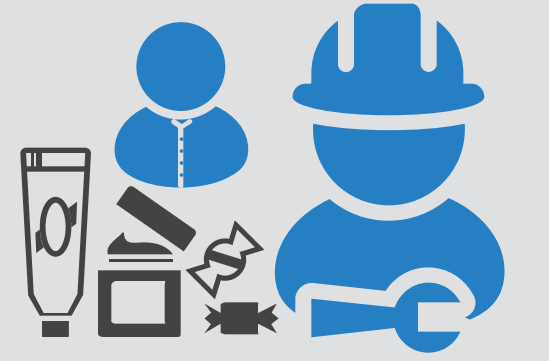


1

Tell Us About Your Project

Sample(s), application details, and equipment are discussed.



- Discuss your application and receive live project qualification
- Meet your account manager: project facilitator and main point of contact
- Send physical samples: accurate description of the product
- Note: The project time line is dependent on a timely delivery of the samples

- Qualification
- Samples
- Group/Company Call (samples)
- Equipment

2

We'll Review and Finalize Your Quote

Equipment, requirements, changes, and expectations are reviewed.



- Participate in a group / company call: your company members and Frain
- Review project: avoid misunderstandings and errors
- Participate in a hand-off call upon initial payment of the machinery
- Participate in a Factory Acceptance Test (FAT) / Frain visit upon completing a hand-off call and in-house refurbishment of the equipment
- Note: A video acceptance is available for customers unable to complete an in person acceptance
See www.frain.com/fat for more information

- Group/Company Call (review)
- Invoice/Payment
- Hand-Off Call
- FAT/Visit

3

Together We Will Arrange Final Delivery

Machinery is crated by Frain, but shipping is arranged by you.



- Equipment is always Free on Board (FOB) our dock
- Our field service team is available for start-up and training
- Follow up: Our team ensures the success of the project

- Shipping
- Field Service
- Follow-Up