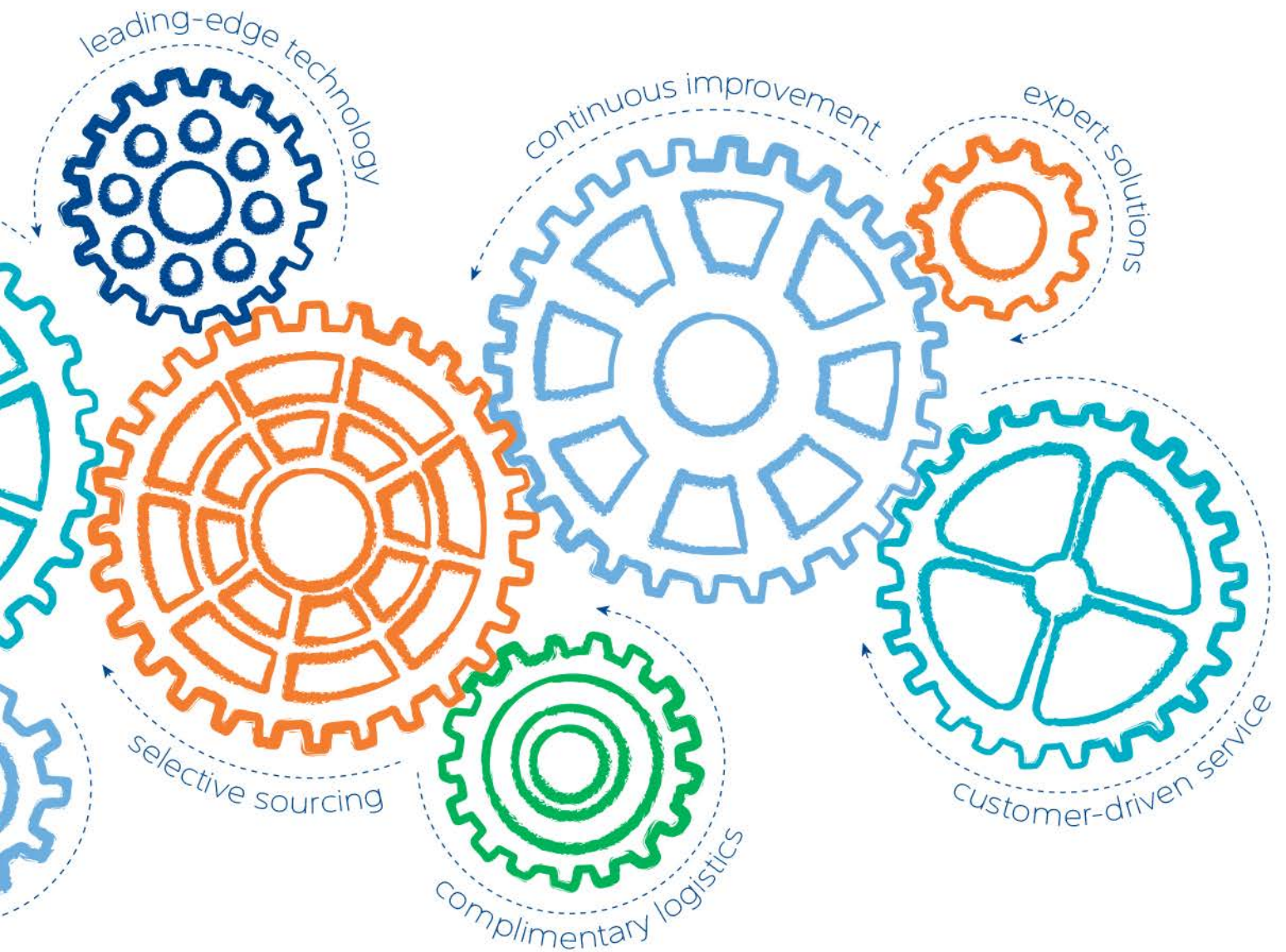


The Wiper Specialists®



The Right Partner
Makes All the Difference™

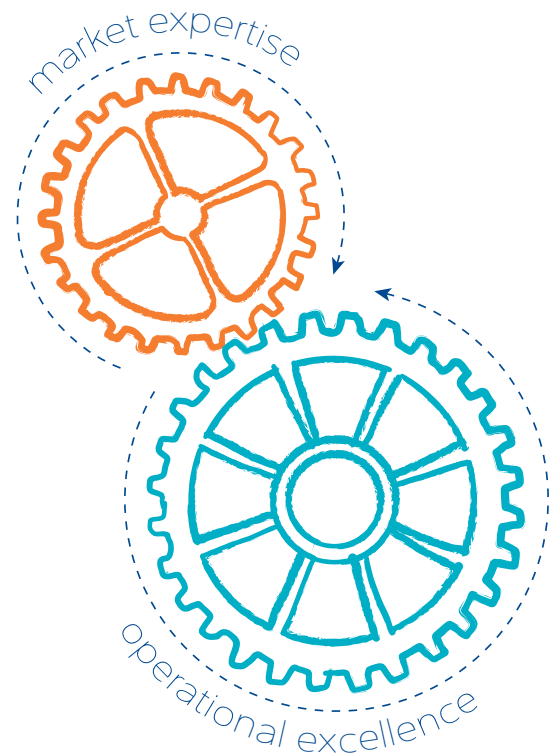
Get in Gear with The Wiper Specialists®

Expect Nothing Less than Expert Solutions

Established in 1947, Mercantile Development, Inc. is a family-owned and operated specialty converter of nonwoven wiping products. Founded on a dedication to operational excellence, we continue to invest in state-of-the-art equipment and facilities, adhere to exceptional quality and safety programs, hire top-level talent and maintain strong financial positioning. With a reputation for delivering the best service in the business, we're honored to be known as The Wiper Specialists.

