

GLOBAL MANUFACTURING SOLUTIONS

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Company Profile

Pioneer Plastics is a multinational thermoplastic manufacturing company headquartered in Eagan, Minnesota, with production operations in three major countries, United States, Mexico and China. Pioneer's service-based operations include warehouse, distribution, logistics, product fulfillment and assembly located in eleven countries, including Ireland, Hungary, Mexico, Malaysia, Singapore, China, and others.

Pioneer also offers manufacturing services that extend beyond traditional plastic component molding, including metal stamping and machining, biodegradable plastic solutions for environmental sustainability, retail security, irrigation products, and a financial services unit. The industries we serve include computer hardware, electronics, industrial, electrical, medical, retail, automotive, consumer, defense and military, heavy machinery and irrigation.

Who We Are...

- Minnesota based, incorporated 1985
- New 65,000 sq. ft. facility – Eagan, MN
- 35,000 sq. ft. Molding facility – Lexington, IL
- 120,000 sq. ft. Molding facility – Hopkins, MN
- Normal, IL Tooling & Machining Center – 15,000 sq. ft.
- Facilities in Juarez and Queretaro, Mexico – 140,000+ sq. ft. total
- China molding & tooling facility 90,000 sq. ft.
- Operate 170+ injection & compression molding machines worldwide
- National Minority Supplier Diversity Council Certified
- Over 970+ employees and Revenues FYE '08 \$100+ million
- Facilities ISO, QS & TS certified
- Global warehousing & distribution
- State-of-the-Art Tool & Die makers
- Ranked in top 5 U.S. minority certified molders.



Pioneer's New 'Source One' Program

- **Centralized procurement process: the right supplies, commodities, and best prices via early involvement.**
- **Pioneer's engineers and designers consult one-on-one on rapid tooling projects**
- **Customer prototypes and sample articles in less time**
- **Pioneer will prepare RFQs for 3rd party BOM, components or specialized parts for assembly**
- **Global product pricing and logistical cost management**
- **Create distribution and warehousing program based on forecasts leveraging Pioneer's EDI system**
- **Dedicated project and customer service managers oversee and audit programs**
- **Solution: GLOBAL MANUFACTURING = ONE SOURCE**

Global Sourcing & Logistics Summary

Customer's Sourcing Department



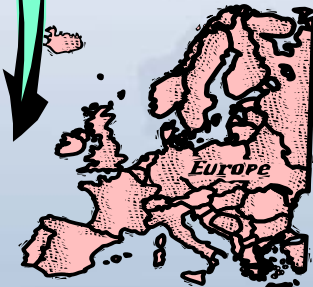
DROP SHIP TO CUSTOMER



US & MEXICO
JOB & DISTRIBUTION
120,000 sq. ft.



CHINA
DISTRIBUTION
140,000+ sq. ft.



IRELAND & HUNGARY HUB
FULFILL EUROPEAN
DISTRIBUTION
250,000 sq. ft.



Mexico Facility

INTER-COMPANY
SERVICES



US OPERATIONS

INTER-COMPANY
SERVICES



China Facility

CHINA HUB

WAREHOUSING
&
DISTRIBUTION

US HUB



GLOBAL DELIVERY

The Pioneer Advantage

- **We offer dual sourcing to mitigate global production risks**
- **Global distribution and logistics – Already in place**
- **Over 26 dedicated and experienced project managers available**
- **Pioneer's global contract prices for commodities in China are in parity with U.S. prices**
- **We can save costs by leveraging our Chinese/Mexican labor**
- **Agility to make product (EC) changes fast**
- **Historical on-time delivery 98% (U.S.)**
- **Experienced management familiar with global supply and manufacturing demands.**

Roadmap to Success

- **Pioneer understands customer's need to reduce transportation and inventory costs.**
- **A careful review and analysis of both historical and current demand forecasts is needed.**
- **Pre-production planning will require re-evaluating packaging methodologies to find cost saving measures.**
- **Pioneer can negotiate with transport companies to seek reliable low-cost solutions.**
- **JIT/Kanban system implementation will require joint planning between Pioneer, the customer and ground transport company.**
- **Both the customer and Pioneer can develop a tactical delivery program that leverage existing relationships with transport company(s).**
- **Pioneer can formulate a comprehensive logistics plan by leveraging our existing warehousing and inventory management system.**

How Pioneer saves costs...

