



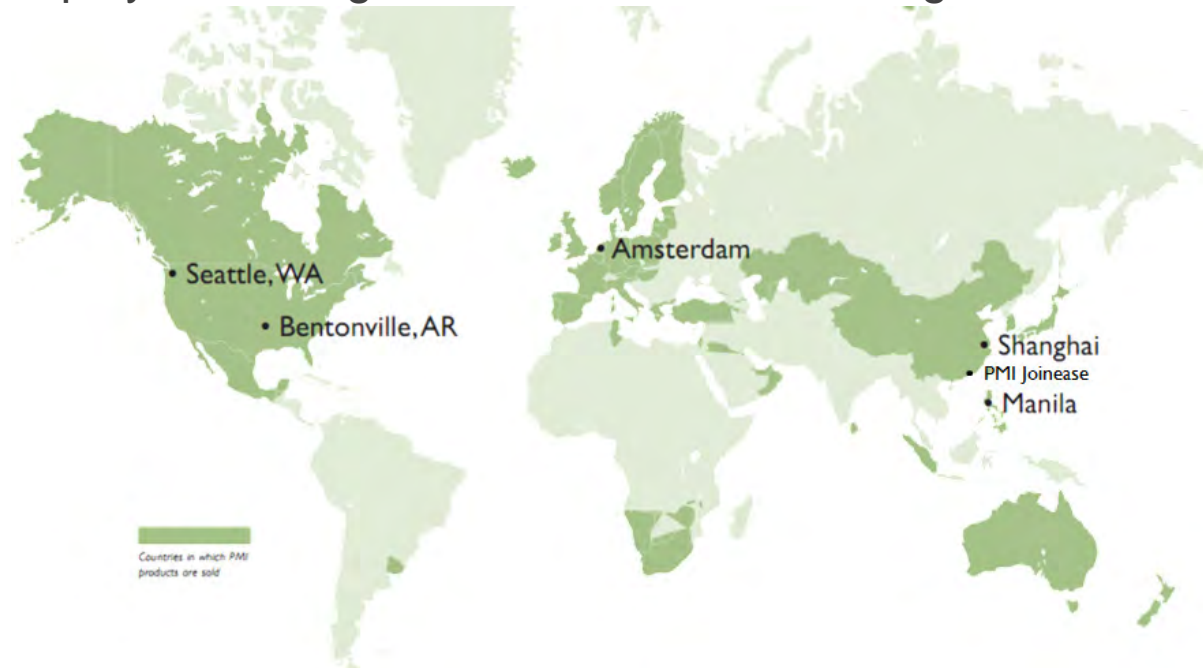
**Advanced Supply Chain Mapping: Building Vendor Relationships & Transparency**  
April 24, 2013



# About PMI

PMI was founded by Rob Harris in **1983**. From humble beginnings as a one-man operation, PMI is now a global corporation headquartered in **Seattle**, with offices in **Bentonville, Shanghai, Amsterdam** and **Manila**.

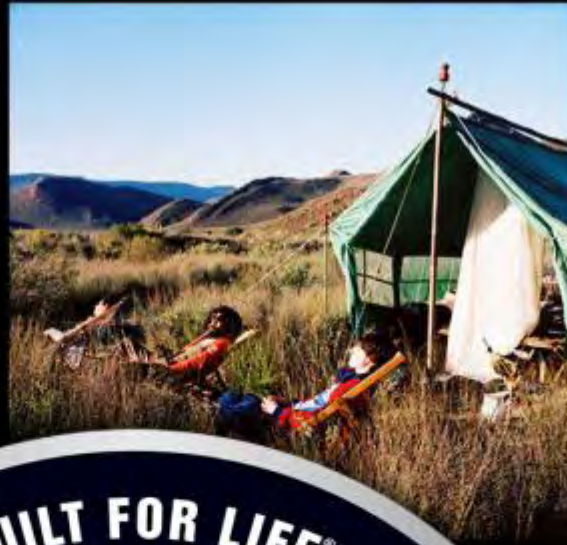
Today PMI produces more than **800** products, has **150** employees, and generates an annual sales growth of **15%**.



