

FALCON PLASTICS ACQUISITION OF POLY-CAST

ALL CUSTOMER FAQ'S

Why did Falcon Plastics acquire Poly-Cast?

The acquisition enhances the company's custom injection molding business through extended service and product offerings with the addition of wax molding components and further reaching market share in the industrial, medical, automotive, and recreational markets. This acquisition will enhance Falcon Plastics business model as a full-service solutions provider in the custom molding sector. Following the acquisition, Falcon Plastics will operate facilities in three states — South Dakota, Tennessee, and Oregon, in addition to the Poly-Cast facility in Suzhou, China — allowing Falcon Plastics to further optimize and expand customer services and logistics.

What does this mean for Poly-Cast customers?

Falcon Plastics highest priority is customer success, and that includes taking care of Poly-Cast's loyal customers. The combined strengths of Falcon Plastics and Poly-Cast will provide customers with new and better ways to produce their custom molded parts.

The acquisition offers numerous benefits to Poly-Cast customers including:

Greater quality parts, on-time: Falcon Plastics expectation has always been high quality parts, delivered on-time, at a reasonable cost. Our new customers should expect the same. Poly-Cast customers will also have access to Falcon Plastics corporate engineering and tooling staff to provide more reliable experiences with tooling and molds.

Continued customer success: Falcon Plastics is committed to its customers and their success, applying its expert team and quality solutions to ensure the best possible parts. Poly-Cast's loyal, global customer base will continue to be engaged and receive exceptional service and support. Falcon Plastics and Poly-Cast remain focused on helping our customers produce quality parts in a timely fashion.

At this time, we will move forward with "business as usual" for Poly-Cast and Falcon Plastics customers. Employees, customers and partners can expect a "status quo" setting with exciting opportunities on the horizon. Both organizations look forward to learning from and working together as the teams become integrated over time.

What does this mean for Falcon Plastics customers?

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Falcon Plastics customers can immediately benefit from the acquisition of Poly-Cast. Following the acquisition, Falcon Plastics will operate facilities in three states—South Dakota, Tennessee, and Oregon; in addition to our Poly-Cast facility in Suzhou, China. This strategic placement of facilities allows Falcon Plastics to optimize and expand our customer services and logistics to better meet the needs of our customers. Moving forward, as the companies combine their strengths, additional resources, logistics, and buying power will be available to customers for potential cost saving opportunities.

How will this acquisition impact lead time?

Falcon Plastics expectation has always been high quality parts, delivered on-time, at a reasonable cost. Our expectations, as well as those of our customers should not waiver from the on-time deliveries you can come to expect from Falcon.

How will this acquisition impact Poly-Cast's leadership team?

Falcon Plastics considers the entire Poly-Cast team a valuable asset as the companies move forward together; as such there are minimal leadership changes planned. Employees, customers and partners can expect a "status quo" setting with exciting opportunities on the horizon. Both organizations look forward to learning from and working together as the teams become integrated over time.

This move allows Falcon Plastics to establish new and critical product roles in its custom molding portfolio, with Poly-Cast Founder, Dan Leedom as Sales Account Manager for Falcon Plastics; and Poly-Cast Suzhou General Manager, Jeff Leedom taking reigns as General Manager of both the Tigard, OR facility, as well as the Suzhou, China facility. Falcon Plastics is also thrilled to welcome all Poly-Cast team members to the Falcon Family.

Will there be any changes to the current service level or existing customer contacts?

No. All existing tooling and mold services will continue without interruption and Poly-Cast's customers will work with their existing sales support and engineering contacts.

Guaranteeing Poly-Cast's existing and soon-to-be customers are successful is a priority to Falcon Plastics. Poly-Cast will operate within the Falcon Plastics family and we will continue to provide for and support existing products, as well as commit resources to enhancing product engineering and tooling for customers.

Who should I contact if I have further questions on the acquisition?

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While we will continue to be proactive in communicating to customers and partners any changes that directly affect them. Please refer to the information below if you have questions regarding the acquisition:

Poly-Cast Customers – Dan Leedom
dleedom@poly-cast.com
605.696.2500

Falcon Plastics Customers – Heather Quail
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605.696.2500

Additional contact information for both Poly-Cast and Falcon Plastics are as follows:

General Questions
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Press & Media Contact:
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