

## ***LETTER FROM DARRYL***

Last June our newsletter focused on the value of teamwork in racing teams. This year I had the opportunity to attend the 100<sup>th</sup> running of the Indy 500, and to first hand observe the teamwork in the pits—***incredible!!*** I also gained new appreciation for the courage required by the driver to push the limits at 227 miles per hour in tight quarters with other cars. Wow!

Another thing that was so evident at the Indy 500 was the ***focus*** of those members of the race team contrasted against the in-field spectators who as the day grew long seemingly had no focus at all. The most successful and happy people in life are those who have defined goals, measure their progress against those expectations, and work together with others to achieve significant accomplishments.

We at Nudo/Marlite set some very lofty goals at the beginning of the year, as we have in the past. While in times past it has often seemed impossible to achieve such lofty goals, we as a team have always come through. No different than the race teams, we will remain incredibly focused for the remainder of the year in closing the gap!

*Darryl Rosen*

## ***MARLITE APP UNIVERSITY GRADUATES INAUGURAL CLASS***



The success of our A&D program depends upon having a national presence with Application partners who are able to bridge the gap between specifications and installation. In May, the A&D group, led by Marla Gomes, worked in conjunction with the NPI Marketing team and the Marlite Operations and Support team in conducting a multi-day training program for our newest partners from around the nation. More than 35 people participated in the training program, which consisted of product training, installation techniques, factory tour, new products, and review of manufacturing capabilities. Congratulations 2016 Marlite APP University graduates!



# RECOGNIZING OUR ALL STARS

# ANOTHER NEW PRODUCT!



INTRODUCING **a<sup>3</sup> CeramicSteel** ARCHITECTURAL PANELS

Architect • Durability • Utility for Public Spaces

Combining the best qualities of porcelain and steel, the surface is simply attached to the substrate. With the highest density, CeramicSteel's cores and abrasion backs, the paneling system is so simple that designers can beautify and protect the most demanding public spaces without breaking the budget.

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- Airports and Stadiums
- Casinos
- Lobbies
- Dining Rooms
- Hospitals
- Restaurants
- Other needs subject to change

Unique Quality Characteristics

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- Scratch Resistant
- Fire Resistant
- Impact Resistant
- Hygienic
- Easy to Clean
- Long Life

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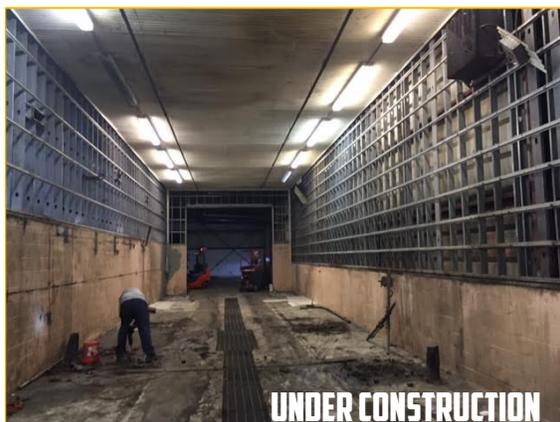
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Marlite introduced this week another new product that is sure to be a hit among our Chains and A&D customers. This product was developed in conjunction with our partnership with PolyVision, a division of Steelcase. This product has amazing durability characteristics, is very attractive,

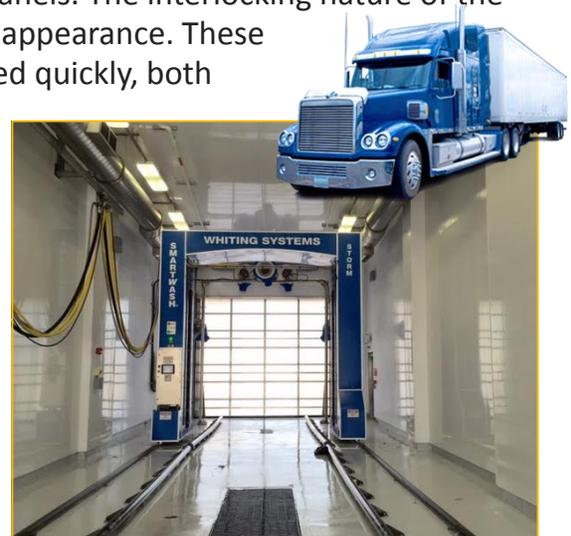
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Steph Curry and LeBron James will be leading their respective teams in the NBA Finals. Both of these individuals have the capability of making those around them to be the best they can be. And, when things get tough for their team, they step up and deliver! At Nudo and Marlite, we also have a number of all-stars who make those around them better. They also step up and deliver when things get tough. In the month of June, we would like to recognize these all-stars within our respective organizations. This is your time to nominate that all-star that you see that helps make us a success. Write a brief note about a person in our organization that you feel is an All Star. Recommendations received from you throughout the month of June will be evaluated and individuals will receive recognition in the July newsletter. Send your recommendations to [allstars@nudo.com](mailto:allstars@nudo.com) (Nudo & Prime Panels) and [allstars@marlite.com](mailto:allstars@marlite.com) (Marlite).

