



# Kostrate® in the Office Accessories Market

December 20, 2007

## An industry leader in office products and accessories switches out of PC and saves a bundle

In the office accessories industry there are several clear plastics that OEM's can consider, but as prices explode in the market and consumers become more conscious about what their buying, large retail players are searching for some true cost saving alternatives. This customer has been using PC for years in their home and office organization products. When Kostrate® was brought



to the market place several years back, they were one of the first to get their hands on it. It did not take long

for them to switch one of their most well known wall file applications to Kostrate® Edge, which provided them the clarity and durability they needed to not only have an appealing look but withstand all their impact testing. This new found material would allow them to separate themselves from their competitors and would allow Kostrate® to take on a whole new market of opportunities in the office product industry. In December of 2007 as the market became more and more volatile, this customer realized they had another opportunity for Kostrate®. They would need the same durability and clarity as before to stand up against PC.

Kostrate® gave them cost savings in more areas than one, including; lower specific gravity, cycle savings, lower piece price and no drying. Overall, they saved 20-30% in unit costs by switching to Kostrate® Edge. Now, they are getting a dependable, high quality material that looks great to consumers and isn't costing them a fortune.



### Kostrate® helps Customer keep business in the U.S.

As the market place becomes more and more competitive for office organization applications, this customer along with others are being forced to explore the Asian markets. Some companies are actually up-

rooting their businesses and moving them across seas.

Our customer was happy to find that Kostrate® offered them the competitive opportunity to keep their business in the U.S. Maybe it's time that we start bringing

some of that "Asian" business back.

We believe Kostrate® is filling that gap in the market place.

#### Benefits of Kostrate® over Polycarbonate

- 14%+ better yield: Lower specific gravity offers savings on units per pound produced as well as shipping costs.
- Tailored formulation: Kostrate® can be as tough, rigid and ductile as you want it to be.
- Kostrate®, like PC has excellent dishwasher performance.
- No DRYING
- Lower processing temperature and lower mold temperature=potential cycle savings.