Page 3:

The main copy is okay. A few minor tweaks.

At [CLIENT NAME], we believe that the value of a technology is directly related to its ability to serve people. We strive to create innovative products that improve enhance performance, and innovative practices that protect vital resources — improving lives both in the communities where in which we operate, and across the globe.

We also recognize that, as a company, our greatest resource is our people. That's why, in our plants and offices, working environment each individual is empowered and valued for their unique contributions.

We take a global view and make decisions that will benefit the greatest number of people. Through the proper application of technology, we believe that we can improve lives and communities.

We achieve our goals by applying a three-point philosophy that recognizes the need for coherent and ethical management policies, a long-term corporate commitment and swift action.

As a global community, we face many environmental challenges. As a world-leading manufacturer World Leader², [CLIENT NAME] recognizes the need for our company to play a strong-leading role in meeting these challenges. Our manufacturing processes represent the best available technology to reduce the environmental impact in and around our facilities mitigate harmful environmental effects at our facilities. This includes green house gasses, noise control, large-scale recycling efforts, reduction of drainage and waste, as well as eco-friendly procurement. Further, many of our products help consumers achieve better performance in their vehicles, resulting in lower emissions and a cleaner world for our children and grandchildren.

They missed an opportunity to say more important things as photo captions. The references to who the people are really aren't important. Maybe something like:

Photo 2: Regular verfication of 5S practices throughout our manufacturing facilities ensures more efficient operations.

Photo 3: (Something about the training or selection of production staff)

Listing You're "improving lives" later in the sentence, let's "enhance performance" instead of improving it.

² Tony Blair and Vladimir Putin are "world leaders," (upper case, no less). We are a world-leading manufacturer, or technology world leader.

Page 5:

This could be better:

[CLIENT NAME] is the world leader in a host of automotive and ceramic technologies. Our [PRODUCT] line is among the most comprehensive in the world, helping to provide supplying the power needs for everything from garden equipment to space-exploration rockets. [CLIENT NAME] is brand the recommended [PRODUCTS]s are recommended and used for maby many of my of the-world's most respected automotive manufacturers in Europe, Japan and the United States., including Toyota, Nissan, Honda, GM, Ford, DaimlerChrysler, and leading European makes.

[CLIENT NAME] is a leader in the development and application of oxygen, temperature and knock-detection sensors that enhance engine performance while reducing fuel consumption.

We also maintain a strong focus on cermaics⁴ technologies, used mainly in -applications like cutting tools for the machine tool industry⁵.

Of course, 6 industrial cutting tools remain a primary application of ceramics technology, and [CLIENT NAME] is the preferred supplier for CNC lathe tools the world over.

The photo captions could use some help. The locations (city and state) are found under the photos. No need to repeat the state in the caption. Get rid of "facility" under the photos.

I wouldn't include in a brochure any statement about planned new manufacturing. First, you may change your mind. More importantly, it dates the brochure. If you'll be doing manufacturing here for sure, just state that capability as a fact. So, the caption could be:

xxxxxville is [CLIENT NAME]'s center for the manufacture and distribution of oxygen sensors.

Page 6

Try this instead.

Our products represent world-leading technology, but we believe that's only the beginning. To be truly great, these products must also be **created** using the world-leading technology. To that end, we employ efficient and sustainable production methods, and strive to constantly reduce the consumption of energy and resources.

³ I consider "automotive" to be a market and "ceramic" to be a technology. These aren't parallel. Maybe you could have one clause/sentence that talks markets (... a leading supplier to the automotive, machine tool and blah blah blah.), and one on the technology you employ... of there's more than one.

⁴ A typo like this shouldn't make it to the final design phase.

⁵ Are there other applications for ceramic technology?

Page 7

[CLIENT NAME] is committed to new-product development provides a continuous stream of ideas and innovation in all areas of our operations—both our automotive products and, in our operations,

Our R&D <u>focuses</u> is committed not only <u>onto</u> new products but also <u>onto better advanced</u> processes <u>that will</u> — <u>processes that better</u> protect our environment <u>and while</u> creat<u>inge</u> a safer, more efficient workplace.

[CLIENT NAME]'s innovation is recognized in our preferred status among the world's leading manufacturers around the world. We are a preferred supplier to leading global manufactures, providing them Whether it is improving existing product classes, with innovative designs enhancements to existing products like our [PRODUCT], or as well emergent new technologies that will help power the vehicles and equipment of the future while further reducing our environmental footprint. ereating products that protect our environment, is recognized as the world leader in emergent and improved technologies.

Our focus on quality and continuous improvement has led to our inclusionputs us among the world's elite manufacturers, with ISO 9000 recognition worldwide, and ISO/TS16949 in our automobile automotive market operations. Achieving these standards of excellence is not only a tremendous source of pride, but also an important assurance of quality to our manufacturing partners.

Caption:

Leading-edge [PRODUCT] technology helps vehicles and other power equipment run cleaner and more efficiently.

Our Environmentally sound industrial processes reflect our commitment to a cleaner planet.

Page 8

I would move to this page the paragraph from Mr. XXXXX's letter that explains the relationship of [CLIENT NAME] to the related organizations.

Minor typos:

[CLIENT NAME] is a leading manufacturer of industrial ceramics, providing precision cutting tools to a wide range of industries, including the automotive, aircraft, and electronics sectors.

Our high-quality ceramic cutters offer exceptional productivity that creates a competitive advantage for our customers. This is especially important in automotive, aircraft and mill-roll applications.

In addition, our [PRODUCT] for <u>Swiss-Swiss-</u>type screw machines provide a durable, high-precision, high-production solution to the unique challenges facing manufacturers of small parts for medical, <u>electronic</u> and automotive uses.

⁷ The comma after the second item in a series is acceptable but not preferred. Two paragraphs down they don't use it. Either way is correct, but the rule should be applied consistently.

We are proud to be the supplier of choice to world's leading manufacturers — and our continued investment in technology and people reflects our commitment to maintaining our world leader status.

I wouldn't describe their writing as terrible, but it's certainly mediocre. Still, with the suggested corrections I believe your brochure will do a fine job for you. Regarding design (which I am much less qualified to comment on) I think it's a good looking piece with a techie feel to it that's appropriate to your product.

I believe I caught everything, but would be glad to provide an additional, more-thorough review if you like.

Tim Kraft

in Keeft