

**SIMALFA®**

Water Based Adhesives

**KülKöte®**

Temperature Regulating Technology

P R O T E C T   F R O M   F R E E Z I N G

P R O T E C T   F R O M   H I G H   H E A T



DECEMBER 14, 2023

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# Our Company

## **Founded in 1993, as an environmental adhesive and coating company.**

Our mission from the beginning was to develop environmental technologies that provide clients with the means to eliminate hazardous chemicals and make for a safer planet. We're extremely different than the many traditional adhesive and coating companies as we don't produce or market products that contain any known hazards such as solvents... and we never will. We have strict internal company standards to protect our environment and the people who work with our products. We know of NO other adhesive and/or coating manufacturer who can state this!

Our primary area of expertise is focused on products that contain flexible foam, textiles and other porous materials.

## **Key industries served**

Bedding, furniture, automotive, aerospace, medical, packaging, and foam fabrication

## **Legal name + address**

Alfa Adhesives, Inc. (aka Simalfa or KulKote)  
15 Lincoln Street, Hawthorne NJ 07506

## **Learn more by visiting our websites**

[www.simalfa.com](http://www.simalfa.com)  
[www.kulkote-inside.com](http://www.kulkote-inside.com)  
[www.kulkote.com](http://www.kulkote.com)

## **For additional information**

1.973.423.9266  
[support@simalfa.com](mailto:support@simalfa.com)  
[support@kulkote.com](mailto:support@kulkote.com)



# Our Brands

## SIMALFA®

Simalfa is the first water-based, solvent-free adhesive product series in the world that provides clients with high instant tack for quick processing, a permanent bond, and is environmentally friendly to meet ecological standards and regulations.

### Industries

Bedding, footwear, furniture, medical, pet products, transportation, packaging, foam fabrication, and much more.

### Website

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

## KülKöte®

KulKote is a Temperature Regulating Technology. It's a proprietary coating consisting of water based polymers and Phase Change Materials (PCMs). It's an industrial product that is used in consumer goods. KulKote is typically applied to flexible foams, textiles, and/or fibers for the purpose of regulating body temperature.

For example, mattresses and pillows are either all foam or have foam components in them. Foams are prone to absorbing and holding body heat. As a result, the mattress/pillow gets (and stays) hot which makes for an uncomfortable night's sleep. By regulating the temperature (narrowing the temperature variations), one would enjoy a more restful night of sleep. Better sleep will result in a more fulfilled, productive, and healthier life. For athletes, this will obviously lead to a faster recovery and better performance.

### Industries

Bedding, footwear, furniture, medical, pet products, sporting goods, and transportation.

### Websites

[www.kulkote.com](http://www.kulkote.com) (for consumers)

[www.kulkote-inside.com](http://www.kulkote-inside.com) (technical site for manufacturers)

# Our Certifications



## ISO: 9001

ISO 9000 is a set of standards for quality management systems that is accepted around the world. Currently more than 90 countries have adopted ISO 9000 as national standards. When you purchase a product or service from an organization that is registered to the appropriate ISO 9000 standard, you have important assurances that the quality of what you receive will be as you expect. The standards apply uniformly to organizations of any size or description.

Alfa Adhesives, Inc. is ISO 9001 registered. We view ourselves as a “Service Company” that manufactures great products, not a typical manufacturer. Through customer satisfaction we enforce our reputation as being a superior supplier. ISO assists us in reinforcing our high level of commitment to be professional, consistent, creative, innovative, and competitive for the benefit of our customers and employees.

Third-party certification bodies provide independent confirmation that organizations meet the requirements of ISO 9001.



## UL (Underwriters' Laboratories) GREENGUARD Gold Certified

All Simalfa and KulKote products are GREENGUARD Gold Certified.

By choosing products with GREENGUARD Certification, you are creating a healthier indoor environment for your home, office or institution by reducing chemical exposure. GREENGUARD Certification Standards are among the most rigorous in the world, so you can be confident that these certified products live up to their claims.

What Does “GREENGUARD Certified” Mean?

