

## Why Look to Temco for Facilities “Soft” Services Support?

- Like you, we are **OUTCOME DRIVEN** – the end result is more important than the process to get there.
- We don’t measure success by how often we perform a task, but **HOW WELL**.
- Aligning goals and having both of us working **TOWARD A COMMON OBJECTIVE** provides maximum results.
- Our involvement in your operation is **A PARTNERSHIP, NOT A CONTEST**. If agreements are not structured in a win-win environment, neither of us will “win” for long.
- The potential for value-added services and technical resource sharing is a **“PARTNERSHIP” DECISION**, not a “commodity” purchase option.
- There are many companies that are capable of completing tasks as assigned. However, very few continuously review your operation to see if processes can be performed with more efficiency or lower cost, bringing **ADDITIONAL VALUE** to the overall operation.



TO LEARN MORE ABOUT OUR UNIQUE APPROACH TO FACILITIES SUPPORT SERVICES:

Call Harold Pandian at (212) 251-7826 and he will be able to explain more about the process.

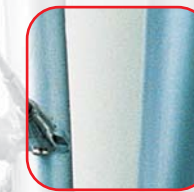
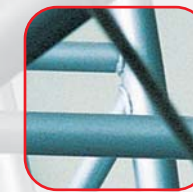
**TEMCO** FACILITIES SERVICES  
Corporate Manufacturing & Industrial Group

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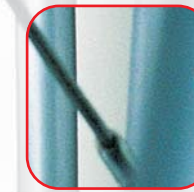
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## TEMCO FACILITIES SERVICES

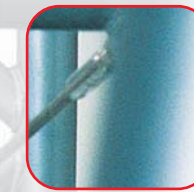
Corporate, Manufacturing & Industrial Group



EXPERTISE



FLEXIBILITY



SAFETY

**Services**

- ★ Custodial
- ★ Grounds
- ★ Cosmetic Maintenance
- ★ Mail Room
- ★ Document Handling
- ★ Production Labor Staffing
- ★ Lighting Maintenance
- ★ Clean Room Maintenance
- ★ Back Office Support
- ★ Flexible Staffing
- ★ Distribution
- ★ Security

