



Global ability - a key customer service



Local knowledge, global solutions

The reality of today's global market is that packaging material and design decisions are often made in one part of the world, while the

actual packaging product solutions are to be delivered elsewhere.

Through our global alliances with manufacturing and service facilities in more than 35 countries, Integra Packaging has a unique ability to support global companies with a need for packaging solutions - across borders, worldwide.

Frequent production transfers between geographical regions is another market reality requiring significant coordination. Our ability to deliver, transfer and manage packaging solutions in all major industrial markets is

satisfying the demands of global customers. This is enhanced through our key alliance partner Nefab, who have established a specific business unit to increase opportunities and business development with customers who have global packaging needs.

Our customers report excellent response, knowledge and service relationships with our team. It is these relationships that enable us to localise best practice solutions and global reach at Integra.

Sincerely, **Roger Till** - Managing Director

Sigma Coachair - a new solution eliminates damage

Sigma Coachair Group Project Manager, Jonathan Luey says *"We have appreciated the efforts of Integra and their alliance partners to resolve this issue in China and are very satisfied with the nil damage result and the return to a free flowing supply chain. The global reach of Integra has reduced boundaries such as language, project coordination issues, international statutory regulations and delivered world's best practice to our global company."*



Units ready for packaging

Sigma Coachair Group (SCG) is a global leader in the development of Transport and Heavy Duty HVAC (air conditioning) Systems for the Rail, Bus, Mining, Industrial and Defence sectors.

SCG had an issue related to the customer's

handling of the equipment packaging which introduced the risk of damage to the delivered product. Jonathan Luey said *"we had delivered 24 units and around 16 of these had sustained damage"*. Integra packaging were approached by SCG to use their global reach and experience to assist in overcoming this challenge.

Jonathan's brief to Integra required the review of current packaging modes, a modified packaging concept and the presentation of findings - with a proposed solution.

SCG and their customer's requirements were part of the specified scope of works - with transport mode, loading and unloading, assembly line, storage, damage protection, international packaging guidelines and environmental impacts - all part of the brief.

SCG equipment had to travel via road, from Changzhou China to Tianjin Bonded Logistics Park China (unloaded, stored and reloaded) and then onto Changchun China.

A packaging engineer from Changzhou visited the SCG site to perform a logistics flow review, to ensure that correct information was gathered from all parties involved. A design team were then engaged to prepare a suitable solution to respond to the SCG brief.



Enclosed protection

The new solution was presented, approved and implemented to the satisfaction of SCG and has been successful in producing a nil damage result since its adoption.

After implementation of the initial solution the opportunity was also taken to make the packaging stackable to reduce logistics and storage costs.

Integra combines global knowledge and local service to provide solutions to complex packaging challenges.

Marr Contracting - high-tonnage, high-value environmental protection

The world's largest luffing crane travels 5,000kms to the WA Gorgon project.

Key issues of containment, encapsulation and fumigation were top of the agenda when Marr Contracting asked Integra Packaging to protect crucial loads as part of their shipment of the world's largest luffing crane from Sydney to Karratha WA. Marr Contracting Director, Simon Marr said *"Integra-wrapped items received immediate clearance by Quarantine; Integra were easy to deal with and we'll definitely do this (process) again"*.



Wrap commences

Marr's required fumigation wrap for particular components to allow shipment to the much publicised Gorgon project in WA; one of the world's largest natural gas projects and the largest single resource natural gas project in Australia's history - according to Chevron Australia.

Marr Contracting is a third generation family owned and run business in the mobile crane hire and tower crane contracting sector of the

construction industry. Marr's have established Australia's only Heavy Lift Tower Crane division. Integra Packaging carried out the shrink wrap process on the Favelle Favco site (crane builders) at Prestons, Sydney.

Visit: www.favellefavco.com

Simon Marr said the task of transporting the world's largest luffing crane, a 5,000 km trip by road, faced significant challenges. *"This involved a highly sensitive quarantine issue for an A-Class nature reserve project on Barrow Island WA. A key requirement of the project was a two-stage quarantine clearance - out of Sydney and into Karratha - prior to delivery to the Island. The machinery had to arrive in 'as new' condition with no traces of dust, seeds, contaminants from the journey. Four loads required wrapping by Integra, with a total shipment of 30 loads"* he said.

