



# The GBS Connection

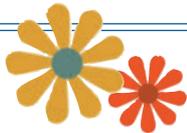
April 2021

Special 50th Anniversary Edition

Published for the Clients and Employees of GBS

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## Driven by the 'Heart' and 'Lifeblood' of Our Company since 1971!



As GBS celebrates 50 years as *America's Productivity Partner*, it is remarkable to reflect on how far we've come. If we were to write a success story detailing every element of our journey, the strength and loyalty of our employees and customers certainly would be a prominent factor in our success.

As we reflect and celebrate, it is interesting to note that we are in good 50-year company with other ambitious ventures. Walt Disney World, Starbucks and FedEx all kicked off on successful journeys in 1971—proving that what begins as a dream can transform into an extraordinary reality.

At GBS, our reality is that we've accumulated quite an outstanding clientele and family of employees.

**OUR LIFELOOD** As valued business partners, our clients have helped us grow to keep pace with the needs of the many customers and industries we serve. We've launched numerous products and services over the years, based on the shifting needs of organizations and industry demands. Just as our mission statement proclaims, "we are committed to exceeding our customers' expectations by providing innovative and effective solutions through continual improvement of our business processes, products and services." That statement has never changed as we remain committed to our mission and to our clients.

What was once a small, fledgling company is now a prosperous organization of professionals that is 50 years strong and counting. And we will remain forever thankful for our clients and the many relationships we've built and maintained over the years. While it is an honor to serve them in the present, we hope to have the pleasure of doing business with them now and well into the future.

**OUR HEART** While GBS is known for its rich history, commitment to excellence and innovative technology designed to improve productivity and efficiency, what really makes GBS unique is its people. The GBS Employee Stock Ownership Plan (ESOP) means that our employees have a vested interest in our clients' and business partners' success, which has a direct impact on GBS' own success and longevity. But it's also

more than that. Within our company, we often refer to our colleagues as the "GBS Family" because that's truly what it is. Our employees have continually proven that we operate with unity. Whether personally or professionally, the GBS Family celebrates its victories and mourns its losses together. But this isn't something new. The family atmosphere within GBS is a direct result of our humble roots, which were first planted 50 years ago by our founder Mr. Larry A. Merriman.

The GBS story began with an idea for a better print and distribution system for business forms, a workforce of employees you could count on one hand and a headquarters located in the only place that financially made sense at the time—Mr. Merriman's kitchen.

Since then, GBS' innovative solutions and strategic business savvy have propelled our company forward, and we soon outgrew Mr. Merriman's kitchen. Our growth led to the

construction of our new North Canton, Ohio, headquarters in 1991 (shown below), and to our expansion into the multi-solutions provider operating from several major locations that we are today.

While our successes have allowed us to grow in numbers and expand into new solutions, we've never lost sight of Mr. Merriman's original intent for GBS—to provide innovative solutions and impeccable customer service to our clients.

Both our employees and our clients are a cherished part of our GBS Family, and we sincerely thank them for the contributions they have made to our success and invite each of them to celebrate this momentous milestone with us.

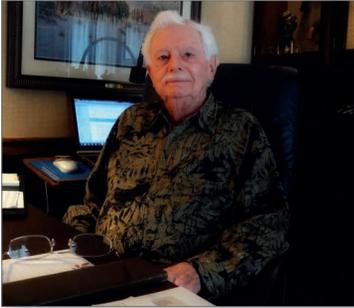
**"CELEBRATING OUR RICH HISTORY OF 50 YEARS IS AMAZING. WE BELIEVE THAT OUR EMPLOYEES ARE THE HEART OF GBS AND OUR CUSTOMERS ARE OUR LIFELOOD—TOGETHER THEY REMAIN OUR MOST VALUABLE ASSET."**  
—EUGENE CALABRIA, CEO/PRESIDENT



Visit GBS' 50th Anniversary web page to learn more about our company, products and services.