A 155,000-square foot facility in Shelton, Connecticut is home to our converting operation and corporate headquarters. We manufacture our Pro-Series® brand wipers for a variety of industrial and specialty applications. From heavy duty rag replacement to delicate task wiping and everything in between, MDI's wipers are sold through partner distributors worldwide.

With a successful transition to the third generation of family ownership, MDI became a certified Women's Business Enterprise. Building on its 70-year heritage, MDI remains committed to ongoing improvement and investment based on the company's founding principles, and to building a sustainable business for generations to come.



Certified QMS Drives Performance

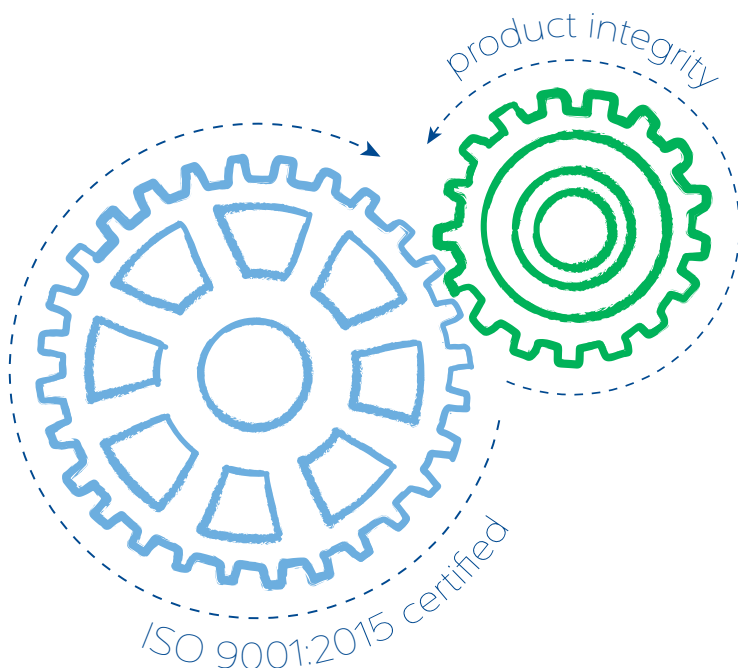
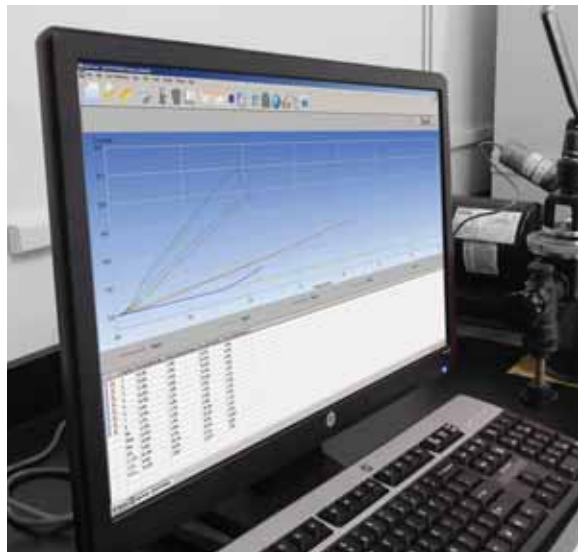


