

# Explore, Pursue, Create

Together, we'll help you achieve greatness!

At Frank Lowe we pride ourselves with our service and our ability to explore, pursue and create the best options for each of our customers. We recently were contacted by Guy Licata from Reflexx who was exploring options to create the optimal product for his industry.

With his inspiration and knowledge of his current product, and his vision for what he wanted to create, we were able to forge a wonderful relationship. We helped him optimize not only the product, but the process in which he can create his product.

He spoke of his experience working with Frank Lowe and here is an insight as to how it worked out for him and his company.

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- Guy Licata



Can you explain your experience exploring, pursuing, and eventually creating with Frank Lowe?

From my first visit to their website it was clear that Frank Lowe was an organization that not only had over half a century of experience in their industry, but also had their eye on the future. While there are materials and processes that stand the test of time (for good reason), I'm always interested in learning about where the latest technological advancements are. While I had a decent amount of knowledge before meeting the team at Frank Lowe, I knew that by myself I was limiting the scope of possibilities for my products, and partnering with them would help to innovate both the products and customer experiences for my brand.

Upon meeting, the team was eager to not just hear my story to date, but also asked pertinent questions and were sensitive to all my concerns. They were able to efficiently scope the project, but also offered up innovative solutions that would not only inform the current job, but also inspire ideas for new products as well.

Can you provide some insight as to how they serviced your initial request and went above and beyond to make you feel comfortable building a relationship with them?

While I had initially come to FL to take on a job that our in-house production team was not able to scale, it became apparent early on that we were missing key procurement and process related opportunities. The end result was an immediate enhancement of not only the part, but the overall quality and efficiency of our manufacturing processes and end product.

It was clear from our initial meetings that the team was not only interested in knowing more about the nature of the job itself, but also my company, product, industry, market segment and me personally. For me, these are the hallmarks of an organization that is truly focused on not only the work but also the relationship, and is dedicated to finding synergies with their clients to help them reach their maximum potential.

Would you recommend Frank Lowe to others and would you use and/or collaborate with them on future projects?

Absolutely. The team at Frank Lowe really feels like more of another division of my own company rather than just another vendor or service provider. Their thoughtfulness and expertise will provide value for any organization and project regardless of size or budget, and I wholeheartedly recommend them to friends and colleagues in, and outside of my industry.

Guy and his experience is just one example of the many customers we've helped. We hope you give us the same opportunity as Reflexx did to explore your project, pursue the best course of action and create the optimal product.