



**TRUE CRAFT®**

**CRAFT BREWERS**

MAY 2012

## Our Values

What we value the most, and the behaviors that support those values, are as follows. These values will drive us toward achieving our vision and mission:

- **Customers** - We listen to our customers and focus on improving our operations to align with their needs and expectations. We develop solutions that create real value for their businesses. We collaborate with customers and suppliers to create value throughout the product chain.
- **People** - We develop empowered teams of people who work well together in a high-performance environment based on mutual trust and respect. We know that ultimately, it's our people who differentiate us in the markets we serve, and create our long-term success.
- **Speed to Action** - We have a "Do It Now" attitude. We do everything with a sense of energy, urgency and perseverance. At the same time, we make well-informed decisions.
- **Accountability** - We own our goals and fulfill our commitments. We create solutions using a disciplined approach. We take responsibility for our actions and results.
- **Self-Improvement** - We are driven by continuous improvement. As a learning organization, we are all responsible and accountable to each other to continuously improve.
- **Honesty and Integrity** - We work with all stakeholders, both internal and external, with the highest degree of honesty and integrity in everything we do.

**OUR VALUES**

What we value the most, and the behaviors that support those values:

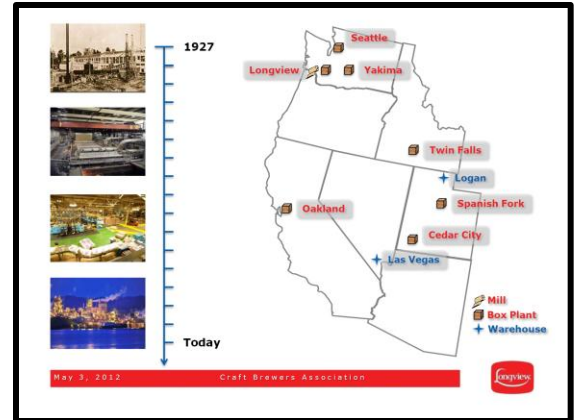
- Customers
- People
- Speed to Action
- Accountability
- Self-Improvement
- Honesty & Integrity

May 3, 2012      Craft Brewers Association      Longview

## Historically Strong Footprint

In 1927, Longview opened its doors with one containerboard machine, 300 determined employees and a goal: to produce the best paper products possible. Today, Longview operates the most capable integrated mill on the U.S. West Coast.

Over the years, things have progressed to include a network of seven container plants. Located in Washington, Idaho, Utah and California, this network has been aligned to ensure our plants are more cost-effective, efficient and competitive than ever.



## Container Facilities

- Longview, WA
- Seattle, WA (Graphic Center)
- Yakima, WA
- Twin Falls, ID (Graphic Center)
- Oakland, CA
- Spanish Fork, UT (Graphic Center)
- Cedar City, UT (Sheet Plant)

## Warehouses

- Logan, UT
- Las Vegas, NV



## Largest West Coast Integrated Mill

With over 1,000,000 tons of annual production, Longview's primary pulp and paper mill in Longview, Wash., is the largest in the Western U.S.

What does an integrated paper and packaging business mean for you?

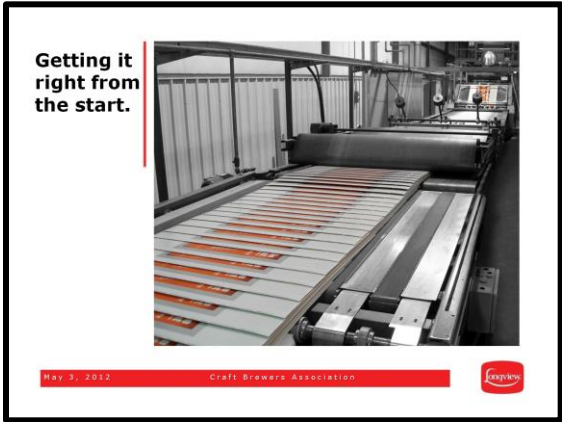
- Containers produced at lowered costs
- Control over containerboard quality since the roll stock is not purchased on the open market
- Furnish flexibility; recycled, sawdust, softwood and hardwood chips
- One stop shop; corrugated, graphics, service
- Flexibility to meet your needs quickly and efficiently

With over 1,500 employees, Longview is committed to ensuring that our seven container plants remain the number one priority for roll stock shipments.



