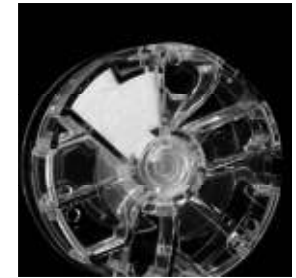
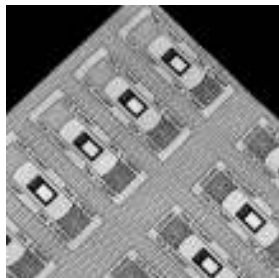




# Plastic Profile and Sheet

Neil Shillingford



# Business Description



- Over 1200 employees
- Eight production facilities
- Equipped with in excess of 280 extrusion machines
- Over 45,000 tonnes of resin consumed per annum
- Library of extrusion dies exceeds 20,000
- Serving over 3200 customers in 40 countries



# Business Description



- One of the largest manufacturers of extruded plastic components in the US
- Value adding design, machining, assembly and fabrication capability
- Customer base is spread across six niche markets – Medical, Aerospace, POP, Traffic Control, Fence and Lighting
- In addition to these markets we also serve a broad range of customers for bespoke solutions



# Key Markets



## Medical

- Non-invasive and minimally invasive Medical tubing.



### Customers

GE Medical

Smiths Medical

## POP

- Proprietary plastic extruded components for retail merchandising.



### Customers

Wal-Mart

Best Buy

## Aerospace

- Highly engineered plastic profiles and components for aerospace.



### Customers

Boeing

Major airlines

# Key Markets



## Traffic Control

- Proprietary safety & control devices used for highway traffic management



Customers  
State authorities  
Road contractors

## Fence

- Proprietary plastic Industrial & privacy fence products



Customers  
Specialist Fence distributors

## Lighting

- Plastic prismatic profile and sheet to the lighting industry.



Customers  
Cooper Lighting  
Hubble Lighting



# Growth Drivers



- **Medical** – Advances in procedures leading to reduced hospital stays
- **POP** – Larger retailers purchasing direct and global expansion
- **Traffic** – High occupancy vehicle lanes (HOV) and safety
- **Aerospace** – Weight saving leading to fuel economy
- **Lighting** – Product design changes to reduce energy consumption