Exceeding Expectations is our Priority

MDI's Quality Management System is ISO 9001:2015 certified for the design, manufacture, and sale of nonwoven wiping products. We are proud to be one of the first companies in the nonwovens industry to receive certification to the latest 2015 standard. Quality is central to our culture and this certification aligns with our long-standing commitment to continuous improvement and total customer satisfaction.

MDI's strict adherence to a structured and systematic approach to operations with company-wide controls reflects our desire to always perform at the highest level. Efficiency, risk-based thinking and data-driven decision making are integral to our organization. We are pleased to demonstrate to our business partners through ISO certification that we will continue to meet and exceed their expectations of service, quality and performance.

We source only top quality materials from the most reliable suppliers and conduct rigorous testing to ensure product integrity at all points in the supply chain. Raw materials and finished goods are lot coded for traceability back to the source. On-site lab tests validate fiber composition, entanglement strength, basis weight, absorbency, thickness, tensile strength, launderability and chemical compatibility. Results are recorded in a digital library of Technical Data Sheets and GHS compliant SDS documents. Similar testing of competitive products ensures Pro-Series Wipers meet or exceed industry standards.



Versatile Operations Fuel Momentum

We can provide tailored solutions for most wiping scenarios with in-house converting capabilities including:

Slitting

Creping

Perforating/
Rewinding

Sheeting

Saturating

Interfolding

Folding

On-line Printing

Leading-Edge Technology and Equipment

State-of-the-art equipment, the backbone of our ultra-efficient operation, is fed by a full spectrum of inventoried raw materials to ensure a wide variety of nonwoven products is always available. The latest MES technology coupled with converting lines designed for changeover flexibility and high speed throughput enables production of regularly stocked items while seamlessly accommodating custom production runs. ERP-integrated scanner technology at work in our warehousing operation facilitates accurate order fulfillment and industry-leading turnaround of hundreds of best-selling Pro-Series products.

Innovative Ideas for Product Advancement

MDI is continually developing creative solutions to meet changing market demands. We partner with mills to engineer substrates in a complete range of performance levels and design products to accomplish specific tasks with increased efficiency and minimal waste at the lowest cost-in-use. Recent innovations include sub-package printing for in-house customization and inventory control, and recyclable shrink-wrap bundles to replace corrugated shippers.



Market Expertise Delivers Customer Satisfaction

Customer-Focused Service Team

The Wiper Specialists at MDI deliver the most efficient and cost-effective solution for every wiping need. Our staff expertise and modern converting operations are a powerful combination: industry-savvy sales and marketing professionals provide market insight, product training, sales meetings and field support; customer service and logistics specialists meticulously manage the order stream from purchase order to delivery with accuracy and timeliness; and a knowledgeable in-house team partners with customers to support their digital and print marketing campaigns.

Custom Wiper Programs

There is no substitute for experience when developing custom wiper programs. At MDI we begin by listening to customer requests, performing a thorough analysis and responding with strategic solutions. We built our operational structure from the ground up with the ability to implement private label programs and run custom items in-house on demand. This versatility combined with our expertise make MDI the right partner to deliver the optimal solution for your custom wiping needs.

