October 22, 2004

Mr. Joe Smith
ABC Company
7990 Auburn Rd.
Concord Township, OH 44077

Subject: PadPak® Package Design for Hydraulic Power System

Dear Mr. Smith:

We designed a PadPak® package for a hydraulic power system provided by your company. Following is a detailed description of our package design.

PadPak® Package Design for Hydraulic Power System:

1. We used the current box, which is an FOL – 44 ECT, single wall corrugated box with inside dimensions of approximately 30-3/4" x 12-1/2" x 12-1/2".

2. Placed the hydraulic power system into the bottom of the box. Produced a 78 inch pad. Folded it to create a pad with four thicknesses.

3. Bent the folded pad into a "U" shape and placed it around the motor end of the hydraulic power system as shown.

4. Produced a 78-inch pad. Folded the pad to create three thicknesses. Bent the folded pad into a “U” shape and placed it around the tank as shown.

5. Produced a 96-inch pad. Folded it to create a pad with three thicknesses. Placed the folded pad over the top and down the sides of the power system as shown.

6. Produced a 78-inch pad. Formed the pad into a coil and placed it over the top of the hydraulic power system as shown.

7. Closed the flaps and sealed the box with pressure sensitive tape.
8. Total PadPak® used in this design was **27.5 linear feet**.

Summary & Comments:

The PadPak® material used in this package design was 2 ply - 50/50 produced on our new AutoPad II converter. This material has excellent cushioning properties and will provide great protection for all of your hydraulic power systems/lifts.

Some additional features and benefits of PadPak® versus the current FIB packaging include:

1. PadPak® is biodegradable, recyclable, and reusable. It is also made from a renewable resource.
2. There are no hazardous materials used in our product or process.
3. There is no capital investment with the PadPak® cushioning system.
4. There are no molds to purchase or design.
5. PadPak® is a clean material to work with.
6. Disposability problems are eliminated for the customer. PadPak® can be recycled along with all other paper products, including newspapers.

The hydraulic power system was packaged in PadPak® package design described above and will be shipped back to you on Oct. 22nd via UPS Ground. This will be an excellent test to see how well our package design performs in the actual shipping environment.

Thank you for the opportunity to work on this project. If you have any questions regarding these PadPak® package designs, please do not hesitate to contact me. I can be reached at (800) 726-7257, ext. 8124 or by email at sbaiers@ranpak.com.

Sincerely,

Shawn M. Baiers, CPP
Packaging Engineer