



APPLIED Adhesives'

Total Cost-in-Use Approach



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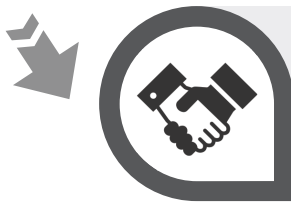
Baseline

Baseline your "current state" while making observations about possible improvements without disrupting production.



Report

A report will be created from the baseline summarizing the value we can provide.



Align

Gain mutual alignment that the value is obtainable and determine next steps.

"We take the time to understand your processes and offer insightful data-driven recommendations that best fit your application and budget."



Validate

Validate the value by running demonstrations, whether that be in our lab, on your line, etc.



Earn

After validation, our goal is to earn your business and work together with you to determine a timeline and process to transition supply to Applied Adhesives.

Our Goal: Earn the right to be your **PROVEN PARTNER**

Over the past 30 years, Applied Adhesives has utilized this fundamental process to deliver value to our partners. The primary step is the **Baseline**, which cultivates the opportunity to identify areas of process improvement, cost reduction, and improved working environments for your employees.

Typical results from utilizing APPLIED's approach:

- 10-30% waste reduction and process improvement
- Identify worker safety opportunities
- Reduction in plastic consumption report
- Optimized applications versus industry