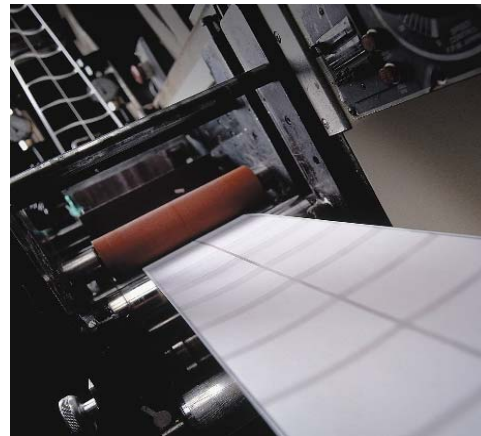
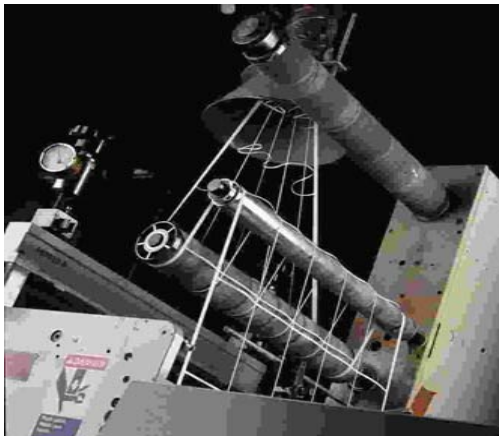


Fasson EXACT

Roll Widths Designed To Fit Your Bottom Line



The ideal world ?

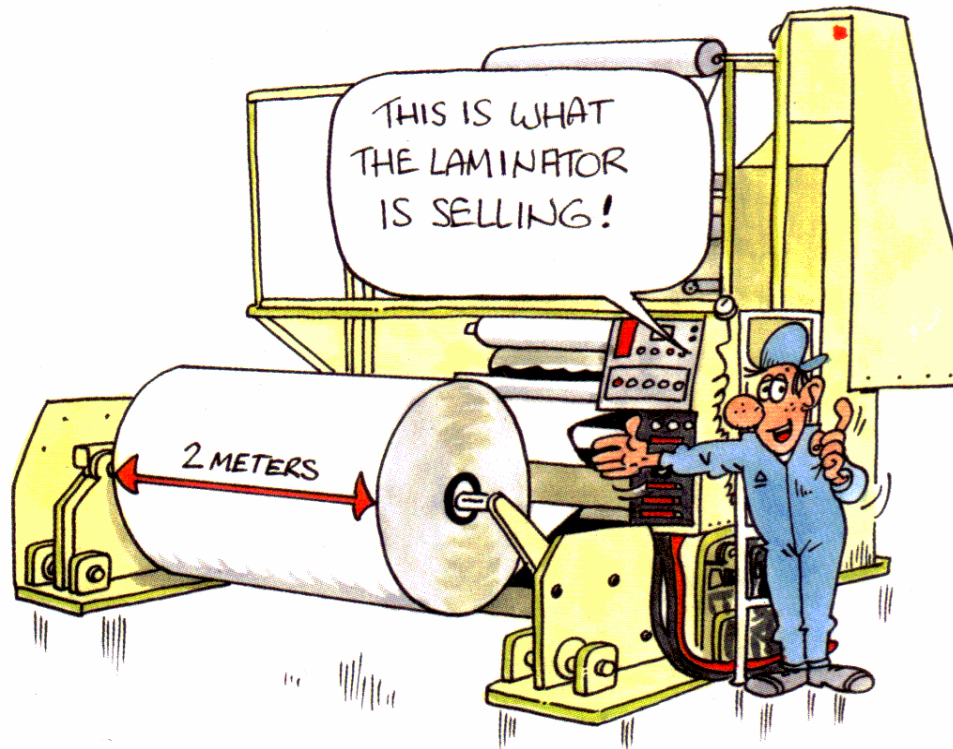
- Would you like to reduce you base-material cost by 10-15%?
- Would you like to reduce/eliminate your inventory?
- Would you like to reduce your order-planning time ?

