

MARATHON PRODUCTS

Aerogel Insulated Boxes

Superior Insulated Shipping Containers or Biotech and Pharmaceuticals

With Marathon Products' aerogel insulated boxes you can bank on significant savings with every shipment. Save real money on shipping costs. Superior insulating properties increase working time, reduce package size, and package weight.

At the heart of our aerogel insulation is a derivative of NASA technology. The added, patented improvements of carbon-based gel and vacuum-sealed, 1 inch thick panels provides superior thermal properties—ten times better than average packages. Aerogel packaging has a thermal insulation R-50.0 rating. Compare EPS (extruded polystyrene) which has an insulation rating of R-3.5, and expanded urethane which has a thermal insulation rating of R-4.0.

Whether you use gel packs, dry ice or phase change material (PCM), Marathon's reusable aerogel insulated boxes can put money in your bank account. Customers report saving 40% to 60% on each shipment. Our boxes can pay for themselves in one or two shipments, and they keep on paying a return with every shipment. Give yourself a competitive advantage with lower shipping costs.



- **Longer working time:** Take advantage of using lower cost, longer shipping time. No more Next-Day Air is required. Our customers have more than doubled their working time.
- **Smaller size and weight:** Don't pay extra to ship coolant. A major reduction in size and weight means a major increase in savings. Our customers have reduced the average weight by 63% and size by more than 50%.
- **Custom sized packaging:** Save money—Only ship the package and coolant you need.

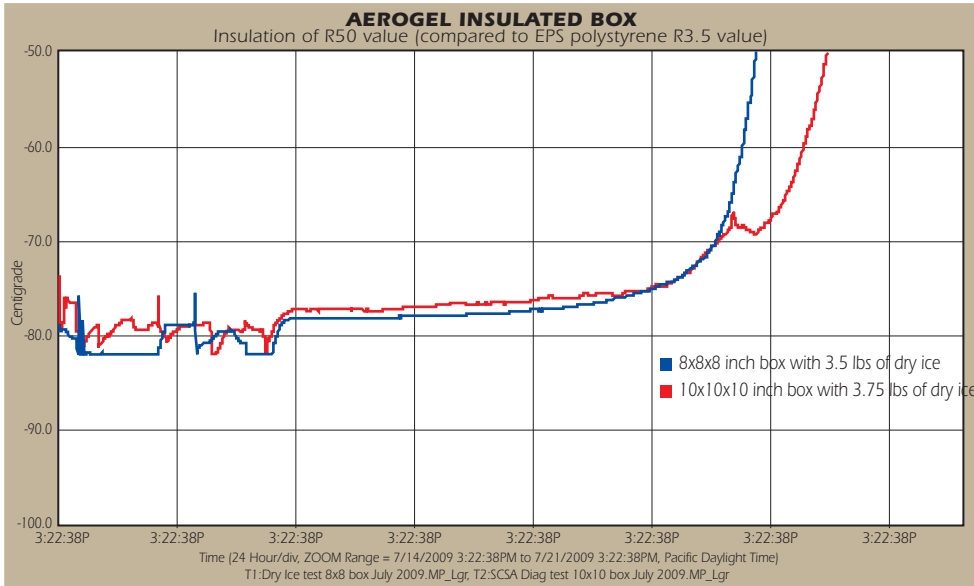
MARATHON
PRODUCTS, INC.

Don't ship without us!®

Combine the advantages of aerogel insulated boxes with microDL temperature logging and you will have safe and secure shipments with documented proof that your payload was delivered in perfect condition. Whether you are shipping perishable

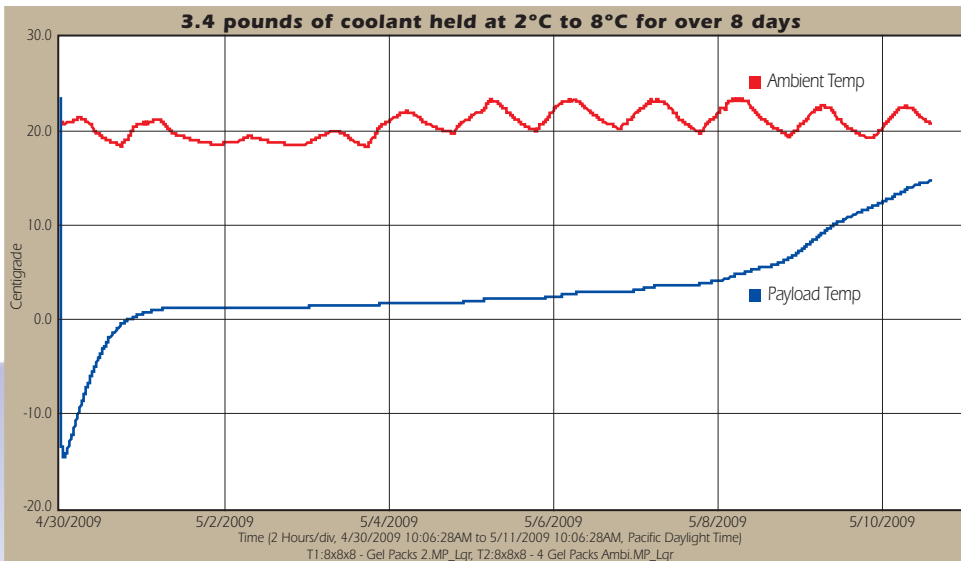
commodities, drugs, tissues, stem cells, or foods, aerogel insulated boxes with microDLs printed log of minute-by-minute temperature data give an indisputable record that your valuable product has arrived safely.

Example: Aerogel - Temperature Plots



Actual shipment example:

- Both boxes were loaded with the respective weight of dry ice and shipped by FedEx.
- Both boxes held below -60°C for 6 days.
- The vertical grid lines are 24-hour increments.
- The temperatures rose at the end because the boxes were opened by the recipient.



NOTES:

- The box was 8x8x8 inch insulation inside a foam and corrugated box.
- The dimension of each gel pack is 6.0 x 4.5 x 1.0 inches.
- The weight of each gel pack is 0.76 pounds. With 4 gel packs the total coolant weighed 3.4 pounds.
- The insulation was NOT preconditioned to 0°C . It took approximately 24 hours to stabilize the internal temperature.
- The temperature stayed between 1°C and 8°C for more than 8 days. If the insulation was preconditioned the internal temperature could have been held for a longer time.

For information on the Aerogel Insulated Boxes please contact Marathon Products.

Please call 1-510-562-6450 x607
for more information or to place an order.

www.marathonproducts.com

627 McCormick St., San Leandro, CA 94577 ■ jperry@marathonproducts.com