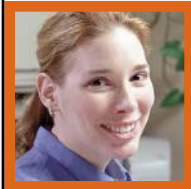


Putting it all together...



...the *Signode* Way.

The System is the Solution

ITW/Signode is a multinational manufacturer and supplier of steel and plastic strapping, stretch film, pressure sensitive carton sealing tape and the application equipment and accessory products for each.

What makes ITW/Signode unique is our *systems* approach to serving our customer's needs. This means:

- We provide customers with the packaging materials—strapping, seals, stretch film and tape—to secure their products.
- We also design and build the special application equipment to apply these materials. Our systems vary in size from simple, hand held tools to fully automatic packaging systems for a variety of industries. Often, our equipment is an integral part of a customer's production line.
- We support all of our product applications with direct sales, technical and engineering resources, operator training, and field maintenance and repair services.

Simply put, our systems help other companies improve their profits by reducing the costs they experience in moving their products to market.



What We Believe In

**At ITW/Signode,
we believe in:**



**A focused, decentralized
company.**

Our operating units enjoy great autonomy. The role of the corporate offices is to perform corporate strategic planning and goal-setting, and to provide basic services to the units. Day-to-day sharing of ideas between each unit keeps everyone focused on achieving our singular goal of superior customer satisfaction.

**Staying close to
the customer.**

Having just a few layers of management makes our organization more flexible and more responsive. It also brings each ITW/Signode employee closer to our customers and encourages inventive and entrepreneurial approaches to doing business.

Identifying profitable opportunities.

By applying the 80/20 principle to all of our business processes, we're able to focus development, marketing and sales efforts on the projects that offer the greatest growth opportunities for us and the best new products and technologies for our customers.

Simplifying our business.

Keeping things simple is an ongoing and comprehensive aim, affecting every facet of our organization from payroll to product development. By keeping our business and our processes simple, our people spend less time navigating bureaucracy, and more time serving our customers' needs.

Training people to make decisions and take action.

A highly skilled and flexible work force is any company's most valuable resource. Ongoing training programs at ITW/Signode provide our employees with the skills necessary to best meet our customers' changing needs.

Products for a Changing World



- **Steel Strapping Systems.** Our ISO certified plants produce high-quality strapping in a wide range of types, sizes and finishes. We offer the largest variety of steel strapping, seals, manual and pneumatic hand tools, semi and fully-automatic power strapping machines and strapping accessories.



- **Plastic Strapping Systems.** Two plastic strapping materials—Contrax® polypropylene and Tenax® polyester—are the basic components of our plastic strapping systems and are produced in our ISO certified plants. We also offer an array of application equipment, ranging from simple hand tools to fully automated, operatorless machines.





- **Stretch Wrap Systems.** Stretch wrap equipment unitizes pallet loads of product by stretching and wrapping plastic film around them. We produce our own stretch film in several types and gauges along with an extensive line of application equipment.



Some Signode Products

Apex Plus™ steel strapping

Magnus® steel strapping

Contrax® polypropylene strapping

Tenax® polyester strapping

LB-Series™ power strapping machines

SpiralGrip® stretch wrapping systems

Octopus® stretch wrapping systems

Pressure sensitive tape packaging systems



- **Tape Systems.** High-quality carton sealing tapes are essential to the customer who ships material in cartons. ITW/Signode offers a complete line of pressure sensitive tapes, which can be applied either manually or with our heavy-duty carton sealers.



Over the years, we've constantly refined our existing products and created new ones to take advantage of evolving technologies and to meet our customer's ever-changing needs. That responsiveness has made ITW/Signode the industry leader in protective packaging systems.

From Lumber to Linen

The markets we serve are as diverse as the world's industries.

At home and abroad our major markets include steel, paper and allied products, can and bottle manufacturing, construction, printing and publishing, textiles, food products and more.

Since the 1920s, Signode has been extensively involved overseas. Today, more than one-half of our company's sales come from outside the United States.