# GBS Is Celebrating 50 Years as America's Productivity

## GBS' 50-Year Journey Began with One Man's Vision



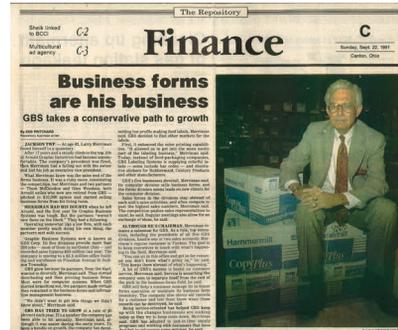
**GBS' FOUNDER, MR. LARRY MERRIMAN (OCT. 22, 1928 – MAY 12, 2019), PAVED THE WAY FOR OUR COMPANY'S FUTURE, THANKS TO HIS PROFOUND DETERMINATION, FORESIGHT, LEADERSHIP AND GENEROSITY.**

Mr. Larry Merriman, an adventurous man, exemplified unwavering determination to provide the lifestyle he envisioned for his family of five by starting his own company, Graphic Business Systems (GBS), in 1971. He did this by using his knowledge and passion of the forms industry, and the help of a few former business associates who trusted, respected and believed in his vision and leadership abilities. Not only did he far exceed his original goal, his family grew by approximately 400 extended GBS family members.

Grand legacies often have small beginnings and Mr. Merriman's story is no different. The company office was comprised of his kitchen table and his home phone. One can only assume his wife, Pat, did not want to add printing equipment as part of their home décor or have parked cars in the driveway. Fortunately, Mr. Merriman had the foresight to partner with other suppliers, creating a way to provide products, services and solutions to customers quickly without the need to invest in the equipment. Over the years, this foresight significantly contributed to our prosperity—ultimately helping to grow GBS to three successful business units, eight locations and numerous diversified acquisitions.

A good leader is someone who knows the way, goes the way and shows the way. Mr. and Mrs. Merriman's philanthropic nature and charitable donations are to be admired and commended. They motivated us to be involved and to donate to charities of our choice. Through his exceptional leadership and generosity, Mr. Merriman supported his employees—from our hiring to our retiring.

The GBS ESOP (Employee Stock Ownership Program), which began in 1987, is another wonderful example of how Mr. Merriman cared for his employees and their futures. He literally positioned us for success by structuring our company to potentially ensure that GBS employees and their families would benefit to the fullest extent.



We are fortunate that Mr. Merriman shared his many gifts with all of us, and that he left an enduring legacy and the tools to continue to build upon the solid foundation that he established in 1971. What was once a vision became his reality, as well as the means to a successful and secure future for many employees. And the GBS

family will continue to benefit from Mr. Merriman's leadership, ingenuity and guiding spirit. When asked if GBS can fill a need, our answer will always be an astounding "Yes," because our Founder instilled in us that with hard work and determination, our capabilities are endless! He also taught us that we all bring value to the GBS family table, and in doing so, we continue to honor Mr. Merriman and show our appreciation. Through his life he has made others' lives better.



A view of GBS' headquarters in North Canton, Ohio, which opened for business in 1991.

ESTABLISHED

1971



GBS is founded by Mr. Larry Merriman in the kitchen of his North Canton, OH, home as a designer and printer of professional business forms.

1974

GBS begins producing and selling filing products at its Malvern, OH, facility.



1978

GROWTH!



GBS starts offering computer technology solutions from its Youngstown, OH, location.

1980s

Due to the advent and growing usage of the PC microprocessor, GBS expands its offerings into new vertical markets including Construction, Distribution, Municipalities, and Credit Unions as well as Healthcare.



EARLY 1980s

GBS Computer Solutions begins partnering with technology leaders such as IBM, Microsoft and Hewlett Packard.



1981

GBS begins offering roll, sheet and fan-folded labeling solutions from its Stow, OH, facility.



# Partner... and Still Growing Strong!

## Advice from Our Founder

**Mr. Larry A. Merriman** founded GBS on an idea for a better print and distribution business model with a number of employees you could count on one hand and a headquarters located at the only place that financially made sense at the time—his kitchen table. Under Mr. Merriman's leadership, GBS grew from a small, local operation to the diversified business we are today.

Along the way, Mr. Merriman accumulated a wealth of knowledge and continued to apply certain business principles and personal philosophies which became more valuable with time. Pulled from a video interview he gave for GBS' 2018 Sales Meeting, we're passing along some sage business wisdom from our founder to you!