- **Product design and development strategies**
- **Provided tool design ideas to cut material waste/scrap**
- **We've improved efficiencies to control processing costs**
- **Eliminated redundant operational processes for the customer**
- **Integrated forecast management and production planning systems to streamline operations**
- **We offer centralized secondary services and solutions**

SUSTAINABLE PLASTIC PACKAGING SOLUTIONS



P I O N E E R | P L A S T I C S
USA | HONG KONG | CHINA



THERMOTECH

Closure & Lids



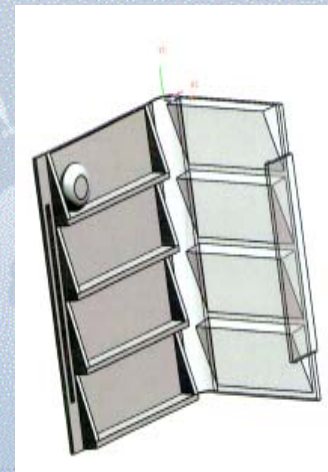
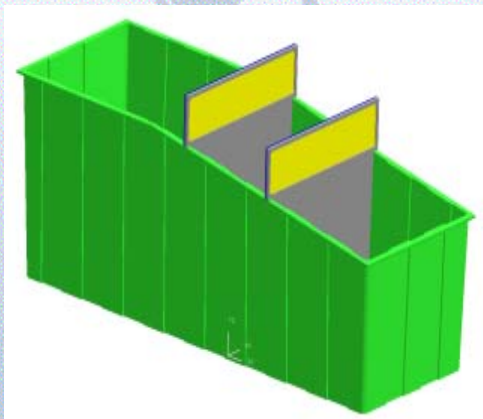
Some of the brand named products and corporate logos referred to or visualized in this presentation are used merely as representative samples of plastic products that can be made degradable and/or biodegradable.

Injection Moulded Containers



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RETAILER PROFILES	SUSTAINABLE PACKAGING APPLICATIONS	SUSTAINABLE PACKAGING ACTION PLAN STEPS INCLUDE:
Retail, Drug and Grocery Chains Sustainable	Pharmacy Prescription Drug Packaging	(1) Initiate a mutual NDA based on Packaging Scope
	Clear Plastic Display Packaging for HBA and	(2) Obtain samples of current packaging with cost reduction objectives
	Personal Care Products	(3) Identify global applications, markets, timetable and compliance requirements
		(4) Propose alternate package design, resins and biodegradation additive options
		(5) Quote molds and completed parts lead-times based on a defined contract
		(6) Build sample molds if required for test applications
		(7) Initiate production tooling and part shipments



So... Why Pioneer?

- **Dedicated response and customer service teams**
- **Project lifecycle management and support**
- **Flexible to meet pricing challenges**
- **Global network of ISO certified partners and suppliers**
- **Global commitment quality and Lean Sigma Manufacturing objectives**
- **Specialists in new product development and manufacturing**
- **Dedicated experienced project management team**
- **Experienced engineers and technicians**
- **And Yes... Able to Compete Globally!**



MIDWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL

THIS CERTIFIES THAT
Thermotech, Inc.

Has met the requirements for certification as a bona fide Minority Business Enterprise as defined by the National Minority Supplier Development Council, Inc. (NMSDC) and as adopted by the Midwest Minority Supplier Development Council.

****NAICS Code(s):** 332710; 333512; 333511; 333220; 326211

****Description of their product/services as defined by the North American Industry Classification System (NAICS)**

August 11, 2009

Issued Date

August 25, 2010

Expiration Date

MN376736

Certificate Number

Interim President, MMSDC

By using your assigned (through NMSDC only) password, NMSDC Corporate Members may view the original certificate by logging in at: <http://www.nmsdc.org>



An affiliate of the National Minority Supplier Development Council, Inc. (NMSDC)