## State of the Art Manufacturing Capabilities

At Longview, the quality of your container starts with some of the most uniform and consistent linerboard and medium in the industry. It starts with our mill. By investing in our paper machines and process controls, we are able to supply our container plants with linerboard and medium produced at lowered costs with enhanced quality; ensuring that consistent, high quality, containerboard is produced each and every time.



At our container plants, we transform that containerboard using our state of the art converting equipment. Each of our facilities have the resources needed to support graphics and structural needs allowing us to deliver your custom packaging solution time and again.

We believe our quality is a reflection of our safe working environment and improved productivity that in turn provides you with a superior product and partner.

### A few of our capabilities include:

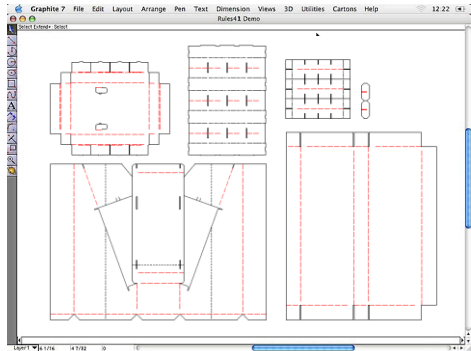
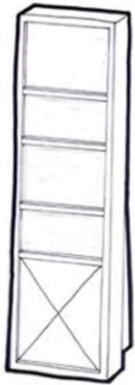
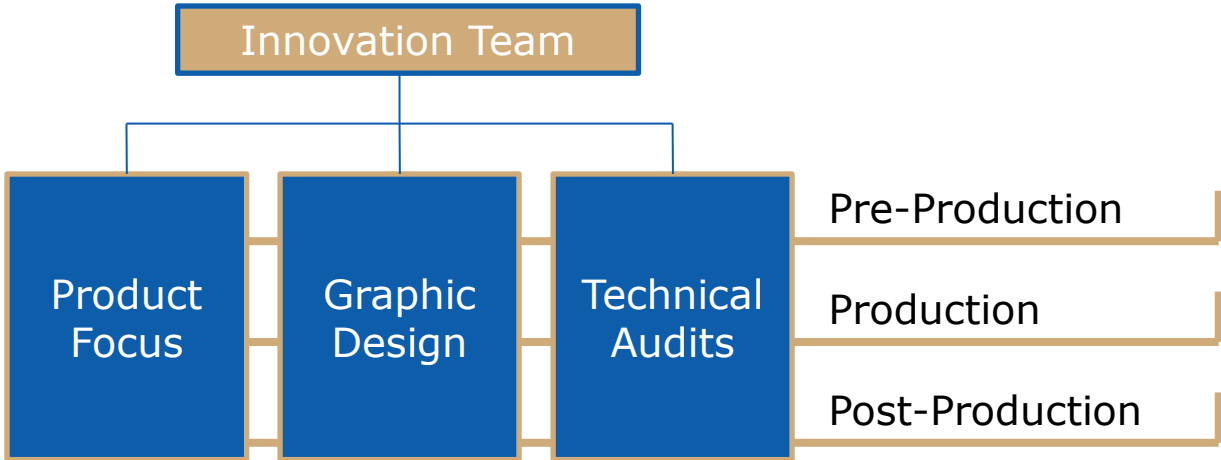
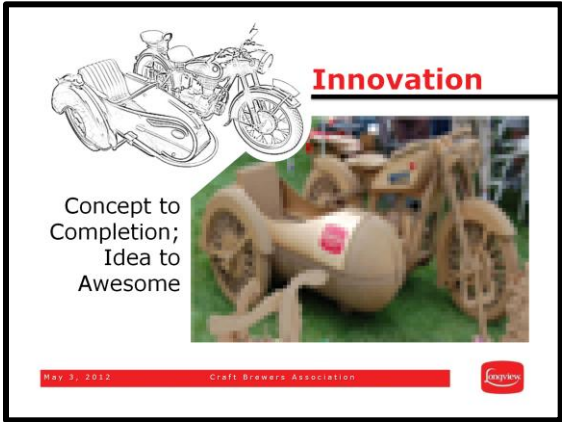
- High graphics
- Six-color direct print
- Litho-lam
- UV coating
- Four-color print process with varnish
- In house print-plate manufacturing
- Solid Fibre Manufacturing