- **Diversification is key.** Things are changing so rapidly within every industry, and it's important for your success and your business' future that you stay on top of those changes.
- **When you diversify your business, stay within the things you know.** Don't touch what you've already found is effective for your business, simply diversify within that industry.
- **Hard work and good planning are what make or break a salesperson.** At the beginning of each day, a successful salesperson plans out their touch points, what they're going to talk about and who they're going to call on.
- **Everyone loses sometimes.** It's tough to lose a sale or a customer, but with hard work and dedication, you'll win more than you'll lose. But you can't win at all until you get out there and start making sales calls!
- **Put your best foot forward.** Whether you're an entry level employee or the CEO, your colleagues are going to pick up on what you say and what you do. Talent always comes to the forefront, so make sure your words and your actions align!

*If you've been around business very long, talent kind of stands out. You recognize somebody's abilities. You also recognize their inefficiencies and inadequacies. They do the right things, they learn and they're an easy pupil—it'll be obvious they have what it takes.*

—MR. LARRY MERRIMAN, FOUNDER

## Key Words from Our CEO/President



**“OUR MISSION HAS ALWAYS BEEN TO HELP CLIENTS BETTER CREATE, MANAGE, DELIVER AND RETRIEVE INFORMATION, REGARDLESS OF FORM OR FUNCTION. WE STRIVE TO ASSIST THEM IN ANY WAY POSSIBLE TO IMPROVE PRODUCTIVITY AND MAXIMIZE PROFITABILITY.**



**OVER THE YEARS, WE'VE HONED OUR ABILITY TO TUNE IN TO OUR CUSTOMERS' NEEDS SO WE CAN DEVELOP THE BEST SOLUTIONS TO MEET THOSE NEEDS.”**

—EUGENE CALABRIA, CEO/PRESIDENT



# GBS' Advancing Technology Solutions

**AN EVOLUTION LIKE NO OTHER** It's hard to believe that GBS' present-day Computer Technology group had such humble beginnings when it was founded in 1978. Back then, our limited staff were juggling floppy discs without the convenience of hard drives—archaic compared to today's standards. Yet as we kept pace with technology, we ultimately evolved into the multi-faceted Computer Technology group that we are today, cementing our **Healthcare, Managed Technology, Document Imaging and Financial Solutions** verticals that continue to evolve to meet our clients' diverse needs.

Our first clients were those in need of accounting, payroll, government and medical software solutions. Thankfully, the introduction of systems with multiple users and hard drives was a driving force in the mid- to late-1980s, and GBS was successfully rolling with the times. It was around that time that our Healthcare solutions vertical was born and our first healthcare software, MENDS, was generating a lot of attention.

**AS GBS CONTINUED TO ADVANCE, WE FOUND OURSELVES WELL-EQUIPPED TO GO FROM SERVICING ONE- AND TWO-PHYSICIAN PRACTICES TO MANAGING THE COMPREHENSIVE HEALTHCARE TECHNOLOGY NEEDS OF LARGE HOSPITALS, CLINICS AND PRACTICES WITH HUNDREDS OF PHYSICIANS.**

Currently, as the largest NextGen® reseller, we are rated #1 in client satisfaction and geographic expansion; and as a leading healthcare solutions provider, we service over 30,000 healthcare professionals nationwide via 2,500 software installations.

**ADVANCING TECHNOLOGIES** Another 1980's highlight was our relationship with Hewlett Packard (HP). GBS has proudly served as an HP value-added partner since then, helping us foster not only the success of our Healthcare vertical but the growth of our Managed Technology Solutions. Our IT offerings have evolved significantly since the mid-1980s, when we began with a focus on computer hardware sales that grew to include the servicing of PCs in the 1990s. Now, we have grown into a comprehensive managed technology solutions provider that offers a customized suite of solutions to meet the complex IT needs of thousands of clients across the U.S. Our 24/7 network monitoring, maintenance, quarterly network health review, security management and cloud services have skyrocketed, and our Hosting and Colocation services are in high demand. Our Hosting Services team can manage the day-to-day responsibilities of an organization's system and oversee the health of their servers; and our Colocation Services provide

clients with space for their servers and other computing hardware at our provider's data center facilities. Of course, GBS continues to offer the best in computer hardware.



The front view of GBS' Youngstown, Ohio, location, in the early 1990s.