<https://www.ul.com/insights/what-does-green-guard-certified-mean>



## USDA Certified BioBased Product

KulKote products are USDA Certified Biobased.

Biobased products are derived from plants and other renewables. They provide an alternative to conventional petroleum derived products for a more renewable and sustainable future. These products perform as well or better than their petroleum-based counterparts.

# Temperature Protection - Overview

## Important Notice

Special care must be taken when shipping, handling and storing our product to ensure it is not exposed to freezing temperatures or extreme heat.

Our many years of experience in shipping water based adhesives and coatings all over the world has helped us and our clients to have peace of mind in even the most extreme conditions.

If you expect that a shipment has arrived frozen or has been exposed to extreme heat, it is extremely important that you contact us immediately so that we can guide you.

Each year from October 15th until April 15th, we take precautions when shipping so that material is not frozen, whether it be insulated packaging for parcel shipments, or temperature controlled trailers for LTL and Truckload shipments.



# Parcel Shipments (UPS, FedEx, DHL)

Parcel shipments include individual 44lb/20kg boxes shipped via a small package carrier such as UPS, FedEx, and DHL.

Simalfa container sizes: [www.simalfa.com/techinfo/containerizes](http://www.simalfa.com/techinfo/containerizes)

Kulkote container sizes: [www.kulkote-inside.com/technical/container-sizes](http://www.kulkote-inside.com/technical/container-sizes)

None of these parcel carriers offer any sort of freeze protection guarantee, so there is always some risk for clients when placing small orders during cold weather periods. Careful planning can help ensure the safe arrival of your order.

From October 15th to April 15th, each container is placed in an additional box with 1.5 inches of EPS foam insulation on every side. This offers quite a bit of protection as it contains heat and blocks cold. That said, it may not resist the most extreme cold conditions, especially for longer transit times.

In light of this, clients have a number of options when planning shipments during the winter. Please contact us so we can guide you as to the best option.

## Options

1. Place the order to ship same day, understanding the risk particularly if you need the product.
2. Place the order, and specify a ship date based on more favorable weather conditions.

Our weather: [www.weather.com/weather/today/1/07506:4:US](http://www.weather.com/weather/today/1/07506:4:US)

Your weather: [www.weather.com](http://www.weather.com)

3. Place the order with instructions to ship via overnight/next day service. Although costlier, air service provides a much better chance of it arriving OK due to less time in transit.
4. Increase your order quantity to allow for LTL shipping with guaranteed freeze protection.
5. Order a larger quantity in the fall to hold you through the winter.



# LTL or Truckload Shipments

From October 15th to April 15th, all LTL or Truckload shipments are sent on heated trailers, with the carrier guaranteeing protection from our door to your door. We will not ship on a non-heated trailer without your written authorization.

Your order will arrive containing a Freeze Sticker on each pallet and a Temperature Data Recorder on pallet marked #1.

If the Freeze Sticker and/or Temperature Data Recorder shows exposure to freezing temperatures, it's very important to follow the receiving procedures. This way, the freight carrier will be responsible for any damages.





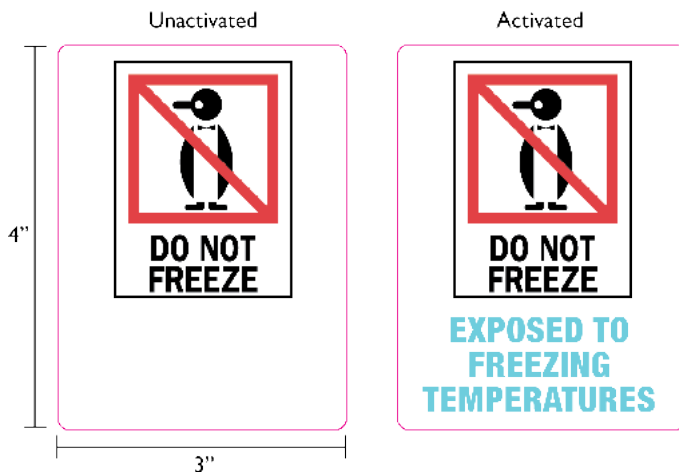
# Freeze Sticker

## How the freeze sticker works

When the Freeze Sticker is exposed to freezing temperature, the text “EXPOSED TO FREEZING TEMPERATURES” will be displayed below the penguin in bright blue color. The text will not change after thawing. This indicates that the shipment was subjected to freezing temperatures. If the text is barely legible and/or off-white in color the shipment has not been exposed.

