

PINE VALLEY PACKAGING Returnable Rack Concept

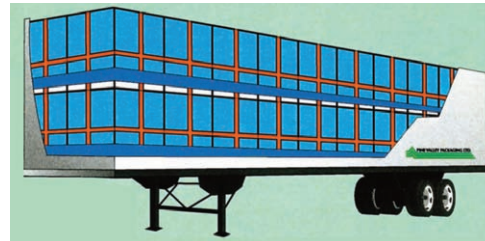
Standard Hanging Bag Packs



48x45x25
molded plastic bin

Shipping Quantity for 53 foot trailer
24 parts per bin, stacked four high

112 bins per truck



2688 parts per standard 53' trailer

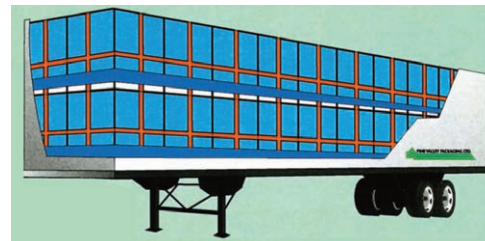
PVP Bag Rack Design



48x30x48
low profile truss base metal rack

Shipping Quantity for 53 foot trailer
48 parts per rack, stacked two high

84 racks per truck



4032 parts per standard 53' trailer

**More Parts Per Load. More Efficient Handling.
Greater Operator Accessibility!**

Realizing the Advantages of Returnable Pack Leasing

- Conserve valuable working capital. Capital acquisitions reduce a company's working capital. Lease financing allows working capital to be used for other purposes. You realize the best of both worlds.
- Ease of acquisition. Once you have decided on your returnable packaging solution that best suits the job, you simply decide on the payment stream that best suits your budget.
- Preserves your credit limits. Lease financing enables you to acquire needed returnable packaging without tying up other valuable credit lines.
- Ease of budgeting. When lease payments are fixed over the term of the lease, budgeting cash flow is made much easier.
- 100% financing. Lease financing provides for total financing. Hard and soft assets can be financed, providing you with a "total" solution.
- Term and payment flexibility. The term and frequency of payments can be tailored to your company's own unique business requirements.
- Self-financing. Lease payments are often paid with dollars generated by the utilization of the leased equipment.
- Payment convenience. Another advantage of lease financing involves the direct-debit method of lease payments. Administering the account now becomes the responsibility of the leasing company.
- Tax advantages. While subject to the regulatory guidelines, lease payments may be tax deductible. A consultation with your accountant will determine the applicability and nature of tax deduction for each circumstance.

Note: Pine Valley Packaging Limited partners with CIT Financing to bring you affordable leasing options to suit your business needs.



**PINE VALLEY
PACKAGING**

The Protective Packaging People

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THE PROTECTIVE PACKAGING PEOPLE



**Returnable Racks for
Automotive Steering Wheels**

The PVP Challenge!

To design a returnable pack that competes with the two existing standards being used by the automotive industry.

The Objective!

To maximize the number of steering wheels that can be shipped in a standard 53 foot trailer from Mexico to assembly plants in Mexico, USA and Canada.

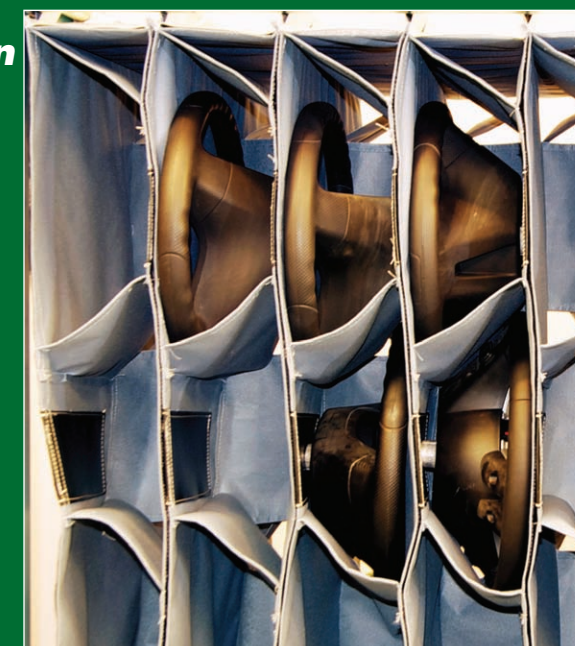


Accessible from both sides


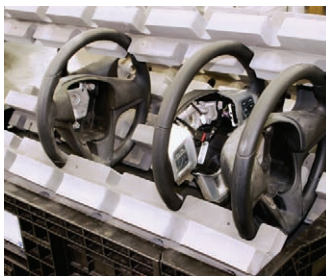

Sequentially numbered part specific bar codes

PVP Bag Rack Advantages

- 504 more parts can be shipped than the Foam Log design.
- 1344 more parts than standard Hanging Bag pack design.
- Parts can be accessed from both sides, for easier assembly.
- The PVP Bag Rack design does not have any removable dunnage parts that can be lost or damaged.
- The PVP Bag Rack is not patented, providing the customer with more supply options.



PVP Bag Rack Shipping Advantage

Product	Pack dimensions	Parts per Pack	Packs per Trailer	Total Parts per Trailer
 PVP Bag Rack	48x30x48 low profile truss base metal rack with 4 way entry construction (1.5 x 1.5 1/8 tubing)	48 parts per rack, 2 pick faces	84 packs per truckload	4032 parts
 Foam Log Pack	48x45x50 Standard molded plastic bin.	63 parts per bin	56 bins per truckload	3528 parts
 Standard Hanging Bag	48x45x25 Standard molded plastic bin	24 parts per bin	112 bins per truckload	2688 parts