

Perfect Protective Packaging is about more than machines and materials

Storopack provides on-going attentive service and enhances it with benefits such as training programs, on-site day and evening schedules, quarterly reviews, and updates on new technologies, materials and processes.

Analysis is conducted through interactive counseling interviews to gain a full understanding of your 6. Service 1. Analysis operational needs and identify definable objectives. We consider all aspects of your business that relate to your product, packaging and workflow.

5. Delivery

Equipment and consumables are delivered to meet commitments for implementation of your optimized process. Thereafter, Storopack provides timely delivery of consumables through our strategically located facility network.

The Storopack Process

4. Production

Requirements are verified and timelines are planned to meet or exceed project goals. Equipment and products are produced under continuously monitored quality standards then introduced into your process with an established plan and communication to all team members.

3. Development

On the basis of the recommendations and your feedback, we introduce your Perfect Protective Packaging solution to develop it in action, carefully implementing it with training, testing, auditing and adjustments.

2. Process and cost optimization

From the findings of our analysis concrete recommendations and an implementation plan are presented with the goal to streamline your process and ultimately optimize your operational cost.

We developed our process to help our customers develop theirs no matter how large or small the business.

Working Comfort by STOROpack



An important part of the packaging process

Effective packaging solutions achieve better results when "Working Comfort" is considered throughout the process. This includes:

- Streamlined systems integration for a smooth workflow
- Optimal packaging materials that perform well for your applications
- Proper ergonomics for ease-of-use and worker-focused protection
- Product confidence for reliability and product protection

Our process helps you perfect your process

The Storopack Process begins through collaboration with our customers. We share our industry expertise as we analyze your current packaging process and needs. This careful analysis helps us identify opportunities for operational efficiencies and customized solutions to fine-tune and enhance your packaging including:

- Cost-saving opportunities
- Improved packing methods and systems integration for maximized throughput
- Design, development and delivery of the perfect combination of systems and packaging materials that provide optimum efficiency now, and flexibility for growth and changes in the future
- The best packaging material to meet your required level of protection
- Continued support and responsive service for non-stop production, plus ongoing evaluations to stay on top of improvement opportunities

The key to unlocking your optimum process is a thorough analysis

Initial analysis identifies what's working and what can work better

The initial analysis phase is critical to developing your optimum process. During the initial analysis we review every aspect of your packaging operation so we understand what's been working for you, and we can identify hidden areas of opportunity for improvement.

Each of the points under the key areas of consideration listed here directly affect your production, performance and profitability. Many of these points cross over to influence other areas and need to be analyzed as a whole. Studying and benchmarking these points carefully is how we achieve optimum results in your Perfect Protective Packaging solution.

1. Analysis

Analysis is conducted through interactive counseling interviews to gain a full understanding of your operational needs and identify definable objectives. We consider all aspects of your business that relate to product, packaging and workflow including: volume, packaging design and performance, fragility, space, ergonomics and more.

LABOR MATERIAL EQUIPMENT COST OF USE CONSIDERATIONS CONSIDERATIONS CONSIDERATIONS CONSIDERATIONS - Mechanical footprint - Packing standardization - Weight - Safety - Application - Integration - Procurement - Ergonomics - Volume efficiency - Capacity - Freight - Volume throughput - Versatility - Inventory management - Speed - Productivity - Damage reduction - Portability - Storage - Touches - Material cost - Comfort/Ease-of-use - Changeover - Workflow - Availability - Accessibility for loading - Maintenance - Paths and maintenance - On-demand production - Customer acceptance - Ease-of-use - Inline or offline packing vs. pre-produced - Returns and complaints - Training - Storage and handling - Customization - Environmental footprint and - Effectiveness - Environmental qualities - Current investment tax policies - Aesthetics - Expansion



Expect measurable results with solutions, service and ongoing analysis

Our process continues to support you.

Out of the analysis phase we develop recommendations—but we don't stop there. We help you with trials and testing to be sure our recommendations will meet your needs and deliver results.

Once your new process is fine-tuned we're there to assist you with implementation. Then we continue to provide the services that keep you operating with efficiency, and reliable products that conform to the highest technical standards.

