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The ProStack®....The "Proven" Leaker Solution

ProStack® and TierStack® Training Video Now Available

In support of Polymer Solutions' commitment to providing excellent customer support, we have created a new forklift driver training video. Companies actively incorporating ProStack® and TierStack® racks into their operations have realized improved bottle life, gains in production efficiencies, reduced truck damage, as well as improved safety throughout their operations.

Proper forklift operator training is a critical step to achieving these goals. Steve Kurth, Director, North America Sales, explains, "This video will allow our customers to educate new and existing forklift drivers in the safe handling of our products."

This video will ensure that our customers achieve the maximum useful life of our ProStack® and TierStack® racks. Also available with the CD are written reference materials and a short quiz that can be given to the forklift drivers after viewing. For a copy, please contact us at info@prostack.com or call 1-877-444-7225.

Visit Polymer Solutions New Website!

In addition to celebrating our 10 year anniversary, Polymer Solutions International is excited to announce its launching of a newly designed website that will give our customers and prospects a fresh new look at what we have to offer the bottled water industry.

Our new website will feature user-friendly tabs with direct links to all of our products, including our new line of plastic pallets, testimonials from our customers, past and present newsletters, product performance reports, and training videos on the proper handling of the ProStack® and TierStack® racks.

Our website address will remain the same, www.prostack.com. Look for these improvements and enhancements plus more beginning in May of 2008!

Savings add up at Ozarka Water and Coffee Service

Ozarka Water and Coffee Service, located in Oklahoma City, Oklahoma, is both a bottler and distributor servicing the Oklahoma City metro and outlying areas which encompass an eighty-mile radius. The company has been phasing in the triple pocket ProStack® Modular Rack System from Polymer Solutions over the last few years.

Plant superintendent Bob DeShazo modified their conventional rack loader to load the plastic racks together with the metal racks without the need for changeover. DeShazo adds "our float is approximately 50% plastic now and we have seen the bottle life dramatically improve since we have introduced plastic because the bottle is fully protected in the pocket and the uniformity of the ProStack's consistent dimensions certainly enhances our production line efficiency."

Water Division Sales Manager, James Thompson, says deliveries to the outlying areas require his route salesmen to travel on country roads that are quite often in need of repair. He feels the ProStack® system protects the bottles much better than any other system on these compromised roads. Thompson also finds the ProStack system allows for the drivers to pull the bottles easily from the racks, lets route truck loaders easily maneuver the racks on their forklifts, and maximizes

warehouse space due to the ability to stack the racks three high. The new reach through feature allows drivers to access the generally "hard to reach" back row of bottles with ease. "Our drivers really prefer the plastic racks to the metal - they are very safe and user-friendly and can be easily reconfigured into different heights to adapt to specific routes and seasonal demands. The customer leaker claims have dropped and we look forward to being fully converted."



Steve Raupe, CEO, summarizes:
"The ProStack® system eliminates rack-related bottle damage and also the costly damage done by steel racks to our aluminum truck bodies."

Raupe is "very pleased and looks forward to eventually phasing out all steel racks with the ProStack® system."

CELEBRATING
10 years
Thank You!

Meet the Staff



Dan Kelly, President & CEO

Dan founded Polymer Solutions International in 1997 with the help of George Daly. Prior to forming the company, Dan spent nearly all of his career in sales, marketing and product development positions all involving plastic reusable packaging, supplying products for industries including bottled water, beverage, dairy, bakery, waste management. Dan is actively involved in the IBWA, presently serving on the Board of Directors and as Supplier Committee Chairman.

George Daly, General Manager & CFO

George has been involved with Polymer Solutions since its inception. George handles all financial affairs for the business, as well as managing the manufacturing and procurement activities. In his nearly thirty years of experience prior to joining the company, he earned his CPA certificate and was in public practice. He also served as the CFO for a large doll manufacturing company, a custom plastics injection molding company and a \$1.2 billion wholesale distribution company.