“I am totally impressed by the speed and accuracy with which you process and deliver our orders. There are no entry errors, picking errors, pricing errors – NONE, and you deliver so quickly. We placed an order on Monday and received it two days later, error free once again.”

– Satisfied MDI Customer





Pro-Series® Supreme Performance Wipers

Highest performance reusable towels ideal for rag and shop towel replacement. Supreme Spunlace towels are virtually lint-free and contaminant-free, helping to keep work processes free from impurities. All Supreme towels are designed to be solvent resistant, provide wipe-dry performance and have cloth-like strength when used wet or dry. White towels are waterborne compatible. Creped versions are engineered to deliver maximum absorption and optimum hand feel.

Pro-Towel® Heavy Duty *Heaviest duty for the most demanding tasks*

Super Rag® *Engineered for optimum performance*

Super Rag Universal *Balance of high performance and value in use*

Pro-Towel Complete *Performance for limited reuse applications*



Pro-Series Champion® All-Purpose Wipers

Professional quality bonded cellulose wipers are the leading choice for general wiping tasks. Ultra absorbent to handle large liquid spills and ideal for cleaning up oil and grease. Excellent wipe-dry performance and soft hand feel make Champion wipers the #1 all-purpose cleaning choice

The Champ® *Heavy grade for all-around performance*

Champion Select *Standard grade wipes balance performance and economy*



Pro-Series Advantage® General Purpose Wipers

Low lint absorbent wipers for economic single-use, general purpose cleaning and glass wiping. Available in multi-ply options for increased strength and absorbency.

Scrim *4-ply tissue with nylon reinforcement for added strength
40% post-consumer recycled content*

Toweling *4-ply toweling grade for increased absorbency and 2-ply standard grade*

SUPREME SPUNLACE	PRO-TOWEL HEAVY DUTY	SUPER RAG	SUPER RAG UNIVERSAL	PRO-TOWEL COMPLETE
Low Lint	Best	Good	Good	Good
Wipe Dry	Best	Good	Good	Good
Strength/Durability	Best	Good	Good	Good
Solvent Resistance	Best	Good	Good	Good
Absorption	Best	Good	Good	Good

CHAMPION DRC	THE CHAMP	CHAMPION SELECT
Low Lint	Good	Good
Wipe Dry	Good	Good
Strength/Durability	Good	Good
Solvent Resistance	Good	Good
Absorption	Good	Good

ADVANTAGE	SCRIM	TOWELING
Low Lint	Good	Good
Wipe Dry	Good	Good
Strength/Durability	Good	Good
Solvent Resistance	Good	Good
Absorption	Good	Good

KEY:
 Good Better Best

Keep Surfaces Clean with Classic® Foodservice Towels



Foodservice wiping system designed to help prevent cross-contamination

Pro-Series Classic foodservice towels, ranging in grades from linen replacement to single-day use, do the heavy lifting to keep food contact surfaces clean and sanitized. Small apertures enable the easy pick-up of debris and rinse clean to keep the towels hygienic. Antimicrobial product protection against microbial odors and stains allows for longer-lasting use. Towels are color coded for zone cleaning to help reduce the risk of cross-contamination and are packaged in portable, recloseable dispenser boxes for protection.

The Stitch® *Stitchbond-reinforced deluxe towel for rental or bar towel replacement* ●

Ultra Foodservice *Heaviest duty towels for the most demanding cleaning tasks* ●●

Premium Foodservice *High performance cloth-like towels, economic yet durable for multi-day use. Color coded for front- and back-of-house tasks*

Blue/blue stripe or white/red stripe ●●

White, blue or peach ●

Service Wipes *All-purpose wipes for limited-use applications rinse clean and dry fast*

KEY:

● Machine washable

●● Contains antimicrobial product protection to protect the towel from odors and stains



Pristine® Clean for Critical Environments



Engineered wipers for performance where contamination control is crucial

Designed to perform a wide range of demanding tasks in critical environments where minimum particulates and maximum contamination control are paramount. All Pristine wipers are labeled with lot-to-lot traceability and double bagged for material transfer protocols.

