

**BNS Holding, Inc.**  
61 East Main Street  
Los Gatos, California 95031

March 13, 2008

Dear Fellow Shareholders:

We are pleased to report the results of our first quarter that ended January 31, 2008. Our net sales for the quarter increased by 31.6% to \$77.5 million compared to \$58.8 million during the first quarter of last year. The increase was due to an increase of 23% in specialty vehicles shipped to customers as well as by higher net unit pricing. The increase in vehicles shipped was driven primarily by record shipments of Type A buses.

Gross profit during the quarter increased by 40% to \$9.4 million compared to \$6.7 million during the first quarter of 2007. The improvement in gross profit was driven by the increase in sales volume, as well as by cost savings achieved from the recent plant consolidations activity. Included in the gross profit is approximately \$348,000 of one time expenses related to continuing profit improvement initiatives.

Selling, general and administrative expenses during the quarter increased by 14% to \$5.8 million compared to \$5.1 million during the first quarter of 2007. The increase was due principally to additional salaried staff hired to carry out our strategic improvement plan. Included in SG&A expense during the quarter is \$391,000 of one time expenses related to our continuing profit improvement initiatives.

Income from operations increased by over 100% to \$3.6 million compared to \$1.6 million during the first quarter of 2007 as a result of the improved operating performance. Net income for the period was \$10,850 or \$0.00 per share, compared with a net loss of \$831,554 or \$(0.27) loss per share during the first quarter of 2007.

We are pleased with the progress made by Collins Industries. The first quarter results validate the numerous initiatives that were undertaken last year. These ongoing programs are producing meaningful improvements in our gross margins, our operating margins and in our use of working capital. We remain, however, cautious for the remainder of 2008 as the weak economic environment may have a negative effect on the demand for specialty vehicle products. Collins Industries has also experienced commodity price increases across numerous products including steel and aluminum. To date Collins has been successful in passing along these price increases or mitigated them through its 2007 profit improvement initiatives.

We thank you for your continued support.

Sincerely,

Ken Kermes  
Chairman of the Board



