

# THE PERFORMANCE ACCELERATOR

## LEADERSHIP

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

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