## How to identify exposure

Upon delivery, inspect the Freeze Sticker to see if it has been activated. It is usually located on the front of the pallet or tote on a vertical surface. If the “EXPOSED TO FREEZING TEMPERATURES” text is easily readable and blue in color the shipment was exposed to freezing temperatures.



# Temperature Data Recorder

## Types of temperature data recorders

We currently use two types of data recorders depending on availability - EnviroLog and CargoData.

## How the recorder works

The Temperature Data Recorder is designed to provide reliable temperature monitoring for domestic and overseas shipments. It records temperature every few minutes so that we can review later to see exact temperature during transport. This way if the shipment was exposed to freezing temperatures we would know for exactly how long, and can easily determine if the material is damaged.

## How to identify exposure

Simply locate the Temperature Data Recorder on your shipment (pallet #1 behind BOL or in a separate packing envelope) and press and hold the on/off button until the display signifies recording has stopped. Press the on/off button to see the minimum and maximum exposure temperature from the time it left our facility until the stop button was pressed.

If the recorder shows exposure to freezing or extreme temperatures, then download the full data report and send to us for analysis (see next page for instructions).

## Learn more about the recorder

ENVIROLOG - [www.envirolog.net/ev-16-envirolog/](http://www.envirolog.net/ev-16-envirolog/)

CARGO DATA - [www.cargodatacorp.com/product/quality-usb/](http://www.cargodatacorp.com/product/quality-usb/)

## Download recorder software

ENVIROLOG - <https://logtagrecorders.com/software/logtag-analyzer/>

CARGO DATA - [www.cargodatacorp.com/categories/koldlink-software-download-uplink-data-retrieval/](http://www.cargodatacorp.com/categories/koldlink-software-download-uplink-data-retrieval/)



# EnviroLog Receiving Procedures

1. While the delivery driver is present, check the Freeze Sticker(s) for exposure.
2. If the Freeze Sticker(s) show exposure to freezing temperatures, make a note on the BOL indicating that the shipment was exposed to freezing temperatures.
3. Have the delivery driver sign the BOL (all copies). Request that the delivery driver contact the necessary individuals within his organization as to the potential damage.
4. Accept the delivery.
4. Press and hold the “Stop” button on the EnviroLog device for 5 seconds.
5. Plug the device into your computer. A PDF report will be generated. Copy the PDF to your desktop. Open the PDF and inspect the chart, data table, and alerts for exposure to freezing temperatures. Email the PDF to us at [support@simalfa.com](mailto:support@simalfa.com) if it shows exposure to freezing temperatures.
6. To retrieve more detailed data, download and install the LogTag Analyzer software PRIOR TO plugging the EnviroLog device into your computer: <https://logtagrecorders.com/software/logtag-analyzer/>
7. Plug the device into your computer. The data should automatically download. If not, click the “Wizard” button to retrieve and download the data. View the “Report,” “Chart”, and “Data” tabs for evidence of exposure to freezing temperatures.
8. Print each tab to PDF, and email to us at [support@simalfa.com](mailto:support@simalfa.com).

The date recorder will tell us exactly the amount of time the shipment was exposed to freezing or extreme temperatures. This way we can easily determine if the product is usable, or needs to be replaced.



# CargoData Receiving Procedures

1. While the delivery driver is present, check the Freeze Sticker(s) for exposure.
2. If the Freeze Sticker(s) show exposure to freezing temperatures, make a note on the BOL indicating that the shipment was exposed to freezing temperatures.
3. Have the delivery driver sign the BOL (all copies). Request that the delivery driver contact the necessary individuals within his organization as to the potential damage.
4. Accept the delivery.
5. Retrieve the Cargo Data recorder on your shipment (pallet #1) and press the stop button. The LCD will display the minimum and maximum exposure temperature from the time your order left our facility until the stop button was pressed.
6. Connect the Data Recorder to the USB cable, press the Download button. Follow steps until completely downloaded and data is shown.

