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March 2, 2016

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To all of our Library Binding customers from: *Jim Larsen*

We are pleased to announce that the Library binding portion of Bridgeport National Bindery (BNB) has been purchased by HF Group (HFG). As many of you may know, HFG is the largest library binder in the country, serving libraries large and small from coast to coast. Just as BNB has endeavored to serve your library over these many years, we are confident that HFG will continue, with uninterrupted professionalism, the high standards of quality and service you deserve.

Growing up in the business as the son of the boss, library binding is written in my DNA. While it has always been the anchor of BNB's business, the on-going decline in the library binding market, coupled with the ever increasing cost of doing business, made this a logical step for our company. BNB has been concentrating our efforts over the last several years into growing its Print-On-Demand (POD) business and its Pre-binding and School Book Divisions. These BNB divisions will not be affected by the sale of Library to HFG.

BNB will be working closely with HFG during the upcoming transition phase to ensure that your library continues to receive the level of service and quality that has been a BNB hallmark for the past half century. We are confident that HFG will be successful as they provide binding services for your library in the years to come. We are, of course, available by phone or e-mail to assist you in the transition from BNB to HFG.

Our entire team here at BNB would like to take this one last opportunity to say thank you to our loyal customers. While we have strived every day to earn that loyalty, through our record of quality and service, we are honored and most grateful that you have trusted us with your business over these many years.

To our new Library Binding customers from: *Paul Parisi*

On behalf of our team at HF Group, I would like to welcome all of the BNB library binding customers to our company! HF Group has a national customer base with diverse binding and preservations services and facilities located in Indiana, Massachusetts, North Carolina and Ohio. We remain committed to library binding services and we are pleased to have the opportunity to serve the BNB customer base and to earn your confidence.

The effective date of the transaction is April 1. You will get a follow up letter from the appropriate HFG plant with contact information and all relevant details including pickup schedules and shipping instructions. All orders currently in process and received by Bridgeport National before April 1 will be processed in Agawam and returned and invoiced by BNB. All orders after March 31st will be processed and invoiced by HF Group.

Jim and I and the teams at Bridgeport and HF Group have not only competed but also collaborated for many years in the library and preservation markets. Both of our companies have diversified in important and necessary ways as library binding has declined. We are pleased to work together on this transition and in the future when and where other opportunities arise.

Sincerely,

James M Larsen
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Paul A. Parisi
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