

THE MERGER OF PRECISION DYNAMICS AND ST. JOHN  
**WHAT IT MEANS FOR YOU.**



## PRECISION DYNAMICS & ST JOHN

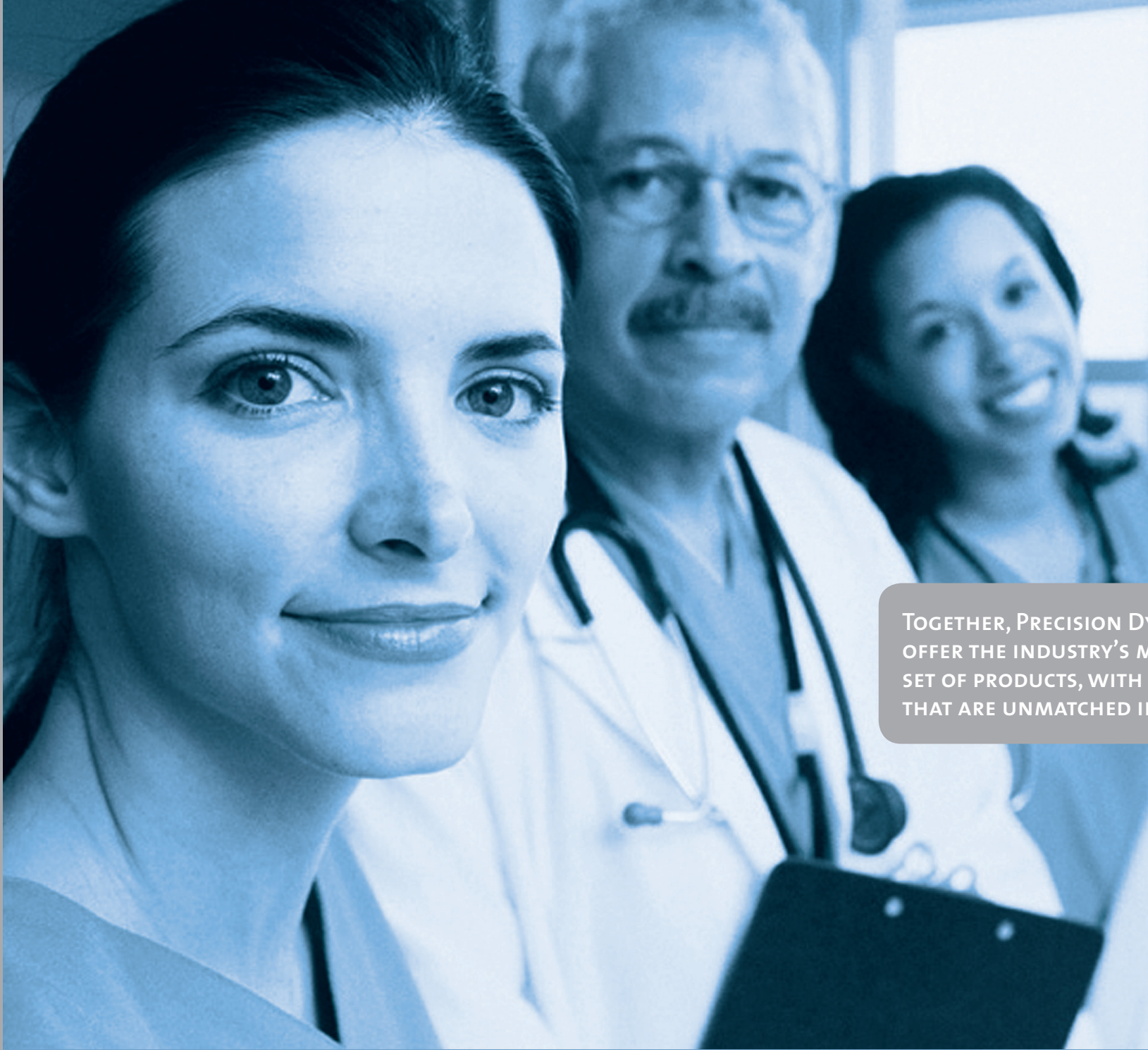
### A Combination Designed With Our Customers in Mind.

The merger of Precision Dynamics and St. John provides you access to the industry's technology leader with the most comprehensive selection of wristband, label, medical records & imaging solutions available in healthcare. Our new combined Company will leverage all the best from PDC and St. John with exciting new advantages in customer service, product quality, selection, and value.