## Innovation Throughout The Process

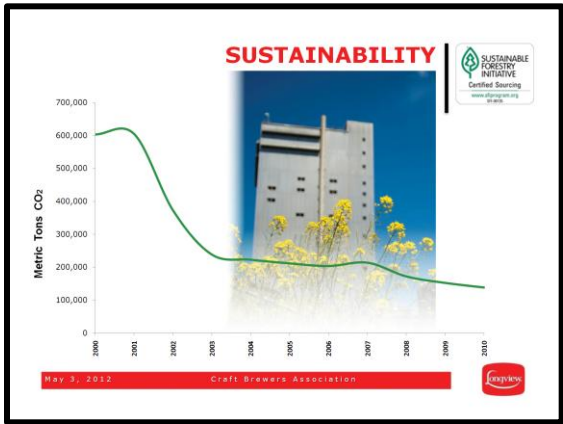
At Longview, innovation goes beyond the box design and takes the team approach towards the realization of your packaging needs and business objectives. By working as an innovative team that is product focused, Longview delivers the whole package.

Our goal is to help you sell more of what you make by focusing on your requirements and measurements for success; in turn, saving you money. Our creative, in-house design team has the experience and expertise to take you from concept to completion, idea to awesome.



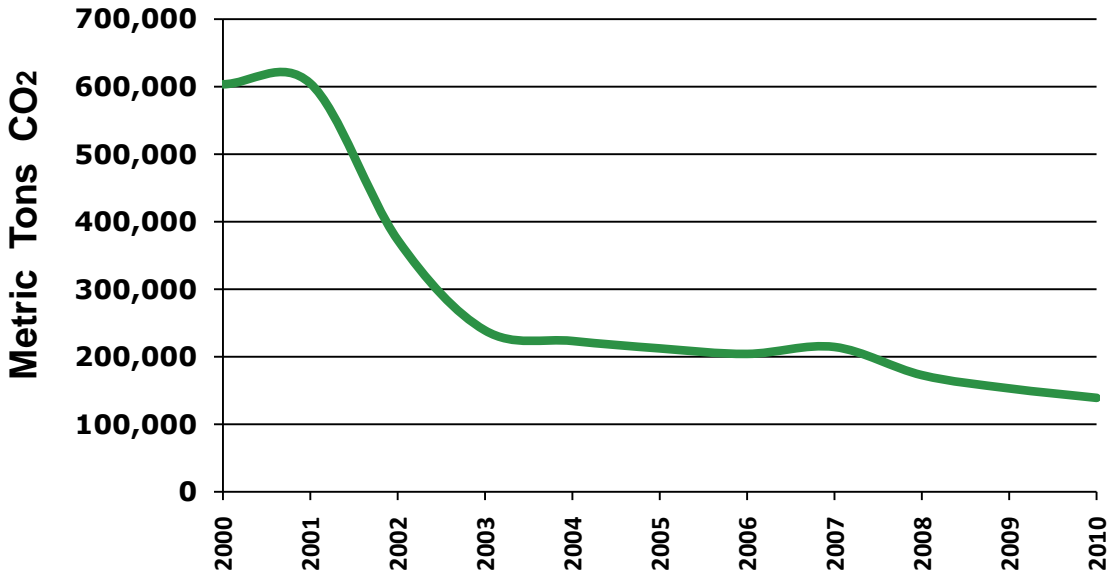
## Sustainability is a Responsibility

To some it's a box, but to Longview, it's a responsibility. Founded on sustainable practices, Longview pioneered the use of sawmill waste in manufacturing kraft paper. Today, through SFI-certified wood fiber sourcing, manufacturing a broad range of high-quality recycled-content paper and packaging, and maximizing the use of carbon-neutral energy sources, Longview strives to minimize its impact on the environment while providing maximum value to its customers.



