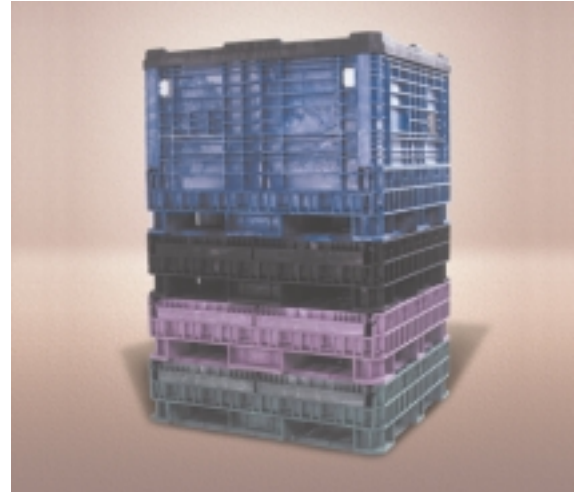
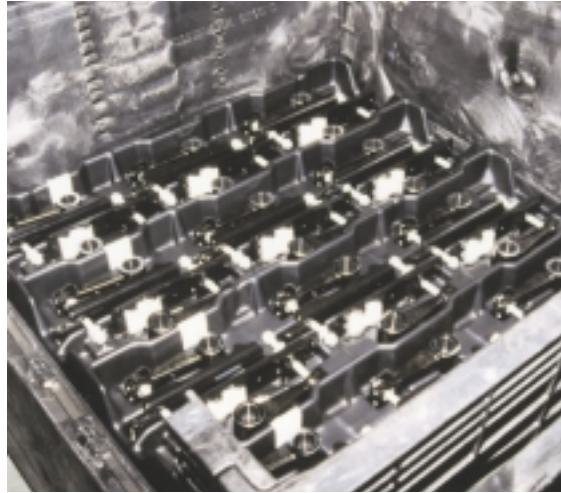


APPLICATION BULLETIN

Customer: Mercedes-Benz U.S. International, Inc.

Application: JIT manufacturing of the M-Class sport utility vehicle

Product: ROPAK™ 45"x48"x25" and 45"x48"x34" containers



Problem: To reduce manufacturing costs and maintain their commitment to protecting the environment.

Solution: Mercedes-Benz U.S. International, Inc. (MBUSI) and its suppliers use approximately 4,000 reusable containers for their JIT manufacturing process. Integrating these containers directly into line operations represents a very efficient use of space and manpower. When the containers are empty, they are collapsed and loaded onto the same trucks that have just unloaded full containers. This reduces the space required for inventory and overhead costs. By eliminating the need to cut open and recycle corrugated boxes, they also reduce indirect labor costs.

Results: MBUSI can remain dedicated to their commitment to meet, and when possible, exceed environmental standard requirements. Reusable containers have reduced a substantial amount of cardboard that would have been recycled at a considerable expense to the company. When compared with the costs of cardboard packaging the returnable containers will pay for themselves within a 24-36 month period.