As the integration proceeds, PDC and St. John will continue to operate under separate company names and brands, while remaining squarely focused on what is most important—you. We'll work closely with you to communicate any changes along the way.

This brochure communicates the core customer value points that are cornerstones of the merger. They represent why the merger took place, highlighting the unique advantages and industry standards that you can expect from our newly combined Company.





TOGETHER, PRECISION DYNAMICS AND ST. JOHN OFFER THE INDUSTRY'S MOST COMPREHENSIVE SET OF PRODUCTS, WITH SERVICE AND EXPERTISE THAT ARE UNMATCHED IN HEALTHCARE.

## TOP 10 VALUE POINTS

We're dedicated to the continued success of your healthcare organization. That's why we bring a strong commitment to customer service and satisfaction, product quality and selection, and industry expertise that only the combination of Precision Dynamics & St. John can provide.



### 1 Customer First Philosophy & Personal Attention

Our customers come first:

- Committed to 100% satisfaction — before, during, and after your order
- Personal and expert consultation with in-service capabilities
- Fully integrated Customer Service and Account Management Team

### 2 More Product Choices Than Any Other Company

We offer the most complete line of wristband, label, medical records & imaging products with unmatched custom and stock solutions that reach every touch point in the delivery of care.

### 3 Over 100 Years of Combined Experience & Innovation

Together, Precision Dynamics and St. John have over 100 years of collective expertise and are recognized as industry leaders by market share, volume of repeat business, scope of product, and customer satisfaction.



### 4 Our sales and service team speak your language

The PDC Europe Sales and Customer Service Teams are truly international. They not only provide personal assistance with orders, price requests or general inquiries. They are also familiar with the different European markets and will share their experience and advice to guide customers in their product choice.

## 5 Unmatched Quality

Every company talks about quality. But not every company makes the kind of investments in people and technology that Precision Dynamics & St. John do to ensure unmatched quality products and services. Through supreme attention to detail, we consistently deliver long-term value to our customers.



## 6 The Best & Safest Hospitals in the U.S. Choose Our Products

Recent surveys in *U.S. News & World Report* and *Hospitals & Health Networks* list the best and safest hospitals nationwide. Every hospital listed uses Precision Dynamics & St. John products. This reflects the high level of trust and commitment that healthcare organizations have in our products and services.

Over 5,500 U.S. hospitals and 10,000 clinics, surgi-centers, labs, and pharmacies trust Precision Dynamics & St. John to provide positive identification for maximum patient safety and superior quality care.

## 7 Long-Standing Distribution & GPO Relationships

After more than a half a century in business, we have built strong, strategic alliances with distributor partners and group purchasing organizations consisting of the world's most successful and technologically advanced companies. Organizations that want to gain a competitive edge with an experienced business partner that has a passion for patient safety choose Precision Dynamics & St. John.

## 8 Greatest Product Expertise & In-service Capabilities

We stand behind our products every step of the way.

- Unparalleled product and industry knowledge
- In-service Support Teams are experts in Consultation, Product Management, Materials Management, Engineering and Design, and Quality Control
- In-service support, staff training and consultation on the right products for each application

## 9 Global Coverage

We have a powerful international distribution and sales network covering over 100 countries worldwide, including business facilities in:

### North America

- San Fernando, California
- Valencia, California
- Port Orange, Florida

### Europe

- Brussels, Belgium
- Paris, France
- Milan, Italy

Additional offices are located in **Japan and Mexico**



## 10 The Pioneer & Technology Leader of Healthcare ID Solutions

Our combined Company was first to market with the industry's most revolutionary products.

We are always at the forefront of healthcare, using advanced technologies and innovations to drive product quality, reliability, safety, and comfort.

- First Single-Piece Patient Wristband
- First Imprinter Wristband
- First Time Tape® Colored Labeling
- First Bar Code Wristband
- First SnugFit® Wristband for newborns and family members
- First Thermal Printer Wristband
- First Smart Band® RFID Wristband
- First DuraPrint® Non-overlay Laser Printable ID System
- First Conf-ID-ent™ In-a-Snap® Alert Clasps

# CHOOSE FROM INNOVATIVE SOLUTIONS FOR ALL AREAS OF HEALTHCARE DELIVERY.



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