Longview was the first pulp and paper mill in North America to have inventory registered under the Climate Registry requirements and this leadership has been recognized. In 2011, Longview received the Environmental Excellence Award in the State of Washington.

- Total greenhouse gas emissions reduced by more than half between 2000 and 2008
- Total water consumption reduced by 1/3 since 2005
- 90% of the plants' energy is sourced from biomass, natural gas and hydroelectric
- Significant experience in reducing Total Operational Cost (TOC) for our customers
- We believe driving sustainable processes is the right thing to do both environmentally and economically



## Safety: A Core Value

Safe customers want to work with safe suppliers and Longview is striving to be a “best in class” industry leader in safety.

We believe that working safely drives quality and productivity, providing you with a superior product and partner.

By keeping safety at the core of our production culture, we have trimmed back the number of machines that we run while pushing production records and producing more paper than ever before.

Since Longview’s acquisition in 2007, the company has implemented a culture committed to safety being a prerequisite for work. We have seen year-over-year improvements in our incident rate and have garnered industry wide recognition for our improvements.

In 2010, Longview received the “Managing Risk and Safety – Company of the Year” award from Pulp & Paper International.

Additionally, the Fibre Box Association awarded Longview’s Cedar City sheet plant with an industry wide safety award for 2010.



**Safety:** Drives quality and productivity; providing you with a superior product.

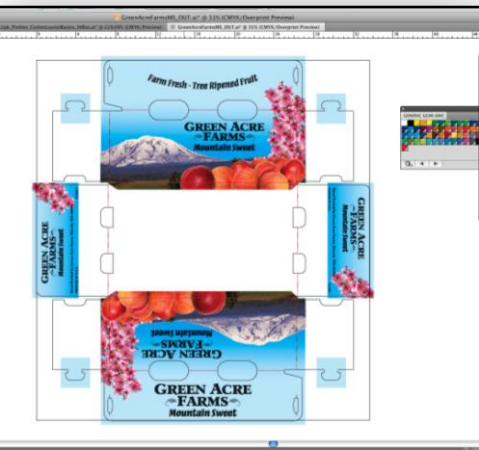
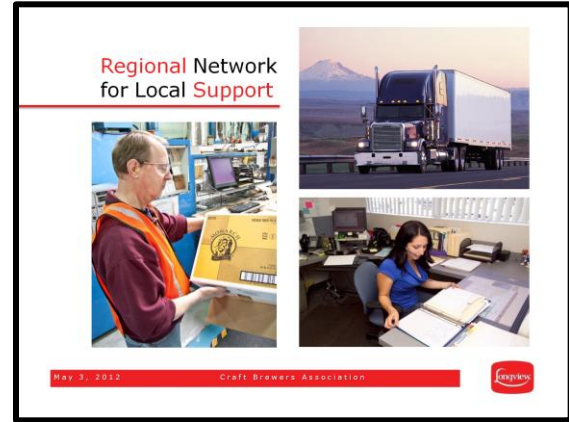


## Local Support for Regional Impact

With Longview, you have a one stop shop experience. Because of our seven strategically located container facilities and two warehouses, rest assured that each Longview location has the network to back up its promise. From custom corrugated containers to totes and solid fiber slip sheets, Longview delivers quality, time after time.

Longview provides a wide variety of local services with a network crafted to ensure your Requirements and Measurements are met.

- Ink-blending labs
- In-house graphic design
- Local Account reps and support
- Extensive knowledge of seasonal production concerns
- Exchange programs (cross training, safety, terminology, best practices)
- Access to ISTA testing
- Capacity
- Contingency plans
- Local transportation
- Home Grown Talent



## Our promise; your peace of mind

With every order delivered, we have verified the quality. We recognize that your business' efficiency and success relies on your packaging being consistently delivered on time, every time, meeting your high quality standards.

