

THE WALKER TAPE DIFFERENCE





At Walker Tape Converting, we're proud to say we have key relationships with not one, not two, but three of the biggest tape manufacturers in the world: 3M (Preferred Converter, and Select Medical Converter), Avery Dennison (ADvantage Converter), and tesa® (Gold Partner). This, on top of the many other relationships we've built with other suppliers across the industry. Very few converters out there can say they're part of that group.

- 3M
- Avery Dennison
- tesa®
- Orafol
- Scapa
- Berry Plastics
- Shurtape
- Mactac

WHY DOES THAT MATTER?

- Better pricing
- Rapid delivery
- More choice for components
- Vast customization options

By having these relationships with different tape manufacturers, we can offer our customers more choice, the ability to get all of the components you need for your project quickly and in one place, and a vast amount of customization, resulting in unique products created to your exact needs and specifications. And we can deliver them faster and for better prices than our competitors, too.

What does that mean for you, exactly? Let's look at it in more detail.



MORE CHOICE FOR COMPONENTS

We're in the top 1% of converters when it comes to having multiple manufacturing relationships, and we're just 1 of 3 converters in the U.S. that is a Gold Partner for tesa®. That means we have access to the largest store of components for customization. For example, we can go grab a component like tesa® 4965, along with Avery Dennison foam, in order to make your tape. More choices of manufacturers means more choices of components for your product. And with our knowledge and expertise, we're able to marry multiple components together to create an option that's exclusively for you, one that no one else in the world has or can get.

WALKER TAPE CONVERTING IS:

- Top 1% of converters who have multiple manufacturing relationships
- 1 of only 3 converters in the U.S. that is a Gold Partner with tesa®

It means we can choose from all the options out there, not just one or two, to find the right solution for you.



VAST CUSTOMIZATIONS

With the broad amount of choices that comes with having key relationships with the biggest tape manufacturers, also comes the sheer number of customizations that we can create and test for your product. We can mix and match manufacturers' products to create truly customized solutions for your specific needs.

If one component doesn't work well in the scheme of the application? No worries. We'll try another

from one of the other manufacturers and plug it in to find the ideal solution. That level of customization and choice is why we strive to maintain relationships with many manufacturers. For example, we can create custom differential tapes with each side optimized for a different surface. And, of course, we can convert any tape to whatever size and shape you need.

Some converters say they don't offer cookie-cutter solutions, but with the choices we have, you can rest assured we truly mean it. You'll get a solution that meets your unique needs, not a blanket solution that has worked for others in the past.



BETTER PRICING OPTIONS

With all of that choice comes better pricing. Not only do we get a variety of products to choose from to build your custom tapes, but we also get access to the best prices for each component that goes into making your product.

Instead of solely relying on one supplier, we can use our relationships with other manufacturers to find similar components for a more affordable price point. We wouldn't want to pay more than we had to, and we don't want our customers to pay more, either.

We're dedicated to offering a high-quality product at a low price.



RAPID DELIVERY

By now, we're all too familiar with supply chain disruptions. The pandemic caused a lot of problems in regard to supply for individuals and businesses as well. Mail was stopped, Amazon packages were massively delayed, *the toilet paper shortage*.

Most companies are now in the process of

getting their shipping and delivery back on track. But at Walker Tape Converting, we've been able to weather that storm. We didn't see much disruption and neither did our customers. How were we able to get around supply chain issues? Again, it's about those multiple relationships.

With having various manufacturers, we've been able to utilize each relationship to find which one works best for each situation. Whether it's one manufacturer dealing with a raw materials shortage, one dealing with liner problems, or another having a product customs issue, we're able to get around that with our relationships. That way your products are delivered to you on time, and will continue to be.

