



TAYLOR™

Cold Chain Storage and Distribution Products



The Cold Truth Behind Today's Marketplace

Though generally occurring behind the scenes and out of view of the end consumer, refrigerated storage and distribution are vital aspects of modern logistics strategies. Hospitals, retail pharmacies, pharmaceutical companies and veterinary supply manufacturers all rely on the “cold chain” to safely bring their products and services to market. Likewise, flower and plant nurseries and the entire food and beverage industry depend on the proper handling of refrigerated merchandise.

The stakes are enormous — one broken link in the chain creates tremendous risk for your brand and can result in lasting customer disappointment. For that reason, it's imperative that you choose a cold chain support partner who can provide the products needed to get you from the point of manufacture through warehousing, shipping and distribution. Taylor can then merge your various labels, packaging supplies and marketing materials into our cold chain to provide a seamless, efficient experience.



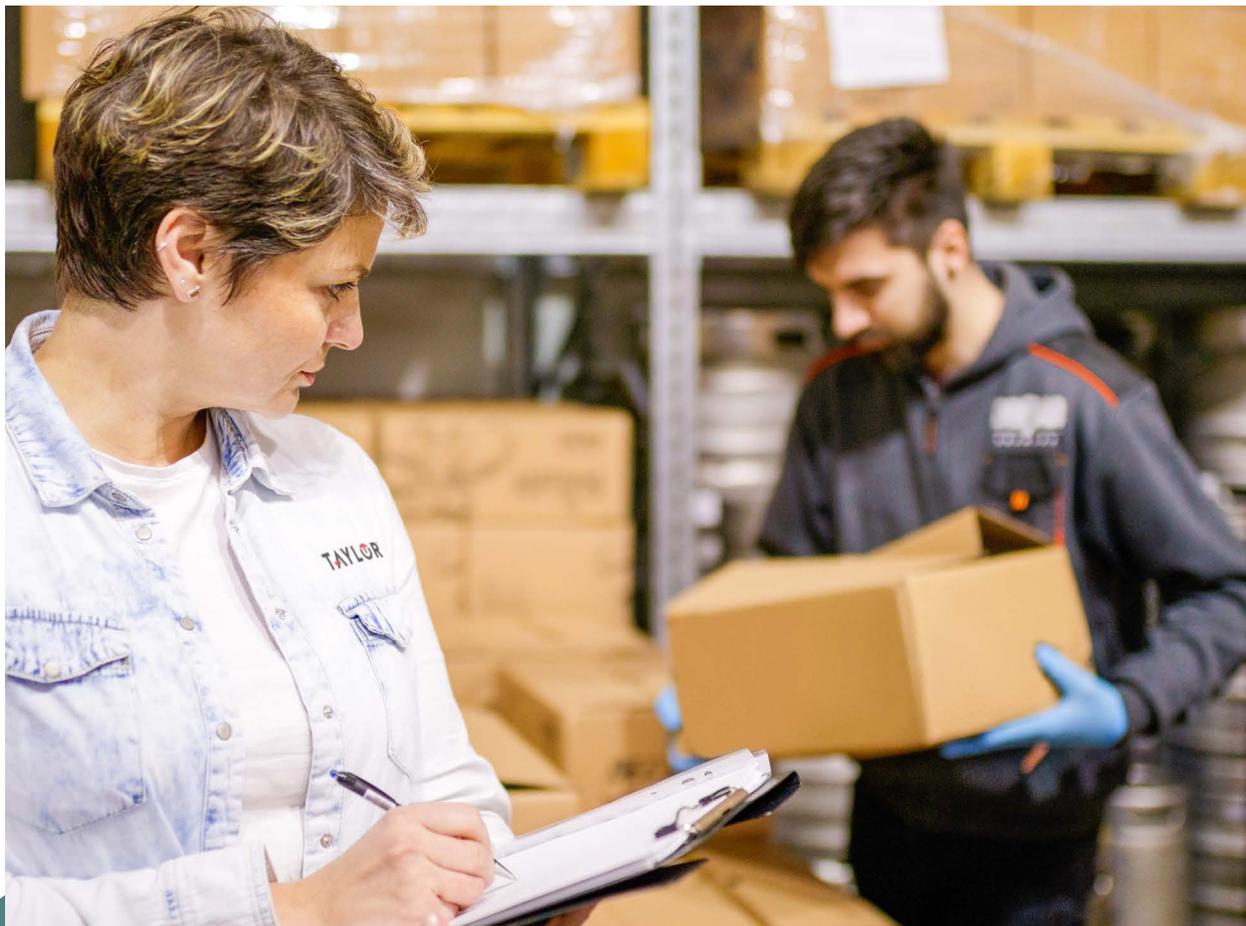
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Taylor: A Leader in Cold Chain Products

