

SOLUTIONS FOR
**Personal &
Home Care**



PRECISION CONVERTING & OUTSOURCE MANUFACTURING

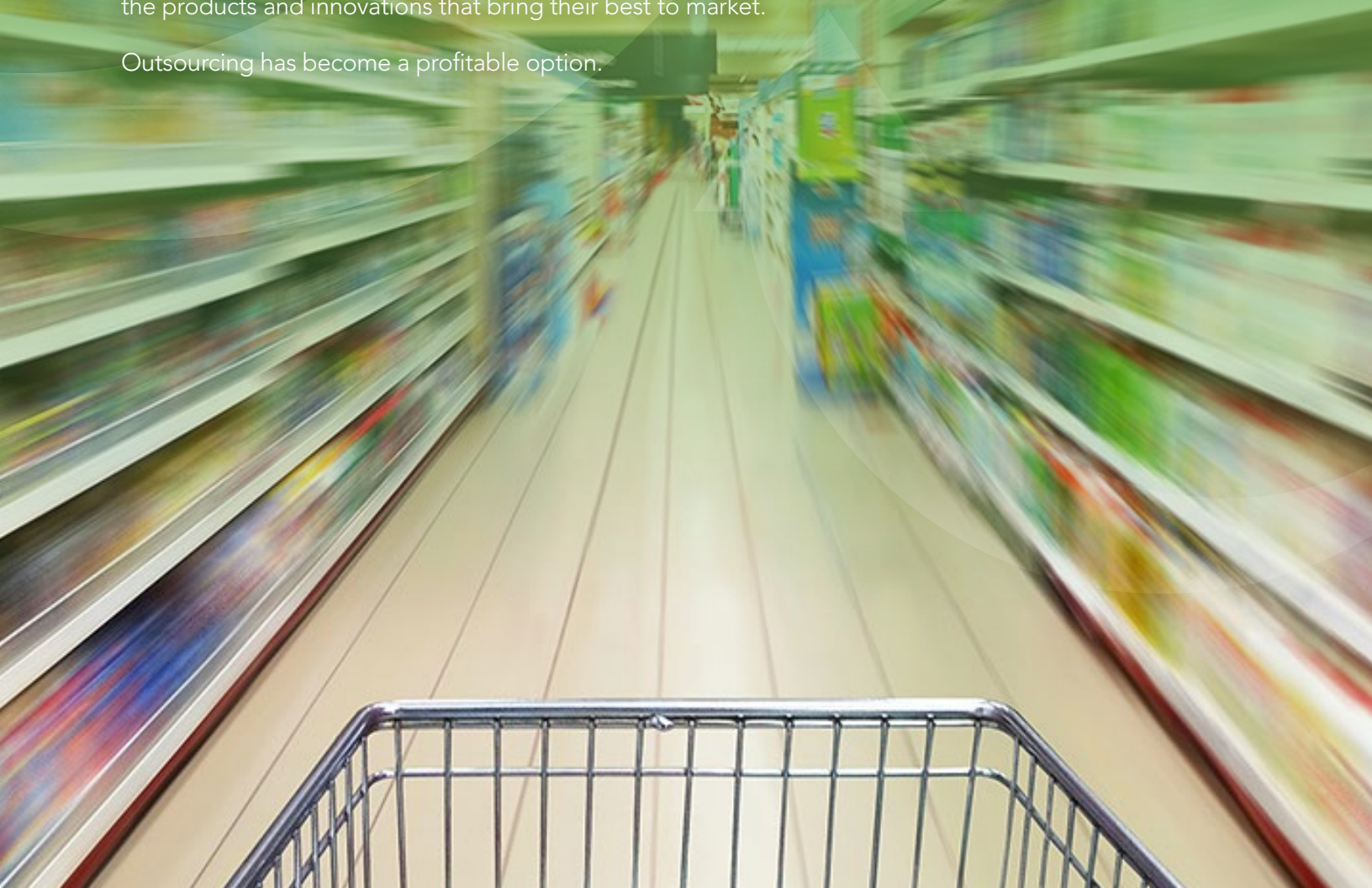
The **need** for **speed.**

With consumer packaged goods, speed-to-market isn't everything. It's the only thing. Because in the race for shelf space, the difference between finishing first and second is invariably the difference between success and failure.

Balancing what consumers want – how and when they want it – against the inherent complexities involved in providing it to them only compounds the challenges. Personal & home care companies must stay abreast of rapid innovation in materials while maintaining the utmost product safety for consumers and the environment. Simultaneously, they're expected to reconcile consumer product desires with manufacturing realities in the face of ever-increasing competition.

Success today requires P&HC companies to constantly rethink their strategies. It's about re-evaluating and modifying how they deliver value as a complete package to their customers. And it's about focusing on the products and innovations that bring their best to market.

Outsourcing has become a profitable option.



Why outsourcing is in.