# STYLISH AND SUSTAINABLE. PRACTICAL AND PLAYFUL.

ALADDIN® PRODUCTS MAKE A DIFFERENCE, AND MAKE YOUR DAY, WITH SLEEK DESIGNS AND SMART FUNCTIONALITY, OUR MUGS AND FOOD CONTAINERS PROMISE TO ADD SOMETHING DELIGHTFULLY DIFFERENT TO THE STATUS QUO.





BUILT FOR LIFE<sup>®</sup>  
**STANLEY**<sup>®</sup>  
*Established in 1913*





# miGo®



无论冷热  
滴水不漏  
100%  
密封



# SIMBA System



# Our Mission

We are a **global company** that **designs, manufactures,** and markets **products that enable consumers to enjoy food and beverages everywhere.**

**We believe doing business right is the right way to do business.** We collaborate to apply market knowledge, technological expertise, **social responsibility** and industry-leading best practices to successfully grow our business through development of innovative products for **our brands, Stanley and Aladdin,** and for our private label clients.



# Our Business Strategy

## Commitment to Excellence

We are committed to world class supply chain standards and operating excellence in sales, product development, marketing and all that we do.

## Environmental Stewardship

We are committed to being good stewards of our environment by leading our industry in manufacturing methods, use of materials and human interactions that reduce waste and our carbon footprint.

## Innovation

We are a brand focused company driven by product innovation that excites our customers and consumers.

## Culture/People

Our core values and unique culture make PMI a place where talented people become part of a collaborative team that accelerates personal and business growth and success.

## Social Responsibility

We conduct ourselves ethically and responsibly. We ensure that people who produce our products are treated with dignity and respect in a safe and healthy work environment. We give back to the communities in which we do business.





# Benefits of Investment in Sustainability

## Benefits to Society

Reduced energy usage, water usage, and waste

Increased workers rights and safety

## Benefits to Customers

Access to trusted supplier

Ability to meet own CSR goals

## Benefits to PMI

Increased Productivity

Increased Recruiting & Retention

Enhanced Reputation

# Partnership

**PMI** has always considered our **factories** and our **customers** as business **partners**.

When business is thought of in terms of partnership there is a **stability and unity of purpose** that develops.

The unity of purpose **drives** customer **initiatives through the supply chain**.

# Focus

BRAND ↔ VENDOR ↔ FACTORY

- Build Relationship / Partnership
- Shared Vision Of The Future
- Alignment of standards and documentation
- Focus Of Continuous Improvement
- Managed Growth