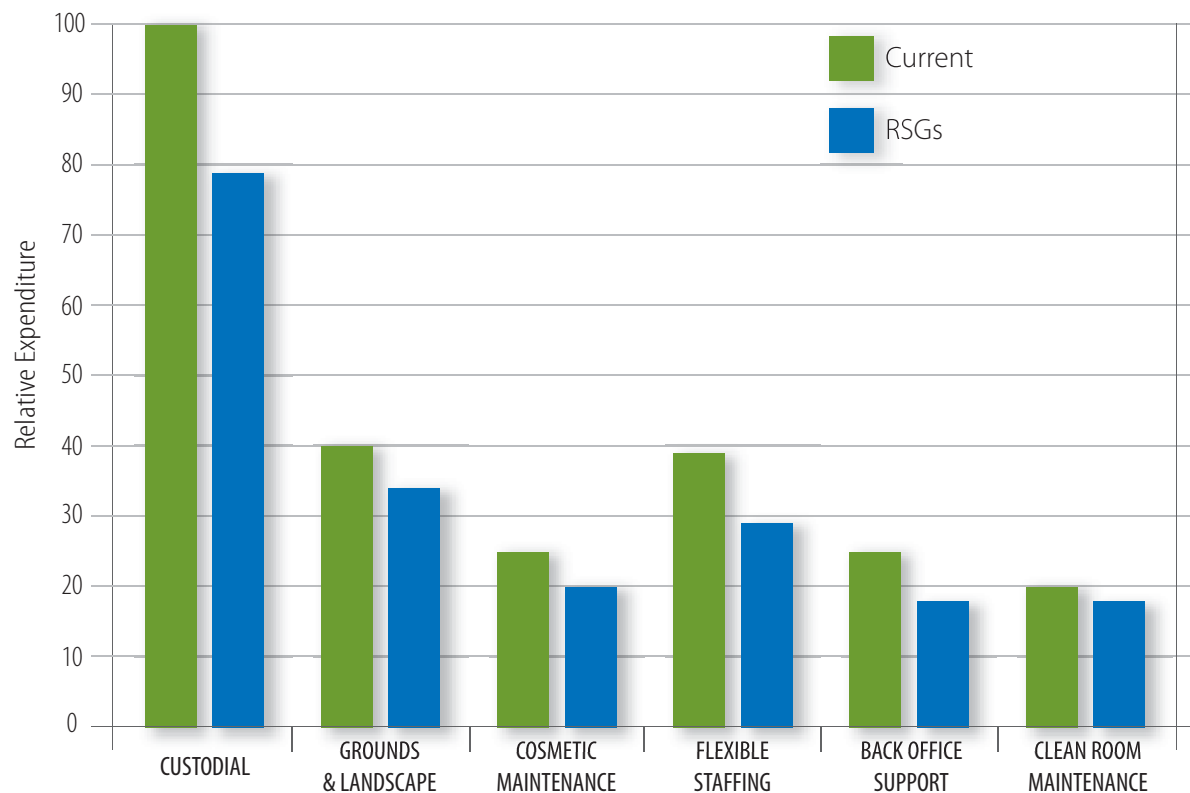
**COMPANY FOCUS:**

**Improving the Delivery of Facilities “Soft” Services**

Labor-intensive, low technology work functions are commonly referred to as “soft” services within the manufacturing environment. It is these services that are increasingly viewed by management and Facilities Directors as ideal “outsourcing” potential in terms of increasing efficiencies and reducing costs. Temco has gone one step further and created groups or functions that can fall under a single management arm and combined them into **Related Service Groups™** (RSGs).

By creating work groups as cross-functional (cross-trained) entities, Temco provides organizational flexibility, service efficiencies and cost reductions to its clients. The common denominator of **Related Service Groups™** is that they all fit under a single management team with the goal of increasing productivity and improving outcomes. As a result of the increased flexibility and leverage of management and supervision, cost savings of 13% to 21% have been realized.

**Related Service Groups™ Savings of 13% to 21%**



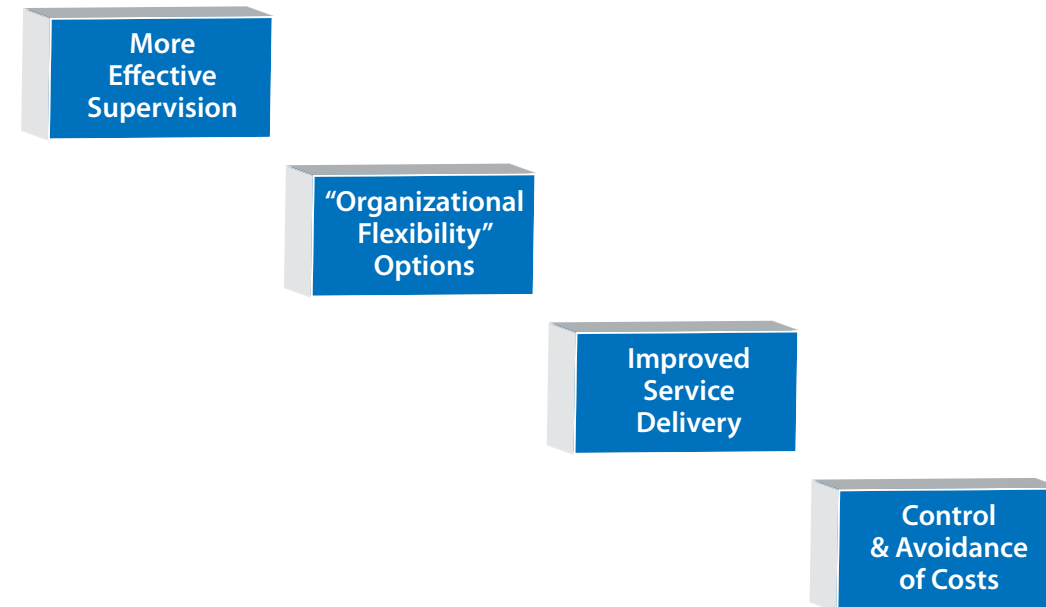
**EVALUATING OPPORTUNITY:**

**“Soft” Service Analysis**

Creating **RSGs is a TEAM effort**. The process consists of a frank discussion of your goals, objectives and plans for the department’s future, working through the financial and operational aspects of the program, and jointly creating appropriate solutions. The greater the understanding we have of your operation, the more meaningful and valuable the process will be.



**Benefits of Related Service Groups™**



**Sample RSGs**

- Auto Manufacturer**
  - Custodial
  - Specialized Floor Care
  - Grounds
  - Warehouse & Inventory
  - Cosmetic Maintenance
- Computer Chip Manufacturer**
  - Custodial
  - Grounds
  - Clean Room Maintenance
  - Back Office Support
  - Recycling
- Consumer Goods Manufacturer**
  - Staffing Services
  - Back Office Support
  - Distribution
  - Warehouse & Inventory
  - Recycling
- Medical Instruments Manufacturer**
  - Custodial
  - Specialized Floor Care
  - Grounds
  - Warehouse & Inventory
  - Cosmetic Maintenance