



Rj
Schinner

**GLOBAL
SOURCING &
PROCUREMENT**



RJ Schinner has been sourcing and procuring product globally since 2006.

Gloves and cutlery have historically been sourced from overseas resources, while many products in high demand today such as sustainable bagasse plates and hinged containers are currently only available from overseas producers, making importing more necessary than ever.

While domestic producers appear to be a logical option, an inability to be competitive, meet supply demand within certain product categories, requirements for greater order minimums, and special print requests, have driven us to look to global options with increased frequency, leading to annual import sales in excess of \$100 Million, and growing!





Sea of Japan

CHINA

Philippine Sea

South China Sea

PHILIPPINES

INDONESIA

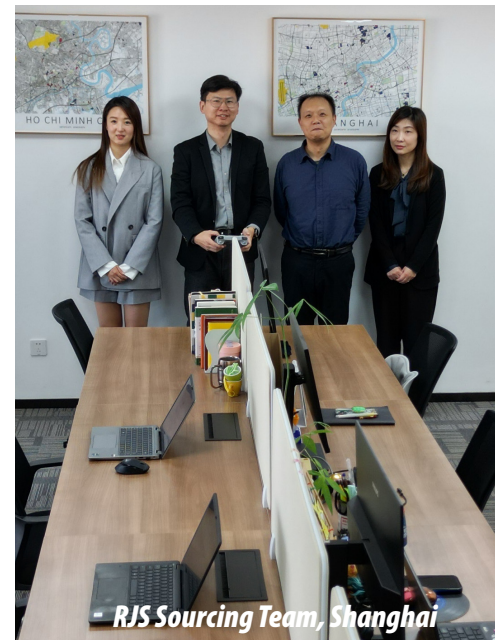


- RJS Sourcing Office, Shanghai



With the establishment of the RJ Schinner Sourcing Headquarters in Shanghai ROC, we have put in place an experienced team to manage our growing stable of factories and partners in China and throughout Southeast Asia including Vietnam, Malaysia, and Indonesia.

With this team in place, we are able to ensure that the factories we partner with are focusing on our needs, that they are fully compliant socially, and that they are meeting the ever-changing standards and certifications necessary to ensure compliance with Federal and State product requirements and standards.



- RJS Sourcing Team, Shanghai

In addition to Southeast Asia, we continue to build relationships in the Americas.

Factories are producing product for us in Mexico, Columbia, and Ecuador. The push for expansion in Central and South America allows for improvement in shipping transit times, and allows us to hedge any potential geopolitical disruption in traditional supply markets in the unforeseen future.



- Mexico City, Mexico



- Panama Canal, Panama

This global investment allows us to better control the quality of product produced, shortens development time of new product and product categories, and allows us to continue to build our family of exclusive brand products including Empress, Empress Elite, Empress Earth, Performance Plus Simple Earth, Strongman, and Nova.



With a team on the ground in Southeast Asia we are able to work in real time and be in the factories producing our product which eliminates the layers between us and the source, as well as the challenges with traditional channels, agents, and trading companies. We are also able to manage our own shipping and logistics allowing us to be better informed regarding our orders, and how they are moving across the globe to our 20 North American branches, or to our customer directly.





Working with RJ Schinner on a global procurement program provides major benefits:



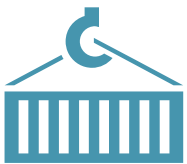
By leveraging RJ Schinner's purchase volume and taking advantage of our established relationships with our factories, customers can purchase directly from those same factories, providing significant cost savings.



RJ Schinner will clear all international customs and handle all logistics to make certain goods arrive as promised.



RJ Schinner will handle customers' letters of credit, wire transfers, or telex of funds. We will leverage current relationships, with document and payment following the same process in place for our own importation, allowing factories a comfort level through the existing relationship.



RJ Schinner will manage shipment consolidation when ordering from several factories based overseas.



Orders can ship directly from overseas to the customer on a CIF basis. Product price will include the freight cost to the customers' door avoiding a separate freight bill.



Current Import Offering:

- Bagasse Food Service Products
- Cone Cups
- Cups (Plastic & Paper)
- Cutlery
- Face Masks
- Facial Tissue
- Foil Rolls
- Foil Containers
- Food Service Containers
- Foodservice PPE
- Gloves
- Molded Fiber Cup Carriers
- Mops & Brooms
- Napkins
- Pizza Boxes
- Portion Cups
- Register Rolls & Guest Checks
- Straws/Arrow Picks
- T-Shirt Bags
- Toilet Seat Covers
- Towel & Tissue Dispensers



***Additional Products may be Available upon request**

