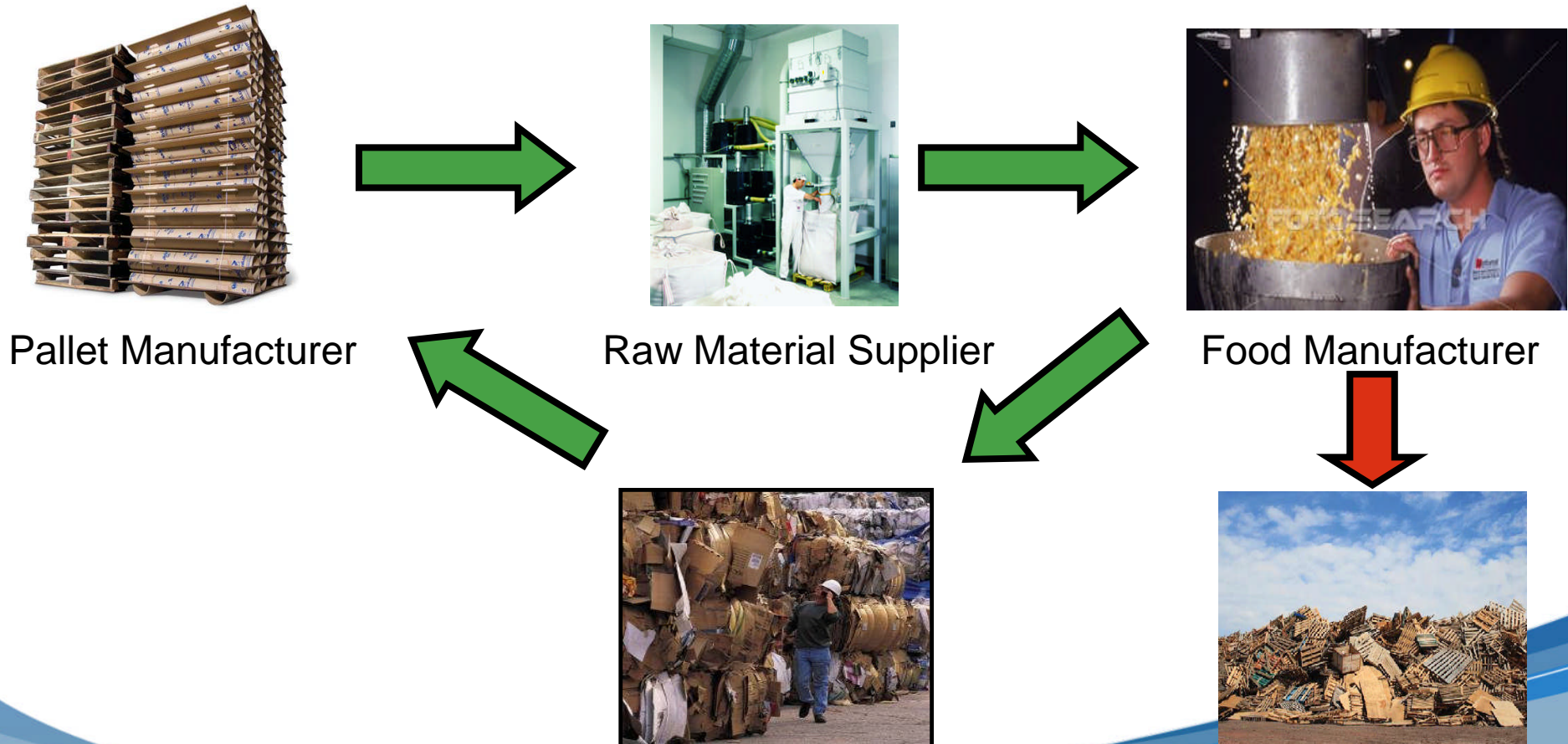


Choices we make in the food supply chain...



Supply Chain Value...

Using FirmaLoad[®] Pallets



Supply Chain Value...