# GETTING THE JOB DONE WITH UTILITE



The need for a clean environment is met with Utilite easy to maintain interlocking wall and ceiling panels. The interlocking nature of the panels offers a near seamless appearance. These versatile panels can be installed quickly, both vertically or horizontally, directly to studs or substrate. Utilite's attractive price point and ease of installation provides cost effective solutions for contractors and installers. In this application,



a Boston truck wash facility receives the value of Utilite's obvious advantages. Kudo's to Kamco, our distributor in the Boston area for bringing and coordinating this opportunity.



# WELCOME TO NUDO!

## MAURICIO ABAROA MARTINEZ—FINANCIAL ANALYST



Mauricio will begin in June as a financial analyst working at the Dover operation under the direction of Kim McBride. Mauricio will provide new analysis and insights to the Nudo/ Marlite organization and will utilize his bilingual skills to assist us in assuring that our data meets the needs of Verzatec reporting requirements. Mauricio has a B.S degree in Economics from Monterrey Institute of Technology and a Master's degree from the University of Toronto. Mauricio has 17 years of experience in finance, accounting, and administration.

## JOSE LUIS CABELLO –CONTROLLER

Jose Luis will begin in June as financial controller at Nudo under the direction of Kim McBride. Jose Luis will oversee the accounting functions at Nudo, including accounts payable, and working with Bonnie Haren on Nudo Accounts Receivable. His bilingual skills will be of benefit as we respond to inquiries from Verzatec, and assuring that our financial reporting conforms with their expectations. Jose Luis has a B.S degree from Monterrey Institute of Technology, and a Master's degree from UANL in Monterrey. Jose Luis has worked with Deloitte since 2004 in Monterrey where he most recently served as audit manager wherein Verzatec was one of his clients.



## DIANNE STOFFER—RECEPTIONIST/ ADMINISTRATIVE ASSISTANT

Dianne joins the Nudo staff in June as Receptionist and Administrative Assistant. Dianne brings a wealth of experience to this position, and becomes the face of Nudo as team members and guests enter the front door, and is the voice of Nudo to those who call. Dianne will also perform various administrative duties for Client Support and for the Executive team. Dianne is a native of the Springfield area, and has worked with St. John's Hospital in Springfield as a receptionist as well as many other key administrative roles.



# DISTRIBUTION SPEEDWAY

S. MCNUTT

RACE LEADER

LAP 05

	CAR	SCORE
1	15	31%
2	27	15%
3	1	14%
4	18	13%
5	9	12%
6	21	12%
7	10	10%
8	12	10%
9	5	5%
10	11	3%
11	2	-3%
12	98	-3%
13	8	-4%
14	17	-8%
15	7	-12%
16	47	-12%
17	88	-31%
18	19	-63%

# SPECIFICATIONS SPEEDWAY

M. FREN

RACE LEADER

LAP 05

	CAR	SCORE
1	30	12%
2	75	3%
3	89	-6%
4	70	-18%
5	35	-26%
6	39	-32%
7	32	-44%
8	25	-49%
9	28	-57%
10	33	-80%

HEY! WHAT'S THE SCORE?



Congratulations to rookie Alexander Rossi for winning the 100<sup>th</sup> Indy 500 race. Thanks to Dow for providing the opportunity to see the race up close and personal.



Congrats to Nudo for maintaining a perfect scoreboard!

## NUDO FIELD

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
SAFETY	✓	✓	✓	✓	✓							
ON-TIME	✓	✓	✓	✓	✓							
QUALITY	✓	✓	✓	✓	✓							
INVENTORY	✓	✓	✓	✓	✓							
EFFICIENCY	✓	✓	✓	✓	✓							

## PRIME PANELS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
SAFETY	✓	✓	✓	✓	✓							
SALES	✓											
CYCLE CT.	✓	✓	✓	✓	✓							
WARRANTY	✓	✓	✓	✓	✓							
INVENTORY				✓	✓							

## Marlite Field

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
SAFETY	✓	✓	✓	✓								
ON-TIME	✓	✓	✓	✓	✓							
QUALITY				✓	✓							
INVENTORY	✓	✓	✓	✓	✓							
EFFICIENCY	✓			✓								