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NEWSPRENT



Helping CUSTOMERS SOLVE Global Sourcing CHALLENGES

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Pioneering
Package Wins
AMERISTAR



WHY is GLOBAL
STANDARDIZATION
so IMPORTANT?

Putting the Pieces Together

We're helping customers solve their global sourcing challenges

To quickly respond to the needs of our global medical device customers, Prent has assembled an unprecedented international network of sales and service representatives, scattered across three continents.

"Recently, we introduced a new organizational sales strategy to provide each of our global corporate customers with a single point of contact at Prent. This is not only helping them meet their strategic intercontinental sourcing objectives, but also optimizing and elevating packaging communication between Prent and our customers in all countries," according to Jim O'Dierno, Executive Vice President of Sales and Chief Operating Officer.

Three senior sales executives—John MacDougall, Mark Talabac and Tom Schaffner—have been charged with implementing this strategy. They are overseeing and coordinating tactical customer sales and service activities between individual Prent facilities and individual customer facilities.

While MacDougall remains our International Sales Manager, Schaffner has been named our North American Sales Manager and Talabac has been appointed Corporate Account Manager. Each is charged with being Prent's senior contact to just a handful of global customers.

Driving Global Branding

Prent's helping customers drive their global branding initiatives by ensuring all packaging—for each of their worldwide facilities—meets identical specifications. This is very unique in the medical device industry. We don't think there's another thermoformer on earth that can offer the depth and breadth of Prent's international capabilities."

--Prent Sales Managers



"Each of us," explains MacDougall, "is watching out for specific needs at all our customers' facilities. It's our job to ensure Prent is providing the most innovative packaging in the industry—in addition to highly responsive, value-added, customized service."

"I think there's great acceptance of our new system," reports Schaffner. "Customers have a designated champion at Prent who's strategically watching over their entire corporate umbrella, including its many divisions.

"Plus," he continues, "we're helping customers drive their global branding initiatives, by ensuring all packaging—for each of their worldwide facilities—meets identical specifications."

"This is very unique in the medical device industry," says Talabac. "I don't think there's another thermoformer on earth that can offer the depth and breadth of Prent's international capabilities.

"However—as busy as the medical market can be and as drawn out as projects can get—it's critical that we never drop the ball on communication, never miss a timeline, a shipment, a critical customer service date," he notes. "That not only wastes time and money, but stops everything from moving forward."

And today, MacDougall, Schaffner and Talabac are in place to see that those scenarios never happen.

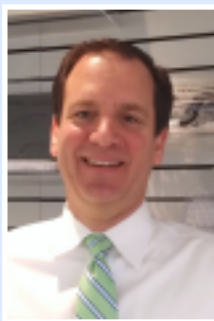
Prent's Senior Sales Executives Helping Implement Global Strategy



John MacDougall
International Sales Manager

As International Sales Manager for the past 11 years, John's been instrumental in helping grow Prent's global business. "I'm responsible for managing the company's worldwide sales teams as they relate to four key

international accounts, in addition to expanding our packaging services into new regions and markets and supporting the ongoing growth in Europe," explains this 24-year Prent veteran. He and his wife Patty have two college-age sons. He's served on the Board of Directors for the University of Wisconsin Men's Hockey Blueline Club, the Delavan Lake Yacht Club and the Janesville Lacrosse and Youth Hockey Clubs.

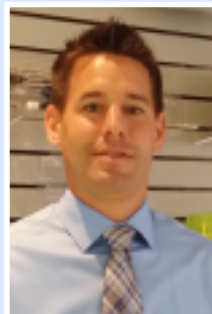


Mark Talabac
Corporate Account Manager

A business school graduate of the University of Wisconsin-LaCrosse, Mark has been with Prent for 18 years. As our new Corporate Account Manager, "I'm providing customers—at the senior level—with comprehensive

information about all the packaging Prent is designing and thermoforming for each of their individual manufacturing operations." Mark and his

wife Dyan are the parents of four children who all love camping and visiting historical sites. The older kids are competitive USA swimmers, while Mark competes in sprint triathlons. The couple is also active in their church.



Tom Schaffner
North American Sales Manager

Tom—who's been with Prent for 14 years—is a business school graduate from the University of Wisconsin-Stout, with an emphasis on packaging. "As our North American Sales Manager," he says "I'm responsible for the positive planning, deployment and management of our many sales account reps around North America." Tom and his wife Sarah are very involved in the athletic, educational and musical activities of their four young children. The couple is well-known for their backyard winter hockey rink!