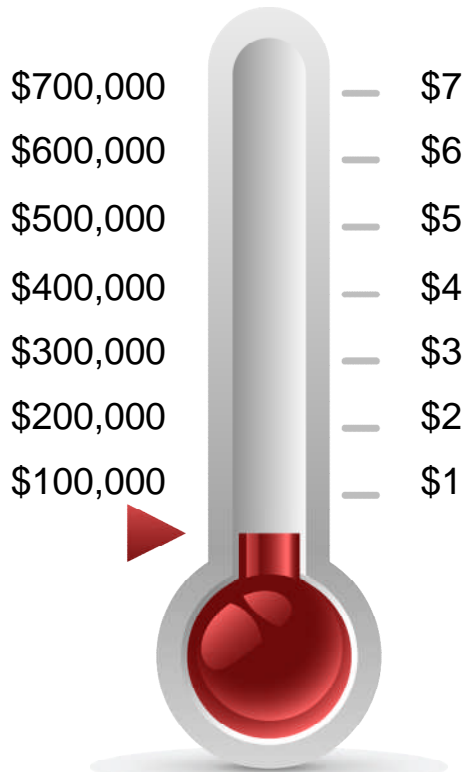
- Inbound freight savings
- Inbound receivables savings
- Inventory savings
- Work in process savings
- Outbound savings
- End customer savings

Based on 100,000 unit load shipments per year

- 80% units shipped F.T.L.
- 10% units shipped L.T.L.
- 10% units shipped Export

In-Bound Freight Savings

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad

VS

Wood Pallet

1,200 per TL

540 per TL

8,400lbs per TL

28,000lbs per TL

102 TL shipments eliminated per year

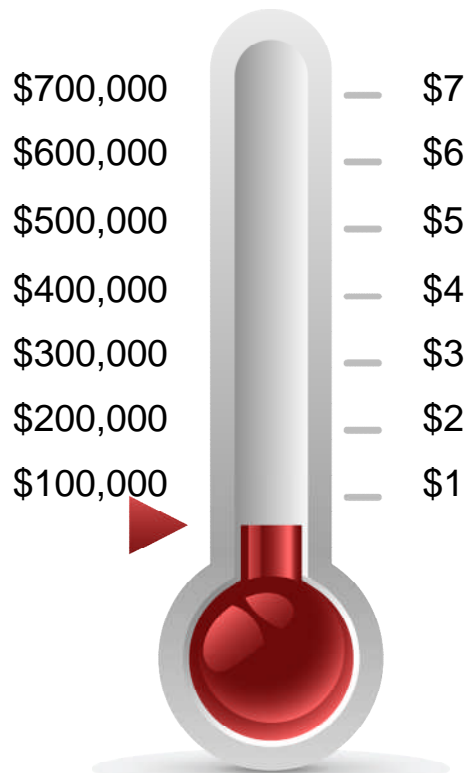
\$51,000 savings in TL shipments per year

CO2 savings per year

- *Based on 100,000 unit load shipments per year*

In-Bound Plant Savings

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad

VS

Wood Pallet

102 TL shipments eliminated per year

102 hours of "unloading" TL shipments per year

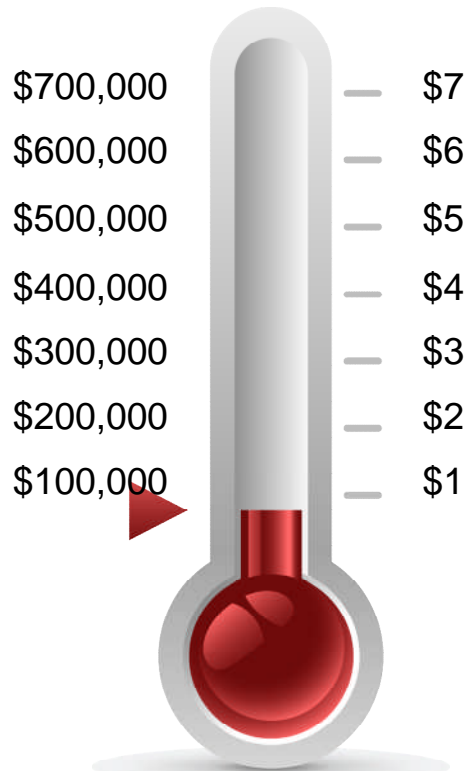
102 Invoices eliminated Per year

\$8,000 savings in labor and invoicing

- *Based on 100,000 unit load shipments per year*

Plant Inventory Savings

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad VS
1 TL of inventory space
per month – 1,200 FAL's

