

Leveraging Efficiencies for Growth

As a holding company for a broad range of businesses in related fields, **RPM International** enjoys the ability to translate sales increases into even larger gains on the bottom line. Here's how:

Distribution and sales: RPM is able to tap the resources of strong operating units by capitalizing on well-established customer partnerships and finely-honed distribution networks. Such has been the case with our Varathane wood finishes and Wolman deck products, now accelerating gains in market share as part of the Rust-Oleum Group.

Purchasing: For more than a decade, RPM's Purchasing Action Group has been uniting the buying power of our operating companies, many of which utilize common raw materials and services. It has contributed to our improved bottom line results and allowed RPM to better cope with the higher raw material costs of recent years.

Manufacturing: Our manufacturing facilities are aligned according to product chemistry and manufacturing needs. Today, many of our operating units manufacture products for sale by other operating companies to gain efficiencies of scale or capitalize on unique capabilities.



At RPM, the whole equals more than the sum of its parts.



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Strategies for Growth

Acquisition Growth Internal Growth **Earnings Leverage**