



Harmon  
Synchronizing the Global Recycled Fiber Market

LARGEST MANUFACTURER OF TISSUE IN THE WORLD

EUROPE'S LEADING BRANDS OF BATH TISSUE, PAPER TOWELS, AND NAPKINS



NORTH AMERICA'S LEADING MANUFACTURER OF CORRUGATED PACKAGING

NORTH AMERICA'S LARGEST PRODUCER OF STRUCTURAL PANELS

## Harmon – Synchronizing the Global Recycled Fiber Market

Harmon Associates delivers a complete global fiber management program to the recycled fiber market. Our ability to synchronize every step of the process between our customer's needs and our seller's supply is the extraordinary added value of our service.

We are a division of Georgia-Pacific, and the experience of Harmon combined with the global resources of Georgia-Pacific offer efficiency-driven solutions to suppliers of recovered fiber. With a constant focus on customer needs, we synchronize fiber availability to provide the following benefits:

- **A reliable outlet of competitively-priced fiber**
- **Worldwide coverage with offices in all major trading areas**
- **Innovation in finding and developing non-conventional markets for fiber**
- **Industry leadership in fiber management and operational excellence**
- **Innovation in customer-centered e-commerce initiatives**
- **The stability and integrity of Georgia-Pacific's financial resources**
- **Extensive marketplace knowledge**
- **Leadership in environmental stewardship**
- **Customer service that exceeds expectations**

You'll find Harmon to be a perfect buying partner. We offer powerful strategic and tactical tools to deliver unique value to those on the sell side. Benefits include superior cash flow, improved account response to orders, enhanced productivity, and meeting green initiatives. In addition to a 40-year history of business acumen and integrity, Harmon offers the following advantages:

- **Trading portfolio in excess of 5MM tons per year**
- **Largest trading company of recycled fiber in the world**
- **Unparalleled trading structure with nearly 200 field and support personnel**
- **Worldwide market leader in Deink Hi-Grades**
- **Hundreds of thousands of tons per month under contract**
- **Over 350 balers in service**
- **A highly-efficient system that processes more than 25,000 transactions per week**
- **The financial resources of Georgia-Pacific**
- **Representation in all major worldwide recycled fiber markets**
- **Strong relationships with consuming mills worldwide**

Toledo, Oregon





Savannah River, Georgia

HARMON IS A LEADER IN MARKETING ALL GRADES OF RECOVERED FIBER, JOB LOT, AND SECONDARY ROLLS INCLUDING:

CORRUGATED

MAGS / NEWSPRINT

OFFICE WASTE

PRINTING / WRITING

PULP SUBSTITUTES

SPECIALTY GRADES

### How Harmon Creates the Perfect Solution For You

Synchronization involves technology, infrastructure, and people. This model has proven to be a highly effective and efficient procurement strategy. It offers superior understanding of the recycled fiber supply chain to better reflect supply and demand cycles.

Harmon has a history of uninterrupted service regardless of market conditions. Our global presence helps you realize maximum revenue and cost efficiencies through outsourcing. Coordination end to end is improved. In addition, new initiatives in customer service provide you with accurate, detailed reporting.

Lastly, you are ensured of exceptional customer service response. Harmon has been acknowledged as being the best in the world in this regard, regularly exceeding expectations.



Muskogee, Oklahoma

## Strategies that Maximize Secondary Fiber Revenues

Our market knowledge and relationships ensure that your company receives current and competitive pricing.

We regularly partner with select suppliers. Your facility will undergo an economic analysis to determine its maximum revenue capability. The analysis will be a platform to synchronize the flow of fiber, logistics, and information up and down the supply chain, and will include assessment of the following:

- **Grade mix and associated value**
- **Labor costs associated with material handling**
- **Baler performance**
- **Alternative approaches to manage your entire recycling program**
- **Capitalization requirements for baling equipment**
- **Storage and space requirements**