Approximately 2 TLs worth of
space cleared per month
(@ \$300 per mth TL rental)

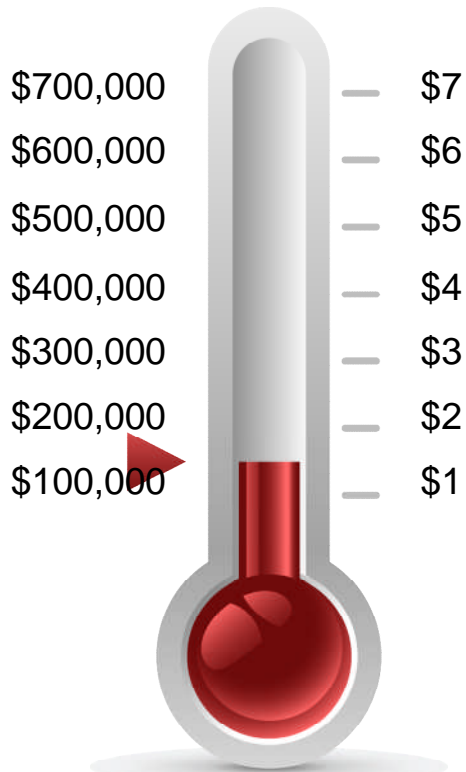
\$2,420 savings in inventory space

Wood Pallet
3 TLs of inventory space
per month – 1,620 pallets

- *Based on 100,000 unit load shipments per year*

Work in Process Savings

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad

Weight = 7lbs

Total Weight handled
700,000 lbs

Reduction in weight handled by employees
6,300 lbs

\$75,000 savings in slip sheet costs

VS

Wood Pallet

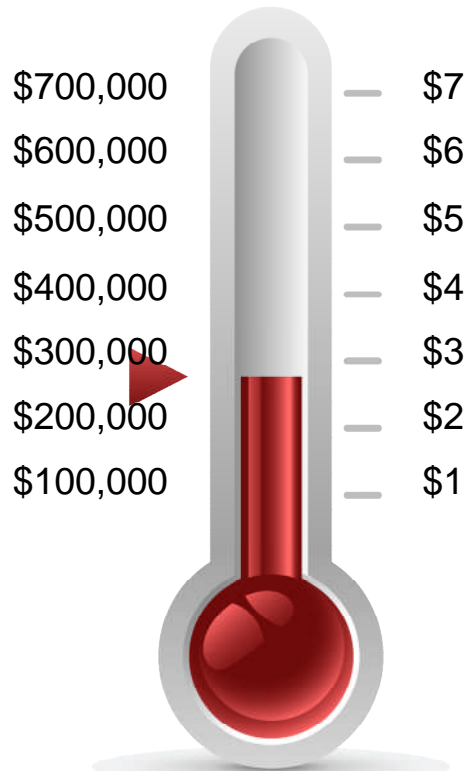
Weight = 70lbs

Total Weight handled
7,000,000

- Based on 100,000 unit load shipments per year

Out Bound Freight Savings (Truckload Shipments)

