

NOVA/LINK



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NOVA/LINK, it's that simple.

In 1988, René González and Richard W. Wolfe conceptualized and initiated the NOVA/LINK concept. Their vision was to provide vertical integration to the Maquiladora and subcontracting programs. This vision is founded in the ability to relocate operations into Mexico and provide the entire Mexican infrastructure to the client. The founders of NOVA/LINK have participated in the growth and formation of the Maquiladora system through their leadership in AMPIP (Mexican Association of Business and Industrial Parks) and their active rolls in the Maquiladora and Industrial associations throughout Mexico.

One of the main strengths of NOVA/LINK is our manufacturing, construction, and site location experience that we have developed over the years in relocating the many companies we have associated with. This experience coupled with our ability to form superior and dedicated management teams positions our client for a successful and enjoyable venture into Mexico.

We are your total quality-control manufacturing solution in your facility or ours:

- Contract Assembly
- Contract Sub-Assembly
- Product and Component Inspection
- Testing and Sorting
- Warehouse and Distribution
- Start-Up Services
- Rework
- Packaging

NOVA/LINK



At NOVA/LINK, we formulate together with you the success of your venture to Mexico. Under our shelter program, we have perfected the format in which our clients can relocate into Mexico and pay for our services through an hourly rate or per-unit pricing. Under these formats the client provides the machinery, raw materials, and expertise necessary to manufacture the product. NOVA/LINK in turn brings all of the aspects of Mexico to the program. We provide the transportation between Brownsville, TX and our Mexican facilities on our private truck fleet, the Mexican brokering services, full management and engineering staff, and all of the legal and permitting functions for the execution of the manufacturing operations. Once we have learned your processes and quality requirements, it is your decision at what level you remain involved in the day to day running of the program.



This format allows us to set up a specially designed production layout to meet our clients' needs. Together we implement the program and effectively train our staff and operators so production can then be left to NOVA/LINK. It's like having your "own" manufacturing division in Mexico.

To complete the service and allow for direct distribution from Brownsville, Texas, we have a full distribution center for services ranging from cross docking to unit pick and pack fulfillment.



We at NOVA/LINK, understand the importance of the environment that we create, not only for our clients but also for those that work at NOVA/LINK. It is our goal to ensure a safe and inviting environment for our employees. Our facilities are first class and have been approved for ISO 9000, UL, and QS as well as being qualified for service by Wal-Mart, Disney, Nike, and JC Penny's to name a few.



CORPORATE HISTORY The founders of NOVA/LINK have for the past 18 years been busy throughout Mexico developing and building industrial parks, building international operations for large companies (predominantly Fortune 500 companies), and developing the Maquiladora shelter concept. Throughout our history, we have assisted over 30 divisions of companies such as General Motors, and Trico Technologies; set up stand-alone maquiladora operations for more than 50 companies with our shelter program. Our client list includes such shelter names as Milliken, Fruit of the Loom, VF Knitwear, QC Onics, Oasis, Patagonia, LL Bean, Eddie Bauer, Lands End, Mueller, Kidde and Nike to name a few.

NOVA/LINK now maintains a workforce of some 3,000 employees. Our facilities are located in Matamoros (365,000 sq. ft.) and Reynosa (90,000 sq. ft.), Mexico and our distribution center in Brownsville (150,000 sq. ft.), Texas.



Services Overview

The Shelter Program

NOVA/LINK has developed a world class shelter program where we become our clients' manufacturing partner. We have stepped up the old concept of shelter provider by making available to our clients our expertise in actual manufacturing processes. Today, many of our clients have elected to not have on site personnel, but rather train NOVA/LINK in their processes and then entrust us with the oversight and management of their program. This further enhances the cost savings of your Mexico operation with NOVA/LINK.

