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| **Global Script Notes**   * ***Increase volume on Dennis’ speaking parts.*** * ***Change zoom levels and camera angles as you feel necessary for Dennis’ footage*** | | | |
|  | **TIME** | **SCRIPT** | **VISUALS/ON-SCREEN TEXT** |
| 1 | 0:00 | [NARRATOR] Reflecting back on the path we took to get to today, often inspires the path forward. | <https://www.istockphoto.com/video/young-business-boy-running-with-rockets-gm916668274-252230766>  Starting at roughly the 2-second mark, line the clip up so that at the 6 second mark is where the VO “often inspires the path forward” starts. |
| 2 | 0:06 | [NARRA­TOR] We all start with a vision. Over time, as we strive towards it, we continuously optimize the way we operate. | Continue previous clip until the end of this sentence, slowing the clip down if necessary. Sync sound of footsteps on gravely surface with the kid’s footsteps. |
| 3 | 0:15 | [NARRA­TOR] For a prodigiously innovative and forward-thinking company like SpaceX, “making life multi-planetary” means advancing the future by revolutionizing space technology. | <https://www.youtube.com/watch?v=0qo78R_yYFA>  Approx. 0:36 seconds depicting SpaceX should be from:  -0:40-1:00  -1:09-1:16  -3:50-3:54  -3:58-4:07  Should you need extra footage, feel free to use footage from the following time ranges:  -0:40 to 1:20 -3:50 to 4:10  Please edit out any on-screen text shown. |
| 4 | 0:26 | [NARRA­TOR] SpaceX’s focus towards achieving that vision has been its other staggeringly ambitious goal, to make spaceflight routine and affordable. |
| 5 | 0:36 | [NARRA­TOR] In order to achieve this goal, SpaceX has been laser focused on reducing cycle times, and every SpaceX vendor and process must meet this requirement. |
| 6 | 0:47 | [NARRA­TOR] For MISTRAS, its vision has been guided by **solving** their customers’ problems. | *Show the first 3 seconds of clip iStock-482440064 (MISTRAS will provide).*  *Show clip* *MVI\_4112.MOV of surface mount machine. MISTRAS will provide.*  [*https://www.istockphoto.com/video/a-creative-completes-the-black-or-white-light-puzzle-putting-the-last-missing-piece-gm690473884-127249941*](https://www.istockphoto.com/video/a-creative-completes-the-black-or-white-light-puzzle-putting-the-last-missing-piece-gm690473884-127249941)  *Show first 5 seconds of above clip.* |
| 7 | 0:52 | [NARRA­TOR] After starting as an inspection equipment manufacturer, MISTRAS developed an integrated set of solutions when it became clear that additional services were needed to meet its customers’ needs. |
| 8 | 1:04 | [NARRA­TOR] Today, MISTRAS’ value is in providing the **right** set of quality solutions for each individual customer, whether that’s a solution MISTRAS already provides, or a new one it needs to innovate or invest in. | Show handshake clip from 0:51 to 0:56 of Le Creusot video. When the narrator says “right set of solutions,” that’s when they should be shaking hands.  Show machining clip from 0:59 to 1:02 of Le Creusot video.  Show airplane engine clip from 1:02 to 1:16 of Le Creusot video. |
| 9 | 1:18 | [NARRATOR] In 2016, when international aerospace engine manufacturer Safran approached MISTRAS with a problem, MISTRAS showed its willingness to invest for its customer yet again. |
| 10 | 1:29 | [DENNIS] Safran was ramping up their new generation LEAP engine program. About 15,000 LEAP engines had been ordered, and they were having a logistics problem. | Show footage of Dennis’ interview from Clip0003.  Show Dennis’ title as on-screen caption “Dennis M. Bertolotti, President and CEO, MISTRAS Group”.  Please provide some options for more modern looking caption styles. |
| 11 | 1:40 | [DENNIS] They were using multiple contractors for a huge volume of components and operations. | Show footage of Dennis’ interview from Clip0004.  Transition to showing same LEAP footage displayed in the Le Creusot video between 1:31 and 1:41. |
| 12 | 1:47 | [DENNIS] Safran executives were seeking a trusted partner to help streamline their production cycle for rotating parts of the LEAP engine. | Use Dennis’ voice from Clip0003.  Finish showing same LEAP footage displayed in the Le Creusot video between 1:31 and 1:41. |
| 13 | 1:55 | [NARRA­TOR] Safran’s problems weren’t exclusive to Safran. Their issues stemmed from the traditional aerospace engine manufacturing chain. | Play full clip “A040\_06262303\_C042” from Seattle lab footage (10 seconds)  Play 1:30-1:38 (8 seconds) of the MISTRAS Semiray Finishing video  <https://www.istockphoto.com/video/particle-world-with-a-growing-global-network-blue-close-up-loop-gm922879890-253343784>  Show 0:11 to 0:18 (7 seconds) of the above clip.  <https://www.shutterstock.com/video/clip-29799949-aerial-top-view-white-semi-truck-cargo>  Show first 3 seconds of the above clip.  <https://www.istockphoto.com/video/rush-hour-in-austin-tx-gm607683834-104309433>  Show from 0:05 to 0:10 (5 seconds) |