Our Document Imaging solutions have also been wildly successful, boosting the efficiency and cost-effectiveness of organizations across the country. When GBS first offered these solutions in 2003, companies within numerous industries sought to improve their document management processes, seeking to eliminate non-essential tasks while maximizing efficiency and productivity. We delivered by offering a comprehensive solution that not only complements our clients' existing business structure but enables them to save and access documents as efficiently as possible. We continue to meet those needs with our Document Imaging solutions, as well as with our Conversion Services that offer clients advanced document management technologies that enable documents to be processed to digital format efficiently and securely.

GBS' innovative Financial solutions have also grown by leaps and bounds, led by our Sharetec core processing solution. Because our previous credit union software, CUSA, was not growing to meet clients' needs, GBS joined forces in 1994 with Bradford-Scott Data Corporation, Data Systems of Texas and Northern Data Systems to develop a game changer called Sharetec. Each partner's Sharetec specialists provide research and development, sales, marketing and client support within their regional territories. This has resulted in Sharetec's status as a leader in new systems installations over the last 10 years and one of the top selling credit union software packages, with over 250 credit unions using our products. Additionally, GBS recently introduced Rocket Collector, our advanced debt collections offering that automates the debt recovery process to help maximize revenue and debt recovery success. We are currently beta testing our newest version of Sharetec to offer even more advanced capabilities.

Throughout the evolution of GBS' Computer Technology group, we've remained poised on the cutting edge, striving for improvements and new offerings to meet our clients' needs. We are confident that during the next 50 years, we will continue to perfect, update, invent and strategize in support of our clients as we continue to offer the best in advanced technology solutions.

**1999**

- GBS sells its 500th practice management software solution.
- GBS introduces NetLabels, an easy, efficient labeling solution that allows users to print labels on demand.

**2001**

- GBS expands its footprint in the South by acquiring a Louisiana-based healthcare company in 2001 and a Texas-based company in 2005. Our Midwest presence grows with the acquisition of a Pennsylvania-based healthcare software company in 2001 as well as a large NextGen®-based reseller in Missouri in 2005.

**2003**

- GBS records its first sale of NextGen® EHR software to Springfield Center for Family Medicine in Springfield, OH.

**2004**

- GBS first offers FileBound, an advanced automated document management system, to courts and government agencies.

**2005**

- Eugene Calabria is named CEO/President.
- GBS opens its Document Imaging and Conversion Services Center in its Youngstown facility, offering document scanning, importing and image retrieval services.

**2008**

- GBS is recognized as a leading software developer and value-added reseller of vertical-specific software for the healthcare, credit union and government markets.
- GBS expands its technology solutions by partnering with Involta, a national IT services/management company located in Akron, OH.

**2013**

- GBS announces the acquisition of PHG Technologies headquartered in Brentwood, TN, to further expand its presence in the patient identification market.

**2014**

- GBS enters into a joint venture to become owners in two hospitals between 2014 and 2017.

**GROWTH & EXPANSION!**

# The Evolution of GBS' Labeling Solutions

**LAUNCH AND GROWTH** GBS' Labeling Solutions group began in 1981 when we began offering product labeling solutions from our Stow, Ohio, facility. The group was launched as part of GBS' Document Solutions business unit (as it was known as then), initially producing rolled and sheet labels and fan-folded sheets. After operating for nearly a decade with those products, we partnered with General Motors (GM) in 1990 to provide a complete label and print management program and became the first service company to receive GM's prestigious "Mark of Excellence" award. To continue growing the business and expanding our geographic reach, we purchased an existing labeling facility in Clearwater, Florida, in 1992.

As we moved into the twenty-first century, management recognized the benefits of consolidating and restructuring operations within GBS. At that time, each GBS print facility



A look back at the Meramac manufacturing plant in Stow, Ohio.

(North Canton, Stow and Malvern, Ohio, and Clearwater, Florida) was an autonomous print distributor, and sales reps were individual brokers that managed and directed their own businesses. Each had their own regional sources and suppliers, and the lack of any centralized reporting or management structure made the plants less than profitable at that time.