YES !

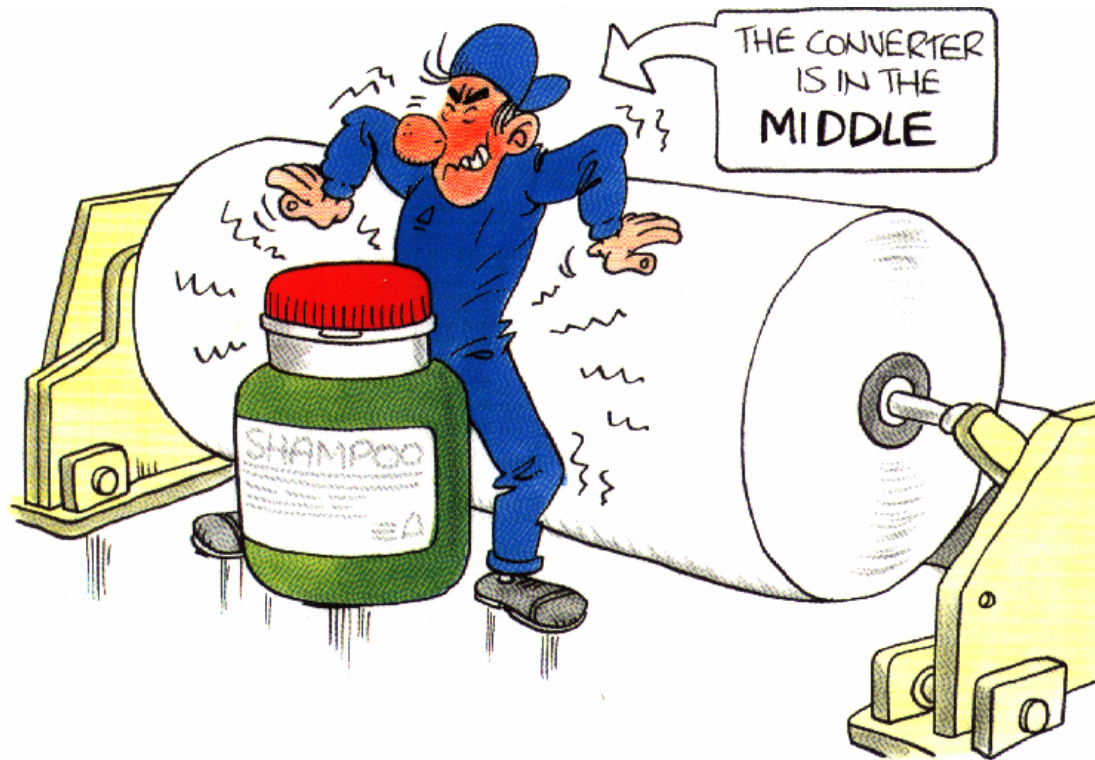
Your customer wants labels in a certain size :



