coming back—but ask us to deliver the identical high quality packaging to all their sites worldwide.

Prent Puerto Rico is a perfect example of that philosophy put to work. We opened nearly 10 years ago because our USA customers asked us to provide medical packaging to their island facilities. Likewise, interest from other global OEMs has resulted in the placement of nine Prent facilities around the world.



Our Returnable Container Program is a big hit with island customers, saving them money and warehouse space.



Inspector/Packers at Prent Puerto Rico



Quality Assurance Technicians carefully inspect and measure parts to ensure conformity.

What are Customers Saying?

Based on supplier performance scoring reports, customer feedback is excellent across multiple service fronts. They praise our:

- ★ **EXCELLENT** quality performance history
- ★ **PERFECT** on-time delivery
- ★ **JUST-IN-TIME** options
- ★ Frequent **COMMUNICATION AND IMMEDIATE RESPONSE** to any concerns
- ★ Use of **PRENT RETURNABLE CONTAINERS**
- ★ **NO-COST, QUICK TURNAROUND** for design, samples, engineering, estimating and more.



Green Shipping Program Saves Customers Space and Money

Our customers are overwhelmingly delighted with the reduced cost and enhanced green advantages of Prent's closed-loop Returnable Container Program. It's:

- ★ Reducing customer need for expansive warehouse space and costly racking because Prent Containers can be stacked five-high
- ★ Lowering customer shipping costs
- ★ Providing customers with 100% reusable packing materials
- ★ Minimizing corrugate box disposal.

“ **Prent Returnable Containers helped one customer increase manufacturing capacity by 50%, slash warehouse space and reduce delivery costs.** ”

KanBan Inventory Management Options

Other ways Prent Puerto Rico is saving customers time, money and hassle is through our introduction of specialized KanBan programs, Vendor Managed Inventory and ship-to-stock convenience.



Customers appreciate Prent's many inventory management options which are helping them slash warehousing space and reduce costs.



Visit Prent in Booth # 201 at Interphex Life Sciences October 15-16, 2015 Puerto Rico Convention Center in San Juan

Upcoming Tradeshows

CHINA INTERNATIONAL MEDICAL EQUIPMENT FAIR 2015

October 18-21, 2015
Wuhan International Expo Center,
Booth B3-1101
Hanyang, Wuhan, CHINA

MD&M MINNEAPOLIS 2015

November 4-5, 2015
Minneapolis Convention Center, Booth 810
Minneapolis, MN, USA

COMPAMED 2015

November 16-19, 2015
Messe Dusseldorf, Hall 8a-L12
Dusseldorf, GERMANY

MD&M WEST 2016

February 9-11, 2016
Anaheim Convention Center, Booth 2033
Anaheim, CA, USA

HEALTH PACK 2016

March 15-17, 2016
Astor Crowne Plaza, Booth 40
New Orleans, LA, USA

MEDTEC SHENZHEN 2016

March 16-17, 2016
Shenzhen International Square, Booth 511
Shenzhen, CHINA

CHINA MED 2016

March 26-27, 2016
China National Convention Center
Beijing, CHINA

MEDTEC EUROPE 2016

April 12-14, 2016
Messe Center, Hall 7, Stand 27
Stuttgart, GERMANY

CMEF SHANGHAI 2016

April 15-18, 2016
National Expo Center
Shanghai, CHINA

MEDTEC JAPAN 2016

April 20-22, 2016
Tokyo Big Sight Exhibition Center, Booth 3209
Tokyo, JAPAN

MD&M EAST 2016

June 14-16, 2016
Jacob Javits Center, Booth 1639
New York, NY, USA



The Global Stakes Are High

Here's why medtech companies are turning to Prent to meet their single-source global packaging needs.

The immense wave of international medtech mergers is amplifying the need for single-source global packaging suppliers that have rock-solid track records for staying ahead of the changing worldwide medical marketplace.

THE NEW NORM

Today, the global stakes are high. OEMs aren't only looking for uniform, high-quality packaging anymore. Sophisticated medtech companies now require suppliers provide them with:

- ◆ International cost controls
- ◆ Strategically located global manufacturing capabilities
- ◆ Complete documentation
- ◆ Production efficiencies
- ◆ Instant flexibility
- ◆ Designs that build on their brands
- ◆ Ability to nimbly navigate shifting regulations.

But that's not all. Many are just plain worried about the safety, quality and hidden costs of working with a multitude of local thermoform packaging suppliers. For these medtech firms, moving to a global supplier like Prent is the new norm.

