

DENSITY **DRIVES** SAVINGS



Where innovation is in the box

DENSITY DRIVES SAVINGS

ITB Solutions maximize pack density, optimizing the supply chain and advancing your sustainability goals

- Freight
- Handling
- Storage
- Packaging
- Environmental

ITB Packaging Overview

- Established in 2011 with intent to revolutionize expendable & returnable packaging solutions.
- Density is our differentiator, with solutions that optimize your supply chain.
- Since our inception our customers have successfully shipped out millions of parts. Utilizing our density & part protection to solve packaging challenges.
- Our specialty is lightweight plastic injection molded trim parts that include class A and piano black finishes.
- In-house design & manufacturing capabilities. No tooling or dies required for production.
- No MOQ's with quick turnaround on quotes, designs, samples.

ITB Focus

Examples of parts we package:

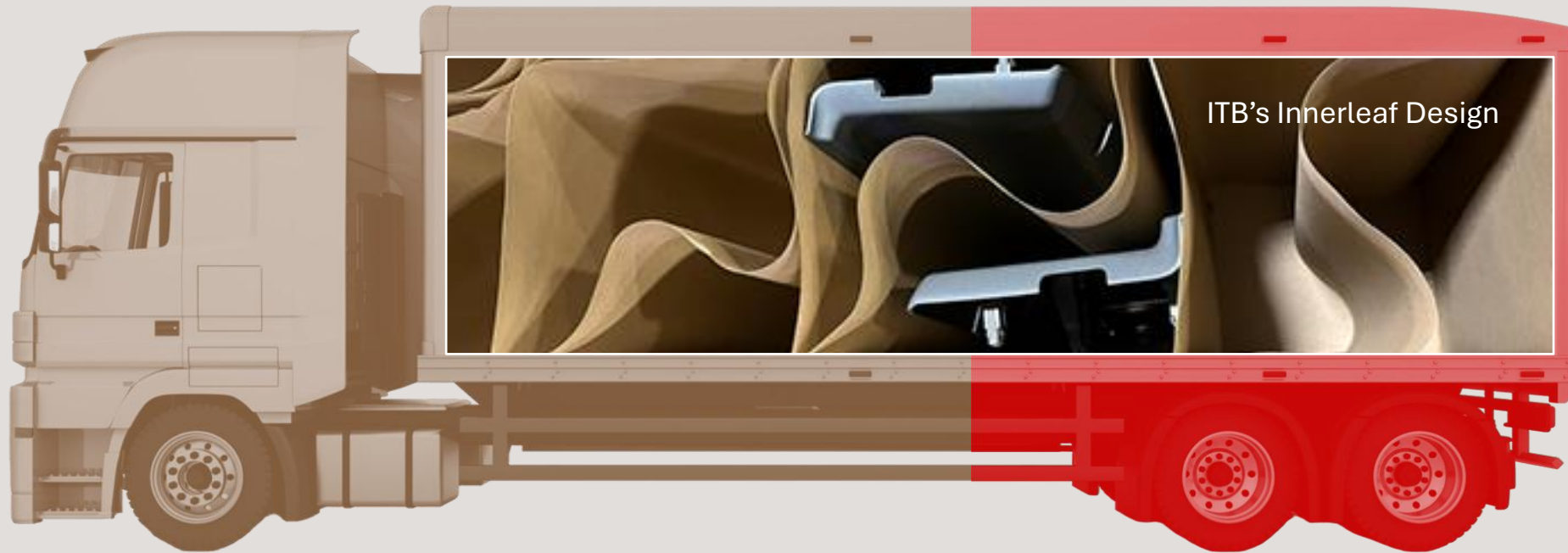
A& B Pillars	Front & rear	Map pockets
Bezels	window trim	Sill plates
Bolsters	Seat panels	FC switches
Grab Handles	Door panels	Deco cover
Glove box	Door screw cap	Pivot covers
Center console	Headrests	Door covers
Cupholder	Armrest	
assembly	Rear Scuff	
Overhead	Chutes	
consoles	End caps	





SAVE **5** WAYS

1.1 FREIGHT



- Higher density means fewer shipments and containers required
- Innerleaf design decreases number of truckloads up to **50%**
- Fully collapsible design increases shipping efficiency