With more than 20 years of experience – and deep relationships specific to refrigerated storage and distribution – Taylor is an established leader in cold chain support. Our capabilities include:

- Ambient temperature storage products shipped from Taylor warehouses, third-party logistics partners, or direct-shipped from supplier partners
- A national freezer network for freezing gel packs as a refrigerant for medicines, vaccines and other temperature-sensitive products



One Size Does Not Fit All

Taylor brings a scalable, consultative approach to cold chain. Rather than implement a “standard” solution, we seek to optimize our clients’ existing cold chain programs by recommending alternatives that offer clear cost and performance benefits. This often begins with detailed on-site surveys of client facilities.

Clients large and small across a wide variety of industries source their cold chain products from Taylor for three reasons:

1. Massive Footprint

Taylor manages an immense distribution network that eliminates inventory stock-outs and provides clients with a timely, uninterrupted supply of cold chain products. We utilize Taylor-owned logistics centers across the country augmented by select third-party facilities. This enables us to provide customized solutions that meet each client's needs and results in the most economical distribution costs in the industry.

- Our national supply chain – from Alaska and Hawaii to Puerto Rico and all points in between – reduces shipping costs and ensures you always have the products you need, where and when you need them. Specific capabilities include:
 - Warehousing, consolidation and distribution of products, including just-in-time (JIT) delivery of mixed goods
 - Kit assembly and pack-outs, both general and customer-specific
 - Coolers for winter/summer packs and refrigerated/frozen applications
- Taylor enables clients to consolidate their supply networks so they can spend less time on receiving-related tasks and more time on their core businesses.
- We offer both pre-frozen gel pack programs as well as a national network of industrial freezer and packaging options.

2. Materials Expertise

Taylor partners with a deep roster of cold chain product suppliers including large manufacturers, testing laboratories and packaging engineering companies. We are able to custom design, build and validate products supporting your cold chain needs using a variety of eco-friendly technologies including:

- EPS and biodegradable EPS
- Corn and starch-based containers
- Wood-based coolers
- Drain-safe gels, no-sweat materials and custom-printed films

3. Proven Experience

To work with the biggest you need to be the best. Taylor has long been a trusted provider of cold chain solutions for many of the largest retail pharmacy networks in the nation.



Unbeatable Product Selection

The sheer range of cold chain products available from Taylor is extraordinary. Whether a stock item or custom-engineered to a particular application, Taylor enables you to source all of the following (and more) through a single supplier relationship:

- Bottles and closures
- Bubble wrap
- Corrugate
- EPS and biodegradable EPS coolers, in many sizes
- Forms
- Gel packs, both pre-frozen and unfrozen
- Insulated mailers
- Labels, both stock and custom
- Mailing pouches
- Marketing materials
- Plastic bags, for both manual-fill and autofill applications
- Secure documents



Certifications and Proficiencies

For more than two decades, Taylor has honed its cold chain offerings by meeting the exceptionally demanding requirements of healthcare and pharmacy clients and their use of life-saving medications. These innate capabilities enable us to deliver unbeatable performance to clients in other industries as well.

- All of Taylor's cold chain products meet or exceed the requirements of USPS®, FedEx® and UPS®.
- Our team regularly creates solutions that meet stringent ISTA® 7E requirements – providing packaging components that consistently ship at 2° to 8° Celsius in winter, spring, summer and fall.
- Beyond our specialization in cold chain, Taylor also holds multiple certifications that confirm our status as one of the top five graphic communications companies in North America:
 - HIPAA compliance, privacy and security controls
 - PCI Merchant Level 2 compliant processes
 - SOC2 Type II Audit controls
 - SSAE 16
 - Return Path ISP Monitoring (email spam)
 - ISO 9001:2015
 - G7® Master Qualified Printer

