

TIGHT LINES PERFORMANCE ACCELERATOR

LEADERSHIP

John Abplanalp
 Founder & President

SERVICES

Consultation and values-driven operational processes for enhanced business efficiency, performance, competitive position and financial growth

VALUES

- Empathy for others always
- True value creation comes from within
- Leaders should lead and be led
- People are the greatest asset

INDUSTRIES SERVED

- Plastics
- Packaging
- Injection Molding
- Assembly
- Metal Forming
- Consumer Products

WHY TIGHT LINES ADVISORS

- Inclusive partnership process
- Deep industry and operating experience
- Sustainable operating efficiencies and approach
- Holistic approach to profitability
- Open-ended value creation

Value from the inside out.

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<p>PHASE 01 ASSESSMENT</p>	<p>FOCUS Define and examine the problems</p>	<p>ACTIONS</p> <ul style="list-style-type: none"> • Develop a baseline valuation • Explore the opportunities 	<p>RESULTS</p> <ul style="list-style-type: none"> • Projected improvement on gross margin and consideration of its impact on revenues • Performance path is established 	<p>TIMING Week 1</p>
<p>PHASE 02 BOTTOM-TO-TOP</p>	<p>FOCUS Identify and resolve top three operating issues by type and department</p>	<p>ACTIONS</p> <ul style="list-style-type: none"> • Identify participants • Define the process drivers • Establish the corrective actions 	<p>RESULTS</p> <ul style="list-style-type: none"> • Stakeholder consensus and support enables solutions • Systematic correction of deficiencies 	<p>TIMING Weeks 2-12</p>
<p>PHASE 03 TOP-TO-BOTTOM</p>	<p>FOCUS Resolve next series of operational challenges</p>	<p>ACTIONS</p> <ul style="list-style-type: none"> • Define leadership roles • Infuse continuous improvement • Re-examine operations 	<p>RESULTS</p> <ul style="list-style-type: none"> • Collaborative environment is established • Elevated skill sets and capabilities on individual and organizational levels 	<p>TIMING Weeks 13-24</p>
<p>PHASE 04 STAYING THE COURSE</p>	<p>FOCUS Continuation of the transformation into a purpose-driven company</p>	<p>ACTIONS</p> <ul style="list-style-type: none"> • Continue to innovate, differentiate and improve across all departments 	<p>RESULTS</p> <ul style="list-style-type: none"> • Strong category competitiveness • Projected COGS reduction of 8-12% 	<p>TIMING Weeks 25-40</p>
<p>PHASE 05 VISION RESET</p>	<p>FOCUS Company vision and long-term mission supporting achievements of newly developed capabilities</p>	<p>ACTIONS</p> <ul style="list-style-type: none"> • Identify future goals • Assign responsibility • Develop sustainable standards of performance 	<p>RESULTS</p> <ul style="list-style-type: none"> • Efficiency, growth and profitability are maintained and enhanced 	<p>TIMING Weeks 40 and beyond</p>

TARGET PROJECTION: 8-12% REDUCTION IN COGS YEAR ONE WHILE IMPROVING COMPETITIVE POSITION AND CAPABILITIES