



Power Your Brand's Potential™

TAYLOR
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Agenda

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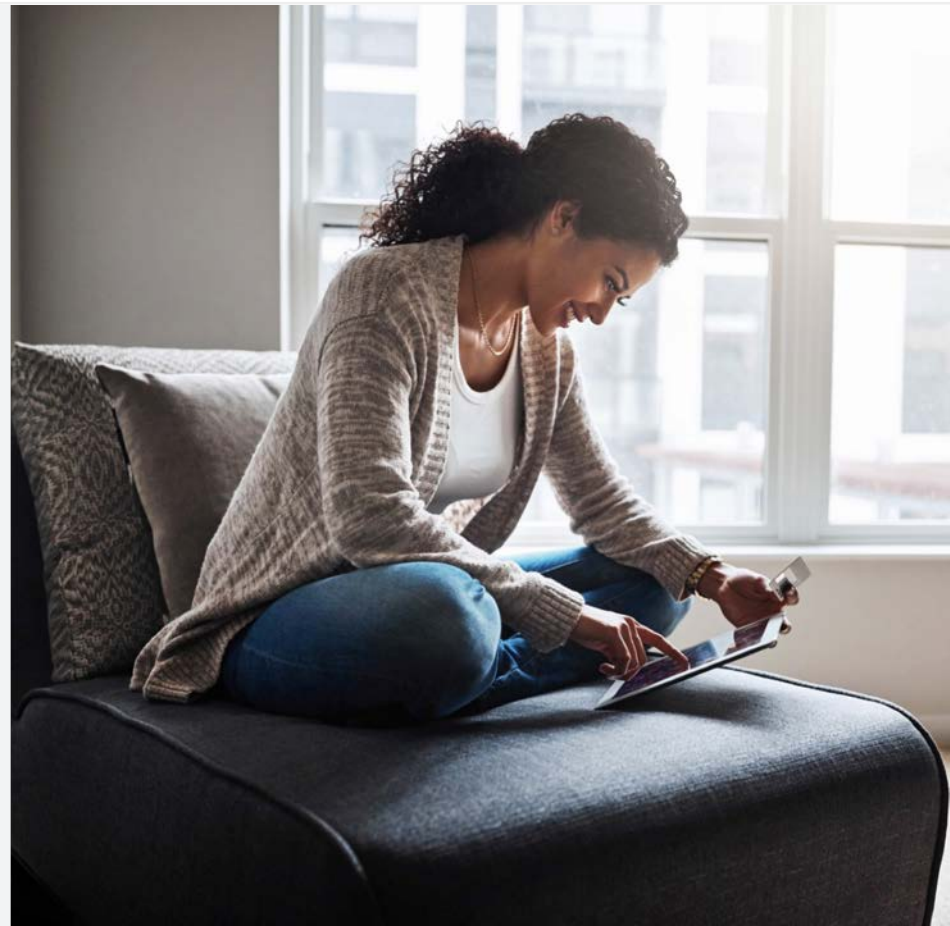
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TAYLOR

01 About Us



About Us

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Who We Are

- Established in 1975
- Headquartered in North Mankato, MN
- One of the top 5 graphic communications companies in North America

Our Evolution

- In 2016, Taylor Corporation acquires Staples Print Solutions
- Benefits for our Mexican customers:
 - Improved manufacturing, distribution and technology
 - Expanded offerings through Taylor's additional capabilities:
 - Labels, digital production and forms
 - Additional account management resources for existing team



National and Global Reach

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90 production and warehouse facilities



