

**FOR IMMEDIATE RELEASE**

**BOULDER COMPANY CHOOSES WESTERN SLOPE CONTRACT  
MANUFACTURER TO SOLVE INVENTORY AND FULFILLMENT PROBLEMS**

**- Franklin's services allow ski product manufacturer to cut overhead expenses  
by more than 60 percent. -**

**MONTROSE, Colo. September 23, 1999** - Franklin Medical Products, Inc., a Western Slope contract manufacturer is successfully competing with similar companies in the Denver metro area by providing services which reduce overhead costs. Franklin's services include specification development, inventory management, and fulfillment services along with single and multiple use packaging of powders, liquids and fabricated products.

One such company, who has cut overhead costs by more than 60 percent by using Franklin's services, is a Boulder based manufacturer of liquid based lubricants for skis and snowboards.

Kristen Ramer, Co-founder and Director of Marketing for Zardoz, LLC, explained their need for outsourcing.

"We looked at a number of sheltered workshops and professional production facilities in the Denver area. In many cases it was just a warehouse with benches set up and minimum wage workers," Ramer explained. "Franklin's costs were just as competitive as these programs, but they offered much better organization, product security and quality. We liked that they worked within the medical industry where they require extremely high standards. Franklin also had a lot of automation that we could grow into."

Zardoz's product, NOTwax, required seasonal and often sporadic production, Ramer said. After outsourcing production of the company's single-use "speed swipes", hockey puck sized refillable Pocket Paks, and larger bulk bottles used in ski shops to Franklin, Ramer said they decided to contract Franklin to fulfill retailer orders.

Since Zardoz's product sales could be influenced by the weather, it was imperative for the company to locate a contract packager who could be flexible and accommodate their unique, seasonal requirements. "We wanted to minimize our overhead by outsourcing production and found that Franklin offered affordable, high quality work. We were so pleased with their attention to detail and good organization, that we decided to move our fulfillment there as well," Ramer said.

Franklin drop ships Zardoz's wholesale orders from it's own warehouse supply by the case or truck load.

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With production, inventory, and fulfillment all managed at Franklin's facility near the Montrose Airport, Zardoz could then reduce their own storage space. Ramer said this reduction in warehouse space is saving the company 64 percent in rental costs. Zardoz now employs one person to handle the workload, which previously required three positions.

The miles that separate the two companies have not created any obstacles for production or sales. "The distance has been good because it forces us to be more organized and to communicate better," Ramer said.

Franklin is a growing supplier of contract manufacturing and packaging of powders and liquids as well as medical and non-medical assemblies. Founded in 1972, the company creates product design improvements, allowing materials to flow through both paperwork and assembly processes quickly and accurately, provides product prototyping, design, and start-up solutions, as well as order fulfillment and inventory tracking and management.

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