THE WINNING FORMULAS

Two recent awards spotlight Prent's focus on meeting customer needs

Pioneering Cardiac Medical Package Earns AmeriStar Award

Prent Corporation was recently honored with a prestigious 2014 AmeriStar packaging award from the Institute of Packaging Professionals (IoPP) for a unique thermoformed package designed to hold and protect a catheter used in cardiovascular angiography.

The Packaging Engineer at the medical device company believes Prent's "technical expertise and innovative solution to the difficult problem of securing the product's connector was impressive."



Joseph T. Pregont

Joseph T. Pregont, Prent President and CEO, says, "This award is a confirmation of our ability to continually meet or exceed our customers' packaging challenges and demands."

It not only provides protection and support to the device, but also:

- Functions as an integral step in preparing the device for use.
- Features engravings to simplify the precise steps necessary for device use.
- Minimizes packaging costs by using a one-piece retainer/cover, a down-sized footprint, thinner gauge recyclable material and existing shipping cartons and pouches.

Always Meeting Expectations

"It's good to know we can count on excellent suppliers like Prent. Once again, thanks for always meeting our expectations."

--Senior Planner/Buyer, global medical device company

The IoPP judging criteria was based on package innovation, sustainability, protection, economics, performance and marketing.



Innovative Solution

"Prent's technical expertise and innovative solution to the difficult problem of securing the product's connector was impressive."

--Packaging Engineer, global medical device company, about the AmeriStar package



Sustainability Award Recognizes Prent's Initiatives to Help Customers

Prent's World Headquarters was recently honored with the "Sustainable Janesville Award" for our nearly half century commitment to the local environment and our industry-leading practices to "Reduce—Reuse—Recycle."

Such practices are not just at Prent's World Headquarters, but actively practiced all over the globe. However, we're most proud of our commitment to helping **customers** meet their sustainability and resource conservation challenges by:

- Designing more-with-less.
- Developing new materials that are cost-effective, compostable and/or bio-based.
- Using Returnable Totes to greatly reduce the need to transport finished products in corrugate cartons.
- Introducing plastic skids for material handling, thus minimizing wood or particulates in our clean room environments, as well as reducing landfill needs.
- Recycling with closed-loop regrind.
- Thermoforming with custom equipment designed in-house to be highly energy efficient.

To find out more, log onto the Sustainability page on Prent's website: www.prent.com.

REDUCE
REUSE
RECYCLE

Why is Prent's Global Standardization Important to Customers?

At Prent, we believe the #1 method to ensure packaging uniformity is to have equipment, systems, training and process uniformity.

That's why we're so doggedly committed to global standardization. Each of our design and manufacturing processes meet exactly identical standards because we have matching equipment, systems, training and good manufacturing processes at each and every Prent facility around the world.

"Although some would say such standardization reduces flexibility, we emphatically disagree," states Dave Henry, Prent's Director of Quality Assurance at our World Headquarters. "We've proven our practice of standardizing equipment and systems delivers superior results. Plus, it perfectly aligns with a LEAN philosophy of process standardization.

"Because of these intense global standardization efforts," he explains, "we're able to put a greater focus on ways to develop new and more detailed risk mitigation strategies to continue ensuring every Prent part meets or exceeds each customer's rigid requirements."



• 5

Transferring Knowledge Around the World

Employee training offers a good example of Prent's global standardization of best practices. Recently, Luis Vega (Puerto Rico's Lead Quality Auditor) and Pilar Ruiz (a Prent Costa Rica PCO Specialist) spent time at Prent Flagstaff, receiving advanced training to facilitate knowledge-transfer back to their facilities. Pilar received up-to-the-minute training in inventory management, production control activities, sales orders and day-to-day manufacturing floor activities, while Luis was benchmarking LQA responsibilities such as personnel scheduling, job information packets, shift change meetings and online quality audits.



Luis Vega (Puerto Rico's Lead Quality Auditor) and Pilar Ruiz (a Prent Costa Rica PCO Specialist)



PUERTO RICO



St. Jude and Prent Team Up to Support Puerto Rican Charity

Prent Puerto Rico once again was proud to sponsor a golf tournament dedicated to raising funds to help high school dropouts get a second chance at becoming productive youth. Joining our Prent Puerto Rico Plant Manager Victor Nazario (far right) and our Sales Representative Joel Chacon (next to Victor) were St. Jude General Manager Jose Raul Rodriguez (left) and St. Jude Supply Chain Manager Jose Santos.



