



QUALITY

DESIGN

SIMPLICITY

INNOVATION

Where the innovation is

In The Box

# Supply Chain Optimization

ITB product density maximizes freight utilization:

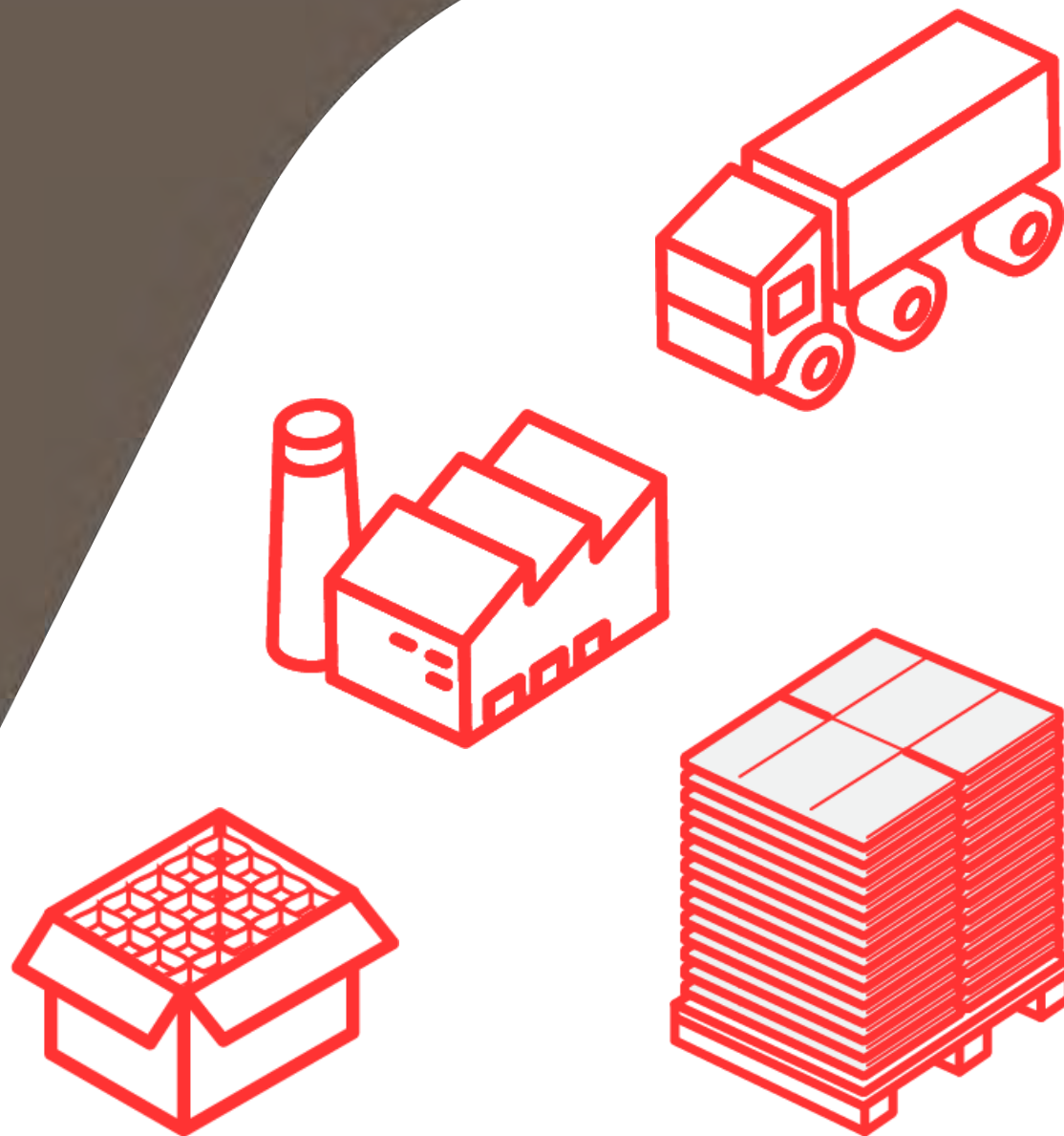
- Less trucks needed
  - Significantly reduces transportation costs
  - Optimizes transit cycle & supply chain

