

# A Extend your capacity

## Situation you may face

- Customer demand for your product exceeds your internal capacity
- You have the need for a small batch that will adversely impact your operational efficiency (e.g. R&D work, small customer order)

## Solution

- Ancos can serve as an extension of your capacity for key processes such as Drying, Blending, Solid stating / crystalizing
- We place significant focus on understanding the level of quality and service your customers expect, and seamlessly serve as an extension of your operations

## Value creation

- Value creation per pound of product could be **greater than 10x** the investment in marginal incremental tolling fees
  - Avoided lost orders due to demand exceeding capacity
  - Prevention of dissatisfying customers with extended lead times
  - Prevention costly change overs for small batches

## Example Ancos customer

- A leading advanced materials company had business demand for a dried product that exceeded their internal capacity
- If they were not able to meet customer turnaround time expectations, they would have lost the business
- Ancos provided overflow capacity for drying services on ~1MM lbs of product

### Value creation:

- Incremental margin saved = \$2-3MM
- Tolling investment <\$175k
- Return on investment > 10x





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