

Cold Chain Storage and Distribution Products





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COLD CHAIN PRODUCTS

TAYLOR



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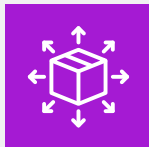
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Capabilities Overview

A LEADER IN COLD CHAIN PRODUCTS

TAYLOR



More Than 20 Years of Experience

- Deep relationships specific to refrigerated storage and distribution
- Ambient temperature storage products shipped from Taylor warehouses, third-party logistics partners or direct-shipped from suppliers
- National freezer network for freezing gel packs for medicines, vaccines and other temperature-sensitive products



Why Source From Taylor

FOUR THINGS SET US APART

TAYLOR



1

Massive Footprint

- Taylor-owned logistics centers nationwide augmented by select third-party facilities
- More than 1.5 million sq. ft. of Taylor-owned storage space available
- From Alaska and Hawaii to Puerto Rico and all points in between
- Additional 2.5 million sq. ft. available through third party partners nationwide



Why Source From Taylor

FOUR THINGS SET US APART

TAYLOR

2

Materials Expertise

- Partnerships with cold chain product suppliers including testing labs and package engineering
- Ability to custom design, build and validate
- Expanded polystyrene (EPS) and biodegradable EPS





Why Source From Taylor

FOUR THINGS SET US APART

TAYLOR

3

Ecologically Sustainable Materials

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





Why Source From Taylor

FOUR THINGS SET US APART

TAYLOR



4

Proven Experience

- A long-time trusted provider of cold chain solutions for many of the largest retail pharmacy networks in the nation
- Warehousing, consolidation and distribution
- Just-in-time (JIT) delivery of mixed goods
- Kit assembly and pack-outs
- Coolers for winter/summer and refrigerated/frozen applications



Taylor is the *only cold chain provider* in our portfolio and there's a reason for that. It's because they're pretty good at it. They do a *great job every day*.

JOE CECILIANO

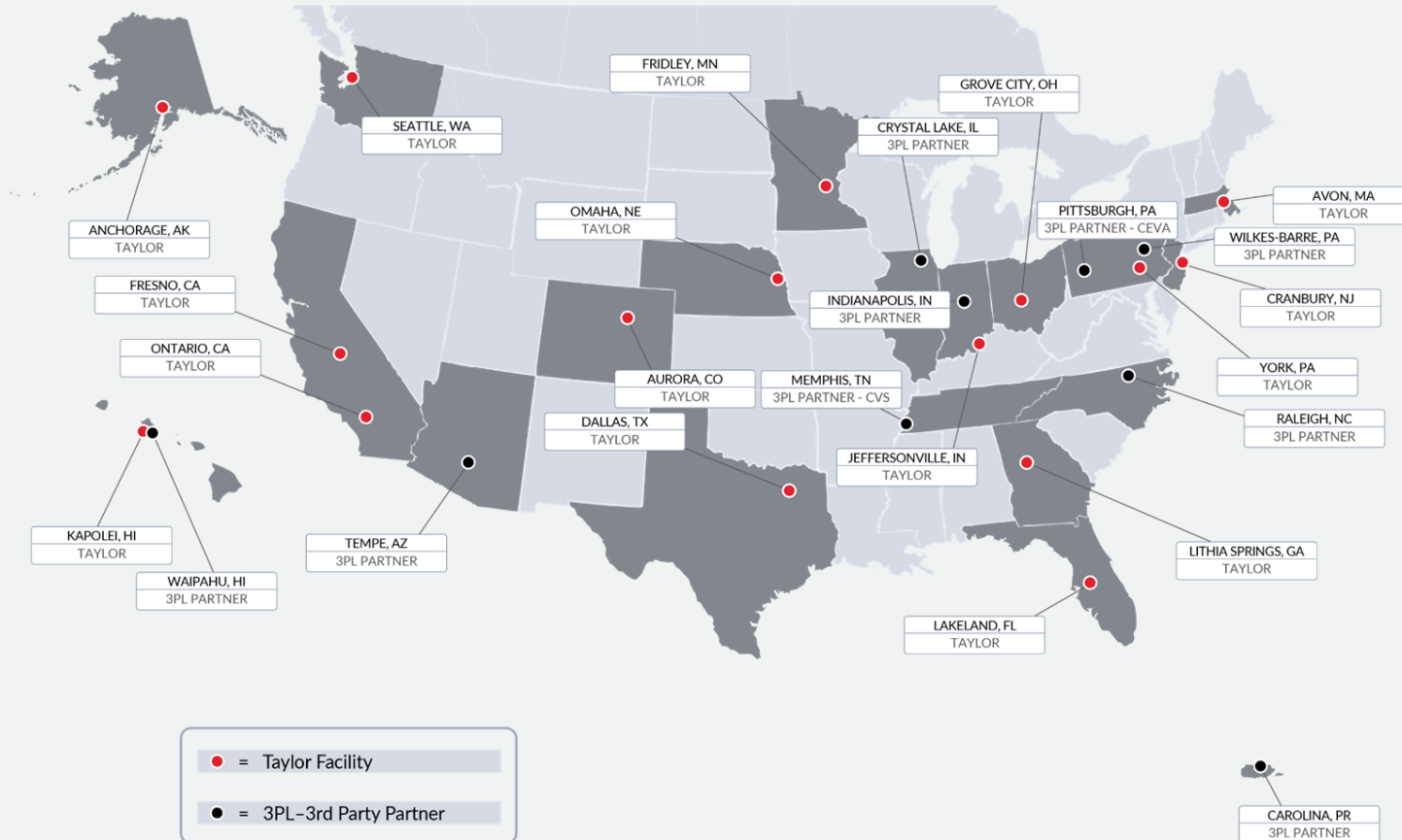
VP of Business Products and Services
Managed Healthcare Associates