Collapsibility minimizes floor space and storage:

- Reduces plant packaging warehouse cost
- Reduces material handling & labor cost
- Optimizes the container returns and replenishment cycle

ITB Product Density and Yields:

- Reduces transactional order/replenishment cost
- Optimizes packer efficiency and ergonomics
- Condenses supply chain cycle via ordering, transportation, and handling

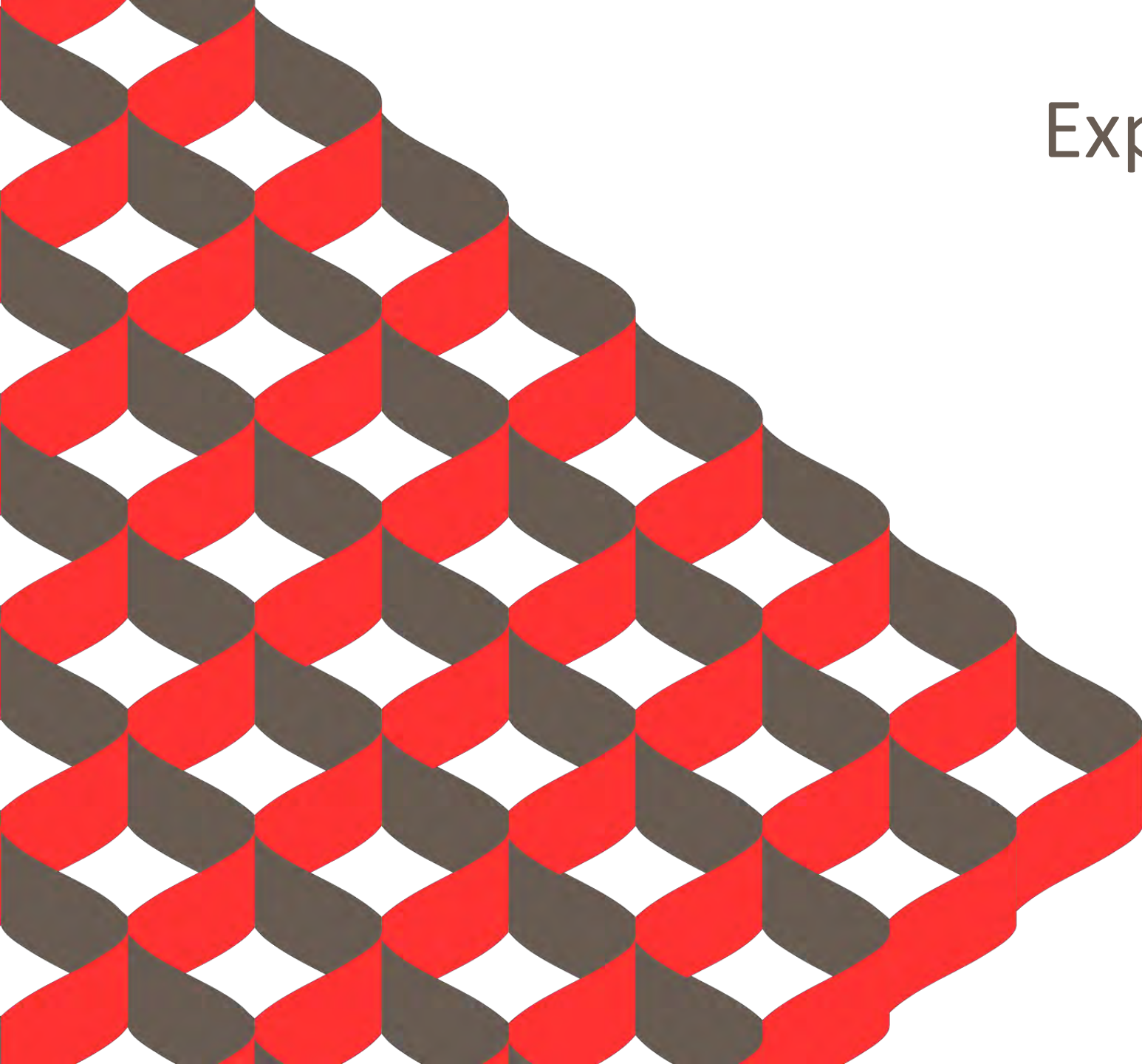


# ITB Updates and Investments

- We have added a second facility here in Holland to add more capacity, separate the manufacturing process of expendable vs returnable to provide more capacity for each product category and manufacturing efficiencies.
- We have installed a brand new high speed ply laying machine that significantly increases capacity, improves accuracy, and drives cost out of our production. We will have new framer & automated in the box machines this January to round out our expendable packaging automation initiatives
- We have upgraded our design software and capable of providing 3D drawings on our proposals.
- We are finalizing testing on new some adhesives that will allow us to get into hanging pouch, horizontal load, and improve product quality and eliminate any potential transfer of glue.
- In our expendable solutions, through some increases in basis weights of paper, development of stackable/returnable pallet we believe we have a hybrid expendable/returnable solution that could serve multiple uses.
- We continue to work on product development, process improvement, and quality control.
- We are now exporting product into Mexico, and are excited about that market, combined with our overall value premise of lowest total cost solution via Part Density Per Pack, Freight, Warehouse, and labor savings, and improved part protection via new substrates, processes, and our proprietary design that helps absorb vs transmit shock in transit cycle.



# Expendable Solutions





# Expendable Materials

## 20# Smooth Kraft

- Strong with very good body for lightweight parts.
- Smooth and flexible to protect most parts.
- Fully Recyclable.

## 20# Smooth Kraft with Nomar Coating.

- Smooth and flexible to protect most parts, with additional Nomar part protective coating.
- Fully Recyclable.

## ESD Material

- ESD (Electrostatic Discharge) provides protection for situation static dissipation.
- Fully Recyclable.

## Elite Fabric

- Spun bound polypropylene
- Provides special protection for highly sensitive



# Expendable Benefits

## Density

- Can “nest” parts easier
- Utilize more area in the container
- Walls take less space than other die cut systems
- Inner Leaf can increase density up to 100%

## Structure

- Die cut parts may fall apart, sag or bend, and twist
- ITB Products do not fall apart, they hold their shape and provide good structure

