

FILTER CORES

Doing the **right things**

How Beverlin's values are at the core of the company and its customer service.

For more than 46 years, Beverlin has been an industry leader in providing perforated filter cores and welded assemblies for filter companies around the world, supporting markets including industrial, aerospace, oil & gas, automotive, medical and defence.

The US filter core manufacturer is vertically integrated and uniquely equipped with the necessary capital and processes to excel in this niche segment. The company is able to provide products of virtually any diameter, length, thickness, material type, and perforation pattern including end margins, and in either straight weld or spiral weld seam. With its equipment and processes, Beverlin can help customers with the most demanding specifications and provide a full portfolio of parts, in small and large volumes.

Beverlin's cores are supplied ready for assembly – with surface treatments and finishes such as tin plating, zinc plating, nickel plating, passivation, electropolish, heat treatment, anodize etc. This allows customers to focus on

assembly knowing they can take parts right out of the box and assemble their filters.

The company offers Kanban stocking agreements for customers to maintain the highest in on time delivery. Additionally, stocking agreements allow Beverlin to provide better value based on volume and to better handle fluctuations in material economics.

VALUES

Beverlin is driven to be different by a unique set of core values (bricks). The company's identity is deeply rooted in these values, and they are instrumental in how it operates. Because Beverlin lives by its values, customers know that they can expect integrity and character. The values (one of them being Customer Fanatic) allow the company to provide unparalleled customer service in its segment.

Employees are also united in embracing Beverlin's core set of values and are committed to the company, its culture and customers. The production team is backed up by an exceptional support staff to achieve a high

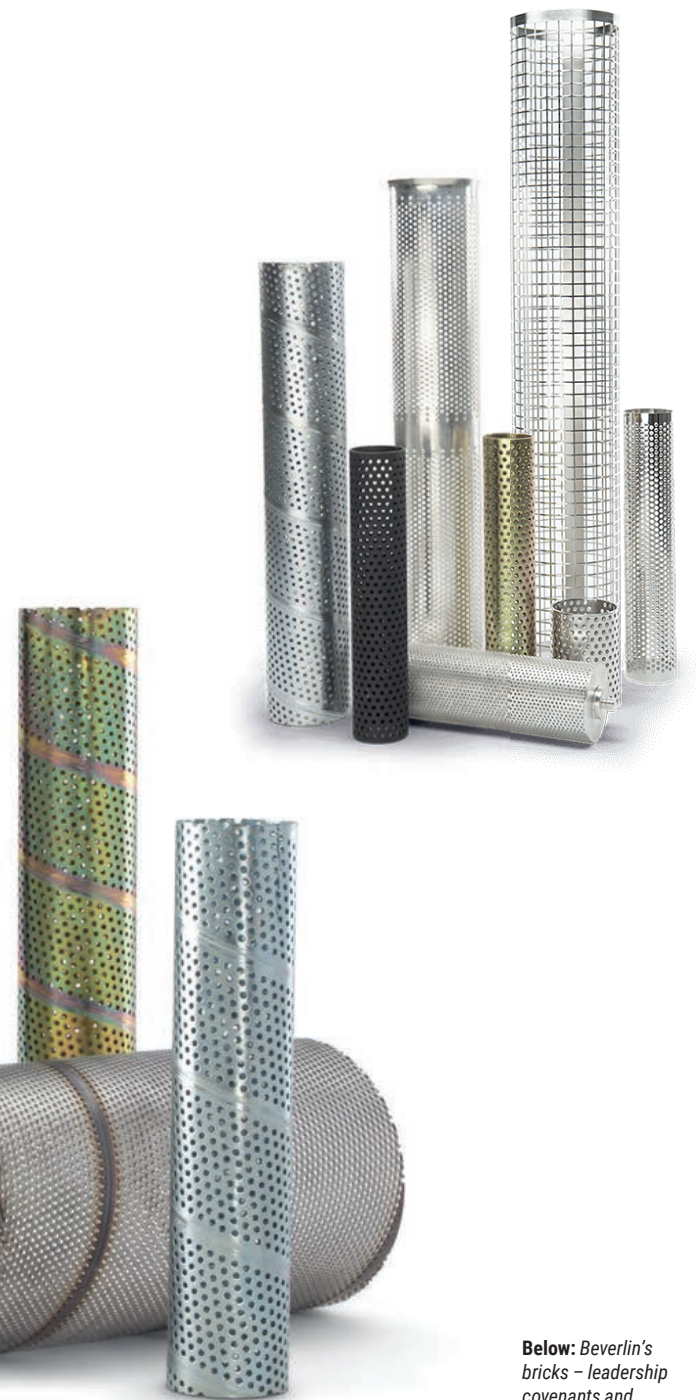
Above: Beverlin provides welded filter cores with both straight and spiral seams.

level of customer success. That means responding quickly, doing the right thing even when it is not always easy and collaborating with customers. This is a critical investment that Beverlin has made, with a strong foundation and experienced team.

PARTNER

Beverlin wants to be a supplier partner for life. For the company





Left: Filter cores from Beverlin with various finishes.



Below: Beverlin's bricks – leadership covenants and values.

INVESTING FOR THE FUTURE

Beverlin takes care of its customers and invests in the future for its customers. Recent Beverlin investments include:

- A second facility, giving the company 60% more room for manufacturing and inventory (raw, WIP & finished goods)
 - An additional Perforating Press
 - A new TRUMPF Punch Press
 - An additional Spiral Welding Machine
 - CNC Part Rolling
- The company has more equipment planned for 2023.



opportunities to lower costs and to minimize cost impacts through VAVE (Value Analysis and Value Engineering) and other means.

TRUST

Today, having a supplier that you can count on is more important than ever before. To be successful during these times is not easy. It requires doing everything it takes, such as retaining staff through low sales, investing in equipment even when sales are low and inflation is high and being willing to significantly grow inventory (tying up precious cash) to make up for supply chain issues. Holding heavy inventory (both raw and finished goods) has become crucial to mitigating risk and supporting the customer. On time delivery to customers is key.

Beverlin firmly believes that if you do the right things all the time, the right things will happen.

to succeed, the filter core manufacturer believes it is important that its customers grow and are successful first. Beverlin helps its customers by embracing a “We could if” approach instead of a “We can’t because” mindset. This creates the most productive environment to achieve a win-win for both parties by working collaboratively with customers’ engineers and buyers to achieve the best overall solution.

Beverlin is a committed partner to its customers, and the company works hard to identify



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