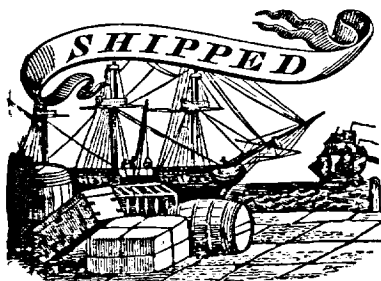


FOREWORD

In the early years of international trade, packaging of goods was relatively easy.

Personal effects were shipped in a steamer trunk and clothing and cloth items in a jute bale. Trade goods however were shipped in barrels or casks packed in clean straw.



These ubiquitous shipping containers came in many sizes and weights, were easily handled, and were completely reusable. For example, up until the 1960's nickel matte used to be shipped from Canada to smelters in Norway in used oak barrels. The barrel was the common denominator of international trade, and apart from marks to identify the consignee and shipper and contents, every barrel was the same whether it contained whisky or china. Logos, bar coded tracking, point of sale graphics and the like were unknown.

While you can still use a jute bale or a barrel for shipment, these are not preferred containers. Today, the options for shipment are innumerable, as are the types of packaging. Regrettably, the opportunity for damage to goods shipped has also expanded, along with the options for mode of shipment and type of packaging.

Damage due to improper packaging constitutes between 10-15% of claims in the view of cargo surveyors. This figure is supported by a survey of rail shipment damage by the Fibre Box Association that identified a total of 12% of damage due to inadequacies related to the carton. Half of this damage was due to "boxes and interiors seeming inadequate for the contents". However poor packaging also contributes to damage resulting from poor stowage of goods in the truck or freight container. Handling and stowage losses constitute a highly significant 43% of causes of loss and this figure has not changed appreciably in the last 15 years.

Percentage of All Damage Attributable to the Package

from a rail shipment damage survey by the Fibre Box Association

Boxes and interiors seem inadequate for contents	6%
Improper closure of box	4%
Defective product, defective inner container	2%
Boxes damaged by rough handling	4%