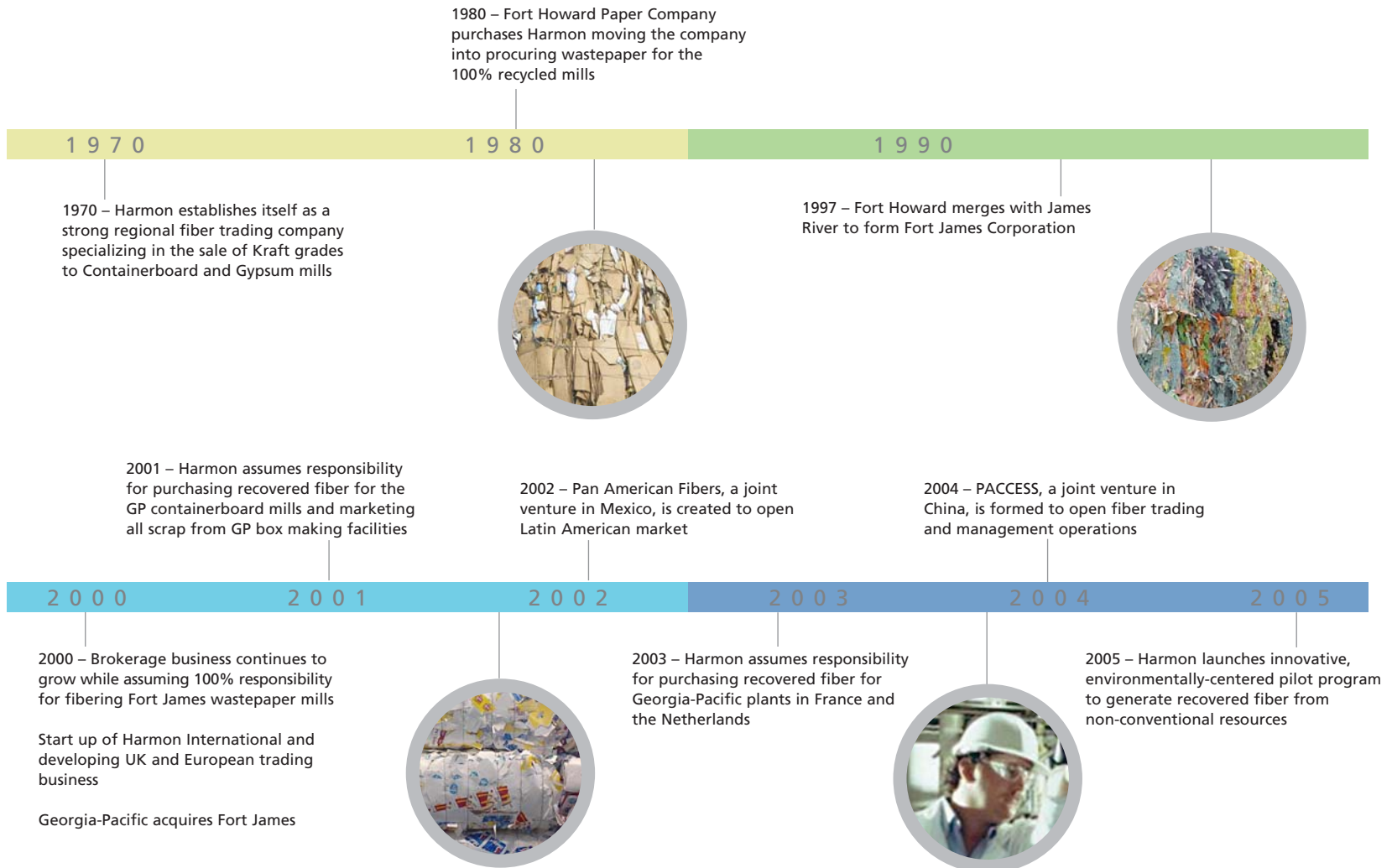
## Developing Innovative Online Initiatives Add Customer Service Value

Our pioneering online information resources further enhance your competitive advantage and profitability. Designed to complement our personalized customer service, our online resources are available 24/7 at [www.eHarmongp.com](http://www.eHarmongp.com), and allow you to do the following:

- **Check entire transaction status**
- **Verify the amount and date of payments**
- **Participate in online auctions**
- **Access contact information**
- **Place and confirm orders online**
- **Receive load weight and grading information**



## A Rich History of Market Contributions



## Leadership in Environmental Stewardship

At Harmon, we're proud of our role as stewards of the environment. It's a strategic issue that's at the heart of our efforts to explore efficient ways to recapture fiber from non-conventional sources.

This includes pilot programs with large retailers of office products, commercial buildings and school systems. This vision of the future is characteristic of our commitment to our clients, and ultimately to future generations. Our advancement of the use of on-line ordering and information management for our industry is another example of that commitment.

As today's producers of paper products seek to become more environmentally responsible, Harmon offers imaginative, efficiency-driven solutions in the global supply chain of recovered fiber.

Strengthening the global recycled fiber market is a benefit to the environment, our clients, and the world.

Green Bay, Wisconsin





Pocket with business card cuts

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## The Vision Behind Our Performance Promise

CUSTOMER SERVICE AND FIBER MANAGEMENT STRATEGIES REPRESENT A MUCH BROADER SPECTRUM THAN THEY DID ONLY 10-15 YEARS AGO. IN THE PAST, THE INDUSTRY FOCUS WAS ALONG THE LINES OF COMPETITIVE COST/PRICE. TODAY, HARMON'S GOAL IS TO BE THE VERY BEST WE ARE CAPABLE OF BECOMING, THEREBY CREATING A DEFINABLE AND RECOGNIZABLE DISTINCTION IN VALUE BETWEEN HARMON AND ALL OTHERS. WE CREATE THIS VALUE BY SYNCHRONIZING TECHNOLOGY, INFRASTRUCTURE, MATERIAL, AND PEOPLE INVOLVED IN THE RECYCLED FIBER SUPPLY CHAIN TO SERVE YOUR NEEDS.



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