In 2003, all of our labeling facilities and sales reps were consolidated into one business vertical reporting to a single management team. We continued to consolidate and integrate sales and production activities in 2005 as cross-selling between business units became more of a focus. This led to overall increased profitability and efficiencies, allowing GBS to create a redundant and reliable operational structure and capitalize on synergies between plants and resources. Ultimately as consolidations continued, the Clearwater facility was closed in 2013 and moved to the Malvern location, centralizing all print production activities in Malvern and Stow.

As part of our ongoing commitment to our customers and employee owners to remain profitable and on the cutting-edge, management made the strategic decision in 2018 to vacate the shrinking filing market and invest more heavily in cut-sheet operations. This fed directly into our labeling core competency and allowed our plants to focus on complementary product offerings, such as Instruction Sheets and micro/macro folding capabilities. This ultimately led to expansion into the packing slip business and order fulfillment for clients

upon request. Currently, our label offerings include all types, from promotional, industrial, brand, pharmaceutical, security, shipping and extended text labels, to stickers, ID cards and wall borders.

## SEEING THE FUTURE

A truly important part of the division's success has been our leadership team's ability to foresee and adapt to industry trends and future customer needs. This brought to light the need to continually invest in new capital and technology and develop forward-thinking business plans, which our team has consistently done in the last two decades.

In 2010, GBS invested in a state-of-the-art ETI press, which allowed us to manufacture pressure sensitive product labels and realize savings in material production costs. It also enabled us to stay competitive in the industry, and meet the needs of clients like GM and QVC, both customers to this day thanks in part to the capabilities of this technology.

Following the success of the ETI press, GBS recognized the need to invest in a digital press, the newest technology at the time. This press has been a key part of our business, allowing us to secure new business with Canton Timken and ABB. Most recently, GBS made the strategic decision to invest in a Harris web press. Considered to be the very best sheetfed printing press available, it contains all of the latest technology and can print thousands of sheets per hour, providing us with a complete range of capabilities for both short- and long-term production runs.

Due to these decisions and wise investments over the division's forty-year history, we've enjoyed successful, long-lasting relationships with some of the world's greatest companies, including Johnson & Johnson (since 1981), Bausch & Lomb (1986), Delphi (1986), QVC (1999), and the aforementioned GM (1990) and Canton Timken (2015). Moving ahead, we look to remain on the cutting edge of the latest industry technology, most notably, the currently trending hybrid press technologies.



Examples of past GBS labels.

**BY CONTINUALLY INVESTING IN NEW TECHNOLOGIES, UPDATING EXISTING ASSETS AND DEVELOPING NEW CAPABILITIES TO MEET AN EVER-CHANGING MARKETPLACE, WE WILL REMAIN FORWARD-THINKING AND CUSTOMER-FOCUSED IN EVERY DECISION WE MAKE. WITH THESE INGREDIENTS AS OUR GUIDING PRINCIPLES, WE LOOK FORWARD TO MANY MORE YEARS OF SUCCESS!**

2015

GBS initiates a direct-to-customer paper program, **The Paper Center**, at its Youngstown, OH, facility.

2016



GBS launches **EasySIGN**, a simplified approach to collect patient signatures, photos and insurance information in person or from a mobile device.

GBS acquires **Convergent Solutions, Inc.** in Wilbraham, MA, entering the Revenue Management industry with its automated medical billing/collections solutions.

2017

GBS acquires **Odyssey Health Systems**, a medical billing/ RCM services company in Fairlawn, OH.

GBS initiates its **Year of Giving Initiative (YOGI)** to formalize all GBS community involvement/charitable giving activities.



2018



In response to industry demands, GBS re-purposes its Malvern facility to produce **Instruction Sheets and Instructions for Use (IFUs)**.

2019

GBS acquires **Atomic Wash**, an advertising/creative services agency in Norcross, GA, and **Clark Graphics**, a printing/fulfillment company in Columbus, OH.

GBS launches **Smart Business Solutions**, educational podcasts offering the latest solutions to today's key business challenges.

GBS acquires a majority interest in **Deluxe Ads**, a performance-based, online marketing network/consulting agency based in San Juan, Puerto Rico.



2020

The **GBS RevCycle** suite of medical billings/collections solutions and website are launched.

**ROCKET COLLECTOR**

GBS partners with XRS Solutions to introduce **Rocket Collector**, bringing automated collections solutions to businesses across all industries.