We strive to consistently provide our customers with high quality products, on time, every time.

Included with every order is our Quality Certificate of Compliance; ensuring that with our promise, comes your peace of mind. Your up-time ensures our mutual success.

- Quality is **customized** to your quality standards
- All quality checks are **documented** on the quality verification form included on the back of every factory order
- All production employees are **trained** with hands-on and classroom sessions



### Certificate of Compliance

Customer: Job No:  
 Product Desc: Prog No:  
 Board: Papers:  
 Flute: Starch:

#### 3411 MHI CORRUGATOR: Corrugator Quality Checks (TWIN FALLS)

Stage	Tester ID	Measurement	Result
Run	jp	In Process: Dry End Checks	
		Warp	Conducted
		Score Quality	Conducted
		Bond (X-Test, Diagonal Fiber Tear)	Conducted
		Overall Board Quality (Delam, Blisters, Brimble)	Conducted
		Verify Kraft / White / Pre-Print Liners	Conducted
		Verify Correct Sheet Dimensions	Conducted
		Verify proper Score Type / Placement / Depth	Conducted
		Board Caliper	Conducted

#### 3421 MINI FLEXXO (TWIN FALLS)

Stage	Tester ID	Measurement	Result
Setup	sa	Print Tests	
		Layout and content match print card	Conducted
		Print Color Match	Conducted
Setup	sa	Bar Code	
		Bar Code Results	Conducted
Setup	sa	Scoring / Slotting	
		Scoring	Conducted
		Slotting	Conducted
Setup	sa	Glue Tests	
		Glue Bond	Conducted
		Glue Tab Style	Conducted
		Glue Placement	Conducted
Setup	sa	General Box Construction	
		Gap	Conducted
		Skew	Conducted
		Squareness	Conducted
Run	sa	Board Caliper	
		Pre - Feed Rolls	Conducted
		Post - Feed Rolls	Conducted
		Post - Print	Conducted
Run	sa	Sheet Dimensions	
		Sheet Dimensions	Conducted
Run	sa	Ink Tests	
		Ink Viscosity	Conducted
Run	sa	Print Tests	

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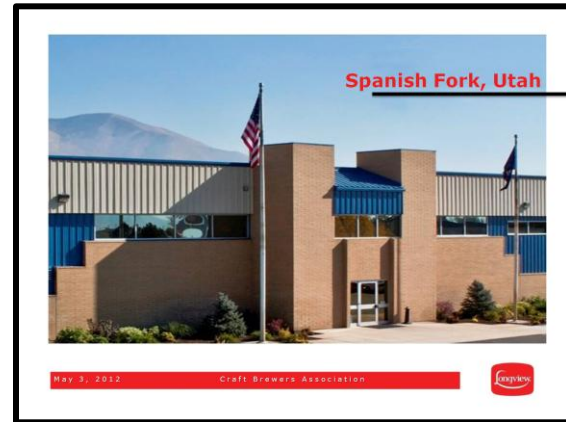
# Prepared for: Craft Brewers Association

## Spanish Fork, Utah

Located 50 miles south of Salt Lake City is our Spanish Fork container facility.

Specialty customers include litho-laminated and other special boxes made for computers and software, many frozen foods, appliances, soaps, cosmetics and point-of-purchase displays. Some of the more standard uses for our containers include meat and poultry packaging, cheese and other food products, health and exercise equipment, furniture, explosives, pharmaceuticals, clothing, and automotive accessories.

Quick service to customers is enhanced by the plant's excellent access to major routes in all directions within Utah, Colorado, Wyoming and Nevada.