THE ICING ON THE CAKE

With an unprecedented 16 WorldStar Awards, the icing on the cake is Prent's ability to create innovative package designs that meet the needs of these intercontinental companies, as well as THEIR customers around the world.

Companies also tell us they appreciate Prent's network of nine thermoforming facilities on three continents, our financial and management stability, our continual capital investments, our proven track record and spotless reputation.

Feedback from strategic sourcing executives has been very positive.

"Prent is obviously integrated. In fact, it's almost too good to be true. Prent's worldwide, seamless capability is very unique."

-Packaging engineer for major electronics company

The Vice President of Global Procurement for a leading healthcare products company reports, "Prent is a global producer and we need suppliers who can perform globally. I think very highly of Prent. They're the number one maker of thermoformed trays for the medical device industry."

Yet another customer comments, "Prent is truly a valued and strategic international partner. We recognize the value they add to the products we produce now; and what you will produce for us in the future. We wouldn't be successful without you."

"The depth and breadth of Prent's global sourcing capabilities is very unique in the medical packaging industry. They operate nine thermoforming centers and a vast sales and service network scattered across three continents. Prent's global footprint compliments our manufacturing strategies, providing us the local support needed." - Sr. Commodity Manager, Global Supply Chain of a major international medtech company

International Companies Are Asking Themselves...

Does the continued use of multiple thermoform package suppliers around the world:

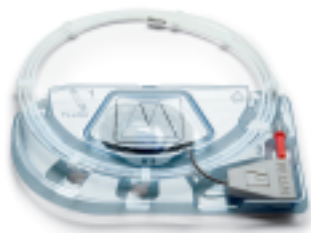
- Add costs to our supply chain, rather than decrease costs?
- Increase the complexity of managing these multiple packaging suppliers and multiple product development systems?
- Deplete our ability to truly collaborate with suppliers for demand planning, pricing, forecasting and replenishment strategies?
- Open the door to questionable quality issues?
- Diminish our ability to oversee Lean Six Sigma and Good Manufacturing Practices for safety, effectiveness and process consistency?
- Hinder our ability to meet the rapidly changing demands in our various medical marketplaces?

Prent Awards Capture the World Stage

Prent finds itself in the global spotlight following four impressive wins at international competitions this year.

WORLDSTAR 1

Prent won an unprecedented 16th WorldStar Award from the World Packaging Organisation for the Volcano Verrata Tray, citing it as one of the outstanding medical packages of the year.



WORLDSTAR 2

Prent also won a WorldStar Sustainability Award from WPO for the Volcano Tray. It was only one of three packages out of 264 entries receiving the award. It incorporates multiple, innovative features designed to save resources for our customer, hospitals and the environment.

DUPONT GOLD

A Prent package won Gold at the DuPont Packaging Innovation Competition for the Medtronic EnVeo™ R, a nearly six foot long cardiac catheter package which is turning operating room preparation upside down: pictured right.



TELLY VIDEO 4

Telly Award—Bronze for our new 4-minute video "Welcome to Prent," which competed against videos from around the world. The Telly Awards is the premier award honoring the finest film and video productions, groundbreaking web commercials, videos and films, plus outstanding local, regional and cable TV commercials and programs. The 35th Annual Telly Awards received over 12,000 entries from all 50 states and five continents.



For more information on any of these awards go to www.prent.com

Here's What Judges and Customers Are Saying...

"Prent's innovative solution and technical expertise was impressive (for the WorldStar winning Volcano Verrata Tray). We chose the right company for the job, with the right package design engineers. It's been a breath of fresh air to work with Prent."

--Eric Henderson, Volcano Packaging Engineer

"(Prent's Medtronic EnVeo™ R) is an outstanding accomplishment in packaging innovation. It's precision engineering for a demanding application. This multi-configuration design allows the catheter to be turned 180 degrees without needing to be removed from the package, a requirement for this application. This ensures sterility from packing, to unloading, to end-use."

--Judge at the DuPont Packaging Awards

"Prent's (Medtronic EnVeo™ R) packaging system defines new frontiers in the medical device field by integrating material with end-use customer-focused features that enable the package to be a value-add to the overall therapy. Prent has a good design team that can articulate what we as a customer require. They are consumer-focused and use cutting-edge equipment."

--David Clarke, Packaging Engineering Supervisor, Medtronic Vascular Galway Ltd., in a recent *Healthcare Packaging* article.

