

## Introducing New Cool Pellets... COOL-LOK® Adhesives Take a New Form

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**National Adhesives** has redesigned America's fastest-growing hot melt. COOL-LOK, your favorite brand of low-temperature hot melt packaging adhesives, is now in pellet form.

### Products affected by the change

Initially, the change to pellet form will be restricted to the most popular stock numbers of COOL-LOK adhesives:

34-189A	34-250A
34-200B	34-254A
34-200F	34-467A

### No change in your production

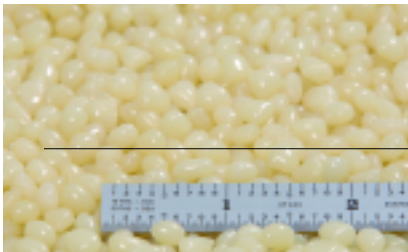
Your production processes are unaffected by this change. Performance properties, such as open time, set time and adhesion will remain the same. The new product form provides enhanced flow properties through auto-fill systems and bulk containers. Also, you'll experience no difference in the melt rate of COOL-LOK pellets, so your throughput is unaffected.

*Important note: Your existing inventory of the COOL-LOK products listed above can be used interchangeably with the new pellets. You **do not** have to purge your melt units when you switch over to the pellets.*

### If you have questions. . .

We have attempted to anticipate questions you may have on the new pellets with the "FAQs" on the other side. If you don't find your topic or have any other concerns, please contact your local National Adhesives sales representative, or call 1-866-411-GLUE (1-866-411-4583).





# Transition to Pellets

## Frequently Asked Questions

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### *What products will be produced in pellet form?*

Products include: 34-189A, 34-200B, 34-200F, 34-250A, 34-254A, and 34-467A

### *When will the transition begin?*

Shipments of the new form will begin in September, 2005

### *Will the containers remain the same?*

- The case height will be reduced by 1 1/2" on both the 25# and the 50# containers.
- All cases will be brown kraft linerboard.

### *Will shipment weights be different?*

VERSI-BOX™ containers will remain at 1,200 lbs

Products in 50# cases will remain at 1,200 lbs per pallet

- 24 cases per pallet
- 12 cases per layer – 2 layers
- Pallet Size: 48" x 40" x 41"

Products in 25# cases will increase from 900 lbs to 1,200 lbs

- 48 cases per pallet
- 12 cases per layer – 4 layers
- Pallet Size: 48" x 40" x 45"

### *Is the melt rate different with pellets?*

No. We have performed extensive melt rate evaluations to confirm that the melt rate is comparable to slatted forms. However, you may see the pellets conglomerate on the surface forming a "raft" shape. Despite the appearance, the adhesive is melting at the appropriate rate.

### *Will the pellets flow easily from the VERSI-BOX™?*

Yes. Lab evaluations, as well as field testing, have been completed, and results demonstrate that the product will flow without difficulty from your VERSI-BOX containers.

### *Will the adhesives deliver the same performance properties?*

Yes. The performance properties, such as open time, set time and adhesion, will remain the same.



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The information given and the recommendations made herein are based on our research and are believed to be accurate but no guarantee of their accuracy is made. In every case we urge and recommend that purchasers before using any product in full scale production make their own tests to determine to their own satisfaction whether the product is of acceptable quality and is suitable for their particular purposes under their own operating conditions. No representative of ours has any authority to waive or change the foregoing provisions but, subject to such provisions, our engineers are available to assist purchasers in adapting our products to their needs and to the circumstances prevailing in their business. Nothing contained herein shall be construed to imply the nonexistence of any relevant patents or to constitute a permission, inducement or recommendation to practice any invention covered by any patent, without the authority from the owner of this patent. We also expect purchasers to use our products in accordance with the guiding principles of the American Chemistry Council's Responsible Care® program.