Vesta
ISO Class 4-5

Standard grade continuous filament polyester wipers laundered to minimize levels of particles, fibers, NVR, organic contaminants and ions; abrasion resistant, absorbent and strong

Vesta Sealed Edge
ISO Class 3-4

Heavy weight Vesta wiper with edges thermally sealed to drastically reduce particle, fiber, NVR and ionic levels

CleanCloths
ISO Class 5-7

Hydroentangled polyester/cellulose wipers with low extractable residues; abrasion and solvent resistant, binder free and absorbent

Delta®
ISO Class 7

Tightly woven long-staple cotton in a ridged twill pattern with no starches or binders for neutral pH; heat resistant, ESD sensitive, solvent and abrasion resistant, absorbent and strong



Specialty Solutions for Unique Cleaning Needs



WET TOWEL
PERFORMANCE
IN A POUCH!

Saturated Towelettes for On-the-go Convenience

MDI's form-fill-seal operations package an individual wiper and specialty solution into a durable pouch for long-lasting performance. This convenient packaging is perfect for applications where controlled dosage or consistency in use is required. Employing a single pre-saturated disposable wipe helps avoid contamination and lowers VOC emissions by eliminating airborne sprays and the need to keep separate solutions in inventory. Customized packaging design is available.













CLASSIC
Dust Cloths

Efficient and Effective Dust Control

Classic dust cloths are treated to attract and retain small dust particles. They are designed to be soft for controlling dust accumulation on delicate surfaces while durable enough to withstand rugged dusting applications. Available in a variety of sizes for hand or dusting tool use, Classic dust cloths are individually folded and polybagged to maintain their cleanliness.

MDI Offers a Complete Line of Controlled Dispensing Options

 Tote Box	 Two-Pak	 Jumbo Roll	 Dispenser Box	 1/4, 1/6, 1/8, & Shelf Folded
 Pop-Up Box	 Perf-Pak™ Dispensing Poly Pack	 Center-Pull Roll	 Saturated	 Flat

Sustainability through Responsible Business Practices

Working Diligently for the Future

At MDI, we believe in responsibly using resources for the benefit of future generations. Through the implementation of sustainable business and manufacturing practices, we strive to conduct our operations in a manner that minimizes environmental

stress and creates a safe and healthy workplace for employees. MDI will continue to provide customers the highest quality products and service – while being considerate of our environmental impact at all stages of the value chain.

Procure Responsibly

- Procure environmentally preferable raw materials as available, such as 40% post-consumer recycled and biodegradable
- Use SFI®-certified corrugated suppliers
- Source domestically and use rail transport where possible to obtain the highest quality service with the fewest emissions
- Work with mill partners to repurpose parent roll material unsuitable for other industries into industrial wiping products – diverting the material from the waste stream

Operate Conscientiously

- 325.5 kW rooftop solar array with 1,302 PV solar panels generates over 400,000 kWh annually, supplying 60% of MDI's power needs from the sun and reducing our annual carbon footprint by 560 metric tons of CO₂
- Zero waste to landfill: 100% of office and production waste is either recycled or used to make electricity
- Rugged computing devices and e-documentation throughout the facility reduce paper usage

Manufacture Efficiently

- Production machinery regularly upgraded to run efficiently over fewer shifts
- Facilities outfitted with motion-sensors and newly installed LED lights maximizing efficiency and eliminating the equivalent of 240 metric tons of CO₂ annually
- Lift trucks powered by rechargeable batteries have replaced propane power, reducing material handling energy use by 30% and improving workplace air quality

Package Optimally

- Develop smart and innovative products that cut waste by right-sizing wipers for packaging, palletization and end use
- Design packaging with minimal footprint and optimize palletization for increased loadability and reduced fuel use
- Industry-leading use of recyclable shrink-wrap in place of outer corrugated cartons to drastically reduce waste

Powered by a Passion for Success Since 1947.

Our mission is to exceed the expectations of our customers by delivering quality, cost-effective, nonwoven wiping products. We will provide timely, reliable and customer-driven service. Integrity will always be our guide.