Creating World-Class Quality

ITW/Signode customers are loyal because they know we manufacture our products to the strictest quality standards. We use Statistical Process Control (SPC) methods in our plants that take measurements on our product during (not after) the manufacturing process to achieve and sustain the highest levels of quality assurance.

In addition, most of our plants are ISO certified. That means they meet 18 strict criteria for excellence in the areas of process and quality control as set by the International Organization for Standardization (ISO). The ISO includes members from over 90 countries. Achieving ISO certification confirms our long-term commitment to continuous quality improvement.



Multi-Channel Sales and Distribution System

At ITW/Signode, we refuse to compete on price alone.

Our success has been built on close partnerships with our customers—helping them to reduce costs by examining their entire packaging processes; then satisfying their needs with supplies, application hardware, training and intensive service support before and after each sale.

To maintain a strong relationship with our diverse customers, we provide a multi-faceted distribution system. ITW/Signode products are available through five distinct channels:

- Industry (serving multi-location national accounts organized into five groups: Construction, Container, Fibers, Graphic Arts and Metals)
- Commercial Key Accounts (serving non-specific industry accounts and localized accounts, organized by geographic region)
- Packaging Systems Sales (serving localized accounts, organized by geographic region; focussed on general-duty power equipment)
- Distributor (sold through independent suppliers and national distribution chains who offer a variety of products from many manufacturers)
- Export (serving markets outside the U.S.)