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad VS

20 Filled FIBC's per TL
(based on 2,100lb FIBC)

4,000 TLS shipments
Per year

211 TL shipments eliminated

\$157,895 in Freight Savings

Wood Pallet

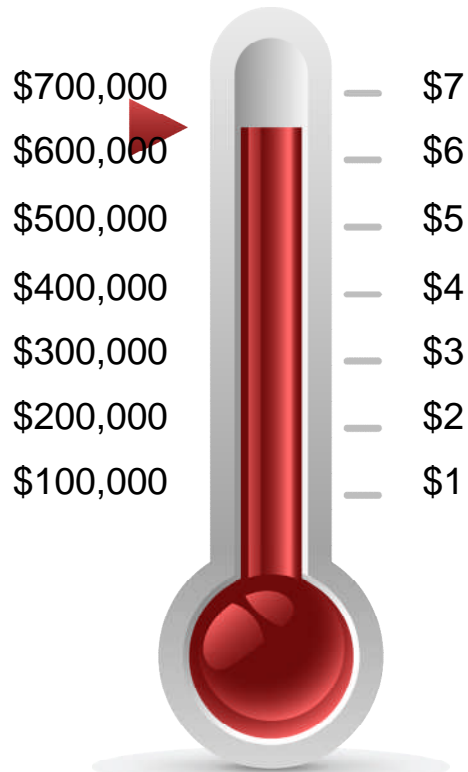
19 Filled FIBC's per TL
(based on 2,100lb FIBC)

4,211 TL shipments
per year

- *Based on \$750 average freight rate*
- *Based on 80,000 unit load shipments per year*

Out Bound Freight Savings (Less than TL Shipments)

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad VS

20,707,000lbs shipped

Avg LTL charge = \$0.55lb

630,000 lbs eliminated from shipping

\$346,500 in LTL Savings

Wood Pallet

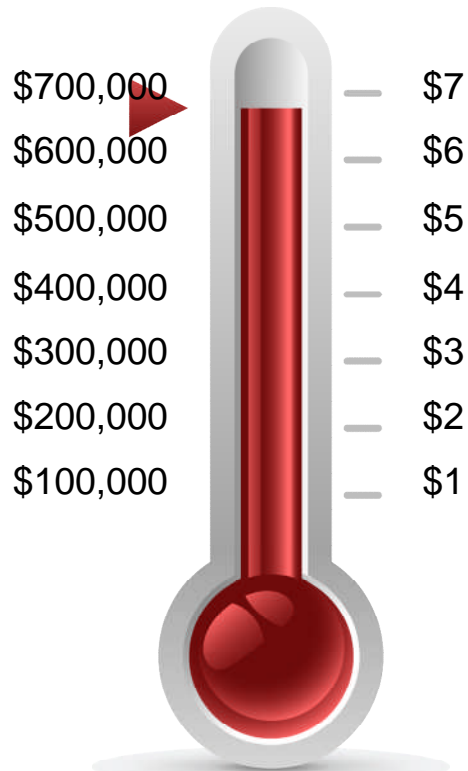
21,700.000lbs shipped

Avg LTL charge = \$0.55lb

- *Based on 10,000 unit load shipments per year*

Out Bound Freight Savings (Export Shipments)