- Training for proper pack-out, safety and ergonomics
- Testing and quarterly evaluations
- Ongoing analysis and recommendations
- Fast response times for technical support and delivery of consumables
- Superior technology for reliability, speed and ergonomics
- Cost-effective and environmentally efficient products
- Ongoing research, including collaboration with science institutes and universities, for continuous improvement of the performance of our products and services

Sales teams work with you to track performance, update you on new materials and packing methods, and suggest ways to improve efficiencies and reduce costs.

Collaboration with other industry professionals such as GRSI for smooth integration of software management tools into your process.

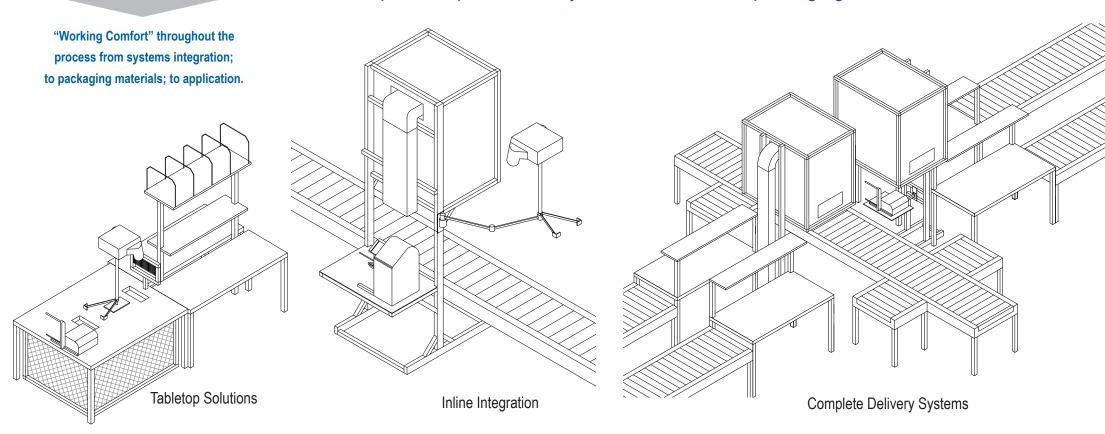
Engineered systems designed for any size packing facility with all types of needs.

Plus technical drawings that show a clear picture of how our solutions will fit into your facility.

Performance Timelines: Designed to show what's most important to you

Trial Management Timeline-					sibility	y Week One								We	ek Two				
Activity	Customer Contact	Duration	Frequency		Storo Pack	2/28	3/1	3/2	3/3	3/4	3/5	3/6	3/7	3/8 3	/9 3/1	3/11	3/12	3/13	3/
Safety Approval	Safety Manager						6 6		П										
Train, Loading and Operation	Packers and supervisors	2-3 hours min	Install Date			Δ	6 8			Δ						10			7
Observe and share pack techniques	Packers and supervisors	2-3 hours min	Install Date			Δ-									-	-			П
Pack Techniques	Packers and supervisors	2-3 hours min	Install Date			Δ.	10-10						7		\vdash	-			Г
Pack Time Study/Analysis	Packers and supervisors	1-2 hours	Day 2				Δ												
Gather operational feedback-Packers & Supervisors	All	on going	on going			Δ-				Δ			Δ		-	Δ			
Establish follow-up meeting date	Decision Maker	1-2 hours	Day 5							Δ									
In-The-Box Cost Analysis	Customer Champion/Best Packer	1-2 hours	Every other day					A		A			Δ<	_	-	-			
Customer trial period	All		1 to 2 times											8					
ACCUMULATION OF THE PROPERTY O	Mgmt team/Decision Maker	e include	the													A			
Review operational We track extended trial or particular activities that	Mgmt team/Decision Male employees you les					We ensure the timelines									L				
are critical to your process.	feel need to be involved.			work with your schedule.															

Fit-For-Purpose Systems Solutions: Simple to sophisticated systems fulfill all size packaging needs.



Expand your choices with Storopack's Single Source Triple Advantage!

At Storopack you'll find the product choices, availability, and reliable technology you need from one source. The power of Storopack's Triple Advantage makes it possible to create and coordinate workable solutions for positive outcomes with increased throughput, lower material cost and reduced damage.