Steve Kurth, Director, North America Sales

In February 2002 Steve joined Polymer Solutions as National Sales Manager and has since been promoted to Director of North America Sales, overseeing all sales activities to bottlers in the US and Canada. Steve is involved in the IBWA and other regional bottled water associations. Steve has been involved in the plastics industry since 1986. He began working as a sales engineer in the flexible food packaging field for a European based converter. Prior to joining Polymer Solutions International, Steve worked with Dan in the position of Midwest Sales Manager for a multi-plant injection molding corporation, selling plastic crates, totes and other related products in the beverage, bottled water, dairy and waste industries.

Tony Felt, Director, International Sales

Tony joined Polymer Solutions in 2007, bringing with him 13 years of experience in the plastics material handling industry as well as extensive international business development. His responsibilities with Polymer Solutions include the growth and development of all sales activities outside of the US and Canada. Tony is an active member of the European Bottled Water Association (EBWA) and other regional bottled water associations, currently sitting on two committees. Prior to joining the company, he served as VP of International Sales for Orbis Corporation.



Jim Favaron, Senior Plastics Engineer

In September 2006 Jim joined the company. His responsibilities include product quality, processing, testing and tooling. Jim holds a Bachelor's degree in Mechanical Engineering and brings with him 23 years in the Material Handling Industry. Past positions at major plastic molding companies include Chief Technology Officer and Sr. VP of Product Development. Jim is a senior member and past president of the Hudson-Mohawk chapter of the Society of Plastic Engineers and has also been an active committee participant in the Returnable Plastic Container and Pallet Association of the Material Handling Institute of America.

Brad Donnell, Engineering

Brad has been involved with Polymer Solutions since its inception 10 years ago. Using his vast design and engineering experience, Brad generates complex computer models of new and improved products for the bottled water industry. Brad has been involved in several aspects of the plastics industry, including proprietary design of converting equipment and plastic products related to the structural foam process. With 12 years as R&D and staff engineer at Union Carbide and Egan Machinery companies, he went into the structural foam molding business with partners as a licensee of Union Carbide and managed all engineering for his company. He is a registered Professional Engineer in New Jersey.



Rose Spiller, Customer Service

Initially joining the company in February of 2006 as a member of our finance team, Rose has now transitioned to Customer Service Representative. Her responsibilities include all aspects of customer service, invoicing, transportation coordination, inventory monitoring and shipment scheduling. Prior to joining our company, Rose was a full time accounting professional.

Roberto Pozas, Sales Representative (Mexico)

Roberto has been a representative for Polymer Solutions since 2001 developing business opportunities throughout Mexico. He started his career in material handling in 1994 implementing returnable plastic packaging programs for the food, beverage and automotive industries in Mexico and Latin America.



Marge Eggie, Marketing Specialist

Marge has been with the company since March of 2000. Her initial role with Polymer Solutions was in a telemarketing capacity where she spent time surveying the rack requirements of various bottled water companies while introducing them to our ProStack® racking system. She is now actively involved in the sales and marketing of our full line of bottled water rack products. Marge's earlier experience was in sales management and training at Pitney Bowes. She also assists in membership recruitment for the IBWA.

Marian Daly, Accounting

Marian joined the company in 1998. She specializes in accounts payable, vendor communications, payroll and handling most tax matters. Marian has a strong mathematics background and prior to joining the company, was a full-time educator. She continues to keep her hand in education by teaching part-time at a local college.



Lynn Woyshner, Office Manager

Lynn's relationship with the company began in November of 2000. Her initial role with Polymer Solutions followed suit with her computer programming experience. She setup and implemented the initial database and was responsible for ongoing database maintenance. Lynn's current duties also include managing order and quote logs, creation of literature and newsletters along with various other administrative duties that contribute to daily office functions. Prior to joining the company, Lynn worked for companies utilizing her skills in programming, administration and computer set up.

Around the world...

This article is a press release from our customer in Ireland whose motivation is to eliminate bottle and truck damage caused by other racking systems.