The P&HC industry continues to increase its reliance on suppliers for a variety of services, from design through sourcing, manufacture, and supply chain management. This provides a wide array of benefits:

- It equips speed-to-market with a whole new gear, enabling you to accelerate the adoption of new solutions, especially in markets facing increasing competition and commoditization.
- It maximizes flexibility, allowing you to be more nimble in adapting to evolving customer needs.
- It reduces costs, helping companies like yours improve both competitiveness and profit margins.
- It streamlines workflow and simplifies your processes by moving make-ready work like printing and converting out of your manufacturing facilities.
- It leverages outside perspective, enabling you to inject new thinking about technologies and material options.

Ultimately, by removing the burdens of sourcing and component manufacturing, outsourcing enables you to concentrate on your core competencies – precisely those areas where you add the most value.



Web Industries:

A history of thinking ahead.

At Web Industries, we specialize in large-format converting and printing services for the world's leading P&HC brands in retail and institutional markets. Offering unmatched scale in multi-color printing, slitting, and spooling capabilities all under one roof, we're uniquely equipped to respond to their challenges with a single objective in mind – to provide appealing products to their consumers. Having spent a half-century processing, manufacturing, and advancing materials science, it's a specialty we come by naturally.

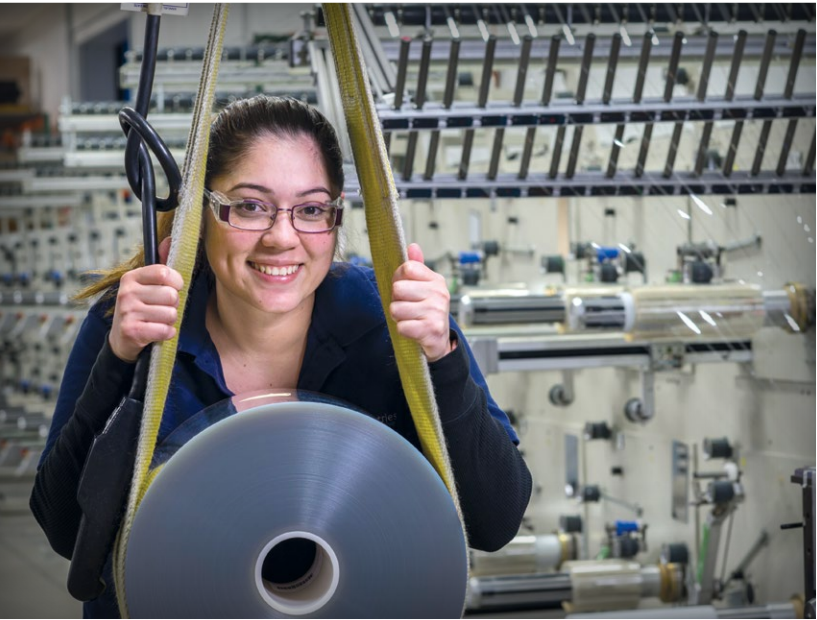
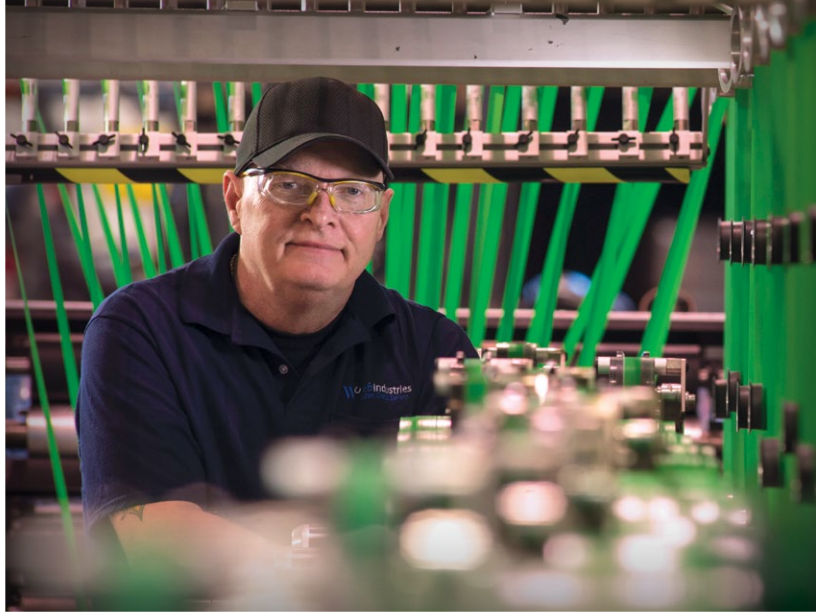
It's most notably expressed in our meticulous approach to materials handling. It's plainly visible in our precise printing and ink systems, capable of bringing colorful and functional designs to market. And it's why customers find us so easy to work with. In solving product and process challenges alike, you can count on us to maximize cost-effectiveness, optimize productivity and profitability – and get you to market in record time.