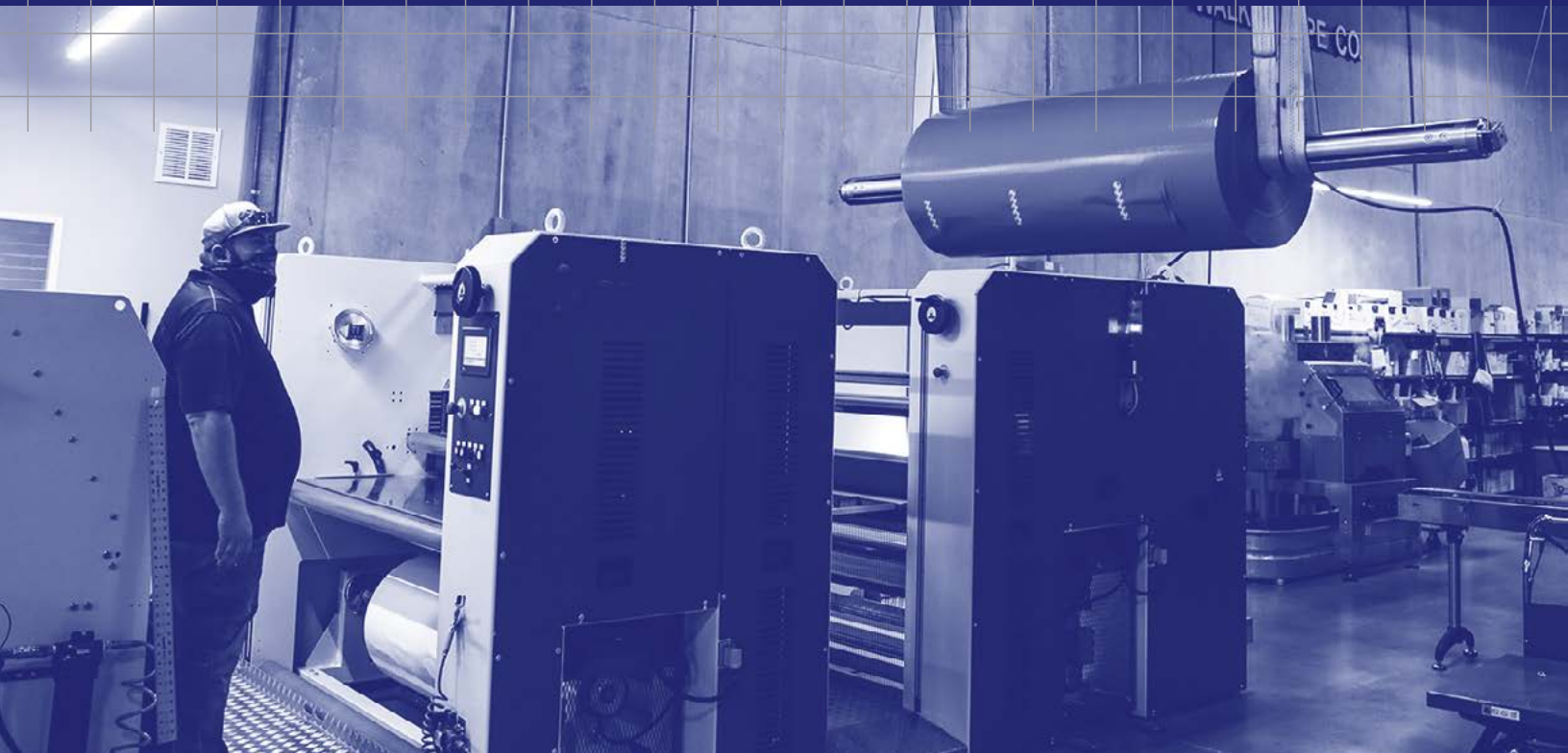


WALKER'S POWER OF POSSIBILITIES

With our decades of experience, and the many relationships we've built over the years in the industry, we know tape. Our capabilities include:

- Die cutting: Need a custom shape and size? No problem. We can die cut tape with a liner into whatever custom shape and size you need.
- Lamination: If the existing tape liner is too flimsy for your application, rips easily, or doesn't come off well, we can replace it by laminating another liner in place.
- Packaging: Our in-house design team can design custom packaging for your retail products. Need a logo? We can help with that, too.
- Relining: We can quickly and easily replace the liner that came stock on your tape with a more suitable material for the job at hand.
- Sheeting: Need tape cut to a custom length and width? We have a customized sheeter that allows us to cut any length and width up to 48 inches.
- Slitting: We offer three slitting options: crush-cut, razor and baloney. Ideal for customers who require a variety of widths.

[LEARN MORE ABOUT OUR CAPABILITIES HERE](#)



BOTTOM LINE: RELATIONSHIPS MATTER

We're here to genuinely be the best resource for our customers, to strategically help them solve problems and challenges, and save money.

Our relationships with leading tape manufacturers give us access to the strongest and best-performing permanent tapes in the world. We can source solutions for whatever challenging substrates you're up against, be it high- or low-surface energy, porous, rough, uneven and more.

We have the equipment and skills to design adhesives specifically for your project. We look at it from our customers' point of view. If we need more adhesive options to come up with the right solution for an issue or challenge, we aren't limited by working with only one tape manufacturer's products to choose from.

Making life easier on you is one of the pillars of our "customer first" mindset here at Walker Tape Converting. Whether it's with our guaranteed trial orders, or free product samples, we want to make the process as simple and smooth as possible.

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CONVERTING

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