

NATIONAL ACCOUNTS SERVICES

Make Ellsworth Adhesives your preferred vendor and take advantage of our National Accounts Program. By partnering with us on a national level, you'll receive a customized vendor supply agreement that provides access to a host of high-value services tailored for your company. In addition to implementing cost-savings programs, our team will work with you to identify long-term financial savings that maximize our partnership. Benefits include:

- Periodic business reviews to ensure our solutions match your ever-changing needs
- Firm annual pricing agreements that coincide with your fiscal year
- Annual cost review by vendor to mitigate manufacturer price increases and reduce disruptions in the order process
- Annual cost savings through plant and application-focused projects
- Annual growth incentive programs to reward our partners for growth
- Reduced stock out and expedite costs associated with line-down situations through vendor managed inventory at all global locations
- Reduced inbound freight costs through consolidated shipping
- Custom packaging services to align product solutions with application needs
- In-house specialty chemical and equipment technical support

Preferred Vendor Value Added Services

Annual Cost Saving Commitment • Reserved Inventory • Negotiated Pricing
Ellsworth Adhesives ePlus Inventory Solutions • Technical Support • SKU Reduction Review
Consolidated & Periodic Invoicing • Automated Inventory Management Equipment
Regional Price Lists • Harmonized Pricing Renewals • Plant Consumption Review
Consolidate Purchases from Multiple Vendors • Local Ellsworth Adhesives Representation

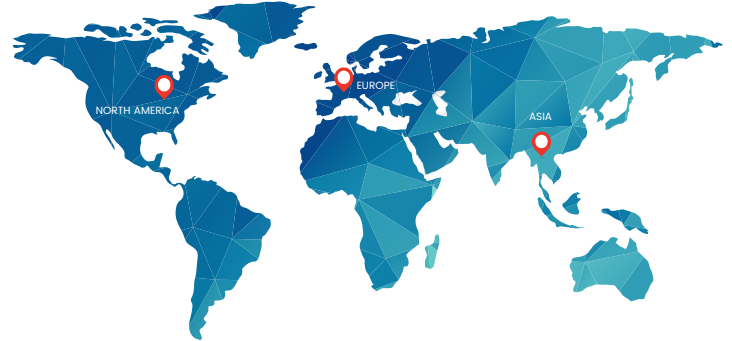
NATIONAL ACCOUNTS SERVICES

Leveraging Our Global Presence

Let us worry about finding the product for you. With locations all over the globe and strong vendor connections, we help you fight supply chain issues and secure materials.

Harmonized Service

Have a global company? We can provide harmonized pricing across multiple sites.



WE ARE ELLSWORTH ADHESIVES

With over 80 experienced Engineering Sales Representatives in North America and 200+ globally, Ellsworth Adhesives provides complete specialty chemical solutions for your National Account needs.

To place an order or for more information,

Ask the Glue Doctor®
800.888.0698 | ellsworth.com

Examples of Cost Savings

- 1. Reserved Inventory** - Ellsworth Adhesives will hold safety stock and manage inventory shelf life
- 2. Purchase Order Processing Reduction** - Reduce number of purchase orders and associated transaction fees
- 3. Expedite Reduction** - With inventory management, there are less stocking issues where expedited shipping is needed
- 4. Supply Chain Management** - We will leverage our global supply chain to ensure you get product when you need it
- 5. Scrap Reduction** - With inventory shelf life management, scrapped products are dramatically reduced
- 6. Inbound Freight Costs** - With shipments coming to your facility on consolidation, inbound shipping costs will decrease
- 7. Inventory Handling Costs** - We will provide all on-site inventory management services