Reputation. Innovation. Accountability. It's why the world's top P&HC companies trust Web to accelerate their go-to-market success. They appreciate our efforts to assertively address both product and process challenges. And they value our ability to help them bring new products into the marketplace faster.

Trust us to do the same for you.



We offer over 35 precision converting and manufacturing lines and a broad range of inline capabilities that can be adapted to your specific product needs. We can also customize our converting processes to your unique specifications



Reducing risks. **Improving results.**

We realize the importance of our role in your success, which is why we bring a simple, consultative approach to creative problem solving. We listen to your needs. We develop close, collaborative relationships with you and your team. We share what we've learned from our years in the business. We innovate. We streamline your trial and qualification process. And we make sure to make good on our promises.

When you work with Web Industries, know this: You're working with a partner, not a supplier.



Our ingenuity with a **personal touch can make a big difference.**

OVER \$1 MILLION IN ANNUAL SAVINGS FOR A DIAPER MANUFACTURER.

A leading manufacturer of personal care products engaged Web Industries to streamline its manufacturing and logistics; in effect replacing a manufacturing process that involved multiple steps and locations for one that's better suited to its competitive challenges.

Guided by the principles of lean manufacturing, we jointly identified areas of improved manufacturing efficiency and collaborated to create a scalable solution based on comprehensive supply chain consolidation. Within weeks, we delivered an improved manufacturing process featuring 90" wide in-line printing, slitting, and spooling out of a single location.

This approach eliminated two intermediate resizing operations, two manufacturing locations, two costly freight legs, and generated annual savings for our client in excess of \$1 million.

“ Both manufacturing and logistics were streamlined.”

ADDITIONAL BENEFITS

- Reduced lead times - The lead time required to produce the nonwoven substrate was cut from six weeks down to less than two weeks.
- Improved inventory velocity - The lead time reductions and shortened supply chain improved inventory velocity and reduced inventory carrying costs by 70%.
- Reduced complexity - The new consolidated manufacturing process greatly simplified the material management process and reduced day-to-day management costs.
- Reduced waste - Eliminating unnecessary intermediate processes cut overall waste by nearly 75%.



What **Web Industries can do for you.**

Web Industries employs an entire spectrum of technologies and services to optimize your production rates by custom-tailoring the manufacturing process for efficient workflow, supply chain, and quality reporting needs.

AREAS OF FOCUS

- Baby Care
- Feminine Care
- Adult Incontinence
- Personal Safety / Face Masks
- Home Cleaning
- Filtration
- Draw Tapes
- Food and Specialized Packaging

RELY ON US FOR A VARIETY OF SERVICES.

We offer a complete range of value-add services:

PRODUCT DEVELOPMENT

We work with our clients to get their products off the drawing board and into the marketplace quickly and efficiently by leveraging a broad range of converting capabilities that can be customized inline to meet specific product needs.

LARGE DIAMETER PRECISION SLITTING

Home to several of the largest custom-designed converting lines in the world, our precision slitting services support longer manufacturing run times while maintaining your tightest tolerances.



LARGE FORMAT SPOOLING

Industry-leading large format spooling lines, featuring precision web control and unique material handling capabilities, produce wide-width/large OD spools that maximize customer's run times.

MULTICOLOR FLEXOGRAPHIC PRINTING

Water and solvent-based 8-color flexographic printing offers unprecedented ink control to allow manufacturers to graphically differentiate their products in the marketplace.

ULTRASONIC EMBOSSING

Advanced ultrasonic bonding/embossing capabilities combine multiple materials on a continuous web at commercial-production speeds.



HOT MELT & ADHESIVE LAMINATING

Hot melt spray and adhesive lamination technologies produce wide laminates with unique material flexibility and control. These can be combined with particulate encapsulation for multi-layered products.

COMMERCIAL SCALE CAPACITY

From product development and early-stage trials through ramp up to full production and warehousing of converted materials, we keep you supplied as needed.

VENDOR MANAGED INVENTORY SERVICES

Industry-leading material management and inventory control services eliminate the need for investment on non-core production infrastructure and labor.



QUALITY ASSURANCE

Our dedicated P&HC processes and quality assurance systems ensure that products exceed our customer's expectations. Our quality management system is certified to ISO9001:2015.

MATERIAL KNOWLEDGE

From nonwovens to plastics, specialty films to SAPs, we have experience with a range of materials that few companies can match and a knowledge base that few companies can equal.

ALL UNDER ONE ROOF

Performing all of these services from a single location, we offer our customers improved costs and unmatched manufacturing and logistical efficiencies.



Put us to **work for you.**

Looking for value? Determined to reduce your risks?
Ready to redefine speed-to-market? Web Industries is
your precision converting and outsource manufacturing
partner. Contact us to find out how our industry-leading
precision converting technologies and printing services
can help you get meet your targets, gain market share,
and maximize your profitability.

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Web Industries is 100% employee-owned.