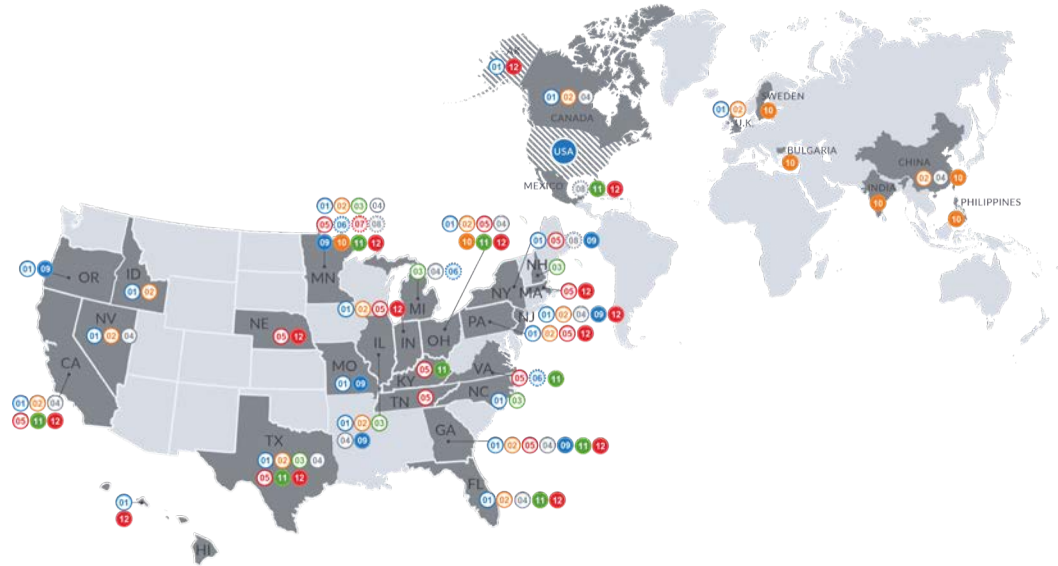
40,000 customers



10,000 employees



Operations in 25 states and 8 countries



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|---------------------------------------|--------------------------------|---------------------------------|
| 01 COMMERCIAL PRINT | 05 DOCUMENT MANAGEMENT | 09 SIGNS & GRAPHICS |
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What We Offer

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**CORPORATE
IDENTITY &
BRANDING**

**PROMO
MARKETING**

**SIGNS &
GRAPHICS**

**PRIME LABELS &
PACKAGING**

**MARKETING, DATA
& ANALYTICS**

**DIRECT MAIL
PROGRAMS**

**GIFT &
LOYALTY**

**COMMERCIAL
PRINT**

**DOCUMENT
MANAGEMENT**

**WAREHOUSING &
DISTRIBUTION**

**LABELING
SOLUTIONS**

**CUSTOMER
COMMUNICATIONS
MANAGEMENT**

Taylor offers the industry's broadest range of products and services, using traditional print and the latest digital technologies.



Why Partner With Us?

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Innovation

Revenue growth and cost reduction



Risk Reduction

Operational compliance and quality



Line Down Avoidance

Demand forecasting and inventory management



Cost Reduction

Total cost of ownership



Our Evolution

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- Opened our 29,064 sq. ft. label manufacturing facility in 2006
- Added a second distribution warehouse in Juarez in 2012
- Expanded our warehousing operations with a new 30,000 sq. ft. facility in Monterrey in 2015
- Opened two more distribution centers in Tijuana and Mexicali in 2018



Our Service Offerings

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- Flexographic, digital and screen printing
- Kitting operations and print-on-demand (POD)
- Drawing design and translation services
- Materials science expertise
- Short and long label production in Monterrey
- Three warehouses to distribute to all of Mexico, USA, Central and South America
- Lean Six Sigma manufacturing principles and best practices
- Regulatory compliance expertise
 - ANSI, UL, cUL, IATF 16949:2016/ISO 9001:2015, CSA, ISO14001:2015, FSC
- Bilingual client care and management



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02 Capabilities



Products We Provide

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**Cut & Stack
Labels**



**In-Mold
Labels**



**License Plate
Labels**



**Stock
Labels**



**Durable Digital
Labels**



**Pressure
Sensitive Labels**



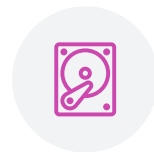
**Roll-Fed
Labels**



**Shrink Sleeve
Labels**



**Flexible
Packaging**



**Media
Packaging**



**Retail
Packaging**



Markets We Serve

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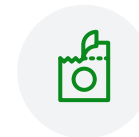
Automotive