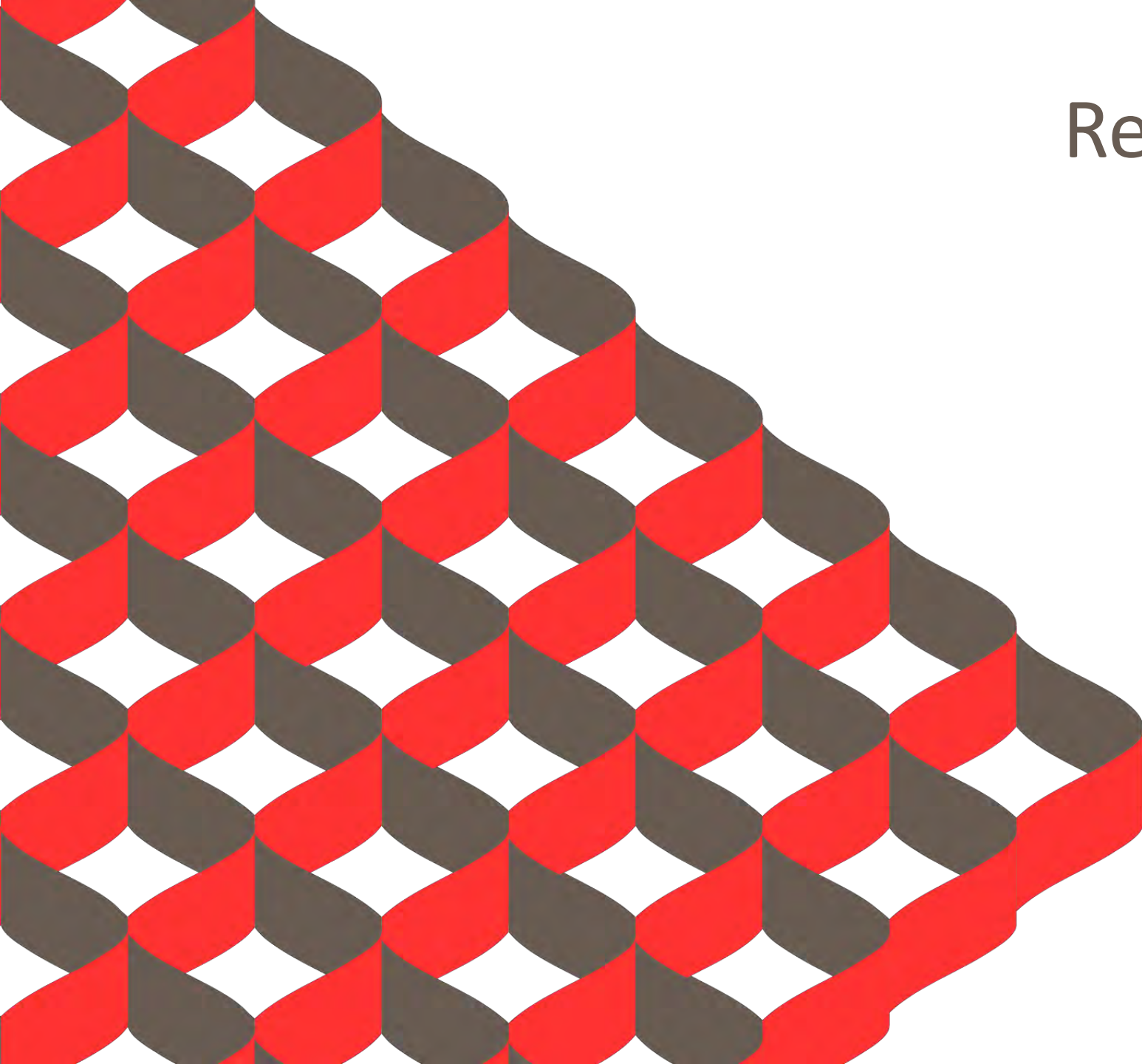
## Lower Cost

- No tooling
- Lower material cost
- Reduced part damage

## Collapsibility

Patent protected

# Returnable Solutions





# Returnable Materials

## Blue Plush:

- Blue-brushed polyester on both sides with polyester center for body. Most durable with the highest surface protection
- Replaces: Pcor Spunbond; Pcor Brushed Polyester; Pcor Soft Edge; Sewn 5 oz. Ultra; Sewn Headliner; Soft edge.

## LX 15025

- A gray Spunbond Polypropylene felt style product. This is a price point product.
- Replaces: All Spunbond PP; Spunbond PP on Corrugated Plastic; Spunbond PP on Chip Board.





# Returnable Benefits

## Longevity + Durability

- Material last longer
- Eliminates pressure points

## Strength

## Part Protection

- 2-3 points of contact are spread out
- As fabric gets older it gets softer

## Density

- “Nest” parts easier
- Utilize more area in the container
- Inner leaf can increase density up to 100%

## Collapsibility

## Lower Cost

- No tooling
- Lower material cost
- Reduced part damage



# ITB Value Add

What makes our product unique?

- The divider is already glued into the box
- Completely collapsible for shipping and storage

Single SKU box & divider ships flat. Same space as if it was box w/out divider.

- No separate sku or pallet facing for die cut inserts.
- Eliminates additional sku's needed for complete set of box & dividers
- Simplifies order & replenishment process
- Reduces freight, warehouse, labor cost.

Our product eliminates need for die cut inserts that either are manually installed or need costly & space intensive equipment to install.

We require no tooling or dies to make our product.