Warehousing and Distribution Locations

TAYLOR

STRATEGICALLY LOCATED FOR SPEED AND EFFICIENCY





Product Selection

A TRUE SINGLE-SOURCE SUPPLIER

TAYLOR



Both Stock and Custom-Engineered

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



Certifications and Proficiencies

EXPERTISE HONED OVER DECADES

TAYLOR



Meeting Transportation Requirements of Cold Chain

- USPS®, FedEx® and UPS®
- ISTA® 7E
 - 2° to 8° C shipments year-round

A Top-Five Graphic Communications Company

- HIPAA compliance, privacy and security controls
- PCI Merchant Level 2 compliant processes
- SOC 2 Type II Audit controls
- SSAE 16
- Return Path ISP Monitoring (email spam)
- ISO 9001:2015
- G7® Master Qualified Printer



Key Partnerships

SUSTAINING ULTRA-LOW TEMPERATURES

TAYLOR



Pharmaceutical-Grade Refrigerators and Freezers

- 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



Taylor in Action

A CLOSER LOOK AT OUR COLD CHAIN CAPABILITIES

TAYLOR





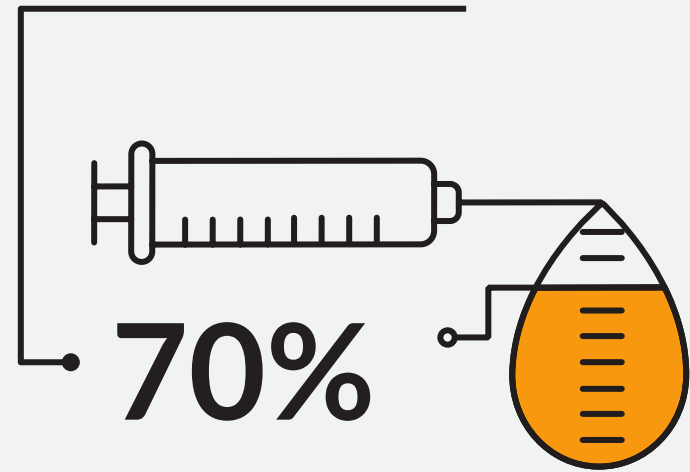
New research reveals how national pharmacies are using technology, tracking, and smarter vendor partnerships for safer drug delivery.

Few logistics are as delicate as shipping pharmaceuticals to pharmacies.

Taylor, a leader in kitting, fulfillment and cold chain distribution, wanted to better understand the best practices, technologies, and thinking that pharmacies use to keep drugs safe and effective.

Taylor hired an independent research firm to survey a random sample of 155 Pharmacy Leaders about their approach to Cold Chain Distribution for pharmaceuticals.

Pharmacy Leaders say that a close relationship with their cold chain distribution vendor **increases drug safety by**





Current Research

THE STATE OF COLD CHAIN PHARMACEUTICAL DISTRIBUTION

TAYLOR



Only **54%**
of Pharmacy Leaders who strongly prefer to use one
source for all their cold chain supplies **have actually**
taken action to limit their supplies from just one

88%

of Pharmacy Leaders say they prefer to use just
one source for all their cold chain supplies



