

# "Digital Works & High Speed Video Merge To Form One Of The Largest And Most Well Equipped Optical Disc Organizations in the U.S.!"

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July 9<sup>th</sup>, 2009

We have some exciting news to share with you! On Monday, June 22<sup>nd</sup> High Speed Video & Digital Works, Inc., merged.

Digital Works is a CD & DVD replication, print, packaging, and fulfillment facility founded in 2001 with the objective to outperform the competition in service, quality, price and delivery. Originally headquartered in Las Vegas, Digital Works quickly outgrew its modest 15,000 square foot facility within 4 years. In 2006, the cultivation of Digital Works Salt Lake City was completed and Digital Works relocated its headquarters to a 65,000 square foot state-of-the-art facility in Utah. The new facility houses the latest in optical disc manufacturing technology capable of manufacturing over 8,000,000 CDs & DVDs monthly. In addition, the facility is equipped with offset and silkscreen printing capacity that exceeds 10 million units monthly. Automation is the focus within the packaging department and therefore an endless array of systems are available to completely assemble even the most complex package.

High Speed Video, founded in 1996, has been manufacturing Optical discs since 1998. While the base of clients for High Speed Video is broad in New England, it is spread across the entire U.S. as well. High Speed Video will continue to have customer service reps available in Southborough in the coming months. This merger brings together two teams of professionals that collectively equate to 180 yrs of Optical Disc manufacturing experience.

That said, we will continue to provide the customer service you deserve, all the time striving to improve in the following areas:

## **Quicker turn-around due to added capacity**

## **Ensuring our project managers and sales associates become more accessible to you**

## **Developing products, services, and solutions that add value to your business.**

### **How do these changes affect you?**

Everything is proceeding as if nothing has changed! Phone numbers, email addresses, basic contact information remains the same. However, the following procedures require modifications:

- Purchase Orders: The Vendor area of your POs should be modified to read "Digital Works / High Speed Video.
- Payments: For orders placed on June 22<sup>nd</sup>, 2009 and later, please make payments out to Digital Works / High Speed Video. \*Note: Check Card transactions will show Digital Works on your statement. Remit payment to; Digital Works / High Speed @ 3487 West 2100 South, Suite 50, Salt Lake City, Utah 84117. Attention: Leona Dave
- Masters & Artwork: Masters and Artwork that are to be mailed in should be sent to: Digital Works / High Speed Video @ 3487 West 2100 South, Suite 50, Salt Lake City, Utah 84117. Attention: Brittany Hardy. Masters & Artwork that are to be uploaded, the process is not modified and therefore you can continue to utilize the High Speed Video FTP site.

We understand there may be questions. We are standing by to address any-and-all to the very best of our ability. Please feel free to contact your customer service representative. We guarantee a response within 24hrs if not sooner.

With that said, we foresee the following areas as immediate concern and therefore would like to share our strategy:

1. **Intellectual Property (masters, artwork, etc):** Within a few weeks all masters, artwork files and film will be transported to Digital Works, via secured carrier line, to be cataloged and housed within the IP vault in Salt Lake City. Within this vault some the nation's most sensitive materials are stored for replication. Digital Works manufactures, under contract, many Department of Defense training materials, therefore we can assure you that your content is safe with us.
2. **Freight:** Considering the merger relocates manufacturing activities to Salt Lake City, Utah, increased transportation cost is at the forefront of our thinking. For some High Speed clients that ship to the Midwest will essentially see no rate change in freight. Our objectives are not to inconvenience our clients, but rather to provide sustainable value. With that in mind, we are exploring several options to satisfy the needs of regional clients that would potentially be impacted. We are of the opinion that not "one" solution will satisfy clients, but rather a blend of a few. We have successfully negotiated low cost shipping options across the entire country. Combining that with bulk freight rates to Boston, coordinated local courier distribution, we will continue to keep shipping costs quite reasonable.

**All of us at Digital Works and High Speed Video sincerely appreciate your business and continued support. We look forward to taking your calls and sharing more details of this exciting business venture.**

Sincerely,

Karl Renwanz, President, High Speed Video

Bill Diaz, Vice President, Digital Works, Inc.