PRENT EMPLOYEE NEWS

JANESVILLE •

A Home Run Summer

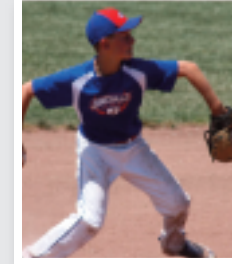
Two Prent Janesville families had the summer of a lifetime, when their sons' baseball teams slugged their way into the select list of teams that became eligible for the national Babe Ruth and Cal Ripken World Series playoffs (a division of the Babe Ruth League). They were two of more than one million players on 56 teams in seven countries that participated in the year-long journey to the Championships.



U13 TEAM: Pitcher Dawson Draves (son of CNC Programmer Scott Draves) was on the U13 All-Star team from the Janesville Youth Baseball League making it into the Babe Ruth World Series—after winning their Regional Championship played on the Prent Field in Janesville. "Dawson pitched the first five innings to pick-up the win," exclaims Scott. "It was pretty neat to watch your kid pitch in the championship game on a field that your employer had provided."



Dawson Draves, son of CNC Programmer Scott Draves.



Jake Schaffner, son of Director of North American Sales Tom Schaffner.



Dawson's team won the quarter final Babe Ruth World Series game in Jamestown, NY, but in the final four they narrowly lost 6 to 5. "Bitter sweet," says Scott, "as they were only one game away from the U13 World Series Championship game. I can't even begin to tell you what an awesome experience it has been for these kids, coaches and families."

U10 TEAM: At the same time Dawson was playing his way to the top, so was 10-year old Jake Schaffner (son of Director of North American Sales Tom Schaffner.) Jake's team batted its way to National Division pool play in the Cal Ripken World Series in Jonesboro, Arkansas. In the two games they won at the World Series, Jake was named Player of the Game. Sadly, his team failed to advance to the single-elimination championship bracket. "It was a pretty amazing year for both my son and his team," reports Tom.

All-in-all, it was an incredible summer of fun which the Draves and Schaffner families will never, ever forget!

CHINA •

China Celebrates 10th Anniversary with Gala Event

Prent China celebrated its 10th Anniversary with a gala dinner and employee talent show attended by nearly 500 employees and Prent executives from around the world.



Pictured above left to right are: Sean Xiao (China QA Manager), Richard Zhou (China Operation Manager), Kuan Kean Hooi (China General Manager), Jim O'Diemo (Prent Corporation Executive Vice President of Sales), Vicky Huang (China Finance Controller), BJ Nielsen (Prent EuroAsia President/CEO), Alice Yao (China HR Manager), Joe Pregont II (Prent Corporation Global Account Manager), William Wu (China Design & Tooling Manager) and Frank Che (China Sales Manager).

Prent China Implements GD&T

Prent China recently hosted a four-day Geometric Dimensioning and Tolerancing (GD&T) training seminar attended by a customer and members of Prent's QA, Design and Technical groups.



Prent is working closely with a specific customer to create a new industrial standard as it relates to product specifications and dimensional control using the power of GD&T.

Our customer was very impressed with the training saying, "We are very pleased to see how Prent China has become one of the very first packaging suppliers who have implemented GD&T in their operations to achieve a high level of competency in dimensioning and tolerance control."



Honoring Outstanding Employees

For their exceptional contributions to the company's success this year, Prent China singled out three dedicated individuals as "Employees of the Year." Congratulations to (left to right): Huirong Pan (Inspector Leader), Henry Wang (Design Engineer) and Weiwei Liu (MA).

MALAYSIA •

Nepal Earthquake: Employees Help Each Other

Nearly 40% of all Prent Malaysia employees are from Nepal and when that country's devastating earthquake occurred this spring, everyone scrambled to contact family and friends. Although entire villages were flattened, hundreds of thousands of people went homeless and 9,000 people were killed, it was a miracle that no Prent family member lost their life.

But the devastation to homes and property was another matter.

To help support our Nepalese employees and their families re-build their lives and homes, fellow employees from Prent Malaysia organized a fund raising campaign. With additional gifts coming from employees of Prent China, Janesville and other facilities—plus a matching donation from Prent Corporation President/CEO Joe Pregont—over \$17,000 was raised to assist our 80 Nepalese employees. Special thanks to our Malaysia employees who donated more than 30% of the funds.

"Nepalese employee gratitude has been extremely heartwarming," reports BJ Nielsen, Prent EuroAsia President/CEO. "In fact, all Prent Asia employees are very appreciative of Prent's mindset to assist when disasters strikes at any of our global locations."