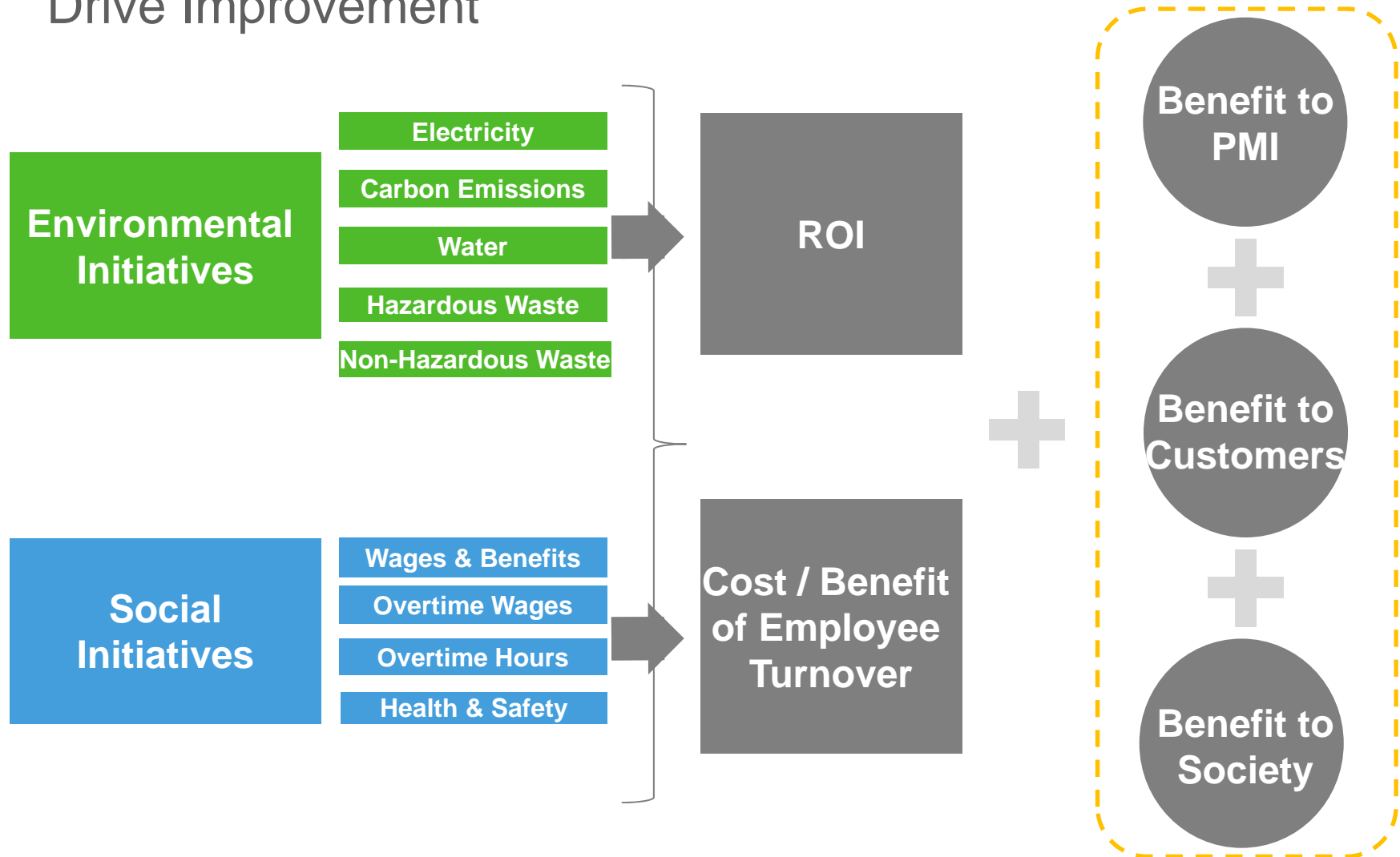
# Tools

- Standards
- Audits
- Corrective Action Plan
- Key Performance Indicators (KPI)
- Factory CSR Manager
- Third Party Support
- Industry Associations
- Cross sector collaboration
- Alignment and Collaboration Up & Down the Supply Chain
- GRI Reports

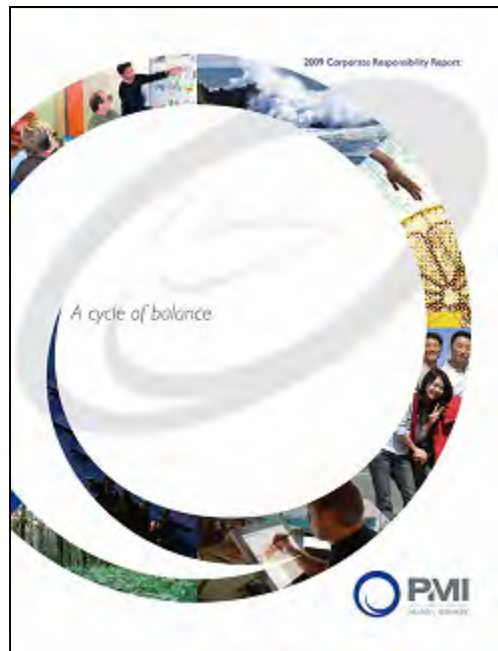


# PMI's Key Performance Indicators (KPIs)

Drive Improvement



# PMI (GRI) Reports



<http://www.pmi-worldwide.com/who-we-are/social-responsibility/>

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**THANK YOU**

**aladdin**<sup>®</sup>  
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