



Displays &  
Fixtures

Kiosks

Retail  
Environments

PORT FOLIO

# Company Profile

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## Background

Founded: 1983

Size: 135,000 Sq. Ft. of Manufacturing Space

## Overview

Milford Enterprises Inc. is a leading designer and manufacturer of custom retail displays, fixtures, kiosks, and environments. If you are looking for a partner with the ability to enhance your brand, bring you greater exposure and increase sales, give us a call. Our innovative designs, value engineering processes, quality construction, competitive pricing and outstanding customer service can help you achieve your goals.

## Why Choose MEI

- Cutting edge display and retail design teams located in Pennsylvania
- Advanced engineering, project management, and manufacturing departments allow us to maximize material efficiency and minimize labor expense
- Dedicated sales and account management teams, committed to customers satisfaction
- Complete in-house warehousing, shipping, fulfillment and installation capabilities

# In-House Capabilities

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## Company Culture

- 100% customer satisfaction
- Focused on building long-term partnerships with clients
- A stable, dedicated and professional workforce
- Environmentally aware manufacturing processes, in-house recycling and aggressive VOC systems
- A corporate commitment to our community



## Company Equipment

- Vutek, wide format six-color digital press
- Silk-screening
- KongsbergXL44 digital cutter
- Retail intelligence ready fixtures
- 5 point-to-point computerized routers
- Giben panel saw
- Homag edge bander
- Contour edge bander
- Full complement of wood working equipment
- Hand lamination
- In-house paint booth



## Capabilities

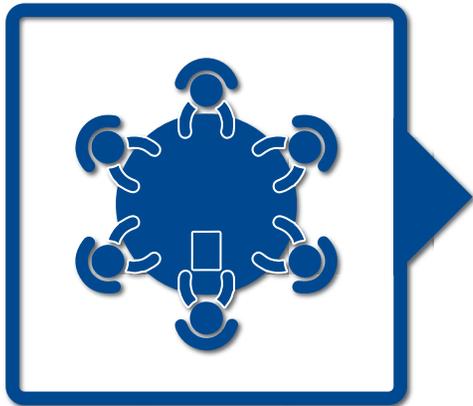
- Design
- Project management & engineering
- Prototyping
- Wood & metal fixture production
- Print & décor
- Metal fabrication
- Acrylic fabrication
- Full service logistics department
- Inventory storage & management
- Installation

# The MEI Process

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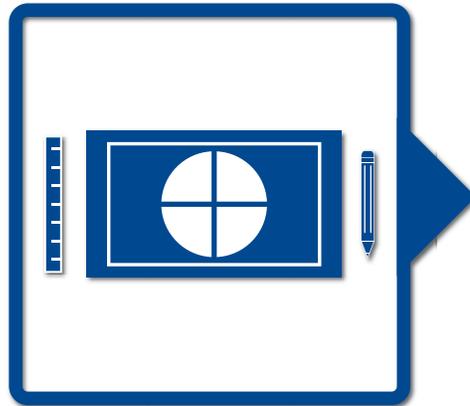
Milford Enterprise Inc. is a one-stop resource for quality construction, design, value engineering, competitive pricing, and unparalleled service.

## DEVISE



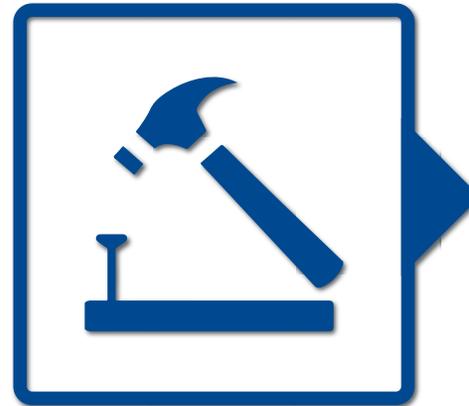
We discuss the client's unique challenges, brainstorm concepts, and formulate a plan.

## DESIGN



Our designers model and present clients with a variety of configurations, offering both form and function.

## DEVELOP



The design is engineered and manufactured at our in-house facilities.

## DELIVER



MEI's dedicated shipping team coordinates the delivery of your product in a timely manner.

# Our Clients

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 Visionworks metroPCS American Standard



THG



Kährs



OMNIA

  
MOHAWK



*Masland*  
CARPETS & RUGS

SIGNET  
JEWELERS

*Tommy Bahama*



  
Russell Stover

# Displays & Fixtures

Effective displays are the product of innovative solutions. With unique designs, a display will create a stronger brand presence and clearly communicate your product's features and benefits. Start attracting the buyers you want.