50TH YEAR

2021



GBS celebrates its 50th year as an innovative, successful and growing company—and looks forward to many more!

# GBS' Print, Marketing & Creative Services Celebrates 50 Years of Growth and Diversification

GBS' goal has always been to exceed expectations through exceptional product offerings and second-to-none customer service. Since GBS' founding, the Print & Marketing group has done just that, remaining successful because of its unique business model and commitment to product diversification.

**HUMBLE BEGINNINGS** Our Print & Marketing business looked very different in 1971, and was focused mainly on printing business forms. At the time, computing and programming for business was in its infancy, and computers were operated with individualized punch cards that told the computer what it needed to do. If there was a mistake on the punch card, the computer program would simply stop working, offering no information about what was incorrect on the card or how to fix it. That's why having a trusted partner like GBS to create those punch cards was a high priority for many clients to keep their businesses up and running.

Additionally, GBS offered printed business forms on green bar, continuous form paper—which made an appearance in the “S” of the original GBS logo! (Shown right.)



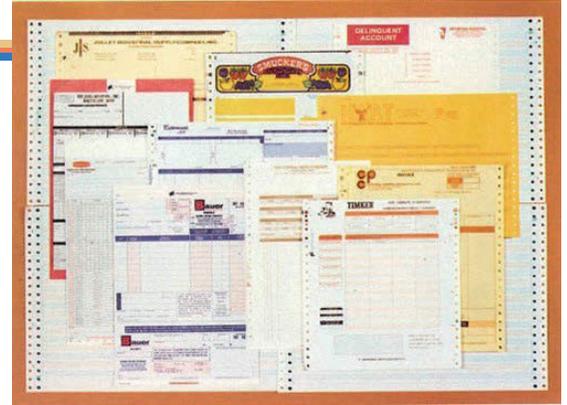
*The original GBS logo that was used in the 1970s.*

But, with the rise of technology, the demand for printed forms started to change. Thankfully, GBS had expected and prepared for this shift. At first, GBS began offering a new variety of business form options, and soon began designing business forms as well.

**GBS' BUSINESS MODEL OF OUTSOURCING PRINT JOBS TO TRUSTED PARTNERS WAS A NOVEL IDEA BACK IN 1971. YET IT WAS A PURPOSEFUL DECISION MADE TO ENSURE THAT EVERY CLIENT RECEIVED THE PERFECT PRINT JOB TO FIT THEIR SPECIFIC NEEDS.**

The business model we've been using for 50 years is now gaining traction within the industry due to its many benefits to both company and customer. Outsourcing print work is more efficient and cost-

effective for companies like GBS because it spares the company from purchasing expensive, bulky print equipment that may not run on a regular basis—or worse must be run for print jobs that are not well-suited for that machine. But most importantly, this means that our clients' print jobs are performed by trusted vendors on a press that is perfect for individual jobs, each and every time.



*Early examples of GBS-designed and printed business forms.*

**ADAPTING TO CHANGE** In the late 1990s and early 2000s, GBS further re-evaluated its solutions and capabilities. Increasingly, our clients were turning online for their marketing and collateral needs, reducing the need for printed forms. The transition from business forms printing to collateral printing was challenging. The GBS product experts had to rethink how they approached buyers as well, shifting from working with purchasing departments to marketing contacts, and learning how to speak to the benefits of the product more than just cost-efficiency.

Today, Print, Marketing & Creative solutions remain as important as ever to clients. Creative services and digital offerings have grown in importance since the turn of the 21st century, which is why, in 2018, GBS acquired award-winning creative services agency, Atomic Wash. With expertise in brand development, digital marketing and creative needs, Atomic Wash is poised to provide added value to our clients.

We expect the high demand for creative services and promotional items to continue, with digital services at the forefront to help companies stay ahead of marketing trends. GBS is well-positioned to continue to add value to our clients' marketing mix—whether printed, promotional or digital. GBS is proud to have provided high-quality service to its clients for the past 50 years, and we look forward to another 50 years and beyond of diversification and growth with you.

## FINDING THE RIGHT CHANNEL FOR SUCCESS!

The 1970s was a decade of cool trends and great innovation—a time when businesses saw the value and necessity of tuning in to their customers' needs.

