

## Understand pricing and supply chain.

### Supply chain migration plan

<u>2007</u>	<u>2008</u>
<p><b>PRIORITY ON SERVICE &amp; CUSTOMIZATION TO GAIN NEW CUSTOMERS SO MARKET SHARE</b></p> <ul style="list-style-type: none"><li>• Core range is manufactured by 1 to 5 units by two selected suppliers.</li><li>• Customers buy from 3M or direct from suppliers.</li><li>• Regions recommended to follow selling price recommendations (ELNSP)</li></ul>	<p><b>PRIORITY ON SCALE &amp; BUSINESS PROTECTION TO KEEP CUSTOMERS AND EXPAND MARKET SHARE</b></p> <ul style="list-style-type: none"><li>• Core range is manufactured by 10 to 20</li><li>• Customers have a leasing and maintenance contract.</li></ul>

Currently there are two scenarios for the Vulkan equipment (preferred models in bold):

1. Customer buy's directly at Vulkan
2. **3M order the machinery at Vulkan and provides it for free for the first trial. Customer will order at Vulkan new equipment themselves afterwards. (Proven solution in most of the European countries yet)**
3. **3M buy's at Vulkan, owns the machinery and rents it for each job to the customer**

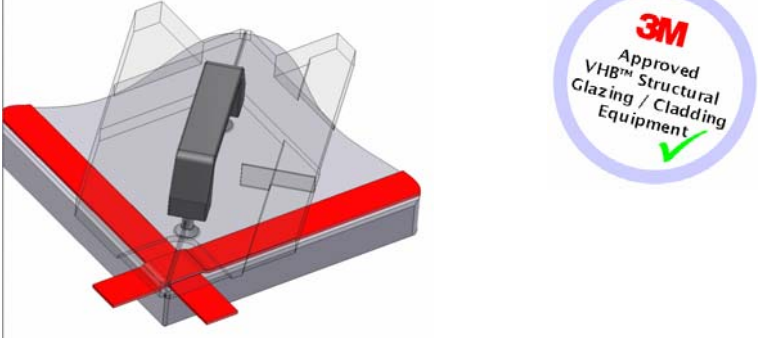
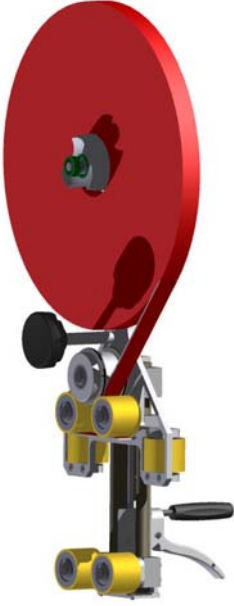

Vulkan is keeping Willi Schull in the loop of every delivery. Vulkan can also make adjustments to special customer profile / needs if time enough for modification.

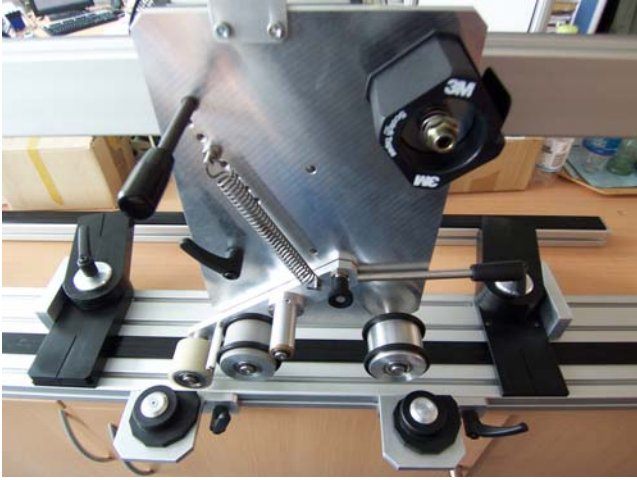



Vulkan is Ariba listed already.

