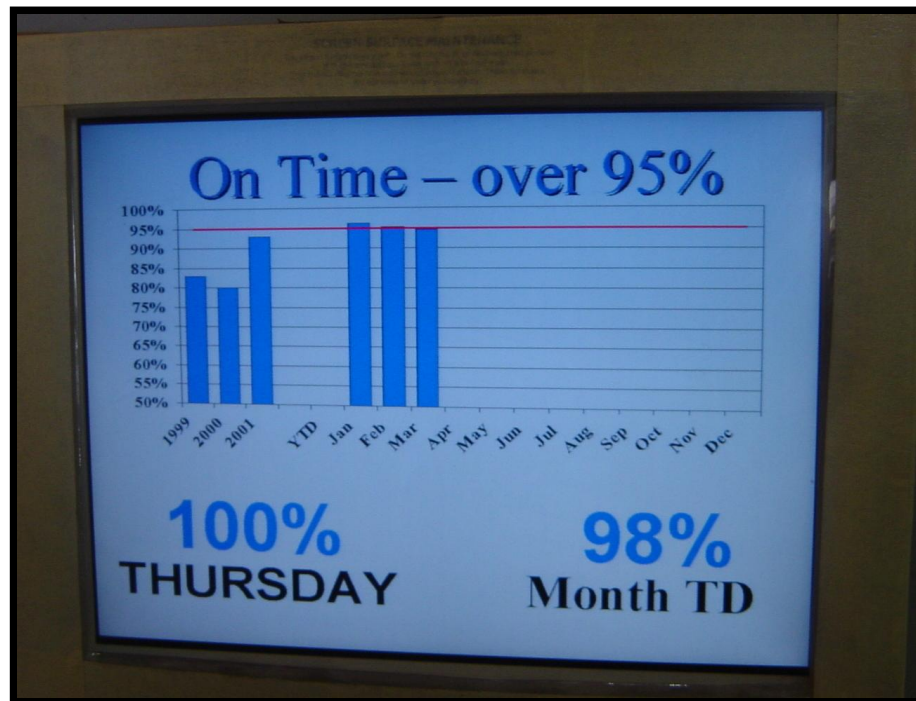


Dotson Dispatch



As customers and employees walk into the foundry, the first thing they see is our on time delivery performance screen.

Dotson Capabilities:

- Gray Iron
- Ductile Iron
- Austempered Ductile Iron
- Carbide ADI
- 1 to 75 Pounds
- Machining
- Painting
- Plating
- Assembly

A Team Effort

On time delivery – what does it mean? Is it delivery at a foundry's 8-week lead time? Or, is it delivery at the customer's request date? How about crisis orders? Is there a one-week delivery window or just one day? What happens when the order is ready for shipment and the customer's truck arrives three days late? For many buyers, it is delivery when I want it no matter when I ordered it.

The on time measurement at Dotson keeps track of four dates:

1. date the order is received
2. date customer wants delivery
3. date of Dotson's acknowledgement
4. date of Dotson's shipment

In addition, our computer system has delivery window parameters setup for each customer showing how many days early or days late qualifies for their on time delivery.

The most important factor in 100% on time delivery is to make sure that the customer and supplier have an agreement on when the product will

be delivered. Dotson's expert in this area is Alane Reichel.



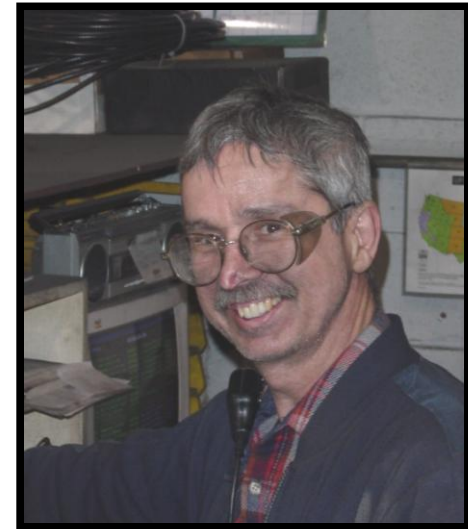
How good is Alane at her job? Ask any buyer at any of our 200 plus customers and they will tell you she is one of the best.

Every member of our foundry team understands the priority for on time delivery. A cash bonus is paid to each employee when we exceed the monthly on-time target.

Just getting the castings to the dock on time is not enough. As anyone who has worked on a dock knows, there is a daily challenge to pull, queue and load the trucks. Dotson's expert in this area is Guy Wass.

Guy has managed Dotson's dock for more than 20 years. Before Dotson,

Guy's previous shipping experience was as an embarkation NCO in the Marine Corp.



What's Dotson's on time delivery record? So far this year, we have shipped 95.7% of our orders on or before the first day of the shipping window.

To see how we performed for you, ask your account manager. He has the exact numbers. We may not be perfect, but our goal is to deliver your order exactly when you want it, no matter when you ordered it.



President, The Dotson Company
ddotson@dotson.com

TENNESSEE

THE VOLUNTEER STATE

Statehood Date: June 1, 1796



16th in a series of 50 from Dotson Company, Inc.

Capital:	Nashville
Nickname:	The Volunteer State
Flower:	Iris
Tree:	Yellow Poplar
Bird:	Mockingbird
Population:	5,690,000

The land of Tennessee stretches from the scenic Great Smoky Mountains of the east 440 miles to the banks of the Mississippi River in the west. Within Tennessee's 42,145 square miles of scenic beauty and diversity lives the greatest variety of birds of any state in the union. But it is not just the amazing variety of birds that fill the air with song.

Music is one of Tennessee's major traditions and attractions. Memphis holds the title "Birthplace of the Blues". Nashville hosts more than a hundred recording studios, and is famous as the country music capital of the world. From Elvis Presley to the Grand Ole Opry, from blues to bluegrass to country, music is an integral part of the soul and sound of Tennessee. The state of Tennessee was named after the Little Tennessee River. Originally "Tanasi," the river took its name from two Cherokee villages on its banks.

DENVER MINT

PHILADELPHIA MINT



Dotson
COMPANY, INC.

Mankato, MN 56002-1270
Iron Castings & Machining
www.dotson.com