

ITB PACKAGING LLC
INFORMATION
HANDBOOK

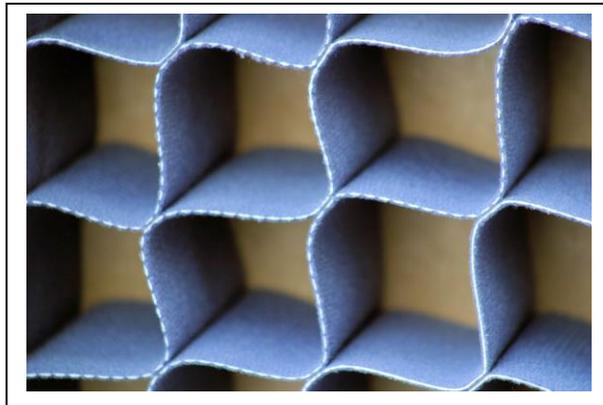


Table of Contents

Section 1: What is ITB Product?/What isn't ITB Product?

Section 2: Why ITB Dividers?

Section3: Determining the Correct ITB Product for the Customer

Section 4: Available Materials

Section 5: Expendable Dividers

Section 6: Returnable Dividers

Section 7: Glossary

Section 1: What is ITB Product?/What isn't ITB Product?

What is ITB Product?

ITB manufactures *flexible rectangular cell dividers*.

There are up to 4 components that make up an ITB divider: the divider, the frame, bottoms, and installation.

1. The Divider: The core of what sets ITB apart in the market place. Our process simplifies the design, costing, and manufacturing process ITB utilizing no tooling and low cost, high value, durable material. Because of these features ITB is able to offer a variety of dividers at very competitive prices and short lead times.

2. The Frame: The ITB divider needs to have a structure to hold it open. For returnable dividers, the returnable container provides the support. The expendable options include the Pop and Drop frame and In The Box.

3. The Bottom: Bottoms can be loose, attached to one side, or attached to all bottom edges. Typically bottoms are made of the same material as that of the divider, but they can be different depending on the customer desires. A customer may also want an additional "pad" added under the bottom fabric. This is to add cushion for the part.

Occasionally a customer will want to have bottoms attached to the bottom of each cell. Once a bottom is attached to the cells the divider can no longer be collapsed.

4. The Installation: All ITB products need to be installed. The type of frame dictates the style of installation needed. The most installations are as follows:

- ❖ Tote Returnable: Velcro install and Pcorr staple install
- ❖ Bin Returnable: Rivet in or Rivet with Velcro for collapsibility
- ❖ Bin Expendable: Pop and Drop with 3" side frame
- ❖ Expendable ½ Bin Size: 3" wide top frame
- ❖ Expendable Box size: In The Box install

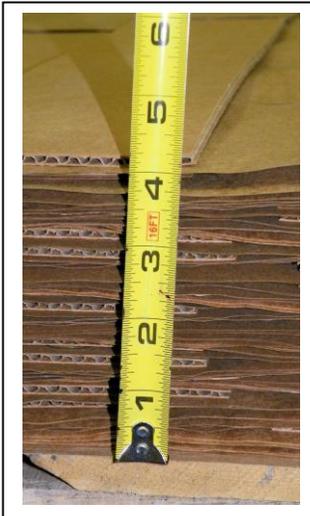
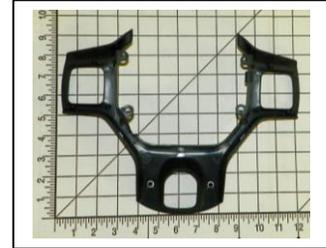
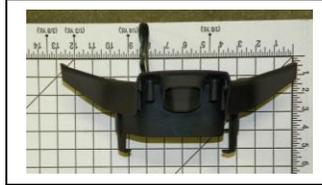
What Isn't ITB Product?

ITB Packaging realizes that not every part will receive the best protection or fit well in a flexible rectangular cell. ITB dividers are not for bowling balls. Small to medium large, light-weight parts are well-suited for ITB dividers.

Section 2: Why ITB Dividers?

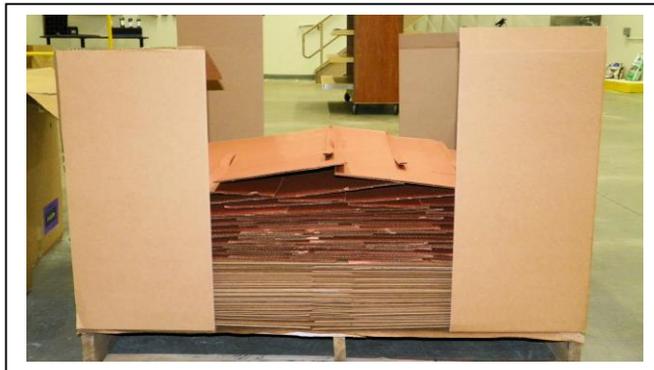
ITB offers:

- lower price,
- quality,
- short lead times,
- ease of design process,
- speedy quotes,
- quick sample request turn-around,
- no tooling,
- soft cost savings,
- and excellent part protection.



50 ITB Pop and Drop dividers
stacked on a skid

90 ITB Pop and Drop dividers
compared to 5 equivalent traditional
corrugated dividers



Section 3: Determining the Correct ITB Product for the Customer

Customer preferences and needs play a large part in determining the correct ITB divider, especially in regards to the extras. The customer part will dictate many of the options: Is it a large part or small? Will it fit best in a tote or a bulk bin? Is the part light or heavier? Does the part have a painted surface and require great protection or is it molded-in color requiring only minimum protection? The customer will determine if an attached bottom, an extra base pad, or no bottom at all are desired. Not all “A” surfaces are equal.

Blue Plush: This is appropriate for the most sensitive “A” surfaces or when the surface of the material needs to be more durable than what LX 15025 can deliver.

LX 15025: This is appropriate for most “A” surfaces. This material is slightly less protective than Blue Plush and somewhat less durable.