

## Press Releases

### Sam's Club Adopts Corrugated Common Footprint

**BENTONVILLE, Ark. (February 4, 2002) -**

SAM's Club has asked its produce suppliers to begin shipping in new corrugated containers meeting the Fibre Box Association (FBA) Common Footprint Standard. The change became effective February 1, 2002, and applies to shipments of apples and pears, citrus, tomatoes and peppers, summer fruit, melons and mushrooms. Suppliers will pack in half- or full-size Corrugated Common Footprint containers, depending on the commodity. Box height can be varied to optimize protection and space efficiencies according to the unique characteristics of individual commodities.

According to Bob DiPiazza, SAM's Club vice president/ perishables, packaging in the Corrugated Common Footprint's modular, interstackable design standard is expected to help improve product integrity, reduce shrink, increase distribution-center productivity and reduce labor costs.

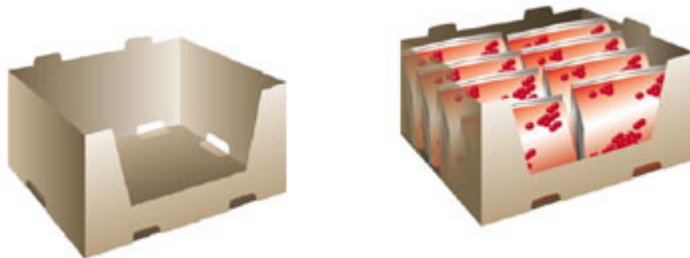
SAM's Club suppliers have already confirmed individual item pack counts and box configurations. They have developed completely new box graphics. SAM's Club buyers reviewed mock-ups of finished designs last November.



All corrugated manufacturers can supply containers to meet the Common Footprint standard, which provides uniform half- and full-size, display and non-display box specifications, with compatible interlocking features for added load stability. The standard also specifies an open area at the top of each case (or an easily removable lid). All other container design criteria, including styles, materials, colors, cooling/venting features, graphics and box height can be customized to meet specific application needs. At SAM's Club, this means boxes can be made to fit the club format's unique case and display needs for improved packaging appearance at the merchandising level, improved cooler space utilization, and improved product stacking inside the coolers.

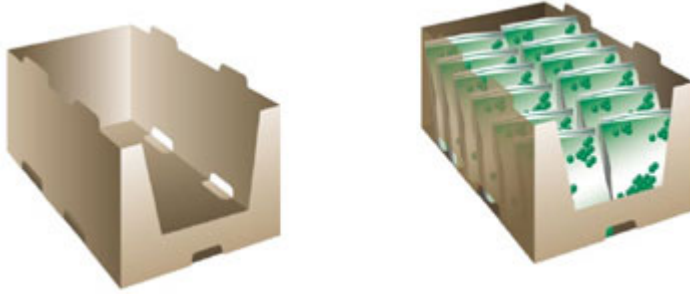
Recognizing that the variety of primary packages will influence product pack arrangement and merchandising profiles, SAM's Club identified both "Side" and "End" merchandising container options. Several different stacking features, such as shelves and/or internal corner structures, are also recommended to help support the load during distribution and warehousing, and to improve container and pallet load integrity.

#### "SIDE" MERCHANDISING CONTAINERS - Full Size



Side Merchandising Containers locate the product display window on the 23-\_-inch vertical panel of the container. The basic container allows either 2 or 4 stacking tabs, for interstacking and increased stability during distribution.

## "END" MERCHANDISING CONTAINERS - Full Size



End Merchandising Containers (Full Size) locate the product display window on the 15-11/16-inch vertical panel of the container.

## "SIDE" MERCHANDISING CONTAINERS - Half Size



Side Merchandising Containers (Half Size) locate the product display window on 15-11/16-inch vertical panel of the container. The basic container allows either 2 or 3 stacking tabs.

The Corrugated Common Footprint Standard was developed by the FBA, with help from the AF&PA (American Forest & Paper Association), in close consultation with both grower/shippers and retailers. It is also compatible with the footprint standard recently adopted by the European Federation of Corrugated Board Manufacturers (FEFCO). As a result, produce shipping containers manufactured to either the U.S. or European standards are compatible with each other. This compatibility (footprint size and container interstacking features) facilitates effective stacking of mixed loads of FBA and FEFCO standard-based containers on industry-standard pallets.

For more information, please contact Jim Nolan, senior vice president of the FBA, at **847-364-9600** .