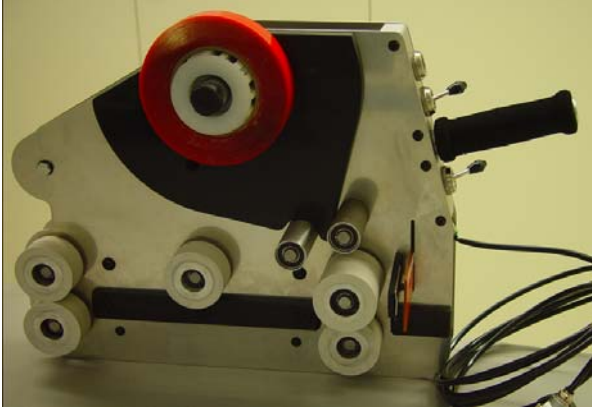

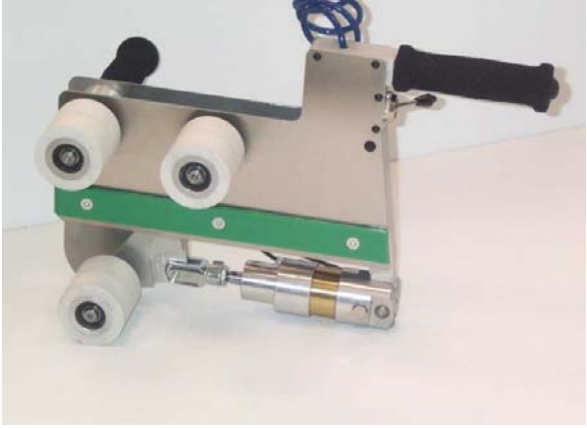

If you order at Vulkan please ensure the exact machine name as shown in this file!

**Pricing is TC**

**With a margin of 35% you see the Recommended Selling Price (RSP)**

Tool	Source	VHB™ on Glass	VHB™ on Profile	TC Price €
<p><b>3M SGA 100 Mitre Guide</b></p> 	Vulkan, Germany	n.a.	n.a.	<p>54.80,-</p> <p><i>Rec. selling price: 84.30,-</i></p>
<p><b>3M SGA 200 R Hand Laminator (in preparation)</b> (not finally approved yet by Uwe Manert)</p> 	Vulkan, Germany	X	-	<p>2190.-</p> <p><i>RSP: 3370,-</i></p>
<p><b>3M SGA 300R Hand Presser</b></p> 	Vulkan, Germany	n.a.	n.a.	<p>1020.-</p> <p><i>RSP 1570.-</i></p>

Tool	Source	VHB™ on Glass	VHB™ on Profile	TC Price €
<p><b>3M SGA 400R-2000 Linear Laminator</b>  <i>2000 fits for 2000mm panel width</i>  <i>3000 fits for 3000mm panel width</i>  <i>4000 fits for 4000mm panel width</i>  <i>other width on request</i></p>  	Vulkan, Germany	X	X	<p><b>2000</b> 5350.- RSP 8230,-</p> <p><b>3000</b> 5610.- RSP 8630,-</p> <p><b>4000</b> 5880.- RSP 9046,-</p>
<p><b>3M SGA 500R Continuous Laminator</b> (R for right version)  <b>3M SGA 500L Continuous Laminator</b> (L for Left version)</p>   <p><b>Picture 3M SGA 500R</b></p> <p>Max. tape width 40mm Special width on demand</p>	Vulkan, Germany	-	X	<p><b>1480.-</b> RSP 2280.-</p>

Tool	Source	VHB™ on Glass	VHB™ on Profile	TC Price €
<p>Flexa SG Tape Dispenser  <i>“Lamiflex VHB Tape Laminator”</i>  <b>KT777303290</b></p>  	3M Stock	X	-	<b>1500.-</b> <b>RSP</b> <b>2307.-</b>
<p>Flexa SG Pressor  <i>“Lamiflex VHB Tape Pressor”</i>  <b>KT777304082</b></p>  	3M Stock	n.a.	n.a.	<b>750.-</b> <b>RSP</b> <b>1153,-</b>

Flexa Equipment on 3M stock in Carpiano (Italy)

**Vulkan Equipment direct via:**

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