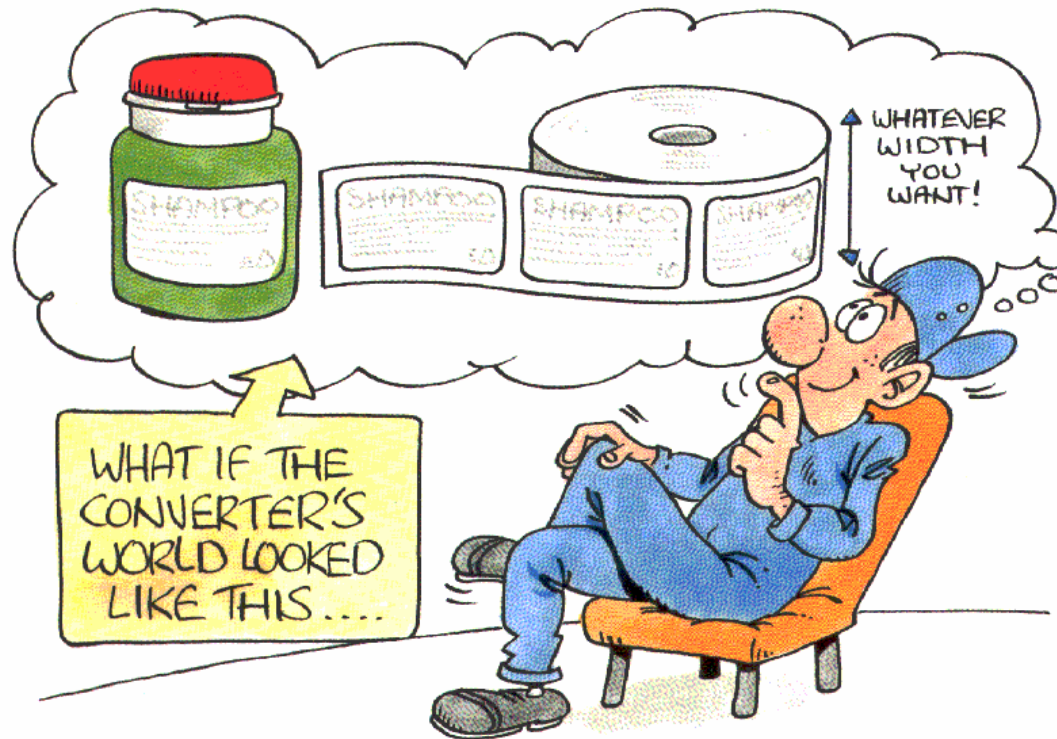
Your base-material supplier sells you :



You're stuck in the middle ! :



In the ideal world it should be like this :



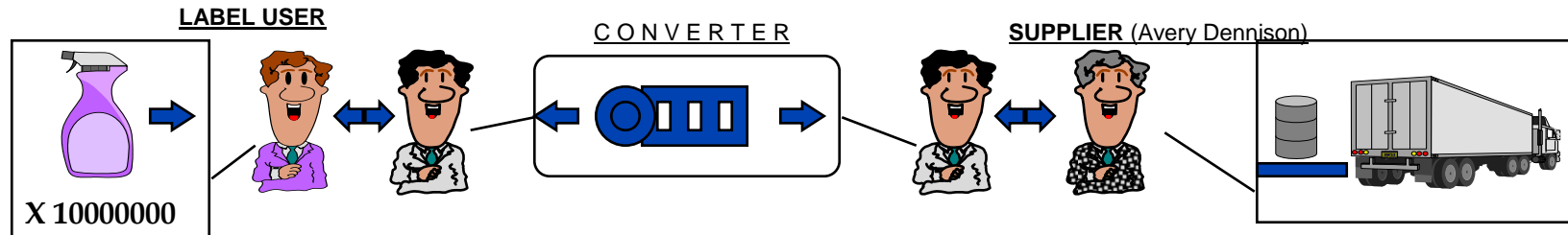
FASSON

Ideas that work for you™

Welcome to Fasson EXACT:

Now you can order whatever width you want at a specified length on selected core Fasson products

WHAT IS Exact BUYING?



We need some labels!

- Labels
- Size
- Timing
- Price

We need label stock!

- # labels x size = 100,000 lin. metres
- 353 mm wide
- > Place Order
- <-- Immediate response to customer

Assume

- Exact
- (no width restrictions)

Response known in advance

'We deliver your material Tuesday'

Vs alternative

1. Need to order full coater width (2x353, 1x294)
2. Do I have stock
How much?
3. Do I have other orders to combine to optimise
1-meter ordering?
4. What is my trim cost?
5. What is my Inventory Cost?
6. What do I do with trim rolls?