Key Partnerships: Pharmaceutical-Grade Refrigerators and Freezers

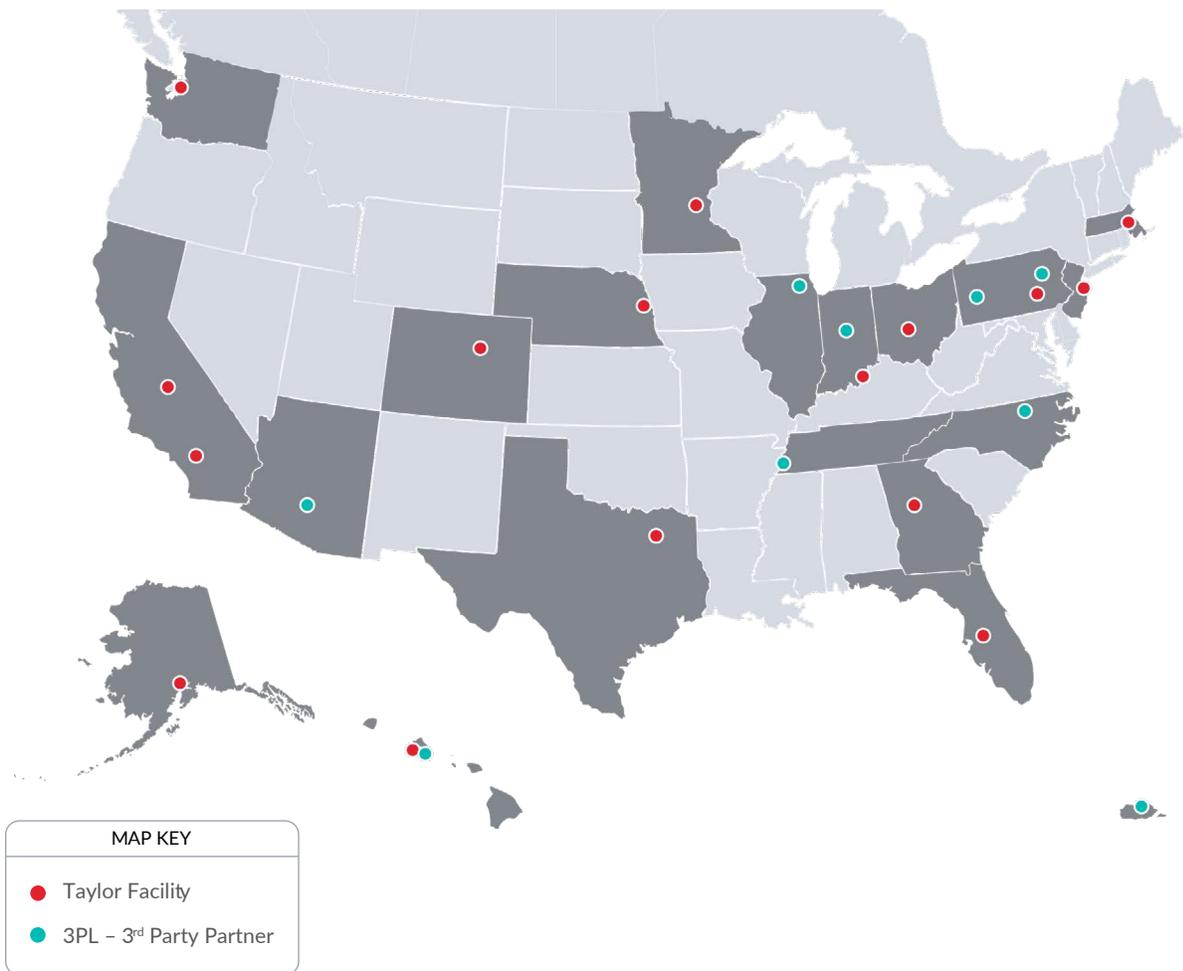
Taylor partners with an industry-leading provider of cold storage equipment to offer solutions capable of sustaining the ultra-low temperatures necessary for many biological products – such as vaccines. Through this partnership, we are able to deliver a complete line of cold storage solutions to the life sciences market including pharmacies, clinics, hospitals and laboratories.

- Adjustable set points as low as -86°C
- ENERGY STAR certified options
- Environmentally friendly CFC-free refrigerants
- Storage volumes from 14 to 72 cubic feet



Warehousing and Distribution Locations

The proof is in the picture. In partnership with our carefully chosen third-party logistics providers (3PL), Taylor maintains a network of 34 cold chain warehousing and distribution facilities. Each facility is strategically located to ensure swift delivery and minimize risk across all time zones from coast to coast.





Results

Taylor's comprehensive cold chain packaging and shipping solution has had far-reaching impacts on pharmacy operations.

Case in Point: Retail Pharmacy

Challenge

One of the nation's largest retail pharmacy chains relied on multiple vendors for the various cold chain supplies needed to handle medications at thousands of stores nationwide. As a result, the cold chain products used by the company differed from store to store and pharmacists received several deliveries each day — pulling them away from filling prescriptions and providing counsel to customers.

Solution

Taylor standardized the cold chain products used by the client, eliminating process and cost variability from store to store.