If you don't have the reader software installed on your computer, please have your IT person download and install immediately. It is recommended that the software be installed on the receiving department's computer. See Temperature Data Recorder page of this document for downloading software.

7. Click File > Save as PDF File > ALL
8. Email us the PDF for analysis - [support@simalfa.com](mailto:support@simalfa.com)

The data recorder will tell us exactly the amount of time the shipment was exposed to freezing or extreme temperatures. This way we can easily determine if the product is usable, or needs to be replaced.



# FAQs

## **If the Freeze Sticker indicates that our shipment has been exposed to freezing temperatures, does that mean the product is destroyed?**

No, not necessarily! The Freeze Sticker will freeze long before our product. It simply indicates further inspection is needed before use. This is why the Cargo Data recorder is included.

## **We use our own freight carrier, what do we do to ensure the material doesn't freeze?**

When contacting your freight carrier, you must insist your shipment be protected from both freezing and extreme temperatures. This type of protection varies among freight carriers, so we recommend climate-controlled trailers and not trailers where space heaters or electric blankets are placed near the material. We further recommend that the carrier clearly understands they are liable for frozen and/or damaged product.

Our policy is to not ship via non-heated trailers during periods of possible freezing unless requested by the client in writing.

## **How can you help us with freeze protection?**

There are a number of things we do such as package design, clearly marking the bill-of-lading "Do Not Freeze", and educating the freight carrier as to the importance of freeze protection.

## **What happens if upon delivery we don't have the driver sign the documents noting exposure?**

This can be challenging, as the freight carrier will likely deny a claim. Considering the risk involved, it is always best to fully inspect each shipment at time of delivery while the freight carrier is still present.



# SIMALFA®

WATER BASED ADHESIVES



## Made in the USA Made in Switzerland

Combining Swiss innovation and American ingenuity, we are constantly adapting and creating products to meet your every need. Selecting a so called “me too” product adds too much risk to your business.



## Options

With 150+ formulations, we can recommend a product that will fit your specific need today and easily adjust as your needs evolve tomorrow.



## Proven

Countless years of development, numerous amazing products, and many years of proven market acceptance ensure your long-term success.



## The Simalfa Team

Expertise to guide and assist you with applications, production processes, inventory management and much more. Always professional + timely, we never miss ship dates or an opportunity to help you.



IT'S SIMPLE

SIMALFA®

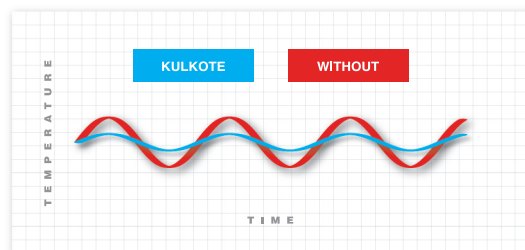
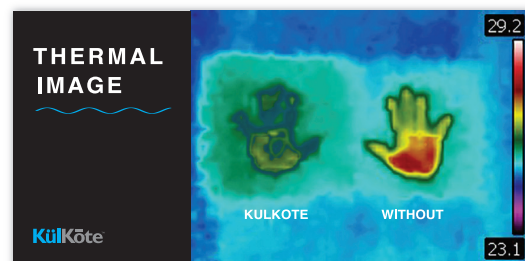




**Cools when hot.  
Warms when cold.  
Ideal comfort for the best night's sleep!**

Sleeping hot makes for a restless night and a tired morning. KülKote regulates temperature variations, keeping you not too hot and not too cold, so you sleep more soundly. Sleep better with KülKote. KülKote provides you with a more fulfilled, productive, and healthier life by giving you the rest you need to recharge and tackle the day.

- 100% Water-Based
- Non-Toxic
- Odor Free
- Functions for a Lifetime
- USDA Certified Biobased Product



IT'S COOL