

# FluxGen Industries Ltd.

Forging Tomorrow's Welds

Airdrie, Alberta, Canada

<http://www.fluxgenindustries.ca>

## Meeting Prep Document

**FOR: Bhargav Patel — Quality Assurance & Compliance Manager**  
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### Your Role in FluxGen

**Official Title:** Quality Assurance & Compliance Manager

**Why This Role Matters:**

Bhargav is the quality gatekeeper of FluxGen. His meticulous nature ensures that every batch of flux meets specification, every process is documented, and every certification requirement is met. He will lead the QC lab setup, manage AWS certifications, and ensure FluxGen's reputation for consistency and reliability.

**What Investors Need to See:**

Investors want to see that each team member brings unique, essential skills. Your job in the meeting is to demonstrate deep expertise in your domain and show that you're not just competent — you're the right person for this specific role in this specific industry.

**Your Positioning:**

You are not "helping out" or "learning the business" — you are a co-founder with specialized expertise that FluxGen cannot succeed without. Own your area of responsibility with confidence.

### Why You're on This Team

**Your Background (What Investors Will Hear):**

Frontend IT professional with a rules-oriented mindset and exceptional attention to detail. Thrives in structured environments where precision, documentation, and process adherence are critical.

**Your Core Competencies:**

- Detail-oriented quality control and process documentation
- Strong organizational and compliance instincts
- Systematic approach to problem-solving
- Ability to design and enforce SOPs, checklists, and audit trails

**Current Professional Role:**

Frontend IT Professional

**Key Message for Investors:**

You bring proven, real-world experience that directly translates to FluxGen's success. You're not learning on the job — you're applying mastery from previous successes to build something new.

## What Investors Will Ask You

As the **Quality Assurance & Compliance Manager**, investors will focus on your ability to ensure product consistency, manage certifications, and maintain compliance. They want to see meticulous attention to detail and process discipline.

**Q: What quality certifications will FluxGen pursue, and why?**

**A:** We'll prioritize AWS (American Welding Society) certifications for our flux products, CWB (Canadian Welding Bureau) compliance, and eventually ISO 9001 for our quality management system. These certifications are non-negotiable for selling to major industrial customers.

**Q: How will you ensure batch-to-batch consistency?**

**A:** Through rigorous incoming material inspection, in-process monitoring, and final product testing. Every batch will have documented test results for chemical composition, particle size distribution, and moisture content. We'll use statistical process control to identify deviations before they become issues.

**Q: What happens if a batch fails quality tests?**

**A:** Failed batches will be quarantined immediately, root cause analyzed, and either reworked or scrapped depending on the defect. We'll maintain a non-conformance log and implement corrective actions to prevent recurrence. Customer shipments will never include non-conforming material.

**Q: How do you handle customer complaints about product performance?**

**A:** We'll establish a formal complaint handling process: immediate acknowledgment, investigation with batch traceability, root cause analysis, and corrective action. If the issue is on our end, we replace the material at no cost and implement process improvements. Transparency and accountability are key.

**Q: What's your experience with manufacturing quality systems?**

**A:** While my background is in IT, my attention to detail, process discipline, and systematic approach make me well-suited for quality management. I thrive in structured environments where precision matters — and I'll be working closely with Pratik, who has deep QC experience from Jhaveri Weld Flux.

## Your Key Talking Points

**When discussing FluxGen, always emphasize:**

**General (All Team Members):**

- FluxGen is Canada's first SAW flux manufacturing company
- We're not importing — we're localizing production to reduce supply chain risk
- Our team has direct, hands-on experience running similar operations at scale
- We're starting pilot, scaling smart, and targeting profitability early

**Specific to Your Role:**

- Quality is my only job — if it doesn't meet spec, it doesn't ship
- We'll pursue AWS and CWB certifications from day one to meet customer requirements
- Every batch will have full traceability — we can trace any issue back to raw materials

- I'm detail-oriented by nature — I thrive in environments where precision matters
- Our QC lab will be set up before production starts — quality comes first, always

## Do's and Don'ts

### ■ DO:

- Be confident but not arrogant — you know your stuff, but stay humble
- Use specific examples from your experience when answering questions
- If you don't know something, defer to the team member who does
- Show enthusiasm for FluxGen — investors want to see you're all-in
- Listen carefully to questions before answering — don't rush
- Emphasize your attention to detail and process discipline
- Talk about specific certifications and testing procedures
- Show you understand the critical importance of consistency

### ■ DON'T:

- Never say "I'm still learning" or "I'm figuring it out" — investors want experts, not learners
- Don't over-promise or exaggerate — be realistic about challenges
- Don't contradict other team members — maintain a united front
- Don't badmouth competitors — focus on FluxGen's strengths
- Don't use jargon without explanation — keep language clear
- Don't minimize the importance of your non-manufacturing background — own your strengths
- Don't suggest quality is "just following checklists" — it's strategic

### General Meeting Etiquette:

- Dress professionally (business casual minimum, business formal for major investors)
- Arrive 10-15 minutes early to review notes
- Turn off phone notifications completely
- Listen actively — don't interrupt other team members
- If you don't know an answer, say "That's not my area, but [Team Member] can address that"
- Never contradict another team member in front of investors — discuss internally later
- Take notes if investors ask follow-up questions — shows you're listening

### Remember:

Investors are looking for three things: **Competence**, **Cohesion**, and **Commitment**. Show you know your stuff, that you work well together, and that you're all-in on FluxGen's success.