Shortly after the devastating Nepal earthquake occurred earlier this year, a check for \$17,000 donated by global employees was presented to our Nepalese staff whose families were affected by the quake. Prent Malaysia management—who reacted rapidly to help employees organize the fundraising efforts—expressed support from the entire Prent organization during the low-key presentation ceremony, pictured here.

INTERESTED IN A TOUR?

We never tire of inspection tours! Customers love to visit our global facilities and always express amazement at our consistent cleanliness and organization. In the future, if your medical device company would like to schedule a tour—or just discuss the many ways Prent can assist your company around the world—please contact Jim O’Dierno, Prent Executive Vice President of Sales at sales@prent.com

For more information visit our website at www.prent.com.

PRENT CORPORATION

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Dave Henry Named Vice President of Quality



Dave Henry
Vice President of Quality

Dave Henry has recently been promoted to Vice President of Quality. Located at Prent’s World Headquarters in Janesville, Dave has been leading Prent’s global Quality team for five years.

Dave has a BS in Industrial Technology from the University of Wisconsin-Stout and an MS in Engineering Management from Milwaukee School of Engineering.

He’s also a certified Six Sigma Black Belt.

“When selecting a packaging partner, we know our medical device customers rank quality at the top of their list. That’s why risk mitigation strategies are so important to customers of quality packaging time-after-time,” explains Dave.

If you look at the regulatory pressure companies are under, quality is job one because the liability involved with the medical industry is enormous.

“To ensure only the highest quality medical packaging, we’re continuously refining our quality systems by proactively raising the bar. Today,” notes Dave, “we offer an array of quality validation options to meet customer needs—ranging from 30-piece process capability studies to a complete IQ, OQ, PQ validation processes.”

In his new position, Dave will continue enhancing Prent’s competitive environment by:

- Ensuring we’re meeting our customers’ worldwide quality requirements
- Increasing interactions with our global Quality teams
- Continuing our quality standardization methodology
- Implementing best quality practices
- Learning from our customers about their new requirements
- Developing more efficient methods of using technology to satisfy customer requirements.

“It’s an honor to work with such a great group of people at Prent. They have a *can do* attitude which makes the work place environment very enjoyable,” notes Dave.



Philip Astrup Madsen,
Prent Denmark Sales
Representative

Sales Staff Expands to Meet European Growth

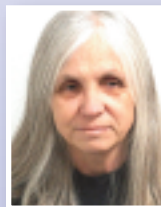
Thanks to increased business from global OEMs with European facilities, Prent Denmark has added an additional Sales Representative to serve its needs. Meet Philip Astrup Madsen. He’s been doing business with French and German speaking companies for almost seven years. His primary focus will be on servicing Prent’s international customers with locations in southern Germany, France and Switzerland. Philip is also a competitive sailor. Last year, he competed with his team onboard a 38’ boat in the IORC World Championships in Kiel, Germany.

Best Wishes to Retirees!

GARY NISHIURA

Sr. Tool Design
Engineer • 26 Years

Gary says it was great to work with everyone at Prent and appreciated the open-minded camaraderie. Although his retirement plans are still a “Work In Progress,” he expects to resume his stained glass hobby, tutor high school math and audit University of Wisconsin classes in Astronomy and Ancient History. Since his wife JoAnn is still working, he’s also doing household chores while planning trips to Paris, Rome and California.



SANDRA SCHMALING
Inspector/Packer •
26 Years

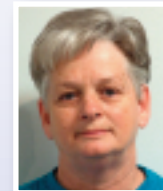
Although Sandra has no specific retirement plans, she knows she’ll enjoy time off and sleeping!



DEBBIE HILT
Inspector/Packer •
25 Years

Debbie and her husband are looking forward to spending more time at their north woods cabin and planning a trip to Italy. Also on the

agenda is more quilting and more time with three grandsons, who are all active in sports.



EVIE KELLY
Inspector/Packer •
25 Years

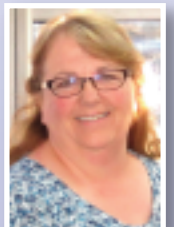
Evie and her husband have a full retirement game plan laid out, including trips to their hometowns in

Arkansas and Missouri, winters in Florida and time caring for a new grandchild.

BETH DEMMON

Quality Inspector/Auditor • 20 Years

Beth looks forward to spending more time with her husband and family, a possible mission trip and volunteering at her church and/or ECHO. Since she loves the outdoors, she’s really excited about a big trip to Alaska.



DEBBIE COX

Inspector/Packer • 34 Years

Now that she’s retired, Debbie looks forward to a busy retirement agenda, including reading, quilting, knitting, volunteering and traveling East to visit family.