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad
20,707,000lbs shipped

VS

Wood Pallet
21,700.000lbs shipped

Negotiated freight savings = \$0.07lb

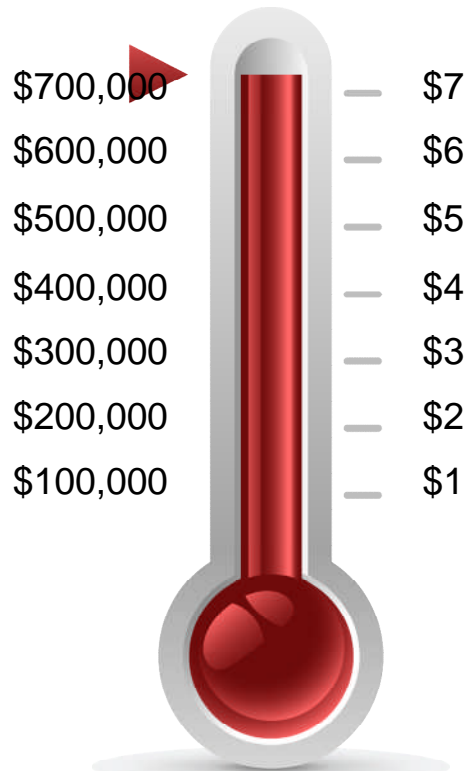
630,000 lbs eliminated from shipping

\$44,100 in Export Savings

- *Based on 10,000 unit load shipments per year*

End Customer **Land Fill Savings**

Total \$'s (MM) \$ / Pallet



Total Supply Chain Savings

FirmaLoad

VS

Wood Pallet

0 Land Fill

350,000 lbs land filled

\$150 / Ton land fill charge

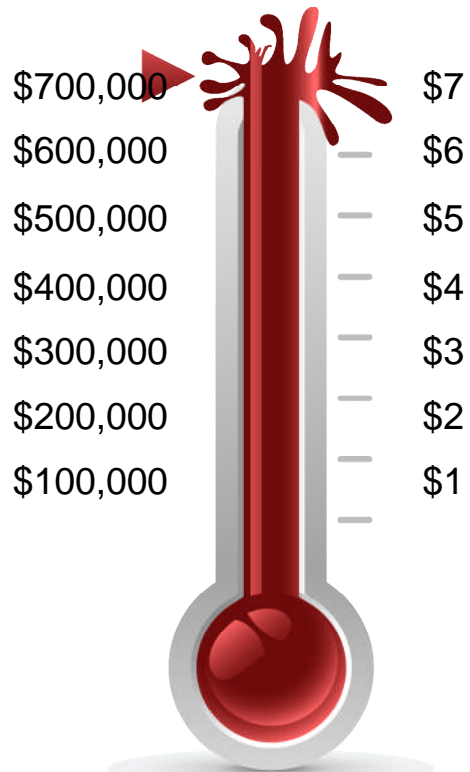
(\$26,250) in cost to land fill

Based on assumption that 5% of all wood pallets are land-filled

- *Based on 10,000 unit load shipments per year*

End Customer Revenue Generation

Total \$'s (MM) \$ / Pallet



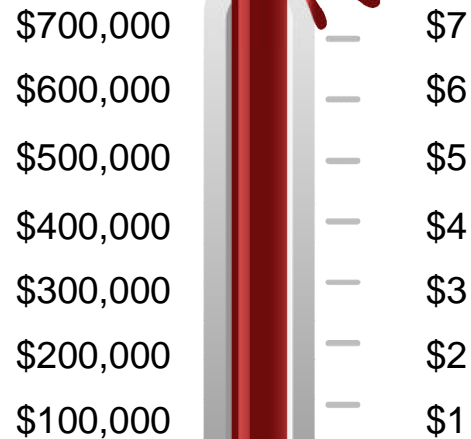
Total Supply Chain Savings

FirmaLoad VS **Wood Pallet**
 700,000 lbs of recyclable materials
 350 tons of recyclable materials
\$42,000 of revenue generated

- *Based on 100,000 unit load shipments per year*

\$700,000 + in total system savings,
or over \$7 savings per pallet...

Total \$'s (MM) \$ / Pallet



Market Acceptance and Feedback

- Case Study # 1 Export in containers to Asia
Space Savings, Stability in transit, elimination of wood

- Import into North America
Specialty chemical and Food Ingredient producers for export to
- Japan, US, Canada and Europe
Production and supply of FAL preparation by Sonoco and BLI

- X # of Fortune 1000 Companies with projects in discussion or approved and in place

Possible Objections and Obstacles

- Open Racking
 - Use a slave pallet
 - Use a Firm A Max and leave in place
- Filling Process using automated pallet loading
 - Retrofit system using a tray to carry the FAL
 - Design and change over costs can be amortized into FAL purchases
- Disposal of units at customer end
 - Set up recycling / recapture back to Sonoco
- Space / Warehouse
 - FAL that replace Pallet use will take ½ space
 - Sonoco has production facilities throughout NA





In Summary:

LIGHT.....

- 82% lighter than wood pallets
- ISPM 15* exempt

COMPACT...

- 1,200 FirmaLoad carriers in one TL
- 55% reduction in carbon emissions.
- Cuts storage space by more than half.

REDUCE...

- Can be returned to recyclers and used in recycled paper products
- Generates revenue



STRONG...

- Engineered to hold up to 6,600lbs
- Capable of shipping overseas

•SAFE...

- Eliminates wood debris
- Eliminates nail damage
- Eliminates needs for slip sheets

Question & Answers

Sales Consultants Available
to Evaluate Value for You (Calculator)