



FiberSystems

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A Definition

The True Meaning of "World Class"

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A definition: *world class* n. (1) a leader among peers.
(2) first class. (3) an example of the best.

World Class - Buildings: A company can spend enough dollars to achieve World Class recognition for their buildings. But, fancy buildings and offices alone can not guarantee success (i.e. Enron).

The market place is currently flooded with empty World Class buildings - where corporate funds were spent on image. Those companies that provide the customers their "best buys" in products and services are typically those businesses that have buildings that are functional and utilitarian.

World Class - Equipment: Having the latest, best, fanciest equipment (toys) also does not insure long term corporate success. We receive, almost daily, auction notices of equipment from companies that have gone out of business; because they tried to achieve world class status in equipment alone.

Again, those companies that are in the business for the "long haul" are those that try to achieve a functional and utility balance of manufacturing equipment resources - buying good used equipment (often for pennies on the dollar from so called World Class companies that have "gone under").

World Class - People: We believe that the true indication of a "World Class" company are those that invest in World Class people. It is people that provides innovative solutions, products, and services to the customer. It is people that provides a company long term growth. And, it is our people that sets us apart from our competitors.

Please study the attached table of FiberSystems' people resources available to support you and your clients. By plan we have made the decision to become "World Class" - by spending our growth dollars through a designed balance of Buildings, Equipment, and People - with the major emphasis on the "People" resource!