

# Welcome To Prince Industries, Inc.

## History

Prince Industries, Inc. was established in 1959 by Edward Miller, Sr. We are family owned and headquartered in Carol Stream, IL. In addition, we have a manufacturing plant in Shanghai, China. Prince Industries' tradition of growth and investment continues today in our pursuit of excellence.

We are a manufacturer of precision machined and fabricated components and assemblies for many industries, with the commitment to provide exceptional value to our customers.

Our suppliers are valued, supported, and an intricate part of the Prince Industries team and as such are critical to our continued success. This brochure is an attempt to provide you with the expectations we have for you and the expectations you can have for Prince Industries.

## Mission Statement

We honor God in all we do.  
We will pursue excellence in the development of our global team.  
We will provide exceptional value to our customers and ownership.

## Getting to Know Us

At Prince Industries, we truly believe in the values of: *Honor, Excellence* and *Exceptional Value*. We expect this from ourselves and we expect it from you, our valued partner.

Quality and overall Service are the two primary requirements toward becoming a Prince Supplier.

All suppliers must complete our *Supplier Quality Pre-qualification Survey*. We prefer that our suppliers have been registered by a Third Party to current Quality standards. A valid Prince Industries purchase order is required for all products and services sold to Prince Industries.

## Quality

Each supplier is expected to assure that all product supplied meets all of Prince Industries' requirements. All materials, components and services are measured, recorded & tracked based on an individual lot basis. Material and process certifications are required to be submitted by the supplier when required by purchase order. When not specifically required, it is expected that these certifications can be provided when requested. Should non-conformances be detected, our purchasing or quality department will notify the supplier. Disposition will be determined, and if a return is required an RMA will be requested. The product will be returned and a debit memo issued for the value of the item being returned. If Prince Industries is required by necessity to sort, rework, or remanufacture any material supplied/processed by your company, a debit memo may be issued for these costs as well.

## Service

Suppliers are expected to deliver product by the date that is required by the purchase order. Suppliers are expected to notify the Prince buyer of any failure to meet this date requirement at the earliest time possible *prior* to the date due.

Suppliers are expected to be responsive to Prince Industries' needs and to be a company that is easy to do business with.

Suppliers are expected to be competitive in pricing while continuously striving to reduce overall cost and price. We expect our suppliers to recommend potential cost reduction initiatives and we will support those initiatives as required.

## Measurement

A Supplier scorecard will be reviewed quarterly for all suppliers. This procedure allows Prince to rate your performance against your competition. Suppliers that fall lower than our expectations will be contacted by our Purchasing & Quality Team. Suppliers will be expected to improve this performance. Suppliers who fail to improve their performance to meet our expectations may be removed from our active list and may not be given new opportunities for additional and/or continued business.

## Structure

The Prince Industries, Inc. Materials department is headed by our VP of Supply Chain Management. Buyers report directly to the VP. All correspondence, problems, questions should be addressed to the buyer of record; however, do not hesitate to contact the VP of Supply Chain Management should you feel that is necessary.

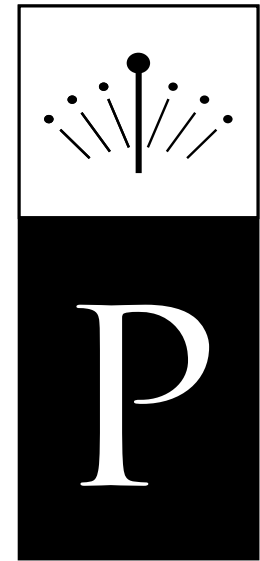
We at Prince Industries, Inc. would like to thank you for your interest in our business and look forward to a long & mutually beneficial partnership. All expectations which Prince Industries has of our suppliers are reciprocal. You can expect the same things from us that we expect from you.

Welcome to our Team.



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PRINCE  
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Doing Business  
With  
Prince Industries