

## Transitioning to Production

At some point in a “successful” project, the finished laminate made during a roll trial meets the customer’s expectations and performance requirements in the end use application as they projected. Further, the program is supported by an optimized laminating process that enables pricing for the laminating services that fits the commercial business model for the end-product.

The program is now ready to transition to the Production phase. Both the customer and their raw material vendors will finalize part numbers for each of the raw materials as well as the finished laminate itself. Other administrative details will be put in place to support placement of purchase orders, fulfillment, and invoicing/payments.

Three specific actions are particularly important at this point. First, the customer needs to provide Beckmann Converting with a Specification for providing the lamination services on that specific laminate. A specification may be in the form of an engineering drawing, or it can be a specially formatted document for external manufacturing tailored to the needs of toll laminating of textiles. For those customers who do not have such a Specification process of their own, Beckmann Converting will provide a draft of a “Detailed

Description” containing all relevant details of the laminate and laminating process for that specific laminate. Upon review and approval in writing by the customer, that document becomes the de facto Specification for the product. Any future changes to the product or process would require a modification to the document and a subsequent Review and Approval by the customer.

Secondly, the customer needs to notify Beckmann Converting in writing that the laminate as produced and received meets their requirements and expectations.

Thirdly, once these two documents are in place Beckmann Converting will assign a unique Style # to the laminate. Up until that point, any production runs would still be run under a Style #12000 “experimental” number.

The new laminate is now an official product in the eyes of Beckmann Converting and can be ordered anytime by the customer for production.