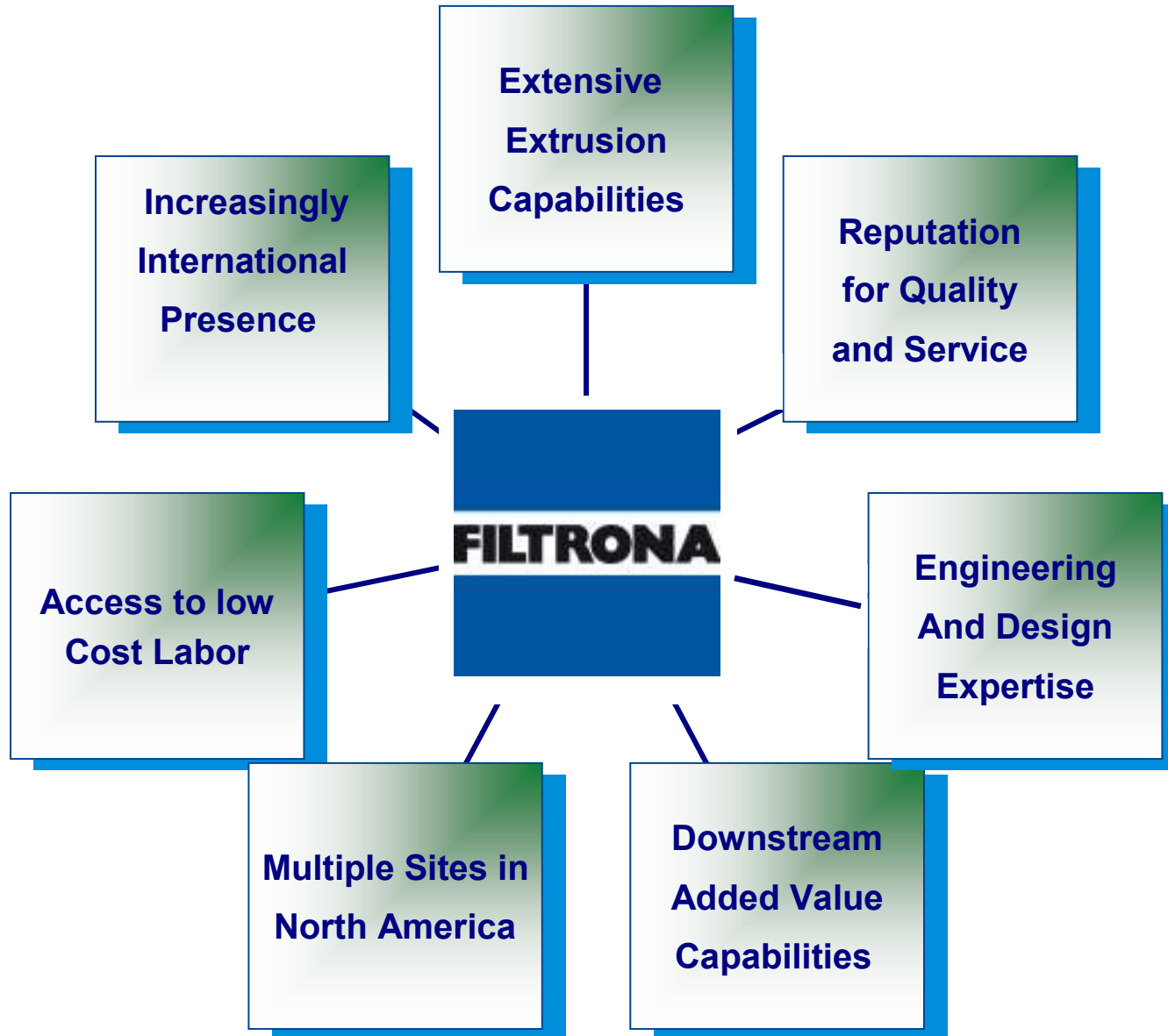


# Market Position



<u>Market</u>	<u>Position</u>	<u>Key competitors</u>
POP	4 – in US 2 – in Europe	FFR / SI / Trion HL Displays
Medical	3 – in US	Kelcourt / Natvar
Aerospace	1 – in US	Stukerjuergen
Traffic Control	2 – in US	Traffix / Bent
Fence	1 – in US	Patrician / Loxscreen
Lighting	1 – in US	Spectrus / Plaskolite

# Competitive Advantage

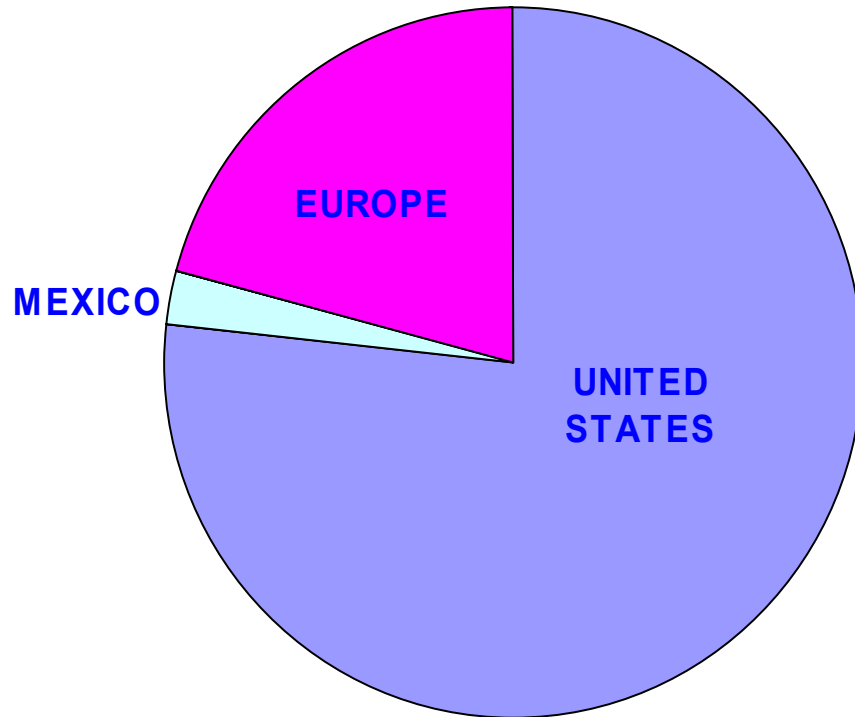




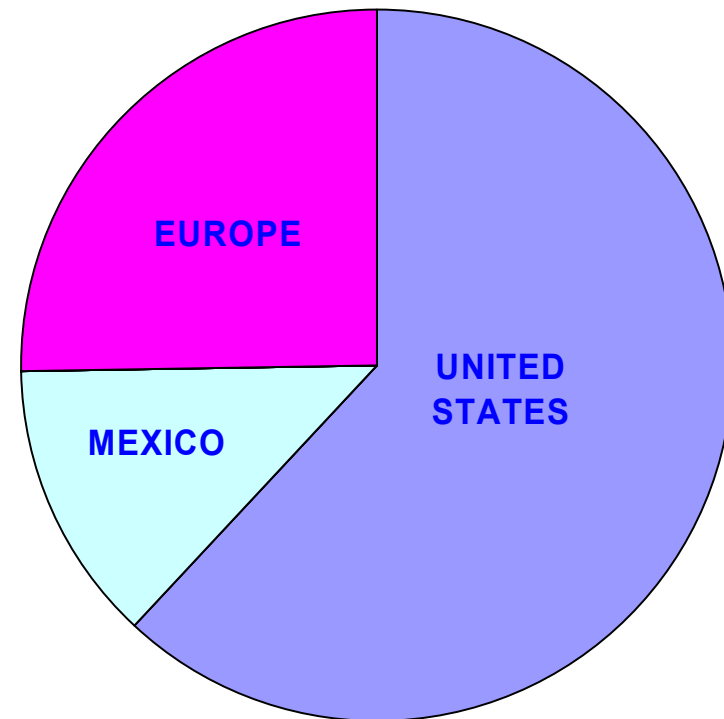
# Manufacturing Footprint – Evolution



2005



2007



By Area – sq ft



# Forward Strategy



- Focus on key markets
- Realignment of North American footprint to drive cost efficiency
- Expansion in lower cost countries
- Continuous improvement
- Acquisitions in key market areas





# Plastic Profile and Sheet