Integra provides advanced fumigation and corrosion protection.

Integra Packaging handles freight shipment packaging both within Australia and internationally, working with clients, shipping agents and regulatory bodies. Integra is ISPM15 approved by AQIS for export timber packaging and also supplies the full range of Intercept Technology™ protective products.

Eliminate volatiles and oils in corrosion protection.

INTERCEPT TECHNOLOGY™ is patented

world-wide. Highly porous copper particles are permanently embedded in a plastic matrix (wrapping material) and react with all corrosive gases and elements. The Technology was designed to protect all materials under all



Secure and protected

environmental conditions equally. Anti-corrosion protection is effectively enhanced against moisture, mildew, static and UV effect.

VW proves cost & environment savings.

VW in South Africa will use INTERCEPT® 2 on engine blocks from 2010. VW was able to avoid mineral oil coatings for corrosion protection, save 6,000 litres of mineral oils and avoid carbon emissions of 15,000 tons p.a. by using INTERCEPT® 2 products.

Environmentally awarded.

Intercept was awarded the prestigious 2005-06 German Environmental Prize for New Environmentally Safe Methods for Corrosion Protection.

Superior solution - NEOZ Lighting uses NEFAB Expak S

NEOZ Lighting exports commercial architectural lighting around the globe from its Sydney base. They have limited current storage capability till they move later this year. Their incumbent ply box (constructed) design was heavy, cumbersome & further minimised their storage space.

The Integra Packaging solution nominated a Nefab design which allows increased box storage capacity and reduced OH&S issues

due to the lightness and ease of loading. It provides cost benefits to the customer and delivers a much more professional total result.

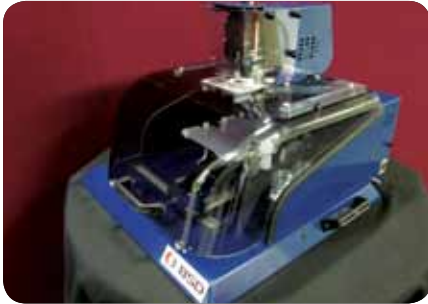
"With the solution Integra Packaging provided, we've been able to reduce weight, whilst maintaining high strength to weight ratio. We've reduced storage space (50-75%) due to the flat-pack configuration and we now have the ability to brand and print" said Peter Ellis MD, NEOZ Lighting.



Lighter weight, improved presentation



BSD Robotics - an upgraded packaging solution



Sensitive equipment requires protection

Joel Tay, Supervisor of Project Engineering from BSD says "We have an excellent, long-term relationship with Integra Packaging; they understand the context of our packaging needs and continue to provide BSD with a range of solutions to protect our products.

Integra has responded to our latest brief and have assisted the design and delivery of the new concept."

BSD Robotics is an Australian-based company, and the world leader in design, manufacture and supply of high technology laboratory instruments (and associated software) used in the pre-processing preparation of Bio-Samples dried on media.

For more than 8 years, Integra have provided specialised products and services to BSD and most recently the QLD office has assisted the packaging design for the new BSD 600-Duet. "Most of the equipment we have packaged for BSD used traditional timber boxes, however the size and sensitivity of the BSD 600-Duet required a corrugated outer

shell and foam inner protective solution" says Integra QLD GM, Alistair Johnston. With the initial design work, samples and the prototype now complete, BSD are very satisfied with the result and have ordered this packaging as a standard item for their new model.



A new packaging solution

Business Treading Lightly - Integra NSW reaches BTL milestone

Integra Packaging NSW has just completed a NSW Govt funded program, providing ongoing support to reach sustainability goals. This is a scheduled 12-18 month program to plan and action projects with the goal of making the business more broadly sustainable through reduced energy and water consumption and reduced waste generation as well as targeting other inefficiencies such as operational and supply chain waste.

Key building blocks and out-takes of the program are as follows:

- Facilitate a Business Advantage snapshot of the business
- Facilitate a customized resource efficiency action plan
- Seek independent resource efficiency advice with BTL assistance
- Participate in networking opportunities to share experiences
- Collect data for measurement purposes, and evaluate results
- Fulfill objectives to receive recognition in stages to completion.