# Case Study

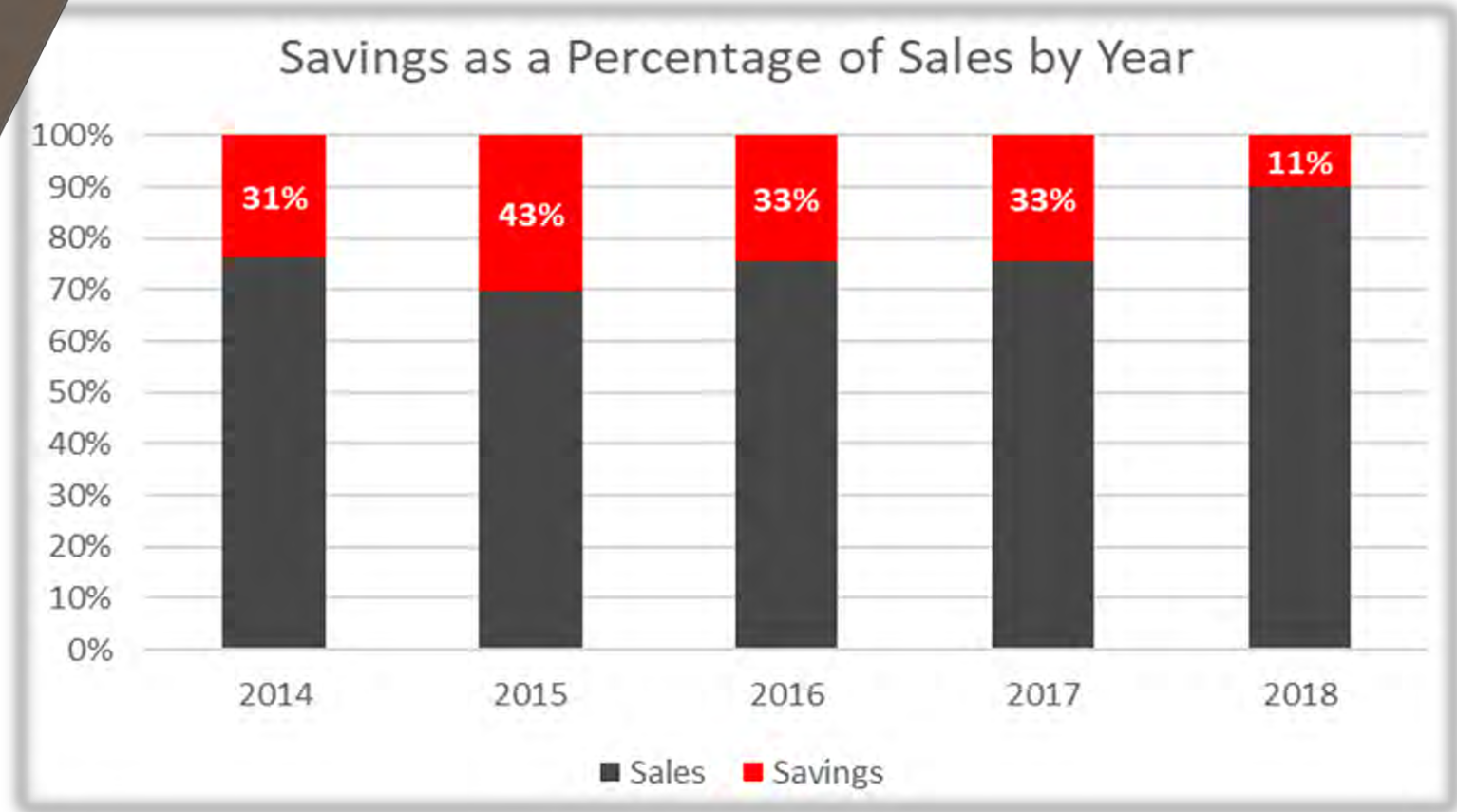
Customer Data vs ITB Competitor



# Material Savings

Order less and move more.

- This is the total annual percentage our customer saved vs. spent on all items purchased from ITB.
- The 2018 cost savings was lower due to the focus on new product introduction.



# Labor Savings

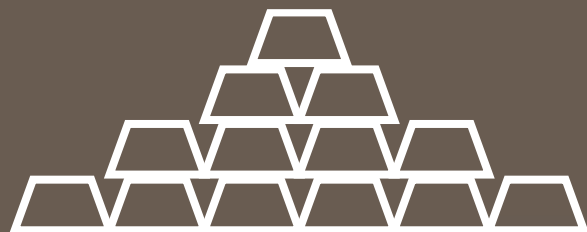
Move more product with less people.