Tire labels, caution labels, ID labels and high-volume SKUs



HVAC

Nameplates, DDL, label kits and manuals



Packaging Goods

Folding cartons, shrink sleeves and flexible packaging



Electrical Power

Instructives, safety labels and QR code labels



Industrial/Equipment

Label application machines, consumables and engineering/design



Pharmaceutical

Ethical and OTC, innovative products, security and authentication



Other Solutions

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Technical Literature

- B&W and color print
- Manuals
- Registration cards
- Quick-start guides
- Wiring diagrams



Warehousing & Distribution

- Shelf ID labels
- Barcode labels
- Product labels
- Packing ship labels
- Pick ticket labels



Other Solutions

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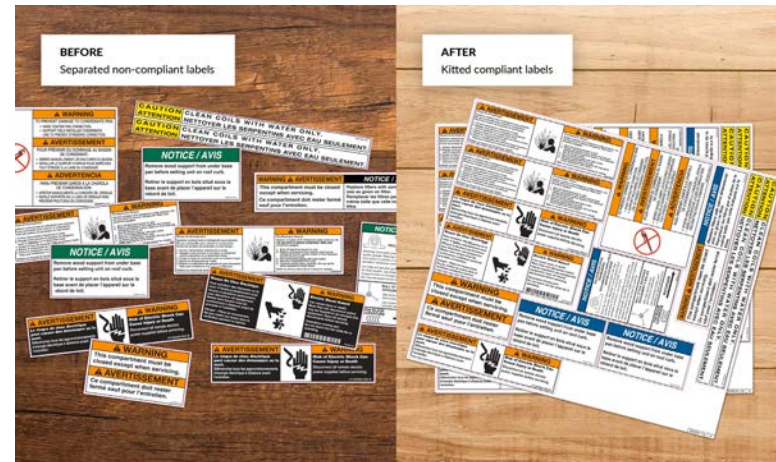
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Lean Label Designs

Instead of managing inventory, buying and receiving 15 different SKUs for the same product, put them on one big sheet as one SKU.

- Minimize steps, save time
- Reduced inventory shrink
- Ensure label parts travel with work in process
- Arrange labels in sequence of application
- Easily notice when labels are skipped or misapplied
- Reduced supply chain total cost

Label Kitting





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03 Services & Support



Certificates

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Proven Results: MAP³ *

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Organize

An experienced team of professionals conducts in-depth interviews surrounding your printed parts environment. Particular emphasis is placed on:

- Performance requirements
- Agency compliance
- Supply chain challenges



Analyze

We then analyze each label requirement, the number of unique SKUs, the variety of materials in use, etc. The team is focused on uncovering opportunities for cost reduction via:

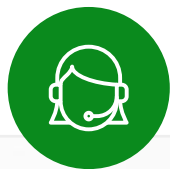
- Material functional replacement
- Material and die size reductions
- Part elimination/SKU reduction
- The use of technology



Optimize

The outcome is a detailed summary of potential cost and risk reduction opportunities. These opportunities are organized in a formal report that explains how to achieve the desired result and the potential hard- and soft-cost savings impact upon implementation.

* MAP³: Methodical Assessment of Printed Parts & Processes



Customer Support

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Our Client Care Process

- Dedicated CCA assigned to each account with backup provided
- Focal point for all client account activities:
 - Design, quality, quoting, scheduling, order processing
- Provide special reporting to track metrics and enhance communication
- Utilize demand planning and inventory analysis tools to maintain label inventory at optimum levels
- Maintain detailed open order report



Inventory & Distrib. Logistics

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Our Core Capabilities

- Basic storage and warehousing
- Merchandise pick-and-pack logistics
- Kitting services and order fulfillment
- Mass distributions to multiple recipients
- Point-of-purchase (POP) printing and signage
- Freight and logistics analysis



Some Of Our Customers

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Thank You

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