Savings and efficiency measures:

- 36% water usage reduction: measures mean payback in less than 12 months with savings of around \$1152 p.a.
- Approx \$30,000- \$40,000 p.a. savings with recycling partner now providing timber waste removal.
- Freight cost savings through load stacking/ space-saving revisions of approx \$500 per load.
- 20% electrical energy savings through external advice and efficient implementation.

Integra NSW GM Tony Dyer who led the exercise says: "a lot has been achieved in our journey with BTL, and there is more to do. This journey is about being aware of the opportunities to make the business more sustainable not only through energy efficiencies

but transport/logistics, training and other operational efficiencies," he said.

Marianne Jones is Sustainability Officer, Business Treading Lightly - Southern Councils Group and has guided Integra through the BTL process. She had the following to say: "Integra Packaging was already an advanced company with strong staff relationships and had numerous policies and procedures in place for sustainability. They have just received their Leadership 'cog' for their sustainability efforts and participation within the BTL program. This is only awarded to those businesses that demonstrate leadership qualities and Integra fits the bill. The company has reduced their waste by over 90% and their electricity consumption by 20% AND has shared their successes with others in the BTL network. Integra Packaging has inspired other businesses within the BTL program to undertake and benefit from sustainability actions - and they have led by example".

Visit: www.btl.net.au

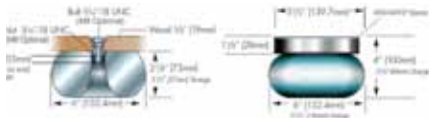
This program has been assisted by the NSW Government through its Environmental Trust.



Shock & vibration - Integra now offers Pelican™ SKID-MATE® protection

Each year, shock and vibration results in millions of dollars of damage during transport and handling of sensitive and valuable equipment.

The SKID-MATE® is an air-dampened cushioning device that provides a fast, cost effective and durable customised solution to protect sensitive products from shock and vibration. They can be easily mounted on a crate or pallet base, eliminating the need for expensive air-ride trucks. Skid-Mates are the most economical solution to transport.



Benefits:

- Reduce packaging design and assembly time and cost
- Eliminate costly damage from handling hazards during shipment
- Reduce costs associated with shock and vibration damage
- Provide protection during loading/unloading
- Eliminate the need for expensive air-ride vans
- Permits 4-way pallet entry design
- Easily add shock protection to crates/pallets
- SKID-MATE+PLUS® fits most pallet jacks worldwide



Improved transport handling

Improved safety culture - an ongoing commitment

Integra QLD GM, Alistair Johnston says; *"input from industry experts is part of our ongoing safety training program, our continuous operational improvement and a commitment to our people."*

Peter Rose, Account Executive from Stanley Bostich conducted a review and made the following observations as part of a recent Safety Training Seminar at Integra.

"Before conducting group sessions with staff, I walk around the plant to check for safety hazards and document them for discussion."

Other than a very minor issue (and trust me I had to look hard) the factory was one of the best plants I have inspected and is a credit to all concerned" Peter said.

Peter found the session itself, a pleasure to conduct with Integra staff being alert, attentive and involved. *"The safety culture that has been created is obviously paying huge dividends for your business both in productivity and safety awareness"* he said.

"It is evident that your efforts have had a flow on effect to your people on the floor, office staff and

managers; they are taking safety very seriously and now own it as an issue" Peter said.



Improved factory floor safety

Staff profile - Sean Clark, Senior Sales Executive QLD



Sean started as Workshop Foreman with the then-named Box Built Australia in the first year

of trading (1994). With a background as a qualified Carpenter and Joiner with 9 years industry experience, he saw it as the perfect fit to manage the manufacturing side of the business.

Sean saw the company's amazing growth over the next 14 years and says, *"I attended a number of management courses and moved from Foreman to Purchasing Officer and now into my current role as Senior Sales Executive. With product knowledge and experience*

gained in bringing solutions to our customer's challenges, I have seen this as a natural progression".

Sean sees the future for Integra Packaging as an exciting one. *"I see my position as personally and professionally rewarding; from working daily with the Integra team - to solving packaging problems for new customers - to continuously improving our service to existing customers"* he said.



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