## Quantity of Items Packaged



Competitors

**52**



ITB

**120**

## Number of Operators



Competitors

**3**



ITB

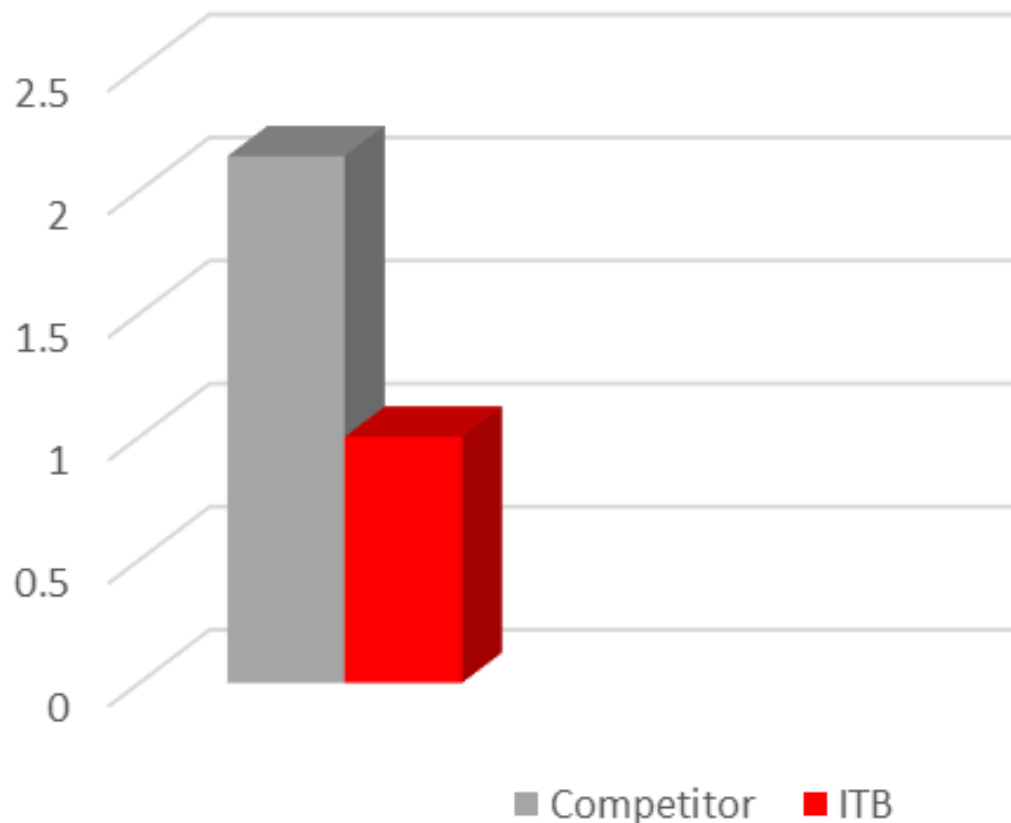
**2**

# Efficiency Savings

Spend less time waiting.

- This is the total annual percentage our customer saved
- ITB saved the customer over 53% of downtime compared to a competitor.

Amount of Down Time per Week in Hours





# In conclusion...

## Contact Us:

(616) 392-3480

147 E 6<sup>th</sup> Street  
Holland, MI 49423

We can provide quick turnarounds for quotes  
or create product samples for review.

We look forward to providing additional  
information, answers to questions, and  
effective solutions for your business needs.

[itbpackaging.com](http://itbpackaging.com)

Our highly engineered packaging solutions are designed to deliver benefits that optimize space, production and assembly time, a value that is simply not possible with alternative solutions

Our innovative products are ergonomically friendly, designed to maximize productivity & ease of use for operators. On average our products are 50% lighter than competitors, providing a quicker, easier and safer solution for operators to insert into containers. Our patent solutions eliminate the costly & time-consuming die-cut processes.

We can increase your valuable plant storage space from 25-75%, utilizing our boxes and containers, due to the patented technology in collapsibility. This density & yield can help you convert your warehouse space back to valuable manufacturing space.

Did we mention shipping? Given the transportation challenges and supply chain optimization goals, when shipping, our customized cells optimize nesting of products, utilizing the entire container interior. All designed to increase packing density by **100%**.

For return shipping, flattened returnable bins boost cargo space nearly three-fold, which means fewer trucks on the road and reduced transportation costs.

Simply put, ITB delivers higher quality products with no tooling, less material, more productive processes and faster deliveries, all of which yield numerous and substantial direct and indirect cost savings benefits