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## **DHF Technical Products—Your First Choice for Total Life-Cycle Management of Precious Metal Sputtering Targets**

**Ed Wegener**, DHF Technical Products, Rio Rancho, NM

For many years DHF Technical Products has been known for its leadership and excellence in delivering superior solutions in high-quality precious metal targets. In an environment of high precious metal prices, it becomes more and more important to manage the total cost of ownership of a sputtering target. Quality, delivery, and timely communication are the cornerstone of great relationships but managing refining and recovery of spent targets and chamber sweeps efficiently can significantly minimize your cost of ownership. With decades of experience managing total cost of ownership through innovative design, precise back-end accounting, and comprehensive management of spends, sweeps and scrap, let us help you maximize the value for your precious metal target spend!

 ***DHF Tech***



**SVC**<sup>™</sup>  
SOCIETY of  
VACUUM  
COATERS



## DHF Technical Products

- **Our manufacturing facility and laboratory plant** is located in Rio Rancho, New Mexico (near Albuquerque). This includes target manufacturing, refining and fabrication as well as inside sales, lab and other administrative functions.
- **Primary product lines** include sputtering targets for glass coating, medical, automotive, aerospace and the electronics industry. Our customers range from Fortune 500 companies, suppliers to global pharmaceuticals down to small R&D shops and Tech start ups.
- **ISO 9001 2015 certification.** Recently recognized with an Outstanding Supplier Award from a major Fortune 500 customer for delivering outstanding performance in quality, cost competitiveness, delivery support and innovation.

