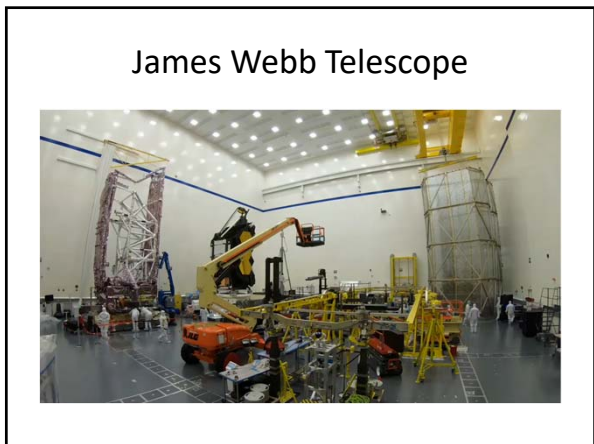




1



2



3

From Then... To Now
Bud Weisbart
Vice President of A&R Tarpaulins, Inc.

**“GROWING THROUGH
DIVERSIFICATION INTO
TECHNICAL MARKETS FROM
TRASH COVERS AND TRUCK
COVERS TO GROUND SUPPORT
AND FLIGHT HARDWARE.”**

4

Take Aways
Entrepreneurship Defined for A&R:

**“BASED ON CORE COMPETENCIES,
CREATE SUSTAINABLE VALUE IN THE
MARKET PLACE.”**

5

Our Core Competency:
**As Defined In Our Company’s Mission
Statement**

**“A&R MANUFACTURES ENGINEERED
PRODUCTS THAT ARE EITHER
TOTALLY OR PRIMARILY MADE OF
FABRIC”**

6

The Way Core Competency Is Built Within Our Manufacturing Company:

- Employee retention and longevity due to...
 - Our internship/mentorship approach to empowering our co-workers allows us to build from within
 - Average amount of years with A&R:
 - A&R Line Employees **12** years
 - Supervisory staff over **32** years

7

- Diversity and knowledge within our staff helped us grow and expand into three market environments:

AR Tarpaulins Inc.: Truck Tarps, Truck Side Curtains, Swimming Pool Covers, Custom covers.

AR Tech: Aerospace products, flight hardware, insulated blankets

AR Industries: Commercial awnings, shade sails, canopies, umbrellas, patio covers, drop shades etc.

8

The A&R Family



9



Teresa Adame
Project Manager
28 years at A&R

Dermidio Gonzalez
Production Manager
41 years at A&R

Jeovany Trujillo
Technical Operations Manager
27 years at A&R

10

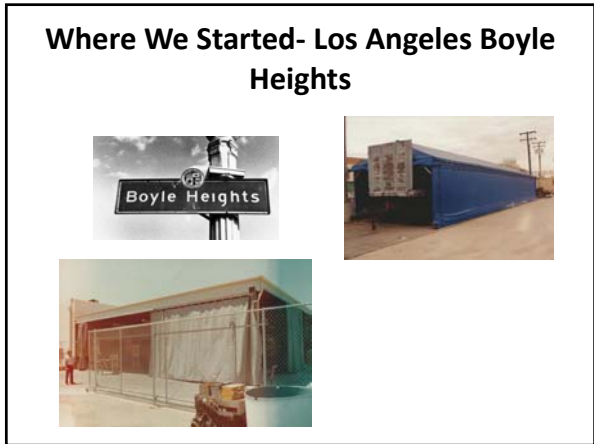


Lourdes Gallardo
Production Leader
18 years at A&R

Marina Amaya
Production Manager
31 years at A&R

Erick Amaya
Production Manager
41 years at A&R

11



12

The Way Diversification Can Be Pursued Based On That Core Competency

- Custom crafted/engineered fabric products allowed the flexibility to adapt and creatively address the needs of different markets.
- Diversity and longevity of our staff allowed us to grow and capitalize on their abilities.
- Expand our product lines of truck cover products, to MMA Mats, flight hardware and ground support, commercial awnings, SKP patching tape, tents and canopies.

13

The Challenges and Rewards of Pursuing Quality Certifications: ISO9001:2015 & AS9100D

Challenges:

- Meeting strict criteria on projects
- Following precise and detailed instructions in the fabrication of products
- Ensuring the consistency through long term employees

Rewards:

- Providing products of uncompromised performance, reliability and quality.
- Servicing our customers through our pursuit of continuous improvement in quality and delivery



14

Advocacy

- Creating internships to integrate staff positions
- Serve the community through alliances with educational institutions
- Association Involvements
 - IFAI
 - WCPA
- Local Associations
 - Chamber of Commerce, Fontana
- Student Sessions
 - CSUSB (Lunch w/ the Entrepreneurs, Guest Speaker)
 - Students of Colombia, Students of France)

15

The Future Of A&R Tarpaulins Inc.

As we continue to pursue diversification we are working on new projects to reach new markets.

**Technical
Industrial
Architectural**

Examples:

Government Contracting- Through a GSA Schedule, which will include our repair tape (SKP).

SKP will also be available through **Trivantage**, a wholesale distributor of products.

PITU(Patient Isolation Transportation Unit)

Potential Markets:

- Hospitals
- Where people congregate
- Amusement Parks
- Concerts etc.

16

Thank you



A&R Tarpaulins, Inc
DBA AR Tech and AR Industries

ENGINEERED FABRIC PRODUCTS

17