

FIBER INTERIOR PACKAGING FAQ

✓ What are the advantages of using Great Northern - Fiber Interior Packaging?

- Easy to pack
 - Reducing labor and overall costs
- Biodegradable
- Easily recyclable
 - 100% recyclable curbside - Same as any paper-based product
- Nest-able
 - Requiring less space
- Customizable
 - Provides optimum product protection
- Transit Testing
 - Great Northern has a **ISTA® 6 Certified Laboratory**
 - Able to conduct
 - ISTA 1A, 3A, FedEx 6A and Amazon SIOC 6A (Ship In Own Container)

✓ What are Fiber Interior Packaging parts made from?

- 100% Recycled - Made from used corrugate and newsprint
- Biodegradable - The US Environmental Protection Agency defines Biodegradable as the ability of a substance to be broken down physically and/or chemically by microorganisms
- Our parts are produced by creating a slurry made from used corrugated and news print with water. The slurry is then pulled through a tool that molds the part, then dried



To learn more about Fiber Interior Packaging™ contact our product protection experts today!

✓ **What type of molded fiber is this?**

- Our products are referred to as thick-wall and range in thickness from 3/16" to 3/8"
- Parts are produced using a single tool, leaving the front side of the part reasonably smooth and rough on the backside

✓ **What are target applications for Fiber Interior Packaging?**

- Annual volumes of around 20,000 pieces or more
- Weights ranging from just a few pounds to over 50 pounds
- Excellent shock absorption and compression strength
- Void fill, Blocking and Bracing
- Not ideal for light-weight and/or highly fragile items

✓ **To which product applications does Fiber Interior Packaging apply?**

- Many E-Commerce items
- Containers
 - Bottles, jars, and cans
- Automotive parts and accessories
- Exercise equipment
- Outdoor equipment
- Small engines
- Power tools
- Industrial B2B products
- and more!



✓ **What types of packaging material does Fiber Interior Packaging typically replace?**

- Foams including: expanded polystyrene, aka eps or styrofoam, foam in a bag and foam in place
 - These foams
 - Cannot be easily recycled
 - Are not seen as environmentally responsible
 - Require more space because the parts do not nest
- Corrugated die-cuts
 - Highly labor-intensive
 - Not molded to fit contours of the item
 - Can require multiple parts
- Honeycomb
 - Parts do not nest and require more space
 - Not molded to fit contours of the item

✓ What will Fiber Interior Packaging parts cost for my application?

•A price estimate can be provided in just a few days once we receive your product and/or a dimensioned drawing and annual volumes

✓ What is the timeline for creating my new Fiber Interior Packaging parts?

•Assuming the above preliminary pricing meets your requirements, we will require a sample of the part to design the tooling and provide a formal quote

•Samples

•Once you have approved the design and pricing, we will require a Purchase Order for the production of samples to begin

•Prototyping of samples can typically cost between \$1,700 - \$2,000 into any paper or corrugated waste stream

•A limited number of sample parts will be provided at no charge approximately 6-7 weeks from the date we receive the above PO

•Production

•Production can be initiated once we receive approval of samples and a Purchase Order for production of parts to begin

•Full production of parts require initial fixtures and set up. These costs typically range between \$3,800 to \$5,500

*Approximately 6-8 weeks from the date we receive the above PO

✓ How can Fiber Interior Packaging parts be disposed of?

•Since they're produced from 100% paper products, parts can easily be re-entered into any paper or corrugated waste stream.

✓ How does Fiber Interior Packaging compare to other interior protection options?

| |  | Corrugate Inserts | Honeycomb | Bubble Wrap/Tape | Molded Foam | Foam in a Bag |
|------------------------|---|-------------------|-------------|------------------|-------------|----------------|
| Custom Fit | Yes | No | No | No | Yes | Can Be |
| Consistency | Yes | Yes | Yes | No | Yes | No |
| Labor | Drop and Go | Can be Intensive | Can be High | Intensive | Drop and Go | Moderate Labor |
| Storage/Compact | Nested/Compact | Compact | Bulky | Bulky | Bulky | Minimal |
| Recyclable | Yes | Yes | Yes | No | No | No |
| Biodegradable | Yes | Yes | Yes | No | No | No |