



Global Sourcing Solutions

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Mission Statement

We are committed to...

- ◆ Providing our manufacturers and customers with global sourcing solutions they can trust
- ◆ Seeking out the highest quality solutions with an emphasis on consistency and best value
- ◆ Bringing innovative, value-added products to our customers for both branded and own brand solutions
- ◆ Employing the most highly ethical, well trained and motivated individuals

ArchPoint Sourcing Overview



- Founded in 2006, Headquarters in San Antonio, TX
- Significant line of credit available

Tim Bramble **President - Sales**

Experience

- 33 years in the CPG industry
- Scott Paper, Ocean Spray, Luke Soules and Acosta

Education

- BA, Wayne State College

Location

- San Antonio, TX

Jesse Edelman **COO**

Experience

- 20 years in the CPG industry
- P&G, Luke Soules, Webvan, Heinz, Jarden and The Partnering Group

Education

- BS, Rensselaer Polytechnic Institute

Location

- San Antonio, TX

Richard Spoon **CEO**

Experience

- 21 years in the CPG industry
- P&G, Campbell Soup and The Partnering Group

Education

- MBA, Kellogg School of Management
- BBA , Texas State University

Location

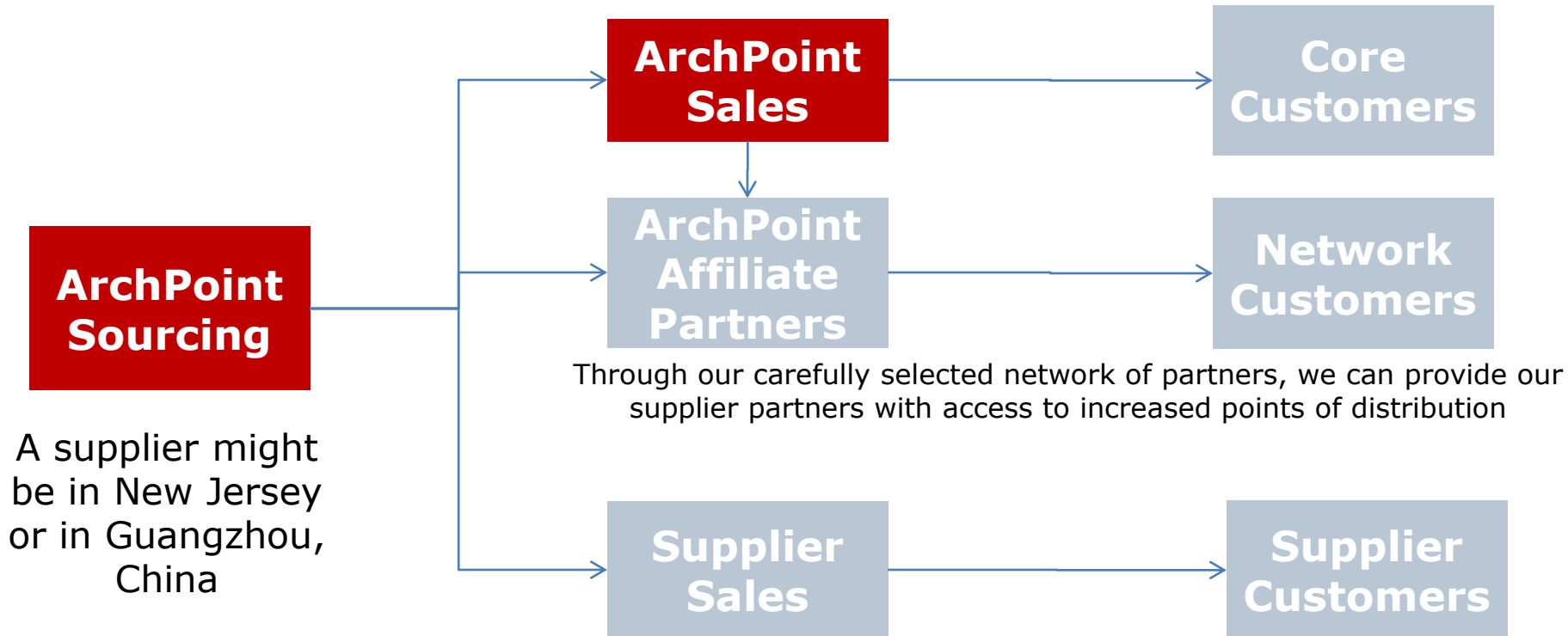
- Lafayette, LA

ArchPoint Sourcing & Sales



The service we provide can range from traditional local market representation to full scale global sourcing, including all sales, marketing, procurement and logistics activities

We have a core set of customers that we work with directly



Capability Review

- Global sourcing
 - Plant identification
 - Plant certification
 - Quality control
- Packaging
- Order processing
- Full EDI Capabilities
- Freight and logistics
- Local warehousing
- Full-Scale Marketing Support:
 - Packaging support
 - Product development/innovation
 - Public relations
 - Brand development



Product Currently Being Sourced...

- Plastic cutlery
 - Retail packs
 - Foodservice
- Toothpicks
- Straws
- Plastic containers
- Foam plates
- Foam trays and containers

Case Study – Acadian Crossing Consumer Products

In 2006, a large retail customer approached ArchPoint Sourcing to deliver a full line of plastic cutlery to support their own brand requirements

- ◆ Step 1 - ArchPoint identified multiple production options and qualified several plants in several Asian countries
- ◆ Step 2 – 3 plants were selected for product development; after multiple stages of sampling and testing, one plant in China was approved
- ◆ Step 3- Qualified plant goes through rigorous testing and certification
- ◆ Step 4- Production starts (Jan. '07) – as interim step, brand created to fill gap through own brand development

Results

- ◆ Through the first 16 months, sales have increased over 10% - driven primarily by flawless service and in-stocks (previous supplier experience over 15% out of stocks)
- ◆ Own brand conversion completed in August '08
- ◆ New categories being reviewed for expanded sourcing opportunities



NOTE - To facilitate the process, Acadian Crossing Consumer Products was created as a division of ArchPoint Sourcing for this type of retail sourcing

Why ArchPoint Sourcing?



Committed to results

Innovative, comprehensive solutions

Exceptional service

Built on people!