

Ranpak News

PACKAGING AS SIMPLE AS ABC

FILLPAK EDITION



FillPak™

The New and Innovative System for
Voidfill from Ranpak



CONTENT

- Interview with Bert Cals
- FillPak Integration
- *Inc* Magazine Award

Interview with Bert Cals, Vice President of Global Marketing

What is so special about the paper output of the FillPak™ converter?

FillPak converters create a star-shaped tube of paper, which is geometrically the most efficient way to fill a void in the top of a box. In addition, the FillPak converter is capable of producing an enormous amount of voidfill material in the fastest time possible. For example, FillPak can convert one pack of fanfold paper to 100 cubic feet of voidfill material in just five minutes! This speed is unbeatable and makes this patented system unique.

How fast is the FillPak converter?

There are three standard operating

speeds of the converter: 30 inches per second, 45 inches per second and a lightning fast 55 inches per second. The packer determines the speed of packing by easily pressing a button on the control panel and pressing down on a foot-switch. What is even more important is the acceleration. Filling up boxes is nothing more than starting, stopping, starting, stopping. The acceleration is, therefore, much more important than the final speed. In order to allow the converter to accelerate very fast without tearing the paper, we came up with the idea to use fanfold paper instead of a roll like PadPak®.



Are there any other advantages to using fanfold paper?

The other big advantage of fanfold paper can be found in handling and logistics. The FillPak machine stand can easily be loaded with 7 packs of fanfold paper, which yields 700 cubic feet of packaging material. This design virtually eliminates changeover and downtime, enabling all of a packer's labor to be directed toward filling boxes.



FillPak integration into existing packaging line at a current end user location

What is the plan for the market introduction?

At this moment we are doing extensive field-testing to guarantee maximum reliability. The U.S. introduction will be at the PMMI Pack Expo International Show at McCormick Place, Chicago, Illinois, November 3-7, with commercial availability first quarter of 2003.

Is this system suitable for integration?

Yes, because the system can easily be adjusted depending on the specific situation per customer. For example, the head of the converter can be separated

from the stand making it possible to place it in another position (e.g. hanging on the ceiling). Additionally the control system of the FillPak converter is compatible with the control system of the PadPak senior converter, allowing easy connection. Ranpak already has a lot of experience in system integration, and we will definitely use this knowledge to integrate FillPak into existing layouts. (See the drawing below for an example of an integration possibility.)

What are the expectations of Ranpak with FillPak?

Of course we have very high expectations given the first reactions of customers and distributors. Everybody is enthusiastic about the speed, volume, easy handling and logistical advantages of fanfold paper and the possibility to make the packing process as efficient as possible. All of these combined with all the advantages of paper as a packing material creates high expectations. **FillPak: the fastest and most efficient system for voidfill.**



Example of head of FillPak converter separated from stand and suspended over conveyor

Ranpak Corp. was named one of the Top Ten Most Innovative Companies in America by *Inc Magazine*.

Inc Magazine ranked the Top 50 Most Innovative Companies in the country based upon the number of patents issued in the last five years. Ranpak, in 10th place, has 103 U.S. patents and another 100 abroad.

Ranpak was the only company not in the medical/pharmaceutical or the hardware/ software fields to make the top 10 list.

Ranpak's core product - the PadPak® in-the-box packaging system - represented one of the major

innovations in protective packaging in the last 50 years when it was introduced in the early 1980s: an economical automated system that produced paper packaging materials on demand. Others have tried to replicate Ranpak's concept or apply it to plastic packaging, but Ranpak has managed to stay ahead of the competition through consistent innovation and extensive patent protection." From the very beginning, continuous product improvement has been critical to Ranpak's success," said Mark Dawson, director of marketing. "Ranpak could not have survived and flourished as it has without the constant attention that has been devoted to new product development and intellectual property management."