Instead of receiving multiple shipments of cold chain materials sporadically throughout the day, stores receive a single daily shipment from Taylor.

Seeing opportunities in the company's cold chain product assortment, Taylor recommended higher-performing alternatives that withstand FDA audits and meet ISTA®, USPS®, FedEx® and UPS® requirements.



CUSTOMER SERVICE

Pharmacists can focus on filling prescriptions and interacting with customers, providing a better overall experience.



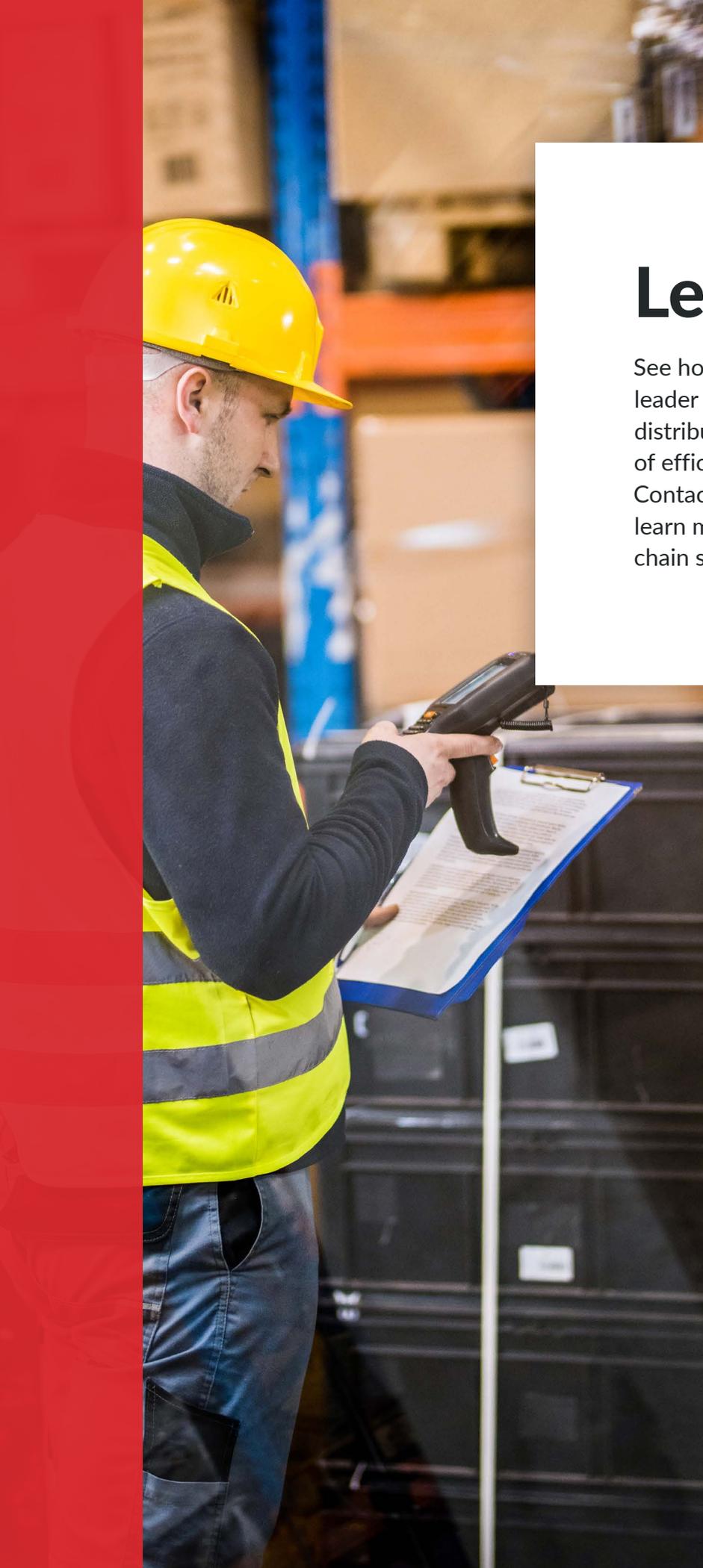
FINANCIAL REPORTING

The same SKUs are now delivered to every location at the same cost, simplifying accounting and forecasting across the chain.



BRAND IMAGE

The standardized product assortment has brought a more consistent appearance to their cold chain prescription packages.



Learn More

See how working with an established leader in refrigerated storage and distribution products can bring new levels of efficiency to your entire operation. Contact your Taylor representative to learn more about our comprehensive cold chain support capabilities.

TAYLOR[™]

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