| 14 | 2:00 | [NARRA­TOR] Typically, components go through many steps. The process includes pre-machining, multiple inspections, forging, and finishing, among others. |
| 15 | 2:10 | [NARRA­TOR] These various processes are typically performed by multiple contractors at multiple facilities, with some contractors working on the same parts more than once throughout the cycle. These vendors may be on opposite sides of the country, leading to costly, unreliable, and lengthy logistic schedules. |
| 16A |  | [NARRA­TOR] Safran already knew of MISTRAS’ leadership and expertise in the non-destructive testing field, having worked with them before. But Safran was outsourcing pre-machining and destructive testing work to other contractors, which created a logistical nightmare for them. | ? |
| 16B | 2:28 | [DENNIS] As we’re leaders in the field who had worked with them before, Safran already knew we were experts in non-destructive testing.But they were outsourcing pre-machining and destructive testing work to other providers, which created a logistical nightmare for them. | Show footage of Dennis’ interview from Clip0003. |
| 17 | 2:44 | [DENNIS] When they approached us, we just didn’t have the capacity to take on that kind of work, because we did mostly NDT services at our existing Le Creusot, France lab. But Safran wanted more than that. | Show footage of Dennis’ interview from Clip0003. |
| 18 | 2:58 | [DENNIS] We saw it as a big opportunity to work hand-in-hand with our customer to build the exact solution they needed from the ground up. | Show footage of Dennis’ interview from Clip0001. Cut out the background noise at the end. |
| 19 | 3:04 | [NARRA­TOR] After a series of discussions, MISTRAS proposed a groundbreaking solution: a new, purpose-built facility that integrated into Safran’s value chain. | <https://www.istockphoto.com/video/in-creative-bureau-close-shot-of-a-busy-glass-conference-table-and-coworkers-leaning-gm657558472-120647157>  Show first 7 seconds of above clip.  Blueprints clip from 2:46 to 3:02 Le Creusot video.  End narration and music (after “inspection and production times.”) with record-scratch stop. |
| 20 | 3:15 | [NARRA­TOR] It’s a state-of-the-art NDT, pre-machining, and destructive testing center, with best-in-class technologies and processes coupled with dedicated engineers to optimize inspection and production times. |
| 21 | 3:27 | [NARRA­TOR] Safran was ***blown away*** by the proposed efficiencies!!! | Show from 3:21-3:25 of Le Creusot video. |
| 22 | 3:31 | [DENNIS #3] We created an actual industrial *plant*. Not a lab, a plant. | Show Clip0003 of Dennis. Add in a short pause after “industrial plant.” |
| 23 | 3:36 | [DENNIS #4] We’re performing services throughout the value chain that no other competitor is doing together, and certainly not as efficiently as we are. | TBD. Footage of Le Creusot lab. |
| 24 | 3:44 | [DENNIS #4] Operations at the plant aren’t Safran-exclusive, but the location’s design was tailored to solve their issues. We streamlined a major pain point for them by centralizing several milestones in the production cycle. | Footage of Le Creusot lab. |
| 25 | 3:58 | [DENNIS #4] Our client’s problem was about logistical coordination, and we helped eliminate anywhere from 5-days to up to 8-weeks-worth of delays out of their cycle! | Footage of Le Creusot lab. |
| 26 | 4:08 | [DENNIS] We built the plant because it was the single-best solution for that client’s specific problem. It also sets up both MISTRAS and our client for sustained success. It’s the backbone of what will be a decades-long partnership. | Show Clip0004 of Dennis. |
| 27 | 4:23 | [NARRA­TOR] The immediate success of the plant demonstrates the value of a custom-tailored partnership. But MISTRAS knows that other companies may face different problems, and a replication of this solution may not be the best fit. | Exterior of Le Creusot building with some sort of visual effect, to act as a palate-cleanser to lead into the next portion of the video. |
| 28 | 4:34 | [NARRA­TOR] Instead of logistics issues, a company may be challenged by ineffective or unqualified inspection providers. | <https://www.shutterstock.com/video/clip-1008446788-supervisor-architect-man-give-bad-news-workers>  Play clip from 0:05 to 0:13. |