FLAGSTAFF

CONQUERING CANCER

Many Prent Flagstaff employees took the challenge and climbed seven miles to the summit of a local mountain during the Annual Climb to Conquer Cancer. Back row, L to R: Chasity Lucero, Angel Ramirez, Taylor Holden, Katrina Holden, Chris Higgins, Kristen Whitson, Mike Mauldin, Ian Higgins and Shireene Higgins. Front row, L to R: Scott Negroni, Jamie Shontz, Kelly Thompson and Veronica Sanchez. Missing is Amy Baca.

DENMARK



Prent Denmark employees had a rootin'-tootin' old fashioned good time during a Fourth-of-July-themed summer picnic. Donning all-American costumes, nearly half the employees came dressed as cowboys, cowgirls, a sheriff, rodeo bull rider, and more.

Pictured Top row, L to R: Iulia Constantinescu (Hired help Quality Technician), Sandra Jacobsen (Inspector/Packer), Anne Keller (Inspector/Packer), Kate Hansen (Warehouse Assistant), Nadia Caspersen (Quality Technician), Elsa Hansen (Inspector/Packer), Peter Bay (Prent Denmark Managing Director), Thomas Bendixen (Tool Room Technician), Brian Jensen (Production Manager), Jens Johansen (Quality Assurance Manager), Thomas Vikkelsø (Design Engineer), Martin Schönberg-Hansen (Production Technician/Machine Operator). With the Bull: Frank Henriksen (Account Manager) and Dorte Pedersen (Inspector/Packer). Front Row L to R: (lying in front) Stella Schianning (Production Assistant), Rikke Cebula (Sales Coordinator), Karen Knappmann (Accountant/HR Officer), and Indre Griniene (Inspector/Packer/Coordinator).



Trivia Answer:

In America's Wild Wild West, cowboys would herd cattle and calves (little "dogies") often hundreds of miles to the nearest railhead for sale in distant markets. In 1940, Roy Rogers (King of the Movie Cowboys) helped mythologize cattle drives and the American Cowboy when he sang "Git Along Little Dogies" in a 1940's Hollywood movie. Check out - Roy Rogers : Git Along Little Dogies on You Tube.

MALAYSIA

"PRENT CLUB" Brightens Lives of Handicapped Children

The Prent Club, our Malaysian employees' social and charitable organization, recently brightened the lives of area handicapped children and adults with a party and a bounty of gifts.

The carnival-like event was held at a local organization supporting those with Down syndrome, cerebral palsy, hyperactivity, autism, orphans and victims of abuse. Participants thoroughly enjoyed their personal interaction with Prent employees, especially Rafhan—our cheerful production assistant who dressed as a clown. Thanks to the personal generosity of employees, families and Prent Malaysia, the children enjoyed ice cream, balloons, goody-bags, coloring, dancing and other fun activities.



Team Building Exercise Proves To Be Tough

Recently 20 Prent Malaysia employees participated in a two-day team building exercise at Pulau Desaru Resort in Desaru, Johor. Although it took incredible group energy, commitment and enthusiasm to complete the course, employees walked away with greater confidence in themselves and each other, enhanced communication skills, plus strengthened problem solving abilities. Truly a team building experience!



OFF-ROADING THROUGH THE JUNGLES OF MALAYSIA

There's nothing like plunging your 4x4 vehicle through muddy, slick, river-choked rain forests to take your mind off work or personal matters.

And, that's precisely what Kevin Wong—Prent Malaysia's Sales Manager—has been doing with family and friends for nearly 15 years. Often his wife Annita—and even his cat “Baby”—join him on his adventures.

Malaysia's rugged terrain, dense jungles and numerous mountainous regions make it irresistible for off-road driving enthusiasts willing to brave the heat, steep hills and rainstorms.

The sport's become so popular the country plays hosts to the annual International Rain Forest Challenge, ranked as one of the top 10 races in the world.

“Off-roading is difficult—and a bit dangerous,” admits Kevin, especially when he drives on centuries-old, abandoned rainforest logging tracks. “On one trip my car completely flipped over. Instead of fear, I was so excited that I just snapped photos. Luckily, it took only a few minutes to winch the car back into an upright position. With a few minor on-the-spot repairs, it was back in running condition.”

He first became interested in the sport as a child when he lived on an estate plantation, whose roads often became muddy during the rainy season. In 2000, he borrowed his brother's brand new 4x4 for an off-road adventure through very slippery, tough conditions featuring river crossings on tiny 2-log bridges. Although Kevin damaged the car, the experience was addictive.