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provides the machinery, raw materials, and expertise necessary to train NOVA/LINK in the manufacture of their product. NOVA/LINK in turn brings all of the aspects of Mexico to the program. We provide the transportation between Brownsville, TX and our Mexican facilities on our private truck fleet, the Mexican brokering services, full management and engineering staff, and all of the legal and permitting functions for the execution of the manufacturing operations. Once we have learned your processes and quality requirements, it is your decision at what level you remain involved in the day to day running of the program.

Start-Up Management

Our Start-Up Management Program consists of the initial set-up and administration of an independent manufacturing location where NOVA/LINK will provide the following services: Site Selection, Building Design and

construction, Labor negotiation, Import & Export permits and documentation, Environmental permits and documentation, Mexican accounting and taxes, Human Resources Management & Staffing, Payroll and Benefits management, Professional services coordination, Training programs (Where applicable), Supplier development, General administration, and General Consulting

Contract Manufacturing

The Contract Manufacturing format was added to our operations to facilitate those clients accustomed to paying a per unit price for their products. We will work with our clients to acquire the necessary machinery and to design the production operation to produce their product. Even under this format, we develop a tight relationship with our clients to ensure the success of the operation. NOVA/LINK will still maintain the services provided under the shelter format.

Distribution / Warehousing

The NOVA/LINK warehouse has grown from a simple cross docking center to a full-blown distribution site. Our expertise now includes actual order fulfillment of orders received at our warehouse direct from the client or through the Internet. We also are assisting our clients in the procurement and scheduling of the transportation used to move their finished goods around the country. The facility is also available for storage of inventory materials and the shipment of bulk products coming from Mexico for NOVA/LINK clients.



Process Overview

Project analysis – The client should have a good idea of what their project entails. This would include the product, product line, manufacturing cell, or facility that they wish to relocate or build in Mexico. NOVA can assist the client by discussing and explaining the opportunities available in Mexico and specifically at NOVA.

Site visits – NOVA management and engineers are available to visit the facility of our client and review current manufacturing and assist in planning. Advice on permitting, layouts, etc are all a part of how we help.

Program scope – The client must define the staffing, floor space, transportation needs and utilities required. With this information, NOVA can plan the cost of the operation and select the facility in which the project will be installed.

Contracts – NOVA provides a boilerplate contract for client review. It is with this contract that NOVA attains SECOFI

permission to amplify our existing permits. The agreement is also in place to spell out certain aspects of the NOVA and client relationship.

Classifications – the client will need to present a sample and description of each product category to be produced in Mexico. NOVA will take the products and verify classification with both Mexican and US customs.

Permitting – With client provided information, NOVA will attain the required permits to cross materials and equipment into Mexico. We will also attain any environmental permits necessary.

Relocation – The materials and equipment can now be moved to the NOVA facilities in Mexico. The client is responsible for getting these items to Brownsville, Texas. NOVA will then move them to our facilities and begin the installation.

Installation - NOVA will in most cases have the staff to install the equipment and

set up the manufacturing lines. We provide the labor to install the equipment and can build any fixtures or workstations needed. The client should plan on having a qualified individual in place to assist NOVA in the set up of the equipment and for any adjustments that may need to be made. This is a critical time. The client should play an overseeing role in this phase as it is the time that we are putting in place all of the items for a smooth launch.

Training – The training phase normally involves staff from the client being involved for the first few weeks of the start up. This depends on the difficulty of the product and process. This phase includes training on reporting, manufacturing, inventory control, maintenance, and quality control. NOVA has a specified group for the training. Our trainers and engineers are available so that the client can work with individuals that understand the time studies, efficiencies, and related items. This helps speed up the process and insures a group that will be able to maintain ongoing training throughout the program. These individuals then train the operators as they are hired on.

Manufacturing – Once manufacturing has begun, the client will either dedicate an individual to remain on-site with NOVA or plan for regular visits for their comfort level to oversee the program. It is NOVA's responsibility to maintain the program at the levels that were agreed to with the client. The main task of the client at this point is to make sure the production lines have a continuous flow of materials and schedule.