



PUNCHLINE

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Earlier this year, AGCO, a leader in agricultural manufacturing, came to us with specific needs and the desire to outsource elements of their production for the first time. A tight labor pool, a booming agricultural industry and a need to expedite the total manufacturing process signaled the need to look at their business from a new angle. In order to meet demands with the current facility and workforce, AGCO decided to outsource part production in order to maximize space and product development. BTD was awarded nearly all of the pieces they wished to outsource as a result of our ability to provide an array of competencies and our capacity to handle all component production within one facility. BTD is now providing stamping, welding, tubing and machining for AGCO and it is with our proven ability to meet timelines, deliver quality products and solve logistical issues for AGCO that has made this a successful partnership.

BTD ON THE MOVE

By Jared Lotzer



The past year has been very eventful for us at BTD and an exciting time for the expansion of our company. We have experienced exciting growth into new markets and have been able to secure not only our relationships with existing clients, but we've been able to take on new business due to our expansion.

In 2006 we established a nearly 100,000 square foot production operation and distribution center in Lakeville, Minnesota which has allowed us to extend our reach into southern Minnesota, Kansas, Iowa Nebraska, South Dakota and eastern Wisconsin. This facility has meant improved logistics solutions and expanded service offerings for our customers. The development of this hub of BTD has allowed us to step up our already great solutions we have been offering our clients with a variety of equipment capabilities that stem from our facility in Detroit Lakes, MN as well as our JIT (Just in Time Delivery) System. Most importantly, this expansion has meant that we are now able to solve specific logistics issues for clients by having a broadened market reach.

In addition to the expansion in Lakeville, in April 2007 we announced acquisition of a well-established facility, Pro-Engineering, a staple in the Twin Cities area since the early '70's. This venture has enabled us to provide expanded expertise specifically in metal stamping. The nearly 40,000 square foot facility promotes services that go hand in hand with the Lakeville and Detroit Lakes locations.

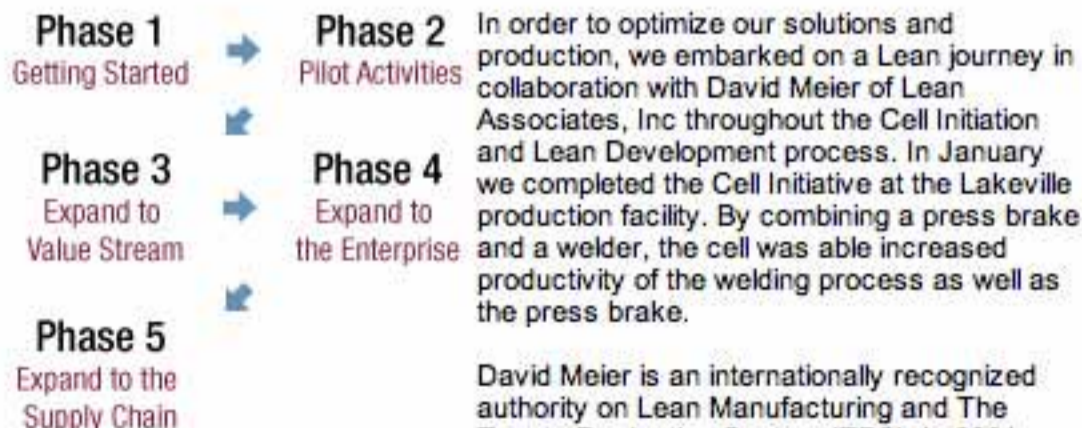
Moving into the Twin Cities market has allowed us to not only tap into a new, larger labor pool but also to branch outside of our previous service territory. Since this expansion we have observed rapid growth in Nebraska and Kansas with clients such as AGCO, Toro/Exmark, Claas and Kawasaki. It's partnerships like these that have helped solidify our continued commitment to providing the best solutions for our clients while continuously identifying BTD as the market leader in the industry.

BTD RECIEVES MICROSOFT SERVICE AWARD

Microsoft BTD was recently honored with the Microsoft Convergence 2008 Customer Excellence Award for innovative use of Microsoft solutions in the Manufacturing Industry Leadership Category. Prior to receiving this award, we partnered with Avanade Inc., a global IT consultancy firm dedicated to helping clients achieve profitable growth.

Avanade helped us to implement Microsoft Dynamics AX in an effort to streamline our business operations across all 4 MN facilities. The system has increased our employees' efficiency by empowering them with customized tools that decrease time spent on production, scheduling and planning. Through our innovative use of this Microsoft solution, we were able to deliver measurable benefits to our organizations.

LEAN CELL INITIATIVE



David Meier is an internationally recognized authority on Lean Manufacturing and The Toyota Production System (TPS). In 2001, David founded Lean Associates, Inc., a consulting firm dedicated to supporting companies that are pursuing implementation of TPS. David has supported many companies in both manufacturing and non-manufacturing work areas, helping them become capable of achieving lean transformation.

After the initial engagement in late 2007, Dave returned to BTD in February to assess our progress along the Cell Initiation and Lean journey. During Dave's visit we decided to accelerate our CI/Lean initiatives and enhance the sustainability of projects by expanding the Lean team to include operation personnel as well as managers.