### Longview Fibre Paper and Packaging, Inc.

2200 North Main Street  
Spanish Fork, UT 84660  
Phone: (801) 798-7331  
Fax: (801) 798-9473

Equipment	Flutes /Size	Color	Model / Capabilities
Corrugator #1	(98") A,A,B,B,C,C,E,F		One (1) Mhi 60G Paser SF(s), One (1) BHS SF (BF), Odwyer splicers, BHS glue machine, BHS DB, BHS Dry end
Asitrade	B,E,F		Litho-laminator. Asitrade wet end and turnbar to BHS MF #1 Position
Miniline (2100)	24 x65	2	Martin 616 Miniline FFG - 35-40 LPI
Miniline (2400)	37 x 95	2	Martin 924 Midline FFG - 35-45 LPI
Transline (2700)	50 x 113	4	Martin 1228 Transline FFG 40 LPI
Rapidex (2800)	85 x 195	4	Rapidex Jumbo FFG Stitcher / Gluer 35-50 LPI
Jumbo (2900)	85 x 185	2	Flexoline Jumbo FFG - 35 LPI
DRO (3600)	66 x 113	2	Bobst 1628 Die Cutter - 40 LPI
DRO NT (3700)	66 x 113	4	Bobst 1628 Rotary Die Cut - vacuum transfer 40 LPI
Bobst (3100)	39 x 60	2	Bobst 1575 - Platen DC - Blanking
Bobst 165 CER Platen DC (3300)	43 x63		Bobst - Platen DC - Specialty Platen DC - Blanking
Post Folder Gluer (5200)	54 x 114		Post Folder Gluer
Jagenberg Diana 165	42 x 64		Auto Bottom, Hot Melt Glue, Label Applicator



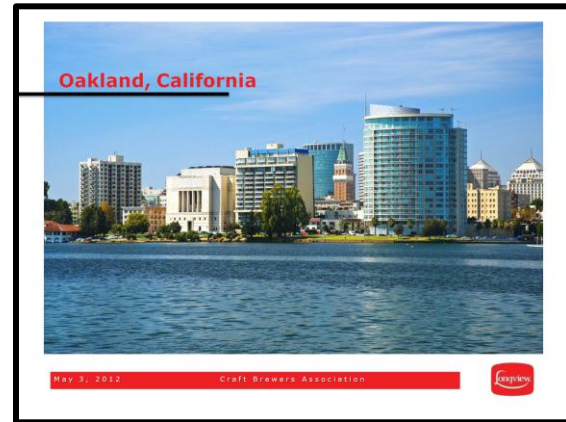
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## Oakland, California

Longview's container facility in Oakland, CA, began serving customers in 1950. Our plant is over 190,000 sq. ft., or about four and a half acres under roof. As a full service custom corrugated packaging manufacturer, we produce a wide variety of corrugated products and deliver to customers throughout the central region of the Bay Area and the state of California.

Our manufacturing capabilities represent the latest in corrugating and converting technologies. Oakland specializes in value-added high graphics packaging through six-color direct print or four-color process print with aqueous or UV coating.

At Longview's Oakland plant, our customer's receive access to business solutions including a complete design department to assist you with all of your structural and graphic needs. Additionally, we offer warehousing, distribution, and co-packaging services to assist you with any extra handling, assembly and packaging needs.



### Longview Fibre Paper and Packaging, Inc.

8511 Blaine Street  
Oakland, CA 94621  
Phone: (510) 569-2616  
Fax: (510) 569-8958

Equipment	Flutes /Size	Color	Model / Capabilities
Corrugator #1	(87") B,C,E		MHI-Sesame tape, tear tape, non-skid, cut-to-mark
Ward Rotary Die Cut	66 x 113	3	20" x 62" min, 62" x 105" max, 250 line screen, chambered doctor blades, bundle-breaker, skip feed (70" max)
DRO Rotary Die Cut	66 x 113	4	250 line screen, chambered doctor blades, drier, skip feed (70" max)
Midline FFG (3)	35 x 95	5	250-400 line screen, die cutting, chambered doctor blades, auto ink controls, driers, skip feed (45-3/4" max)
Transline FFG	51 x 110	3	250-400 line screen, die cutting, chambered doctor blades, auto ink controls, driers, skip feed (59" max)
Bobst Printer		6	



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# Prepared for: Craft Brewers Association

## Seattle, Washington

Located near the I-5 corridor in the industrial heart of Seattle, the Longview's Seattle container plant operates from a 130,000 sq. ft. facility.