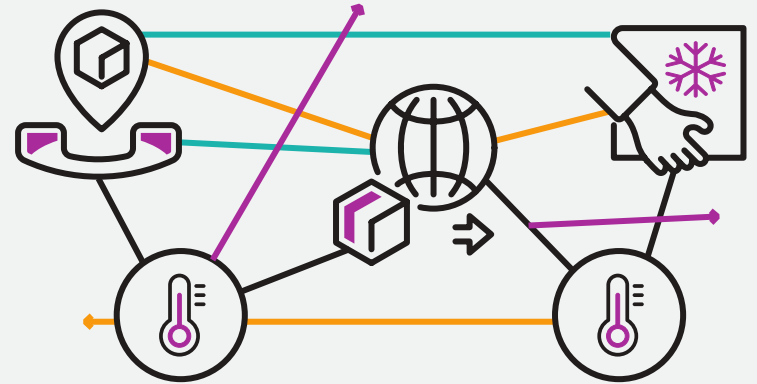
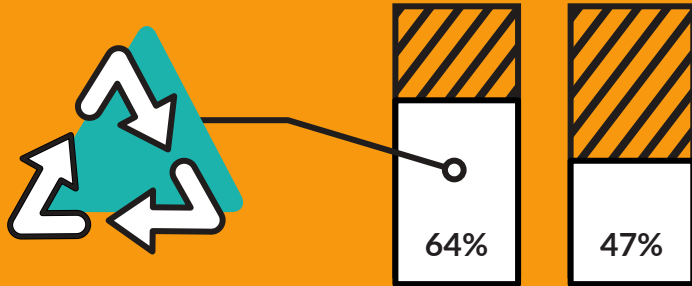


Current Research

THE STATE OF COLD CHAIN PHARMACEUTICAL DISTRIBUTION

TAYLOR

Today, Pharmacy Leaders are using **64%** recyclable materials compared to 47% five years ago



Only **60%** of Pharmacy Leaders say they deeply understand the best practices of cold chain distribution



Current Research

THE STATE OF COLD CHAIN PHARMACEUTICAL DISTRIBUTION

TAYLOR

The top cold chain packaging goals
of Pharmacy Leaders



Highly
recyclable



Sustainability
in sourcing



Low
shipping cost



79%



of Pharmacy Leaders say they expect their fulfillment vendors to **proactively find ways to make their packaging more sustainable**

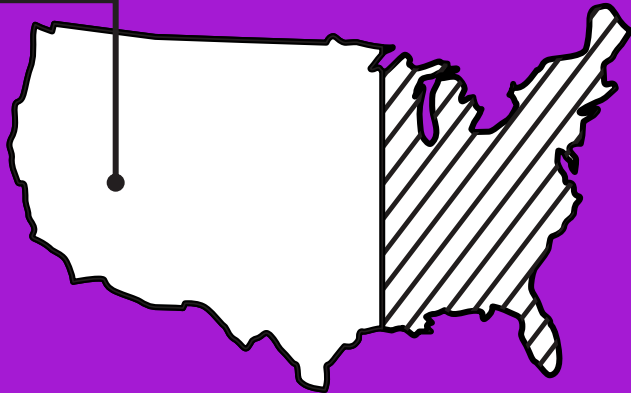


Current Research

THE STATE OF COLD CHAIN PHARMACEUTICAL DISTRIBUTION

58%

of Pharmacy Leaders won't do business with a fulfillment vendor that **doesn't have an extensive warehouse footprint across the U.S.**



76%

of Pharmacy Leaders say **reducing shipping weight of cold chain packages is a top priority**



Case Study

HEIGHTENED PRODUCTIVITY FOR A RETAIL PHARMACY

TAYLOR



Challenge

One of the nation's largest retail pharmacy chains was experiencing logistical challenges in relation to cold chain packaging and shipping products:

- Multiple vendors for coolers, gel packs, insulated mailers, labels, forms and documents
- Products differed from store to store, creating process and cost variability
- Multiple cold chain deliveries to each store every day, pulling pharmacists away from their work



Case Study

HEIGHTENED PRODUCTIVITY FOR A RETAIL PHARMACY

TAYLOR



Solution

Taylor used its vast national warehousing network to provide a single-source solution:

- Cold chain products standardized across the entire chain
- Consolidated everything into a single daily shipment to each store
- Recommended higher-performing products to withstand FDA audits



Case Study

HEIGHTENED PRODUCTIVITY FOR A RETAIL PHARMACY

TAYLOR



Results

Taylor has had far-reaching impacts on the retailer's pharmacy operations.

CUSTOMER SERVICE

Pharmacists can focus on filling prescriptions and interacting with customers.

FINANCIAL REPORTING

The same SKUs are now delivered to all stores at the same unit cost.

BRAND IMAGE

Standardized products have enhanced brand consistency.



TAYLOR

Thank You

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