



*Change Agents
Financial - Operational - Structural*

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Successful Completion of Project at Automatic Welding and Manufacturing Co., Inc.

We are pleased to announce that Maverick Innovative Solutions, LLC on March 2, 2005, purchased our client, Automatic Welding and Manufacturing Co. Inc. (AWM).

The professionals at Business Improvement Group, Inc. (BIG) led the following accomplishments:

Prior to retaining BIG as its strategic advisor, turnaround consultant, Interim COO, and court appointed receiver, AWM had incurred losses for 30 consecutive months and had maxed out its credit line completely depleting itself of operating cash.

BIG first developed a comprehensive turnaround plan and then acting as COO implemented the plan.

The results of the implementation of BIG's turnaround plan were as follows :

- AWM recorded its first profitable month in over two and a half years.
- AWM reduced its accounts receivable days sales outstanding (DSO) by 29 days or 69%.
- AWM reduced inventory by 1.4 million (50%)
- Through an aggressive working capital management plan, over 5.7 million dollars of free cash flow was generated to operate the business.
- BIG, acting as the court appointed receiver, assisted in negotiating the sale of the company and had the company in and out of receivership in three (3) months.

BIG was engaged to complete a root cause analysis and then determine whether to implement a turnaround plan or liquidate the company. BIG completed this phase of the engagement within three weeks. BIG began implementing corrective actions during the initial assessment process.

After realizing significant positive results in a short period of time, BIG was asked to run the operations of the company, acting as COO, with the objective of restoring AWM to profitability and positive cash generation. The objective of the company owners was to

realize an increase in shareholder value through BIG's management expertise in order to maximize its return in a sale of the company.

When the secured creditor and ownership wanted the protection of a receivership, BIG acted as the court appointed receiver and in three short months, successfully exited the receivership process through the sale of the company as a going concern. The value that was realized through the sale of the company as a going concern was at least double of what would have been realized in a liquidation setting.

BIG accomplished these results by :

- Utilizing 80/20 analyses to refocus and retrench the company on its profitable customers and industries.
- "Peeling back the onion" to uncover non-value added tasks throughout the organization and redeploy these resources to maximize return on equity.
- Implementing an aggressive working capital management program to generate positive cash flow.
- Implementing and refining the companies ERP computer system to allow for the implementation of Lean manufacturing processes.
- Implementing a new costing system, which led to successful negotiations with the customer allowing AWM to realize pricing increases.
- Implementing a new marketing strategy to allow for profitable, sustainable, sales growth.

This successful assignment displays the broad range of expertise and value that BIG brings to its engagements.

BIG not only helps its clients turn their concerns into returns, we also become partners in a brighter future. We assist companies that are in a crisis mode, as well as, growing companies that need our management experience to ensure they are growing in a profitable and sustainable manner.

Please let us know if we can assist a client, or company that you are associated with or aware of that would like to realize increased profitability, and generate additional cash flow through its operations in order to fund and sustain future growth.

Sincerely,

James Bonvissuto

President

(440)-884-9415

Enclosure: Letter from Michelle Showalter, CFO and member of family ownership group of Automatic Welding and Manufacturing Co., Inc.