| 29 | 4:42 | [NARRA­TOR] MISTRAS’ testing processes are qualified by dozens of prime manufacturers. | Play clip C012 from Seattle Lab. Show caption on screen: “Automated Ultrasonic Inspection of a Honeycomb Core Composite”. |
| 30 | 4:47 | [NARRA­TOR] And with dedicated Level-III and Level-II aerospace subject matter experts, reinforced by rigorous in-house training programs, MISTRAS already meets the inspection needs of many of the world’s leading aerospace organizations today, and has the ability to scale with them into the future. | Play clip “GMA Footage Hahn” from 10:00 – 10:18. |
| 31 | 5:05 | [NARRA­TOR] MISTRAS’ capacity to scale differentiates the company from other inspection providers, who may be unwilling or simply unable to invest in technologies, equipment, and personnel. | TBD |
| 32 | 5:16 | [NARRA­TOR] MISTRAS, on the other hand, has the financial fortitude to invest, and knows that continuous R&D is necessary to set themselves apart from their aerospace competitors. | TBD |
| 33 | 5:26 | [NARRA­TOR] At the new plant in Le Creusot, MISTRAS developed and invested in state-of-the-art, advanced equipment that automates machining and inspection processes. They created a version of “industrialized NDT” or “closed-door NDT.” | TBD |
| 34 | 5:41 | [NARRA­TOR] Closed-door processes are common in automotive manufacturing, but MISTRAS is advancing their use in the aerospace industry, by automating many pre-, during- and post-NDT inspection processes. The focus is on enhancing productivity and lean management. | Show GMA’s new equipment  On-screen text, beginning when narrator says “closed-door processes”:  “Closed-Door Machining - a production line of autonomous machines operates with minimal technician oversight.” |
| 35 | 5:57 | [DENNIS #3] We’re making production faster, smarter, and more accurate. | Show Clip0003 of Dennis speaking. |
| 36 | 6:02 | [DENNIS #3 – cut out between 4:10 and 4:25] SpaceX is doing groundbreaking work with reusable rockets and has said that rapid turnarounds are a basic necessity for future missions. Those turnaround times will continue to get shorter and shorter, so their inspection provider, either in-sourced or outsourced, will need to keep pace. | TBD |
| 37 | 6:20 | [DENNIS #4] That capability can only come through a continuous dedication to quality and technological advancement. | TBD |
| 38 | 6:27 | [NARRA­TOR] A client may also have problems with the geography of a specialized laboratory location. | TBD |
| 39 | 6:38 | [NARRA­TOR] They may be inconvenient or costly to ship to, increasing turnaround times and costs on high-priority, time-sensitive inspections. | TBD |
| 40 | 6:44 | [DENNIS #4] MISTRAS already has a robust network of in-house labs with specialized experts across the United States, including many that have already performed high-quality inspections on SpaceX components. | TBD |
| 41 | 6:55 | [DENNIS #3 @ 5:12] We’re also ready, willing, and able to invest in new locations to keep up with SpaceX’s needs today and as they evolve in the future, as part of a new partnership. | TBD |
| 42 | 7:06 | [NARRA­TOR] Between a history of inspection expertise, a willingness to continuously innovate, develop and expand boundaries, and an ever-growing lab network, MISTRAS is ideally-positioned to partner with SpaceX to help them achieve their vision. | TBD |
| 43 | 7:20 | [DENNIS] With SpaceX, we’ll use the same approach to solving problems that we’ve always used: we’re going to innovate with purpose by prioritizing SpaceX’s needs, and will evolve rapidly to keep up with its future launch missions. | Show Clip0004 of Dennis for entire stanza. |
| 44 | 7:34 | [DENNIS #4] Our company’s growth and direction are defined by the problems our customers face. They have to be. We’re not in the business of solving our problems; we’re here to solve yours. | Show clip “GMA Footage DUS” from 6:10-6:13  Show clip “GMA Footage DUS” from 9:09-9:12  Show clip “GMA Footage DUS” from 12:06-12:12  In last clip, edit out GMA logos and Member of MISTRAS logos on left side on white wall and blue stripe, and replace with MISTRAS logos (Leave “Team Aerospace” text intact.) |
| 45 | 7:46 | [DENNIS] Our goal is to stay ahead of the technological curve, and to deliver integrated solutions that continuously provide value for our partners. We welcome the challenge of custom-building the solutions needed for any partnership, large or small. | Show Clip0004 of Dennis, take at 7:15, for entire stanza. |
| 46 | 8:00 | [DENNIS] It always comes back to innovation. The question we must ask ourselves is, “how do we build the future?” | Clip0004, take at 7:28, of Dennis on screen for “It always comes back to innovation.” Switch to clip of boy with rocket for rest of stanza. |
| 47 | 8:07 | [END] |  |