



## CASE STUDY

# New hybrid packaging design saves client \$191 per crate and reduces shipping expenses



## Challenge

- The client was using an expensive re-usable crate that wasn't being returned back to the distributor for re-use.
- The crate was heavy, adding to shipping costs and handling logistics.
- The crate was difficult for the patient receiving the in-home dialysis machine to handle and unpack.

## Solution

- Redesigned from re-use to a single-use hybrid wood and corrugated pack suitable for domestic shipments.
- Included a plywood ramp to make loading and unloading easy.
- No tools needed and the packaging easily disposed.

## RESULTS



### 50% cheaper to manufacture

\$211 per hybrid crate versus \$402 per wood crate.



### Lighter and easier to ship

Significant shipping & handling benefits.



### Simplified logistics

Eliminated admin costs chasing crates for return.



### Improved safety & satisfaction

Easier to unpack (no tools needed) and dispose.