

Foam in place replaces complex corrugated.

Replace stored inserts with three fitted foam pieces made at pack-out.

75%

Less packing time

90%

Less packaging space

30%

Lower annual TCO

CURRENT PACKAGING PROBLEM

Slow pack-out **\$320K**
PER YEAR

Bulky component **\$64K**
inventory PER YEAR

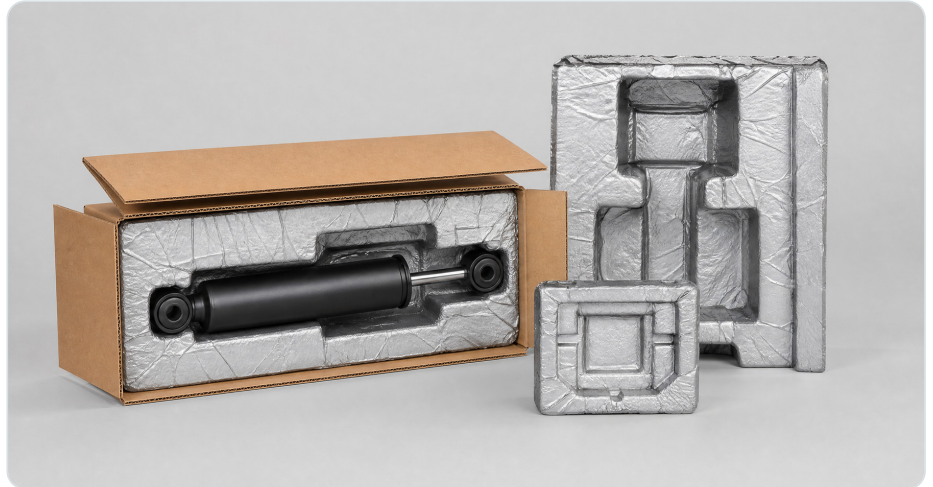
Fragmented **\$248K**
corrugated pack PER YEAR

OBJECTIVE

Brace both ends and support the shock body without stored inserts.

RECOMMENDED PACKAGING

AI CONCEPT RENDER



RECOMMENDED SYSTEM 3 FOAM-IN-PLACE CUSHIONS + CARTON

POSSIBLE SUPPLIER • St*****k

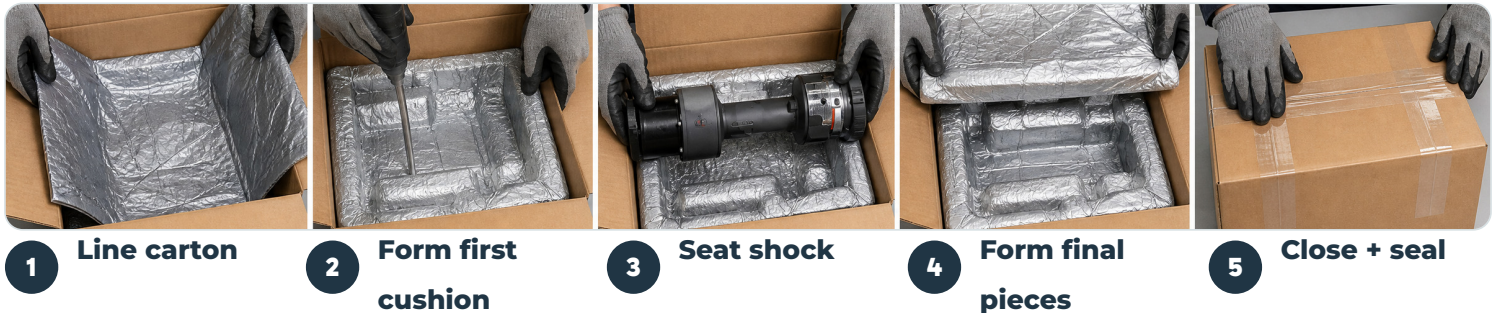
Form two end cushions and one body support, seat the shock, verify restraint and seal.

WHY THIS IS THE RIGHT FIT

- Three fitted pieces brace both ends and support the body.
- Barrier film contains each cushion while it cures.
- On-demand forming eliminates stored insert sets.

HOW IT PACKS — FIVE STEPS

AI PROCESS STORYBOARD



ILLUSTRATIVE ANNUAL TOTAL COST

100,000 SHOCK ABSORBERS / YEAR

CURRENT
\$662K

PROPOSED
\$463K

SAVINGS
\$198.6K

PAYBACK
4.5 MO

TCO CALCULATION TCO = materials + labor + storage + risk; annual savings = \$198.6K.

NEXT STEPS

- Confirm foam charge.
- Run transit tests.
- Approve pack standard.