

Innovation Today

Andrew Barrieau
President & CEO, Felins USA Inc



Innovation in a Bundle

Today's Goal

- ▶ Share alternative ideas
- ▶ Inspire imagination
- ▶ Impact your bottom line



Fred E. Lins

Innovative Inspiration



The Quality Sausage Company - 12th & Burleigh; 1920s

bun·dle *noun* \ 'bʊn-dl̩ \

- ▶ *a* : a group of things fastened together for convenient handling
- ▶ *b* : package, parcel
- ▶ *c* : a considerable number : lot
- ▶ *d* : a sizable sum of money



m-w.com

Innovative Bundle?



Innovative Bundling?



Think Out of the Box



Innovation in a Bundle

Case Examples

- ▶ Medical textiles
- ▶ B₂B packaging
- ▶ Display-ready packaging
- ▶ Pharmaceutical packaging
- ▶ Floral bunching



Medical Textiles

- ▶ Non-woven garments
- ▶ Packed in boxes
- ▶ Shipped via ocean
- ▶ Key customer issues
 - ▶ Shipping costs
 - ▶ Product quality



Innovative Bundle

Before



- ▶ Packed in boxes
- ▶ Paying to ship “air” via ocean

After



ATS
Unique Banding

- ▶ Compress textiles
- ▶ 30% MORE in box
- ▶ 30% LESS freight
- ▶ IRR = 500%

B₂B Packaging

- ▶ Movement inside production only
- ▶ Waste is scrapped or recycled
- ▶ No value to consumer



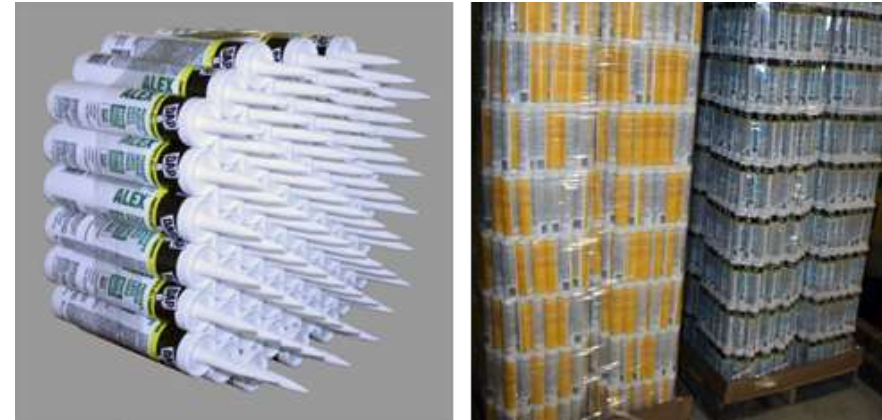
Innovative B₂B Bundle

Before



- ▶ Caulking tubes
- ▶ Hand packed boxes
- ▶ Boxes recycled

After



- ▶ Bundle with stretch film
- ▶ Eliminate boxes
- ▶ 10% more tubes/pallet
- ▶ Reduce worker injury
- ▶ No product damage

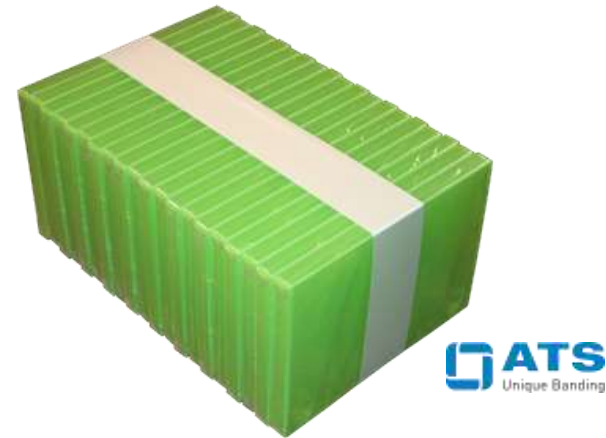
Innovative Bundle

Before



- ▶ Packed in boxes

After



- ▶ Got rid of box
- ▶ No product damage
- ▶ \$10-\$22 K/day savings
- ▶ 60 day ROI

Display Ready Packaging

- ▶ CPG's
- ▶ “Brown” boxes
- ▶ Stocking errors
- ▶ Box cutter issues
 - ▶ Worker injuries
 - ▶ \$32K average cost per cut/laceration (Source: OSHA)
 - ▶ Product waste
 - ▶ \$15 billion product waste/year (Source: GMA)



Innovative Bundle

Before

- ▶ Corrugate box
- ▶ Often inner-packing
- ▶ Unnecessary material



After

- ▶ No product damage
- ▶ No need for box cutter
- ▶ Sell from pallet
- ▶ 46% less material



Pharmaceutical Bundling

- ▶ FDA mandated legislation
- ▶ Protect supply chain
- ▶ Track & trace
- ▶ Serialization
- ▶ Recall assistance



Innovative Bundling

Before



- ▶ Rubber band, shrink film, label
- ▶ Difficult to open
- ▶ High energy costs
- ▶ Large manufacturing footprint

After



ATS
Unique Banding

- ▶ Printed band
- ▶ Track & trace
- ▶ Adjustable band strength

Floral Bunching

- ▶ Flower Growers
- ▶ Labor intensive
- ▶ People constraint
- ▶ Hand rubber banding
- ▶ Worker related injuries



Innovative Bunching

Before

- ▶ Hand banding
- ▶ Injury prone
- ▶ Time consuming



After

- ▶ Automatic tying
- ▶ 75% less bunching time
- ▶ 50% more thru-put
- ▶ 3 month ROI



Innovation in a Bundle

- ▶ Product quality
- ▶ Thru-put
- ▶ Employee safety
- ▶ The bottom line
- ▶ The environment
- ▶ Customer satisfaction
- ▶ Brand image



WE HOPE WE TOOK YOUR IMAGINATION FOR A SPIN

Questions?

- ▶ Ask now
- ▶ Ask later
 - ▶ Andrew Barrieau, President & CEO
 - ▶ Felins USA, Inc.
 - ▶ www.felins.com
 - ▶ Andrew.Barrieau@felins.com



Thank you