Without
Exact

“Exact saves Time, saves Cost and makes life easier for YOU and YOUR customer”

The EXACT Service Offering

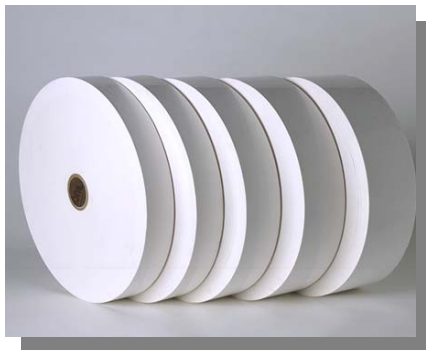
- **Orders placed by 2pm on Exact products will be dispatched within twenty four hours from the 2pm cut off time.**
- **Minimum order quantity of one cheese as part of a minimum delivery of 500m² (ie. Part of delivery of another order)**

Utilising the benefits of Exact :

Example 1: You have a 170mm label, printed one across

Without Exact: Currently ordering 200mm wide cheeses

With Exact: You buy the size you really need (184mm) and the number of cheeses you need:



1 x 170mm = 170mm label
2 x 7mm = 14mm (edge trim)
Size req'd = 184mm



This represents a saving of 8% on material alone

Using 100,000m² p.a @ approx. \$0.75/m²

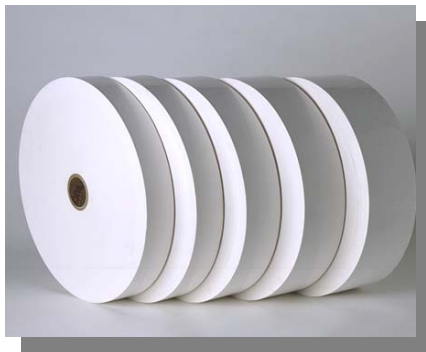
➔ Saving of \$5,250 p.a

Utilising the benefits of Exact :

Example 2: You have a 144mm label, printed 2 across

Without Exact: Currently ordering 333mm wide cheeses

With Exact: You buy the size you really need (305mm) and the number of cheeses you need:



2 x 144 = 288mm (labels)
2 x 7 = 14mm (edge trim)
1 x 3 = 3mm (internal trim)
Size = 305mm



This represents a saving of 7.6% on material alone

Using 100,000m² p.a @ approx. \$1.05/m²

➔ Saving of \$7,980 p.a

Utilising the benefits of Exact :

Example 3: You have a 81mm label, printed 3 across

Without Exact: Currently ordering 300mm wide cheeses

With Exact: You buy the size you really need (263mm) and the number of cheeses you need:



3 x 81 = 243mm (labels)
2 x 7 = 14mm (edge trim)
2 x 3 = 6mm (internal trim)
Size = 263mm



This represents a saving of 12.3% on material alone

Using 100,000m² p.a @ approx. \$1.05/m²

➔ Saving of \$12,915 p.a

POTENTIAL SAVINGS \$\$\$\$\$\$

- *A potential saving of **\$26,145 p.a** could be made on material alone for these three examples by fully utilising EXACT.*

POTENTIAL SAVINGS \$\$\$\$\$\$

- ***Use your “Fasson Exact savings calculator” to calculate the savings that you could be making to your business.***
- ***Contact your Avery Dennison representative should you require a copy of the Savings Calculator.***

The Benefits Of EXACT Don't End With Trim Reduction:

- ▢ Improved material-yield
- ▢ Reduced/eliminated inventory – less warehouse space
 - ▢ Increased inventory turns – less capital required
 - ▢ Accuracy in pre/post calculation of jobs
 - ▢ Simplify ordering
 - ▢ Elimination of need to optimise supplier-orders
- ▢ No need to add “safety” in sales-prices enhances competitiveness.
 - ▢ Reduction of waste removal and cost
 - ▢ Steer the business to materials giving maximum profitability
 - ▢ Partnership with supplier to ensure optimum utilisation of the service

Bottom-line = 10-15% reduction in cost !

FASSON

Ideas that work for you™