

Protect only the ends. Stop storing full-length foam.

Replace long foam rails with two air-column ends made at pack-out.

50%

Less packing time

85%

Less packaging space

22%

Lower annual TCO

CURRENT PACKAGING PROBLEM

Bulky storage

\$100K
PER YEAR

Slow packing

\$36K
PER YEAR

Dimensional
exposure

\$254K
PER YEAR

OBJECTIVE

Protect both ends and ship in a carton adjusted to product length.

RECOMMENDED PACKAGING

AI CONCEPT RENDER



RECOMMENDED SYSTEM

2 AIR-COLUMN ENDS + TELESCOPING

CARTON

POSSIBLE SUPPLIER • St***k**

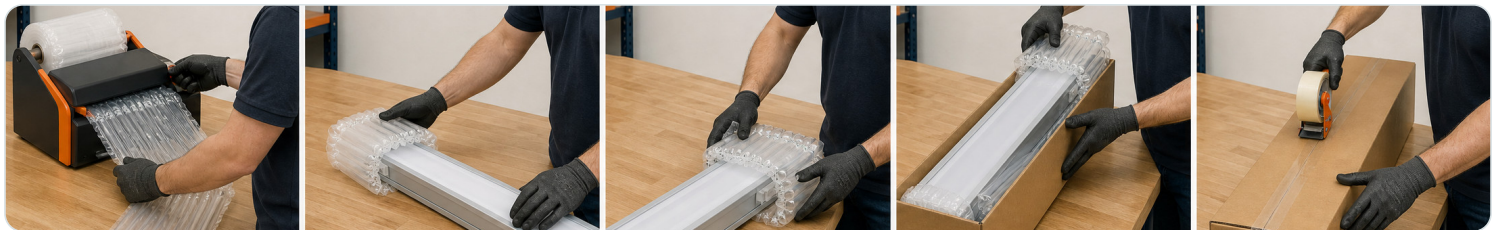
Inflate both ends, fit them to the fixture, size the carton and seal.

WHY THIS IS THE RIGHT FIT

- Multi-cell ends absorb impact and center the fixture.
- Uninflated film replaces bulky stored foam rails.
- Telescoping cartons reduce excess cube and movement.

HOW IT PACKS — FIVE STEPS

AI PROCESS STORYBOARD



1 Inflate

2 Fit first end

3 Fit second end

4 Load + size

5 Close + tape

ILLUSTRATIVE ANNUAL TOTAL COST

30,000 LIGHT FIXTURES / YEAR

CURRENT
\$600K

PROPOSED
\$468K

SAVINGS
\$132K

PAYBACK
1.5 MO

TCO CALCULATION TCO = materials + labor + storage + freight/risk; annual savings = \$132K.

NEXT STEPS

1 Confirm end loads.

2 Set inflation level.

3 Run drop tests.

TURN YOUR CURRENT PACK INTO A VALIDATED SYSTEM.

START YOUR PACKAGING REVIEW