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news

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Tipperary meets goals with TierStack racks

Tipperary Natural Mineral Water, a major HOD company in Ireland now uses **Polymer Solutions International's** plastic TierStack modular racking system for its operations in Ireland. The firm produces and distributes the Tipperary water brand in 18.9 and 11.5 litre bottles throughout the country.

Its main motivation to convert to Polymer Solutions was to reduce bottle and truck damage caused by other racking systems and improve operational efficiencies. The conversion that began over three years ago has brought about positive results, as General Manager, Peter Cooney, explains: "We have found vast improvements in our bottle life and appearance. The TierStack is miles ahead of our incumbent steel stillages, which just didn't stand up to the day to day battering of a busy workload."



Tipperary met Polymer Solutions at the EBWA show in Antwerp, Belgium, several years ago. "After evaluating all of the choices of plastic racks, we chose the TierStack because of the obvious superior durability and features," said Cooney. "It sits well on our fleet of trucks, doesn't damage our truck bay floors or sides and is very easy to transport due to its versatile reconfiguration."

The modular design of the racks allows users to adjust the layers to fit their exact requirements. "Depending on the route and the season we have the option of stacking the TierStack racks four layers high on the truck, which we have found very beneficial. We have six, eight and 10 stillage trucks, all of which can accommodate an extra layer when needed."



Ongoing repair expenses and safety issues associated with metal racks have also been eliminated. "At a fraction of the cost and with virtually no repairs needed, we have been purchasing TierStacks racks for the last three years and have had to dispose of only two of them due to forklift negligence," continued Cooney.

A further benefit is the increased efficiency in manufacturing and external field activities. "We use a Bardi that can bottle up to 1,000 bottles per hour with a robot which works perfectly with the TierStack system," he concluded. "We no longer run into problems resulting from the steel stillages, which used to get easily damaged and weren't as dimensionally exact as the TierStacks."

Bottling water since 1990, Tipperary is part of bottling manufacturing company the **Gleeson Group**, which employs over 700 people in Ireland and has an annual turnover of €300 million. The group's portfolio consists of mineral water, as well as soft drinks, cider, whiskey, crème liqueur and freeze pops. Tipperary has been awarded five British Bottlers Institute Gold Medals for excellence.

Polymer Solutions supplies its ProStack and TierStack rack systems to over 40 countries worldwide. The firm will be exhibiting at the EBWA show in Poland in October.

What IBWA Can Do For You



IBWA is the voice of the bottled water industry

The International Bottled Water Association (IBWA) is the authoritative source of information about all types of bottled waters. IBWA membership provides bottlers, distributors, and suppliers—small, medium, and large—with services that save you time and money. **IBWA protects your company's bottom line** by opposing all legislation and regulation that could reduce your profits or impose unnecessary regulatory burdens on your business operations. **IBWA defends your interests** by working directly with legislators and regulators on issues (such as proposed taxes and groundwater restrictions) affecting the bottled water industry. **IBWA provides educational and technical resources** through members-only publications on such topics as bromate/DBPs, taste/odor, and pathogens/contaminants. **IBWA educates members on security risk assessment and prevention** by providing the latest developments in food security and safety, and requirements for the bottled water industry from the Department of Homeland Security, the U.S. Department of Agriculture, and the U.S. Food and Drug Administration. **IBWA provides networking opportunities** that allow you to discuss problems, get answers to your business questions and share solutions during the annual convention and other meetings. **IBWA membership sets you apart from the competition** by helping your business maintain high quality standards through its annual, unannounced facility inspection and compliance with the **IBWA** Bottled Water Code of Practice.

Join IBWA today! For more information, visit at www.bottledwater.org.

Polymer Solutions International has benefited from being a member of the IBWA since 1997.

IBWA is a valuable resource to its members, providing them with the tools and information they need to succeed and prosper in the bottled water industry. Active participation in the IBWA is an invaluable way to stay informed and current about ongoing activity present in our competitive marketplace.

If your business is bottled water, you cannot afford to miss out on the benefits!

To enroll, contact Marge Eggie at 877-444-7225, Extension 2.



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