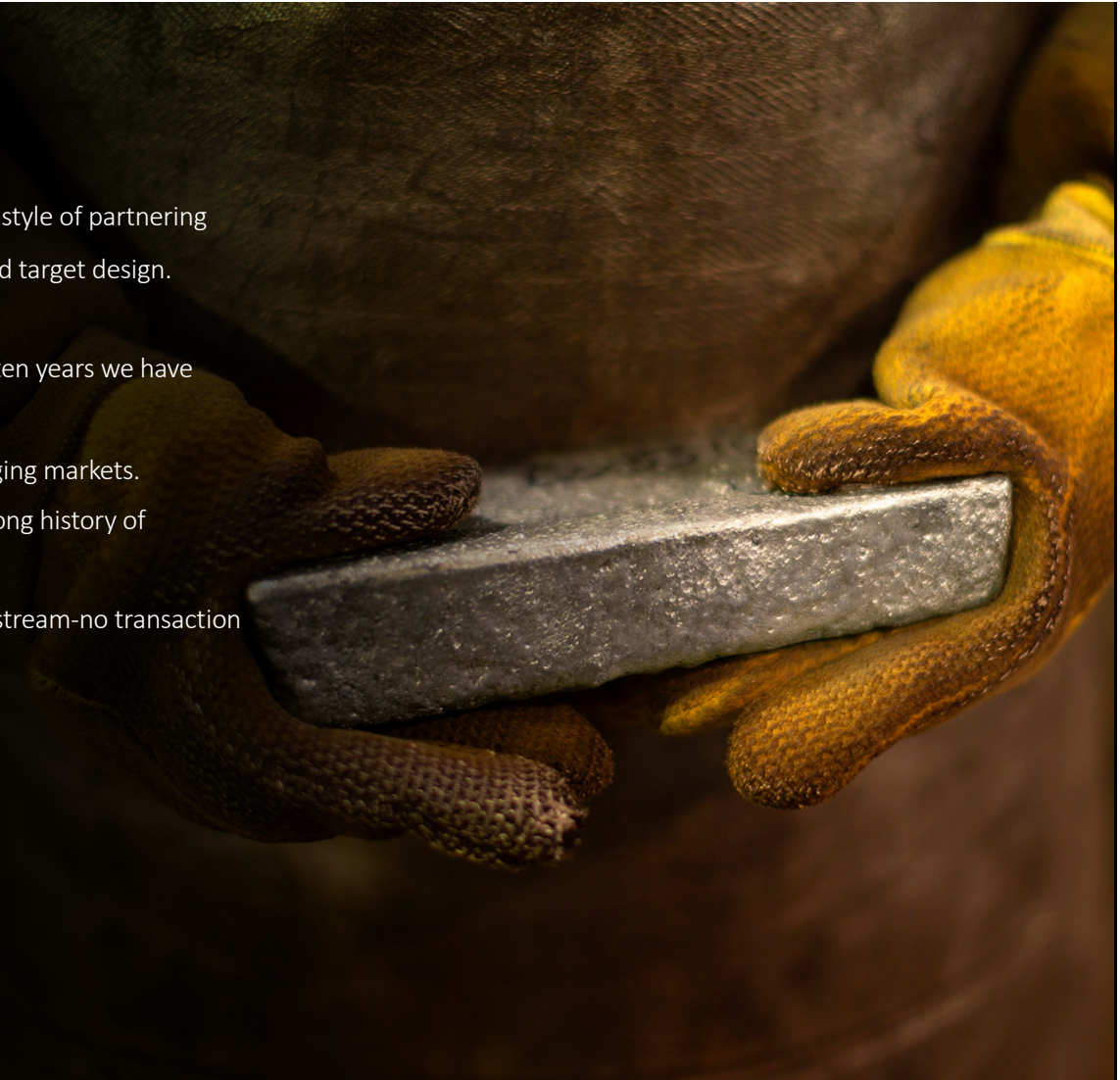


**We are the precious metal target experts.  
Our unyielding attention to every detail of  
every process, every order, every single time  
makes us Outstanding in every element™.**



## DHF Value Proposition

- Focus on Gold, Silver, Palladium and Platinum—a business style of partnering with customers and tailoring solutions in supply chain and target design.
- Small, focused, experienced leadership team.
- Company has experienced strong growth—over the last ten years we have more than tripled in size.
- Favorable cost structure allows us to compete in challenging markets.
- Demonstrated commitment to customer service with a long history of 99.5% on-time delivery.
- Complete and efficient management of precious metals stream-no transaction fees or hidden costs.



**Our leadership has over a century of experience in the precious metal fabrication and refining business.**



# History and Experience of Key Personnel

## **Larry Fell – CEO/Owner DHF Technical Products**

- An industry recognized expert in precious metals refining techniques
- Former member of the Board of Directors for the International Precious Metals Institute (IPMI)
- Oversees metal movement and metal hedging for the company

## **Marcel Anaya – President DHF Technical Products**

- 30 years experience in senior management and product management within target industry
- Extensive expertise in precious metal management, target design and optimization, refining and target manufacturing

## **Ed Wegener – Vice President of Sales DHF Technical Products**

- 40 years experience in operating large area vacuum systems and target manufacturing
- Senior sales, business development and executive leadership roles in multinational organization
- 2020-2022 President of the Society of Vacuum Coaters

