



September 1st, 2017

CUBITAINER® ASSEMBLY PROCESS AND PRODUCT UPDATE – INITIAL NOTIFICATION

Dear Customer:

Please allow us to formally notify you, with this letter, of an upcoming project being undertaken in our Assembled CUBITAINER® department.

In an effort to improve the reliability of our **Assembled CUBITAINER® products**, we are in the initial stages of designing and installing NEW process equipment on our assembly lines in Newark, DE.

In conjunction with this installation, we have consulted with corrugated industry experts to develop some improvements to the outer cartons used for Assembled CUBITAINER® products. Although outer cartons may change, please be assured that the interior CUBITAINER® bladder will remain **unchanged** with this project.

While the finished product will look similar to our current Assembled CUBES®, some aspects of the carton are being modified. The project aims to provide a superior Assembled CUBITIANER® through the implementation of six primary changes to the final product, some functional and visible while others are a part of the process:

Current Feature	Proposed New Feature	Benefit(s)
Top Handle	Side holes and/or top hole	Ergonomic improvement, improved seal on top flaps
-	Interlocking minor flaps	Provide structure/support during sealing
Dust cover	Integral hinged corrugated cover	Improved fit, delivery/storage efficiency
Cold Glue	Hot Glue	Wider temperature tolerance, defect reduction
Form from folded flat	Form from flat sheet	Stronger glue joint, improved flap sealing, improved squaring
Packaging Tray	Slip Sheet	Process flow and handling improvements

This project includes a complete qualification plan. All inner dimensions will remain the same as those on current cartons. Before market release, all tested parameters, such as burst strength, will be proven to be equivalent or superior to current assembled CUBITAINER® results.

There are some key exclusions to this project scope: Assembled CUBITAINER® products shipping from our Reno, NV facility remain unchanged. 1 Gallon and 5 Liter CUBITAINER® products assembled using “crash-lock” (glue-less) cartons will be excluded at this time, although may change at a later date.

Please continue without changes to your ordering process until notified. Product changes will be made in stages as new dies become qualified on the new process machinery and final material test results are proven. In late calendar 2017, we reach the material testing stages of this project. At that time, once the new equipment has been installed and verified, our representatives will be in contact with detail on sample availability and part number conversion.



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This is the initial announcement of this project, and more detail and additional information will be provided on our website as we continue. You are welcome to peruse our internal PCN (Part Change Notice) form, which is attached for your records. This document will be updated as necessary on www.hedwin.com/resources and we encourage you to check there often.

As we are still in initial planning stages, we request your feedback and questions, so that we are best informed to represent your needs as implementation progresses. Please contact us using our contact information found in the PCN attached, at sales@hedwin.com or via phone at 800.890.1183 with your thoughts and needs related to this project.

For your convenience, we've attached a listing of the part numbers you've purchased in 2016 and 2107, which will be affected by these changes.

We thank you for your continued business and support of the Hedwin Division of Zacros America. We look forward to using these changes to serve you better.

Best regards,

The Technical, Quality and Sales Team at the Hedwin Division of Zacros America



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PRODUCT/PROCESS CHANGE NOTIFICATION FORM

1.0 PCN BASIC DATA

PCN NO: 17-08-03

Title/Name of PCN: Carton Assembly Change

Product/Part No: This Change to affect all glued cartons assembled in Newark, DE.
Qualifications to be defined according to cut die. Full part list to be attached.
*This does not include crash-lock assembled cartons

Customer Part No. (if applicable): This PCN will apply to all customers who purchase affected parts. The Product / Part list to be attached.

Date Initiated: 08/07/17

PCN Revision History	Issue date	Change
Rev 0	8/7/2017	Original Issue

2.0 CUSTOMER INFORMATION

Customer(s) Name: To be included on planning list

Customer Contact(s): To be included on planning list

Phone: To be included on planning list

Email: To be included on planning list

HDZA Team

Name	Phone	Email
Mike Petruzzo - Project Engineer	302-391-2230	mpetruzzo@hedwin.com
Ken Woodruff - Director of Engineering	302-391-2209	kwoodruff@hedwin.com
Jim Brundage – Inside Sales Manager	302-391-2235	jbrundage@hedwin.com
Joe Paul - Director of Operations	302-391-2205	jpaul@hedwin.com
Mary Dodds - VP of Quality and Compliance	302-391-2219	mdodds@hedwin.com
Katie Toscano - Quality Engineer	302-391-2251	ktoscano@hedwin.com

Customer Initial Notification Date & Acknowledgement (Attach Evidence): Pending full planning list

3.0 CHANGE(S)

	Category
Change 1	Design Change
Detailed Description/Reason of Change	CARTON DESIGN: Replace top handle with side holes and/or top hole. Hand holes improve ergonomics and allow for increased contact to top flaps (improved seal). Add interlocking minor flaps to provide structure / support during sealing. Potentially replace dust cover with hinged corrugated cover, removing extra part and eliminating potential failure for dust covers missing / improper fit. Carton print will be updated to reflect manufacturing location and/or date (if not already updated). No proposed changes to carton dimensions.
Change 2	
Detailed Description/Reason of Change	GLUE: Convert to all hot glue system. New glue supplier qualification underway; testing glue properties. This change is to improve glue performance at a wider range of temperatures, as well as eliminating potential failures due to complications with processing cold glue.
Change 3	
Detailed Description/Reason of Change	PROCESS: Forming from flat sheet on new Carton Former. Top Sealer equipment designed to incorporate interlocking minor flaps. This improves control of the glue joint resulting in improved squareness and sealing of flaps.
Change 4	
Detailed Description/Reason of Change	CARTON: Carton formed inner dimensions, burst strength and other construction requirements to remain the same. New supplier qualification underway; testing construction requirements.
Change 5	
Detailed Description/Reason of Change	FINISHED PRODUCT PACKAGING: Change packing to replace tray with slip sheet when stacking parts 2 bales high. Improves process flow and handling.

Planned date of Implementation:

Affected Product Specification (if applicable):

Qualification Plan or Data (if applicable):

Qualification Samples Available (if applicable):

Samples Received by Customer:

4.0 RESULTS

Qualification Results Available (if applicable):

Change Implementation Date (completed):

Identification of Changed Product (if applicable):

Comments and/or Supporting Data:

5.0 CUSTOMER NOTIFICATION

Date Notified (of completion):

Customer Approval Letter Received (attach if applicable):

6.0 APPROVALS (ZACROS USE ONLY)

	Name	Signature	Date
Quality			
Engineering			
Production (if applicable)			
Customer Service (if applicable)			