GBS knew that this wasn't just a fad. And so we began our quest to become customer-focused and client-driven. Needless to say, we found the right channel—and we've stayed tuned in ever since!



## GBS LOCATIONS

GBS has truly expanded its operations since 1971, as evidenced by the list of our current locations below. We welcome you to send “snail mail” to any of our offices—what a great way to pay homage to the glorious days of yesteryear!



- **Corporate Headquarters/Print & Marketing:** 7233 Freedom Avenue NW, North Canton, OH 44720
- **Healthcare Headquarters:** 1035 N. Meridian Road, Youngstown, OH 44509
- **Healthcare (Patient Identification Solutions):** 330 Mallory Station Road, Suite F17, Franklin, TN 37067
- **Healthcare (Revenue Cycle Management Services):** 3340 W. Market Street, Suite 200, Fairlawn, OH 44333
- **Healthcare (Revenue Cycle Management Services):** 75 Post Office Park, Wilbraham, MA 01095
- **Additional Healthcare Staff located in:** Shreveport, LA, and St. Louis, MO
- **Labeling/PrinTech:** 3658 Wyoga Lake Road, Stow, OH 44224
- **Labeling/PrinTech:** 224 Morges Road, Malvern, OH 44644

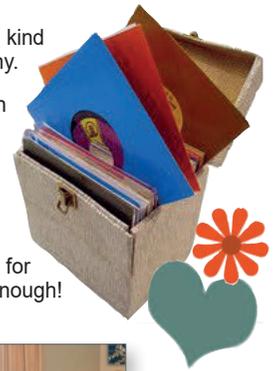
Average GBS Employee Tenure:  
**14**  
YEARS

# GBS Employees Are Simply the Best!

GBS employees have certainly accumulated some impressive records! No, not the “45 RPM” kind but employment records that demonstrate their amazing longevity and loyalty to our company.

Our organization has been very fortunate to have been built, nurtured and supported by an exemplary group of people. Over the past 50 years, so many have achieved career success and grown right along with us—and *their* success has been *our* success! We are especially proud of our many tenured employees who have stuck with us over the years. According to our records, numerous individuals have celebrated impressive milestones this past year—including several who have been with GBS for more than 30 years!

We look forward to celebrating and honoring our exceptional GBS Family for years to come, for they are truly the heart of our company. They are simply the best and we can't thank them enough!



## What Was Happening in

# 1971?

From business to pop culture and other interesting tidbits, 1971 proved to be quite a notable and memorable year. Here are just a few highlights:

### GOVERNMENT

President: Richard Nixon  
The 26th Amendment is adopted, lowering the voting age to 18

Vice President: Spiro Agnew

### POP CULTURE

Billboard #1 Song: Joy to the World by Three Dog Night  
Best Film Oscar Winner: Patton  
Top Selling Book: The Exorcist by William Peter Blatty

Highest-Grossing Film: Billy Jack  
Top Rated TV Show: All in the Family

### PRO SPORTS

World Series Champions: Pittsburgh Pirates  
NBA Champions: Milwaukee Bucks  
NCAA Football Campions: Nebraska

Superbowl V Champions: Baltimore Colts  
Stanley Cup Champions: Montreal Canadiens  
NCAA Basketball Champions: UCLA

### AVERAGE PRICE OF A...

Postage Stamp: 8 cents  
Movie Ticket: \$1.50  
New Car: \$3,742  
Average Annual Income: \$9,000 to \$10,000

Gallon of Gas: 40 cents  
New House: \$25,250  
Superbowl Ad: \$72,000

### NOTABLE INVENTIONS

Email, microprocessor, floppy disk, pocket calculator and LCD display

### 1971 TRIVIA FACTS

Post Foods introduced Flintstones Fruity Pebbles and Cocoa Pebbles breakfast cereals

Richard Nixon was named Time Magazine's Person of the Year

An unidentified man using the name Dan "D.B." Cooper hijacked a plane for \$200,000 in ransom money; D.B. Cooper parachuted from the plane and was never heard from again

Apollo 14 became the third successful manned mission to the Moon, with astronaut Alan Shepard becoming the first person to play golf on the Moon's surface

### ALSO EST. IN 1971...

Starbucks, Walt Disney World, FedEx, Century 21 Real Estate, Hard Rock Cafe and NASDAQ

