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In addition to competing in the machine end of the industry, they had also managed to accomplish what I had long wanted but, for a number of reasons, had not been able to do. With the formation of a second company named Foilmark, they entered the business of making the supplies, the hot stamping foils, that are consumed by the products we make.


Along with their broader manufacturing and sales base, they also have the advantage of the next generation coming along to continue the tradition of a solid family business.

After giving serious consideration to all of the factors involved, we have decided to become a part of the Kensol/Foilmark family of companies. The final phases of that transition should be completed this month. Since our management and employee team will remain in place, the people you will be dealing with will be the ones you already know.

As part of a larger, well financed company, we expect Franklin to be a better customer than ever before and to be in a better position to respond to your needs as a vendor for more timely payment of invoices.

Franklin has always been committed to balancing the needs of all of its constituents; customers, employees, vendors, and stockholders. Now with new strength, better market penetration, more management people, and greater resources than ever before, we thank you for all of your past efforts to serve our needs and look forward to being an even better customer in the years ahead.

Sincerely,


Leonard A. Mintz

LAM:vf

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Enclosure