1.2 FREIGHT SAVINGS



30%
INCREASE IN
PART DENSITY

23.1%
REDUCTION IN
SHIPMENTS

231
TRUCKS SAVED

\$577,500
ANNUAL SAVINGS

2.1 HANDLING



Warehouse
labor costs have
risen **13%** since
2022

2.2 HANDLING SAVINGS



Fewer pallets =
less labor needed
for material
handling

3. STORAGE SAVINGS

Average U.S. storage rates jumped **8%** in 2024

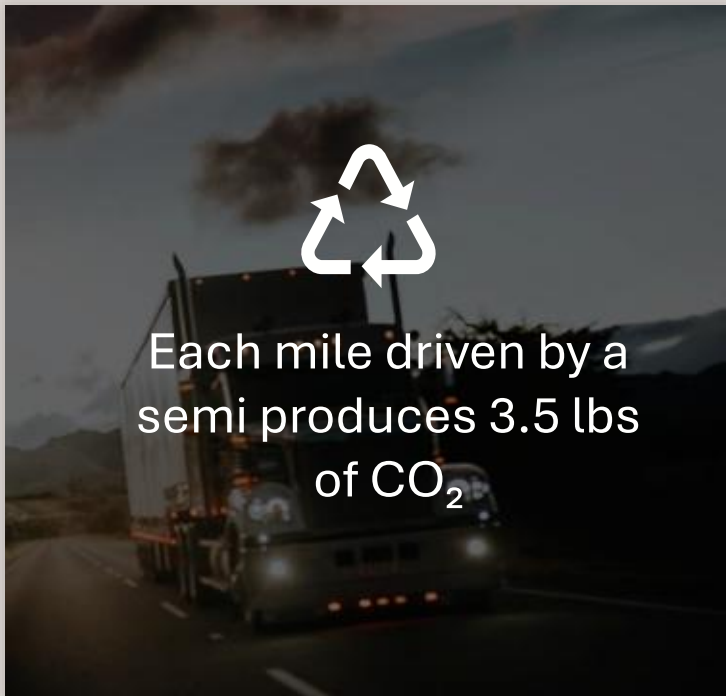


ITB Single SKU Solution

- Collapsible and efficient designs reduce storage footprint
- No separate SKUs or warehouse space needed for die cut chip, corrugated partitions and box

4. ENVIRONMENTAL

Density = Sustainability



5.1 PACKAGING MATERIALS

The ITB **Advantage**

- **Flexibility:** ITB partitions adapt to part shape providing tighter nesting
- **Innerleaf:** Adding another layer of material increases density for challenging parts
- **Edge-to-Edge:** Designs don't require an air cell and use the entire footprint of every box
- **Custom Design:** Packs are designed around each part and focus on maximizing the density of the pack, the pallet, and the truck



5.2 PACKAGING

Watch **How** We Do It



Expendable Pop-N-Drop



Returnable Center Split

CASE STUDY

Situation

CUSTOMER: Tier 1 supplier shipping injection molded interior trim parts twice a week

CHALLENGES: Parts have a sensitive A-side and various features on B-side, making nesting difficult

PRIMARY GOALS:

- 1) Reduce floor space and
- 2) Reduce packaging cost per part

PACK OUT	15 PARTS PER PACK	\$22.56 PER PACK (excluding setup labor)
ANNUAL VOLUME	30k PARTS	2k SHIPPING PACKS PER YEAR

PACKAGING

LARGE, CORRUGATED TOTES WITH PARTITION INSERT SETS



ITB SOLUTION + RESULTS

2X

PARTS PER
CELL (15 to 25)

\$0.83

COST PER PART
(decreased from
\$1.50)

\$26.50

PER PACK
(slight increase)

15

REDUCED TL
SHIPMENTS PER YEAR

\$20k

CUSTOMER CREDITED
FOR COST REDUCTIONS

ITB SOLUTION

INNERLEAF PARTITIONS
WITH NOMAR PAPER

ADJUSTED FOOTPRINT TO
45 X 48 TO ACCOMMODATE
EXTRA CELL





ITB has partnerships across North America that allows us to supply & key part suppliers in US, Mexico, and Canada



itbpackaging.com



ITB



PACKAGING

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