Celiant Performance Sheets



Wolf Decking



THG



Tyco St. Louis Showroom



Poretta & Orr Muzuho



Armand De Brignac



American Standard Pod Wall



Lutron



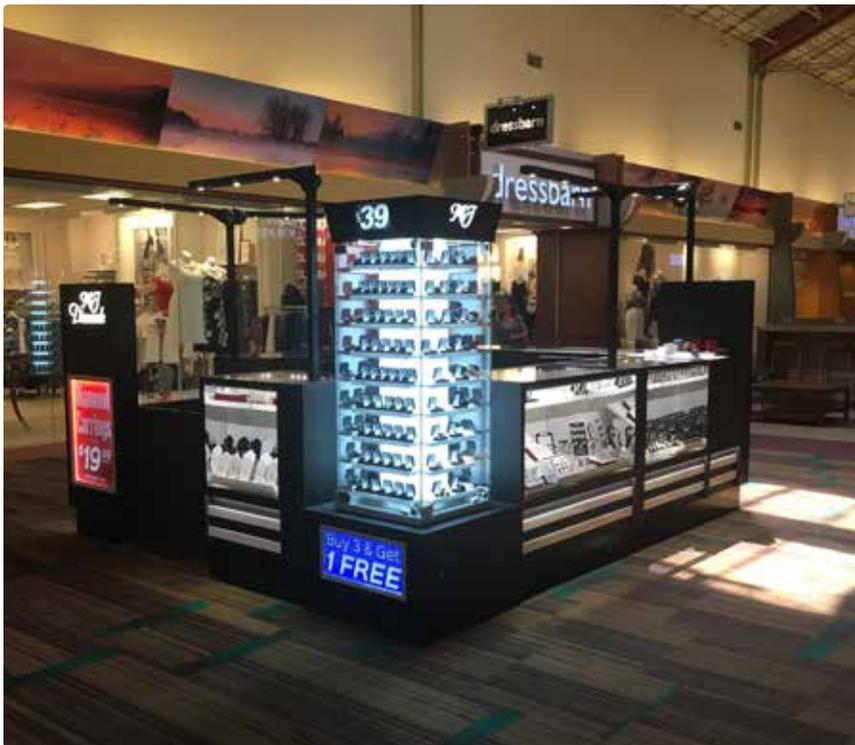
## American Standard Flushing Station

Milford developed a retail based, hygienic, UL approved, flush demonstration display that uses a self-contained, fully integrated water source. The flushing station can hold either the American Standard Champion Toilet and the DXV AT200. The unit includes reusable, “flushable media” which provides consumers with the opportunity to test the capabilities of the Champion toilet. The Flushing Station is designed to operate as a mobile demonstration unit or as a stand-alone retail display.

# Kiosks

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How do you make a kiosk in the center of a mall the Middle of everyone's attention? By designing an attractive, retail-driven environment in a small space. Make it functional, make it stand out, make it distinctive. Our kiosks turn high traffic areas into unique, stand-alone retail environments.



MJ Diamonds



Deja Vu



MetroPCS



Boost Mobile



Hickory Farms Pop Up



Taxco Sterling



## Piercing Pagoda

Milford was tasked with developing a jewelry kiosk, which would coincide with the mall design criteria of multiple developers, Piercing Pagoda's operational objectives, and increase the merchandising capacity to increase overall sales. Our solution to these challenges included designing a kiosk that adhered to the mall design criteria while still retaining Piercing Pagoda's operational functions. MEI created a larger showcase merchandising footprint with displays that slide in and out for easy employee access and restocking. MEI became Piercing Pagoda's one source for design, mall approvals, building department permit approvals, manufacturing, and installations. Based upon a new design and increase in merchandise capacity, overall sales increased on an average of 15-20% with the implementation of each new kiosk across the US.

# Retail Environments

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The retail experience is not just about a pretty space. It is about translating the brand into an environment, pulling traffic into the store, and ultimately, ringing the register. We do not just provide design for design's sake. It is all about the marketing.



Tague



Omnia Elegance  
NYC



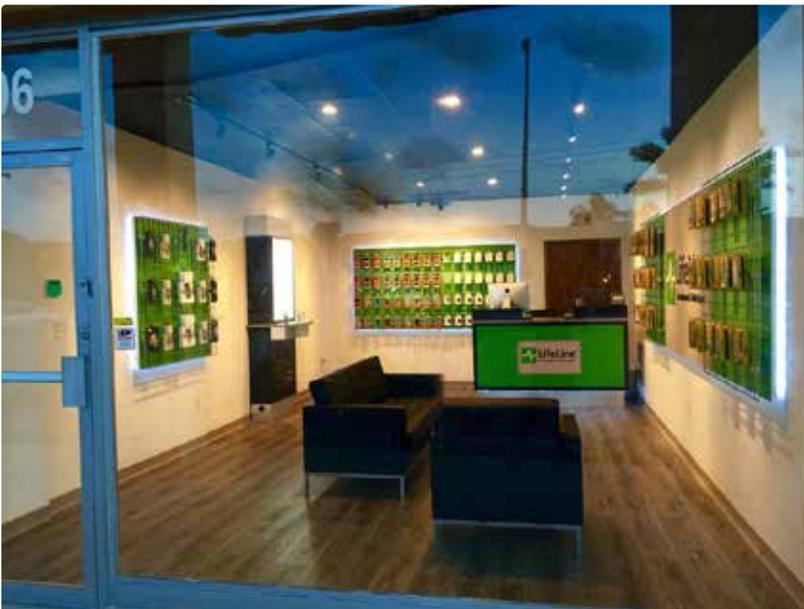
Omnia KBIS



Meineke



Nespresso



Lifeline



Visionworks



Clipay



ESG Connect



THG Showroom NYC



Hypnos



ESG Connect



## MetroPCS

In 2010 Milford created a new design that was strategically unveiled at the annual wireless convention in an effort to get feedback from the industry. After minor refinements, the design was finalized, mass-produced and offered to MetroPCS retailers throughout the entire country. Stores sales were measured month over month from the previous year after retro-fitting with the new fixture design. Stores achieved: 20%-39% increase in gross sales, 42% increase in accessory sales, 25% increase in return customers, and a 60% reduction in employee turnover. By updating the original design to comply with changing technology and market trends MEI has assisted MetroPCS in multiple market roll outs while staying true to the companies original branding.

# Thank You!

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