



On April 1, 2013, FBN will celebrate a milestone anniversary. Thanks to you, we are 25 years old and growing stronger every year. You have purchased our products, shared your concerns and needs, and recommended our name to your friends and colleagues. Because they respect you and your opinions, they purchased from us. For that, we owe you a great deal of appreciation.

It is hard to believe, but 25 years ago, I began this business in the basement of my home. Originally, the company was to be named BP2 (Better Parts, Better Pricing). The name quickly changed when I informed my late mother that I would be leaving a very comfortable sales job to start my own company. She said, "There goes my number one, off on another *Fly by Night* adventure." Later that day, I filed for the Articles of Incorporation for FBN.

A couple years later, I upgraded to my garage due to a friendly request from my wife. A few years after that, I purchased a small building in downtown Kalamazoo where we settled in for over 15 years. Today, we operate a state-of-the-art 30,000 square foot facility in the bustling metropolis of Plainwell, Michigan. We have 15 full-time employees who manufacture parts for customers all over the world.

We have spent the past ten years investing back into our business to expand our capabilities and refine our products in order to meet the ever-changing demands of the industry. We have the ability to design, manufacture, install, and support our products and all of our parts are manufactured here in Michigan. Major investments in equipment, engineering, IT, and training have made us extremely versatile and more efficient than ever. We continue to push the envelope from a design and process perspective to manufacturing and materials. An emphasis on data collection, storage, and improved documentation has made dramatic improvements to the entire process as a whole. We are committed to a philosophy of continuous improvement with all of our products and services.

I have spent the past few years equipping the business with all the tools necessary to stay ahead of the curve and to manage the growth we have been so fortunate to experience. Not all of these improvements involved purchasing new machinery. Hundreds of pine trees, fruit trees, wild flowers, bird houses, vegetable gardens, and 30,000 honey bees to pollinate the property around our facility won us the Beautification Award for the City of Plainwell. The facility is enjoyed by employees on a daily basis, and it is a nice spot to enjoy a cold beverage on a warm Michigan evening.





To celebrate our 25th Anniversary, we are launching a new website: <http://www.fbnsalesinc.com/>. We hope you will take a few minutes to browse the site and as always, we welcome your feedback. I have truly enjoyed all of the wonderful relationships developed during the past 25 years, and I have never been more energized and excited for the opportunities of the next 25 years.

We appreciate all that you have done to make our business a success and remember, if you need me, I am always willing to jump in the plane to visit a friend.

Sincerely,

Jim Turley

