

# PSI Rack Facts

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

## IBWA Las Vegas

The 2006 IBWA Convention and Trade Show, Everyone's A Winner" is being held at the Mandalay Bay Resort and Convention Center in Las Vegas October 4-6.

Visit ***Polymer Solutions at Booth # 116*** to see our complete product line of 3-wide and 4-wide modular racks.



## Leading Global HOD Company Conducts Bottle Life Study / US HOD Bottler Dramatically Reduces Scrap Rates

A major Global HOD company conducted a laboratory transportation simulation to determine the relative bottle life of various bottle types made by several different manufacturers when tested on a ProStack® rack and two versions of a metal rack.

The study proved that bottles in ProStack® racks, regardless of the manufacturer, had dramatically improved the logistical bottle life of handle and round bottles by a factor of 6 to 18 times more than the same bottles tested on metal transport racks.

The ProStack® rack also minimized the influence of bottle design and bottle quality on logistical life, in addition to dramatically reducing logistical failures compared with the other systems tested.

This extensive laboratory test was conducted over a four week

period, the results of which are consistent with other laboratory tests as well as field tests from other PSI customers.

North Texas Mountain Valley (NTMV) in Carrollton, TX has tracked and studied their bottle scrap data over the past nine years. They have recently provided PSI with updated data showing a dramatic and continuing decrease in bottle scrap.

This customer has completely converted their float from metal racks to ProStack® racks and has reduced bottle scrap from 3.5% to 0.75% which is a stunning reduction of nearly 80%.

*Brian Rose of NTMV confirms "Our detailed historical study has proven to us the ProStack® completely eliminates all rack related bottle damage."*

A new chart has been added to the NTMV Bottle Scrap History report which illustrates part of their ongoing study, the **"Components of Scrap."** Understanding all the factors contributing to bottle scrap is the bottlers' best way to continuously reduce the rates to near zero. Contamination, route and customer handling continue to be the most significant factors to the bottlers' next frontier for scrap reduction and increased trip rates for bottles.

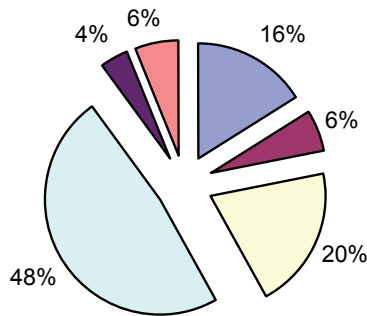
These case studies are independent and conducted by actual PSI rack customers. Both the laboratory test and the field test are consistent with the experience of many other PSI customers surveyed.

Copies of both are included in the inset of this newsletter.

# Components of Scrap: NTMV Historical Analysis Supports PSI Customer Survey

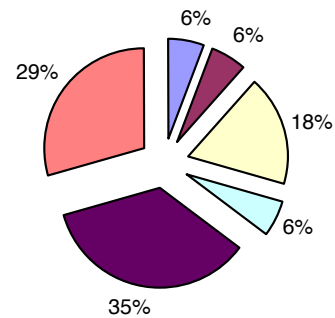
Responses to a recent survey of PSI customers using ProStack® and TierStack® racks were averaged to what they thought were the components of scrap. The survey shows that there are several contributors of scrap that make up the total, and damage caused by the ProStack® or TierStack® rack was not a factor. The focus should be placed on the larger contributing factors such as customer & route driver’s mishandling and contamination & competitors bottles. Additionally, the survey has shown customers that converted their floats have seen a 62.5% reduction in leaker claims and a 42% reduction in truck bay repair costs.

**PSI Customer Survey**



- 16% Leak detector
- 6% Neck damage
- 20% Contamination & competitors bottles
- 48% Customer & route driver's mishandling
- 4% Label damage
- 6% Other

**NTMV Historical Analysis**



- 5% Warehouse damage/handling
- 5% Equipment/production related
- 15% Contamination & competitors bottles
- 20% Customer & route driver's mishandling
- 30% Aesthetics/bottle age
- 25% Other (bottle quality, design defects, pinholes, wall thickness variation, neck finish)

### PSI Customer Satisfaction

Product quality	100%
Product durability	97%
Service	100%
On-time delivery	97%

## Around the world...

This article is a press release from our customer in Bangkok Thailand who tried the low price but high cost alternatives before converting to ProStack®.

Sample from **Asia Pacific Bottled Water Issue 2/2006**  
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### M. Water extends HOD bottle life using ProStack Racks

**M. Water Co**, a leading producer and supplier of home and office bottled water in Thailand has converted to using the ProStack Modular Racks system from **Polymer Solutions International** for its operations in Bangkok.

The company produces the Sprinkle brand of drinking water in 18.9 litre bottles and delivers directly to over 20,000 home and office customers in Bangkok and the surrounding areas.

M. Water Managing Director Pisai Laohadatanaphorn commented: "We did consider the ProStack System at first but then decided against it in favour of lower priced alternatives."

The company started out with steel racks but found that rough road conditions were causing very high bottle breakage.

M. Water also used individual crates but higher handling costs drove it to try imported lightweight recycled plastic racks.

"The problems continued," added Pisai Laohadatanaphorn.

"The lack of durability of the lightweight racks quickly became a growing problem and the bottle damage remained too high".



He continued: "After trying these "low cost solutions" we contacted Polymer Solutions International to try the ProStack system. It did not take long to realise that the solutions we tried in the past were really low price but high cost solutions. We have now bought ProStack racks for the last four years and have almost completely converting our float. Our bottle scrap rate is now less than 1% compared with the former systems of steel racks and the lightweight plastic racks, at 10% and 5% respectively. The ProStack has met our requirements across our production and delivery system operations."

Polymer Solutions International supplies its ProStack and TierStack racks to bottlers in over 40 countries worldwide. The company exhibited at the AusDrinks conference on Australia's Sunshine Coast in May.

For more information contact  
**Polymer Solutions International**  
[www.prostack.com](http://www.prostack.com)  
 or e-mail [info@prostack.com](mailto:info@prostack.com)

Sample from **Asia Pacific Bottled Water Issue 2/2006**  
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# What's New .....

We have added these features and improvements to our new Three Pocket ProStack®!



Reach-through feature to gain easier access to the back bottles



Front entry pocket to easily add or remove layers with forklift



Bottom leg option for optimal engagement in rugged terrain

*Our ProStack® and TierStack® racks are simple one piece designs, modular, and have no moving or welded parts, which is critical for efficiency and long life.*



## Coming in the next issue....

*Another major global HOD company conducts most comprehensive field test with dramatic results for the ProStack®*

*New unique pallet for our Three Pocket ProStack®*

*New fork lift device to protect ProStack® and TierStack® racks from mishandling*

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