FOAM FABRICATORS, INC

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FOAM FABRICATORS SIGNS EPLA DEVELOPMENT AGREEMENTS — *POTENTIALLY* GREEN GOOD NEWS!

EPLA (expanded polylactic acid) is a compostable thermoplastic derived from plant based renewable resources.

Foam Fabricators, Inc. (FFI) will be using NatureWorks PLA (Ingeo ™) resin. NatureWorks is owned by Cargill, Inc. FFI will procure the base polymer and "expand" it into EPLA using technology developed in New Zealand by Biopolymers Network. Ingeo ™ is then expanded using CO_2 — which we all exhale and plants "breathe" in. So the base polymer and the blowing agent are both non-petroleum based.

And, since the backbone of the Ingeo polymer chain is also formed from CO_2, (converted to plant sugars via photosynthesis, and then into a performance bioplastics by NatureWorks), there's some synergy here!

To read more about Natureworks Ingeo ™ and Biopolymer Network please follow these links; www.natureworksllc.com and www.biopolymernetwork.com

EPLA parts have been molded by Biopolymers Network (BN). Presently the EPLA exhibits very similar physical properties to those of EPS.

FFI has many customers who depend on EPS every single day, utilize both existing and growing recycling resources and currently have no desire or intention to change. But it also has customers who want it to be exploring green alternatives, like EPLA.

So what's next?

No one in North America has been able to bring EPLA to the marketplace yet, which is really to say, commercialize it. Foam Fabricators, Natureworks and Biopolymer Network are working together on this development project to attempt to do so. Obviously there are hurdles to clear, otherwise EPLA would be out there for sale and being used right now.

Part of this "project" is discerning the level of support the marketplace will give. Based on what Foam Fabricators knows now, it projects EPLA may cost as much as 30% more than traditional EPS. Is that too much? Is it worth it?

FFI can not answer those questions, only the marketplace can.

You can help do so on page 2.

WORK STILL TO BE DONE...

Foam Fabricators has spent decades focused on two primary objectives; taking good care of it's employees and it's customers. One leads to the next and when both are done properly things like sales and profits growth tend to naturally follow. The outward symptoms of all these things are felt by the markets and industries FFI serves in the four key values to the left; *Safety*, *Stability*, *Reliability* and *Consistency*.

As excited as FFI is about having a material like EPLA to offer along side EPS — there is still a lot of work to do prior to offering it a s a drop-in EPS alternative. FFI's hope is to be able to... and it's devoting money and resources to get there... but it must be able to achieve its EPLA goal without compromising the values that its customers depend on FFI to deliver. How it'll do that is detailed on the next page.

MORE GOOD NEWS...

IN ADDITION TO EPLA, WE'RE MAKING GOOD PROGRESS WITH RAYPAC'S ECO-SIX™ HIGH% POST CONSUMER RECYCLED EPS

TO LEARN MORE ABOUT ECOSIX™ VISIT THE "NEWS" SECTION OF OUR WEBSITE

OR GO TO...

REUSEPS.COM

WITH US YOU CAN DEPEND ON (SINCE 1957)

- **Safety**
- **Stability**
- **Reliability**
- **Consistency**

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Also visit the "news" section of our main site for more environmental updates—like Raypac's "EcoSix"

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The pictures above and to the right are of actual EPLA pellets or "beads" and molded parts

TAKING TWO STEPS FORWARD AND NOT THREE BACK

As readers of this newsletter know, FFI believes there are ten critical success factors (CSF's) that a commercial package and/or packaging material must meet. They are:

- product protection
- producer quality control
- user utility and convenience
- cost effectiveness
- marketability
- global availability
- material processability/ stability
- distribution chain reliability
- environmental compatibility
- consumer safety

For all the potential that EPLA holds, to be fully commercialized, it must meet the same high standards that EPS does today. People tend to take packaging for granted and don't worry about these 10 CSF's — because FFI does!

If FFI didn't think EPLA had the potential to go commercial , it would not be taking this project on. But FFI also does not intend to allow its customers to be caught in a "two steps forward and three back…" situation.

FFI's customers depend on them, expect them to protect their products and reputations - so it will be moving forward with EPLA, but very carefully.

If you're interested in following FFI's progress down the EPLA trail, you have a few options.

1) Watch for this newsletter. FFI will be adding a regular EPLA update column.

2) Check in with the news section of FFI's website at: www.foamfabricatorsinc.com and click the "news" button.

3) If you have specific questions email them to: FFI-EPLA@foamfabricatorsinc.com

Here are a few quick FAQ answers…

- Like any new technology, in the beginning and until EPLA develops some commercial scale, it will cost more than EPS. Long-term, how much more will partially depend on market acceptance.
- After working through process and product development FFI will be piloting limited production. If your company would like to be part of that, let FFI know by email (item 3 above).
- EPLA will be compostable.
- Based on everything you've read, would you buy it? Do you support what FFI is tying to do? Email them…

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