Originally built in 1954, the Seattle Container plant has continuously invested in its production equipment and employees to service an ever-expanding market throughout Western Washington, British Columbia, Alaska, and Hawaii.

Packaging produced for this market includes solutions for: fish, meat and poultry packers; bottlers, brewers and wineries; and customers with point-of-purchase and high graphic requirements.

With our on-site design engineering center, the Longview's Seattle container plant is well positioned to respond to our customer's varied box requirements. From plain RSC's to multi-color direct print process, our plant's capabilities are exceeded only by our employees' dedication to quality products and added-value.



**Longview Fibre Paper and Packaging, Inc.**  
 5901 East Marginal Way S.  
 Seattle, WA 98134  
 P.O. Box 24867  
 Seattle, WA 98124  
 Phone: (206) 762-7170  
 Fax: (206) 767-2442

Equipment	Flutes /Size	Color	Model / Capabilities
Corrugator #1 DW (1010)	(98") C, B, E, CB, CE, CC, BE		MHI 60G Paser SF, Odwyer splicers, MHI 55C Glue Machine, MHI Razor Slitter Scorer, Marquip Knife and Stacker, non-skid
Supermini (2300)	24 x 70	2	Martin 718 Spermini Midline FFG, 55 LPI, no dryer
Midline (2400)	37 x 96	4	Martin 924 Midline FFG, Vacuum Transfer, 55 LPI, 1 Dryer
Midline (2600)	37 x 96	5	Martin 924 Midline FFG, Vacuum Transfer, 55 LPI, 1 Dryer
Transline (2700)	50 x 113	4	Martin 1228 Transline FFG, 55 LPI, no dryer
Bobst Die Cutter (3100)	41 x 54	2	Flat Bed die cutter
DRO (Rotary Die Cutter)	66 x 125	3	Martin Rotary, 55 LPI, No dryers, Check printing plate compatibility



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# Prepared for: Craft Brewers Association

## Twin Falls, Idaho

After five plant expansions, massive retooling and the addition of regional warehouses, Longview's container plant in Twin Falls, ID, is regarded as a world-class container manufacturing and distribution operation.

The backbone of Twin Falls' competitive edge is Longview's multi-million dollar investment in state-of-the-art equipment, which has produced a number of plant strengths resulting in greater specialty capabilities, production of sophisticated die-cut boxes, displays and four-color printing.

Longview's in-house structural and graphic design services at our Twin Fall's plant, helps guarantee that our customers receive the right container for their packaging needs.

Longview manufactures a wide range of boxes for the regional market including applications for: fresh and processed potatoes, fruit, meat, cheese, auto air filters, clothing, canned goods, beverages, dairy products and other items.



### Longview Fibre Paper and Packaging, Inc.

348 South Park Ave West  
Twin Falls, ID 83301  
Phone: (208) 734-2100  
Fax: ((208) 734-4659

Equipment	Flutes /Size	Color	Model / Capabilities
Corrugator #1	(98") A,C,C,B,E		One (1) Mhi 60G Paser SF(s), One (1) BHS SF (BF), Odwyer splicers, BHS glue machine, BHS DB, BHS Dry end
Corrugator #2	(98") A,B,C		Mhi 60G Paser SF, Marqupr splicers, MHI 55D glue machine, SCM DB, MHI 57G razor splitter scorer, MHI Knife, Marquip Knife and stacker
Miniline (2100)	24 x 65	4	Martin 616 Supermini FFG
Miniline (2200)	24 x 65	2	Martin 718 Supermini FFG
Midline (2400)	37 x 96	2	Martin 924 Midline FFG Vacuum Transfer
Midline (2500)	37 x 96	4	Martin 924 Midline FFG Sun/Vacuum Transfer
Midline (2600)	37 x 96	2	Martin 924 Midline FFG Vacuum Transfer
Transline (2700)	50 x 113	2	Martin 1228 Transline FFG
Ward (3600)	66 x 113	3	Ward Rotary Die Cutter
DRO (3700)	66 x 113	3	Martin 1628 Rotary Die cut with Vacuum Transfer
Post Folder Gluer (5200)	110		Post Folder Gluer
Curtain Coater			Waxer



