

Lighting Fixture Manufacturer Cuts Labor and Reduces Packaging Costs With ExpandOS™.

Before ExpandOS™

The California based manufacturer of lighting fixtures was using foam in place as their internal packaging solution. Some specifics for this case:

- Foam in place packaging was very expensive, costing \$1.58 per box.
- The foam in place solution was very labor intensive.
- Without a recycling option, all foam used ended up in landfills. The company was not satisfied with this environmental outcome.
- Wadded kraft paper was not an option because it did not provide sufficient damage protection.



The ExpandOS™ Transition

After a thorough consultation, the company decided to test the ExpandOS™ solution.

- The ExpandOS™ team worked with the manufacturer to design and conduct a series of on site drop tests to prove the initial effectiveness of the ExpandOS™ solution.
- A live test was then conducted for 2,500 outbound packages.
- After 4 weeks and over 2,500 packages, there was ZERO REPORTED DAMAGE!
- Packaging costs were measured and found to be over 10% lower than the sample.
- Packout labor hours were measured during the test period and compared to baseline data.
- After using remaining purchased foam, a full transition to the ExpandOS™ solution was implemented.

ExpandOS™ Delivers Results

- Packing material per box fell from \$1.58 per box to \$1.34
- Labor used in packout fell by 33%
- Damage rates remained low
- Shipping rates remained unchanged
- All shipping material shipped by the manufacturer is now 100% recyclable!

Packout Time Per Box (Seconds)