Industries We Serve

Agriculture

Bottles

Brick and concrete block/pavers

Cans

Corrugated containers

Cotton

Fabricated metal products

Food and perishables

Lumber and panel products

Machinery manufacturing

Mailroom operations

Meat and poultry

Newspaper

Paper products

Printing and publishing

Retail

Steel and aluminum products

Stone, glass and clay products

Synthetic fibers

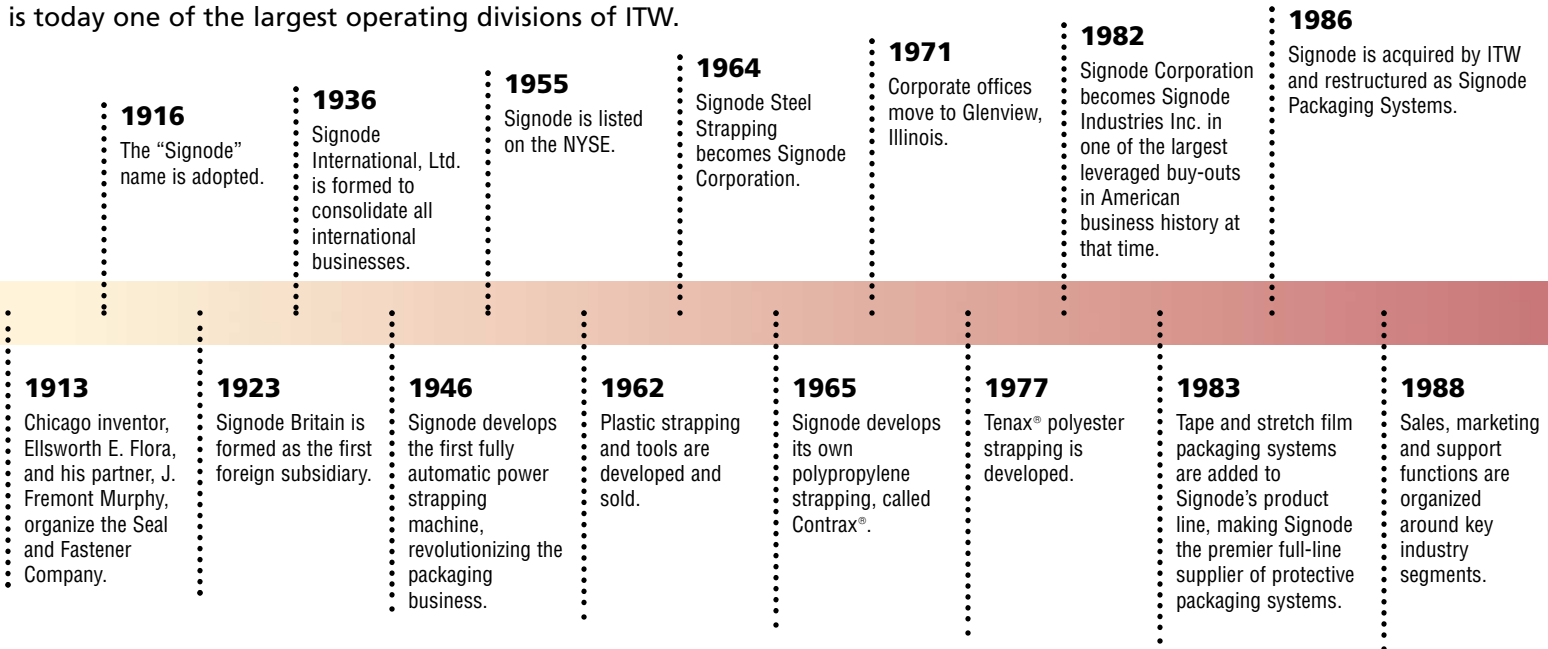
Textiles

Wholesale distribution

Three Generations of Growth

Signode, publicly held for more than 50 years, became a private company in 1982 through one of the largest leveraged buy-outs in American business history.

In 1986, Signode joined forces with Illinois Tool Works (ITW), a publicly held manufacturer of specialty products and systems based in Chicago. Signode, headquartered in Glenview, Illinois, is today one of the largest operating divisions of ITW.



•••••
1990

• Signode develops High-Strength Tenax® polyester strapping, which later replaces steel strapping in many applications, including lumber and panel products, cotton bales, brick cubes and paper rolls.

•••••
Today

• ITW/Signode is one of ITW's largest operating divisions, represented by direct sales, wholly-owned subsidiaries, licensees and joint ventures in more than 100 countries worldwide.

•••••
1998

• Global industry managers are named to address product development and marketing issues affecting select industries worldwide.

•••••
Tomorrow

• Committed to continued growth through the development of new products and technologies, ITW/Signode annually dedicates substantial resources to research and development. We strive to create further growth opportunities through improved performance, service and product quality.

Working Toward a Better Environment

We believe that businesses, like consumers, must act responsibly to help make the world a safer, cleaner place. That means carefully evaluating how our products are used, manufactured and disposed of; and utilizing those methods and products that preserve our resources, energy and environment.

For example, several feet of ITW/Signode steel or plastic strapping will often replace bulky containers, cartons, bags, stuffing, styrofoam and other packaging and reinforcing materials.

We also use fewer packaging materials in our own shipments, recycle the materials we do use, and use recycled materials in many of our products. ITW/Signode Tenax plastic strapping is made of at least 50% recycled polyester resin—most of which comes from used soft drink bottles. We routinely redesign our own packaging to utilize the least amount of packing material we can. And we purchase used plastic strapping and stretch film from our customers to be recycled into new products.

All Employees Working Together

Accounting

Administration

Advertising

Customer Service

Engineering

Human Resources

Machine shop

Maintenance

Manufacturing

Marketing

Packaging Engineering

Purchasing

Quality Control

Safety

Sales

Service

Training

Warehouse

A *ttaining Goals*

As a member of the ITW/Signode team, you will help meet the company goals of reducing customers' labor costs, protecting their products, and ultimately, improving their productivity.

ITW/Signode offers its employees competitive compensation as well as a comprehensive benefits package. Benefit programs include health and dental insurance, life insurance, paid vacation and holidays, and excellent savings and investment 401(k) and pension plans.

ITW/Signode is committed to insuring equal employment opportunity and fair treatment for all employees without regard to race, creed, color, national origin, gender, age, disability or sexual orientation.

An Equal Employment Opportunity Employer

www.signode.com