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## Diverse Product Line

- High-graphics boxes
- Displays and point-of-purchase packaging
- Jumbo boxes
- Solid and liquid bulk packaging
- Custom-designed solid bulk bins
- Laminated bulk bins
- Wax alternative materials
- Triple wall bulk bins
- Box handle capabilities
- Slip sheets and push pull sheets
- Specialty design for all industry segments



## Diverse Product Line

## COMMUNICATION

As the foundation for our business relationships, we listen to the requirements and measurements of all key stakeholders in your operation. Everyone's feedback is important and we want to hear from all who come in contact with our product.

## ON-BOARDING WORKSHOP

During the on-boarding workshop, we spend a day listening to everyone that comes in contact with our product, allowing us to fully understand individual requirements and measurements.

## IMPLEMENTATION PLAN

With the findings from our workshop, we build a customized implementation plan that will be the framework for the account transition.

## ACCOUNT DOCUMENTATION

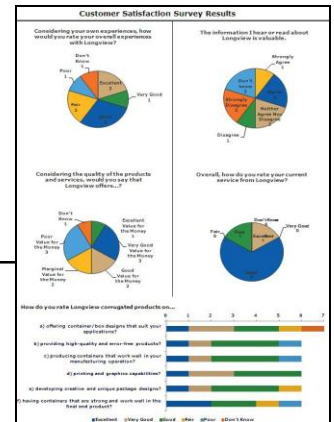
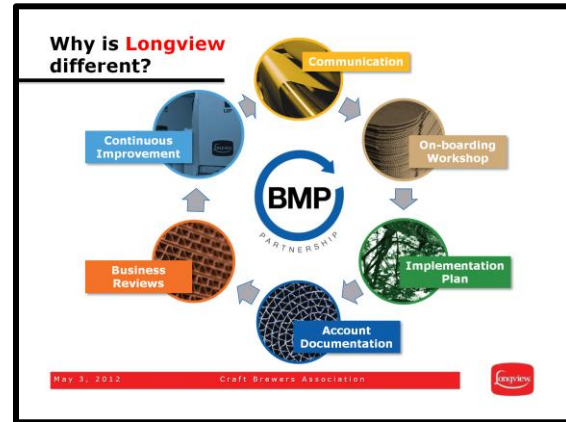
All of our pertinent activity as a team will be documented and supplied to you in either a hard copy booklet or on-line.

## BUSINESS REVIEWS

Business reviews will be performed on an annual or bi-annual basis to insure alignment, satisfaction and the continued success of our business relationship.

## CONTINUOUS IMPROVEMENT

Our resources will stay focused to provide value added solutions that are based on your requirements and measurements, providing new opportunities for continuous improvement.





## Beyond the Box

Hand Crafted  
High Octane Beer  
Deserves  
**Full Throttle Graphics**

Rev your packaging up with a corrugated shipper from **Longview Fibre**. Delivering outstanding high graphic packaging to the Beer and Wine industry for over 25 years.

At Longview we know brands are built one box at a time. Ask your glass house for Longview or contact us direct at **Beer@longfibre.com**.

For more information:  
**Longviewfibre.com**  
(707) 816-1335



Corrugated Cases - Solid Fibre Slip Sheets - High Graphics - Litho-Lamination

## Vision

We will create a successful, long-term manufacturing business, which will generate an attractive risk-adjusted return and encourage reinvestment.

Safety and environmental protection are prerequisites for work.

## Values

- Customers
  - People
- Speed to Action
  - Accountability
- Self-Improvement
- Honesty and Integrity

## Contact:

**Debra Morris- 707-816-1335**

**Beverage Channel Marketing**

**Larry Brill-206-255-7468**

**Strategic Accounts Manager**

Email: [beer@longfibre.com](mailto:beer@longfibre.com)

[www.longviewfibre.com](http://www.longviewfibre.com)