

# “Total Cost of Ownership” Advantage

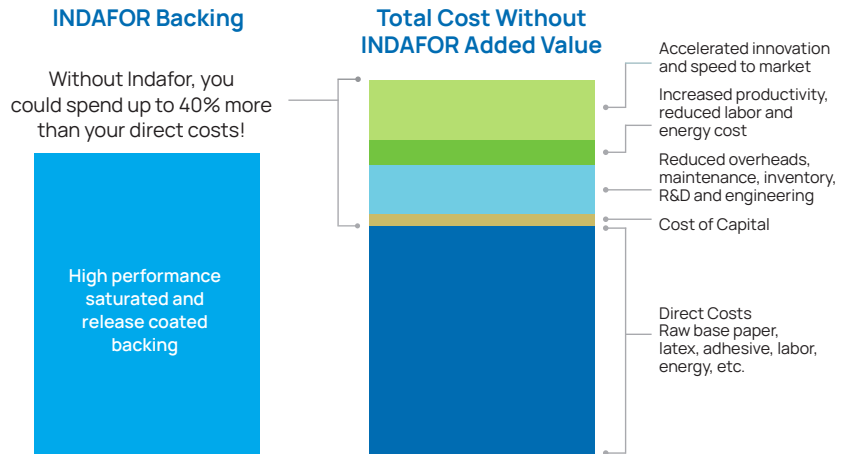
ENHANCE YOUR TAPE SUPPLY CHAIN

You may already know you can depend on Indafor to make best-in-class base papers for your high-performance tapes, but did you know we can also provide a more efficient and cost-effective way for you to produce the final product?

Let us do the heavy lifting by supplying you with a saturated and release coated tape backing. Experience the added value of cost reductions, productivity improvements, inventory management and faster speed to market with new products.

**That’s the Indafor Advantage.**

## A COMPARISON OF TAPE PRODUCTION COST USING INDAFOR SATURATED BACKING VS SELF-SATURATING A RAW BASE PAPER



% of Tape Production Costs		Indafor Advantage and Savings Potential
<b>OPERATIONAL COSTS</b>		
Base Paper	25%	<b>Broad capability of base papers</b> – coarse, smooth, fine, soft and nano crepes; flatbacks and re-pulpable flatbacks
Saturation and Release coating	10%	<b>Accelerate your innovation and speed to market</b> utilizing our 70 years of experience in latex saturation applications and chemistries
		<b>Optimize your product design</b> with our precise coat weight control and proprietary extended-release products
Adhesive coating	25%	Improved productivity and <b>more efficient use of adhesive</b>
Energy	5%	Our Neenah high performance tape backings run faster and more consistently for <b>more efficient energy usage</b>
Labor	6%	Higher output means <b>less unit labor costs</b>
Waste	2%	<b>Eliminate saturator waste</b> and waste disposal costs
Quality returns	2%	<b>Reduce your quality issues and complaints</b> with our < 0.2% quality return rate
Inventory	2%*	<b>Customized inventory management</b> programs for saturated roll supply
Maintenance	3%*	<b>Lower maintenance and repair costs</b>
Cost of Capital	5%*	<b>Reduced capital</b> investment into saturator and release coating assets
<b>INDIRECT COSTS</b>		
Overheads	10%*	<b>Reduction in overheads</b> across several areas – Production planning, regulatory/safety, procurement, etc.
R&D and Engineering	5%*	<b>Accelerate your R&amp;D and speed to market</b> using our unmatched product portfolio and dedicated, experienced tape scientists
<b>TOTAL</b>	<b>100%</b>	