



LAUBE TECHNOLOGY METAL PRODUCTS DIVISION

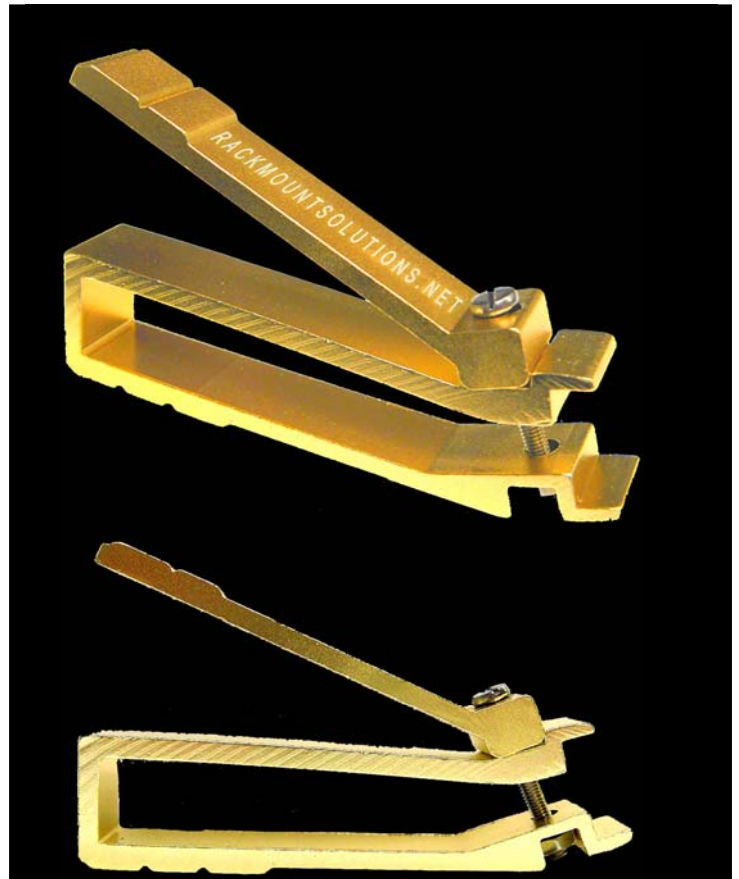
Volume I, Issue I

"Sample of the Month Club" January 2006

What's new at Laube?

Laube Technology's Metal Products Division has created a special news letter geared towards our National Sales Representatives. Each and every month we will feature a special new part that we have received an order for. The purpose of this news letter is to showcase the diverse manufacturing capabilities of our factories. This could be called our monthly success story; however, we prefer to call it

"The Sample of the Month Club"!



***SPECIAL GOLD ANODIZED ALUMINUM CAGE NUT INSERTION TOOL ***

- **Application:** Computer server rack mounting tool
- **Initial P.O. Qty:** 10,000 pieces
- **Lead time statistics:** Samples for approval 3 weeks, production/ocean freight time: 60 days. Total: 11 weeks from inquiry!
- **Country of Origin:** China

Mike Battle & Mike Friedman were on their way to a sales call and were 25 minutes early. Mike Battle noticed a building on the way he hadn't seen before so they decided to walk in and introduce themselves. A few minutes later they were given a great opportunity to supply this item. In only 3 months time we made our first shipment and the customer was ecstatic!!!

Laube Sales Rep:
Mike Battle of
DCMR, Inc.
Ft. Worth, TX