# History and Experience of Key Personnel

## **Ulli Mathis – Inside Sales and Customer Service Manager**

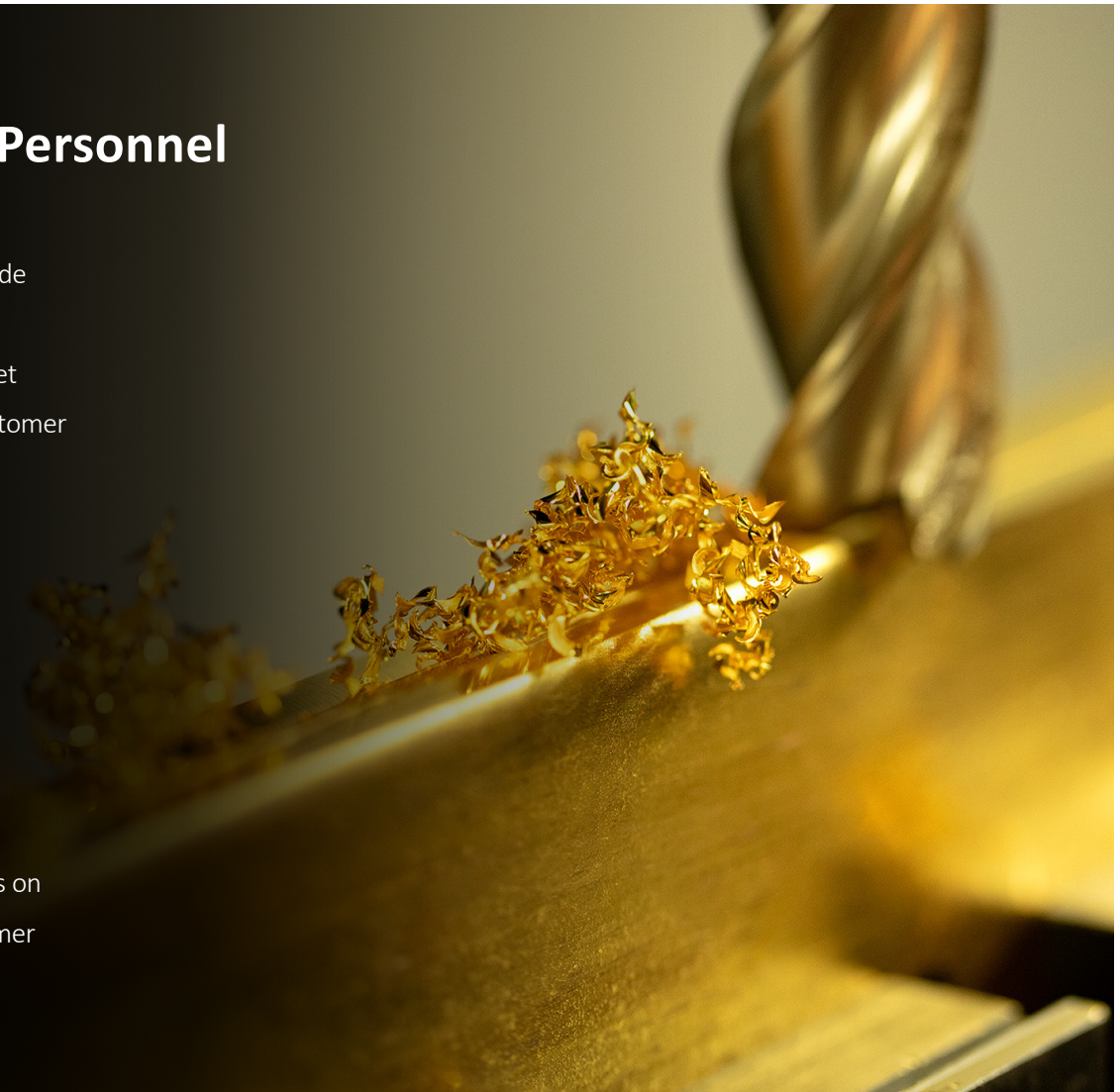
- Ulli has over 25 years of partnering with customers to provide seamless support to our customer partners. She has a deep knowledge of precious metals value streams as well as target manufacturing and logistics. She is the gold standard of customer service

## **Danny Montes – Vice President of Manufacturing**

- Danny has held progressively responsible manufacturing positions in target manufacturing for over 30 years. He is responsible for all phases of DHF Technical Products Manufacturing.

## **Casey Craig – Inside Sales Representative**

- Casey is responsible for customer contact and quoting for selected accounts, handles our refining business and carries on the DHF Technical Products tradition of excellence in customer service.



## History and Experience of Key Personnel

### **Ronda Blacksher – National Sales Manager DHF Technical Products**

- If you don't know Ronda Blacksher, you probably know someone who knows her. Ronda has spent nearly two decades in sales at leading global companies in the precious metals and thin film coating business, so she's made connections all over the world. Now, she can connect you with the world's finest precious metal targets and industrial refining services. She's the only one we know who can make sputtering sound glamorous in an elevator pitch – and we can't wait for you to meet her!



**The thin film business has changed. Your options for precious metal targets have never been better. The people at DHF Technical Products have been providing precious metal sputter targets and other high-tech applications to the thin film industry for nearly two decades.**



## Core Competencies-Why DHF?

- Focus on precious metals and managing both fabrication and working capital value streams. We excel in both.
- Customer centric mindset. Our business model flows backward from customer requirements.
- Lean staffing levels and low overhead allow us to compete and be profitable in competitive markets.
- Experienced senior leadership-over a century of leadership experience in precious metals, target design and manufacturing and vacuum systems.
- Rapid prototyping and sophisticated target design/value engineering help customers manage working capital.
- Long term relational viewpoint. We partner with our customers and grow with them over time.