1 Product: Our broad range of packing materials and equipment give you access to solutions that satisfy every need

from void-fill to protective cushioning for everything from fragile items to heavy industrial products.

2 Geography: Storopack has multiple convenient manufacturing facilities throughout North America and more than

50 combined locations worldwide for fast attentive service and efficient delivery of our products.

3 **Technology:** Storopack is technology driven to develop cost-effective, efficient, and environmentally friendly

products. Our equipment includes the newest technology for reliability, speed and ergonomics,

and we provide the latest software and system upgrades.

More solutions from one source.

Packaging Products

PAPERplus® Cushioning Pads PAPERplus® Shooter PELASPAN-PAC® Loose-Fill PELASPAN™ BIO Loose-Fill AIRplus® Air Pillows AIRplus® Wave
AIRplus® Tube
PAD LOC® Moldable Pads
FOAMplus® Foam-In-Place

Individualized Services

Systems Integration
Consultation Services
Hybrid Packaging
Machine Customization
Product Imprinting
Retail Packaged Products

North American Headquarters Cincinnati

AIRplus® Cushion Film

4758 Devitt Drive Cincinnati, Ohio 45246 Phone: 1 513 874 0314 Fax: 1 513 874 2955

packaging.us@storopack.com www.storopack.us

Atlanta

6140A Duquesne Drive Atlanta, Georgia 30336 Phone: 1 404 344 6451 Fax: 1 404 344 4734

Boston

125 Flanders Road Westboro, Massachusetts 01581 Phone: 1 508 366 1249 Fax: 1 508 366 9539

Chicago

320 Craig Place Hillside, Illinois 60162 Phone: 1 708 547 8030 Fax: 1 708 547 8096

Cincinnati

4663 Dues Drive Cincinnati, Ohio 45246 Phone: 1 513 860 1804 Fax: 1 513 860 4082

Cleveland

3135 Berea Road Cleveland, Ohio 44111 Phone: 1 216 941 7225 Fax: 1 216 251 4744

Dallas

5050 Duncanville Road Dallas, Texas 75236 Phone: 1 972 296 9535 Fax: 1 972 296 9843

Los Angeles

12007 S.Woodruff Avenue Downey, California 90241 Phone: 1 562 803 5582 Fax: 1 562 803 4462

Memphis

4290 Delp Street
Memphis, Tennessee 38118
Phone: 1 901 367 8053
Fax: 1 901 367 8055

Miami

11825 N.W. 100th Road, Suite 4 Medley, Florida 33178 Phone: 1 305 805 9696 Fax: 1 305 805 9697

Minneapolis

13100 12th Ave., North Plymouth, Minnesota 55441 Phone: 1 763 542 8351 Fax: 1 763 542 3147

Newark

22 Worlds Fair Dr., Unit D Somerset, New Jersey 08873 Phone: 1 732 560 1489 Fax: 1 732 560 1494

Phoenix

77 North 45th Avenue Phoenix, Arizona 85043 Phone: 1 602 484 0831 Fax: 1 602 278 1011

San Jose

2210 Junction Avenue San Jose, California 95131 Phone: 1 408 435 1537 Fax: 1 408 922 0316

Seattle

20418 87th Avenue South Kent, Washington 98031 Phone: 1 253 872 6844 Fax: 1 253 872 5722

Tampa

4724 Transport Drive Tampa, Florida 33605 Phone: 1 813 247 4226 Fax: 1 813 247 3677

Winston-Salem

2598 G Empire Drive Winston-Salem, NC 27103 Phone: 1 336 765 7767 Fax: 1 336 760 4426

Canada:

Toronto

10 Woodslea Road Unit 2 Brampton, Ontario L6T 5P2 Phone: 1 (905) 792 9567 Fax: 1 (905) 792 8737

For all other countries:

Asia

Phone: +852 3421 2392 Fax: +852 3421 2720 packaging.asia@storopack.com www.storopack.hk

Europe

Phone: +49 (0)7123 164-0 Fax: +49 (0)7123 164-119 packaging@storopack.com www.storopack.com