“It's the pure challenge that makes it so exciting,” he says. “I get a great feeling of exhilaration and achievement, especially when I'm solo-navigating the forests.”

When Kevin's off-roading with a team, however, trust and good listening skills



Kevin Wong—Prent Malaysia's Sales Manager

become critical. It's not uncommon that his teammates have to guide him across a mountain side or river because he can't fully see the terrain from the driver's seat.

“People use all types of vehicles for off-roading,” he explains. “It can cost up to \$50,000 to modify an extreme car for the rainforest. I own a small Suzuki Samurai jeep, which helps to keep the sport financially manageable.”

Kevin earned his Master's Degree in Business Administration in the United Kingdom. Prior to joining Prent 11 years ago, he was the Sales and Marketing Manager at a plastic extrusion and injection molding company. He and his wife Annita live in Johor Bahru and have two young children.



INTERESTED IN OFF-ROADING?

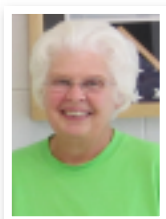
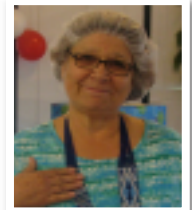
Because of the rugged terrain common in off-roading, participants need to be of sound body and constitution, laughs Kevin Wong. “It can bring out the best and worst in man and machine. I recommend you first try off-roading as a passenger in someone else's vehicle. Then,” he warns, “you'll be hooked!”

Best Wishes in Retirement

CRAIG WALKER, Senior Tool Design Engineer, retired after 26 great years with Prent Janesville. He looks forward to traveling, grandkids and working with his antique cars. His wife has a bucket list of travel destinations to tick off, and of course his five BMW's—including three collectible ones—will get plenty of TLC. Craig considers himself the luckiest man in the world!



LINDA YUBETA, Lead Quality Associate at Prent Flagstaff, retired after 17 years. In addition to enjoying the grandkids, Linda's travel itch promises to be very active. To celebrate her retirement, she's taking the entire family to Hawaii later this year!



JULIA MEYER, Janesville Inspector Packer, recently retired after 27 years at Prent Janesville. She plans to stay in the Janesville area and will be sure to keep busy watching her grandchildren!

KATHERINE HERMANSON, Inspector Packer, retired from Prent Janesville after 40 years, one of our longest term employees. The biggest thing she's looking forward to is sleeping-in late, as well as just plain relaxing and enjoying herself.

PRENT CORPORATION

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Trivia Question
Why were some Prent Denmark employees dressed this summer as if they were planning to drive “dogies”?

SERVICE

Awards

40 YEARS

Katherine Hermanson
Inspector/Packer
Janesville

30 YEARS

Julie Isferding
Sr. Designer
Janesville

25 YEARS

Gary Nishiura
Sr. Tool Design Engineer
Janesville

15 YEARS

Julie Buggs
Material Handler
Janesville

5 YEARS

Wilberto Perez
Machine Operator
Puerto Rico

Luis Frontera
Machine Operator
Puerto Rico

Yesenia Rosas
Production Control
Puerto Rico

Emory Nelson
Pilot
Janesville

Angel Ramirez
Machine Operator
Arizona

TRADE SHOW SCHEDULE •



MEDTEC China 2014
September 25-26, 2014
Shanghai Convention Center, Booth D401
Shanghai, CHINA



INTERPHEX Medical Device Puerto Rico 2014
October 16-17, 2014
Puerto Rico Convention Center, Booth 711
San Juan, PUERTO RICO



MD&M MINNEAPOLIS 2014
October 29-30, 2014
Minneapolis Convention Center, Booth 810
Minneapolis, MN, USA



PACK EXPO 2014
November 2-5, 2014
McCormick Place, Booth #E-7458
Chicago, IL, USA

COMPAMED



COMPAMED 2014
November 12-14, 2014
Dusseldorf Fairgrounds
Dusseldorf, GERMANY



MD&M WEST 2015
February 10-12, 2015
Anaheim Convention Center, Booth 2033
Anaheim, CA, USA



HEALTH PACK 2015
March 3-5, 2015
Norfolk Waterside Marriott, Booth 15
Norfolk, VA, USA



MEDTEC UK
March 3-4, 2015
ExCel London
London, UK



MEDTEC EUROPE
April 21-23, 2015
Messe Center
Stuttgart, GERMANY



LIFE SCIENCES FORUM
April 2015
Heredia, COSTA RICA



MD&M East 2015
June 9-11, 2015
Jacob K. Javits Convention Center,
Booth 1733
New York, NY, USA

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