

The Total-Cost Comparison

Child-Resistant (CR) Edition — a failed CR test costs more than the packaging ever will

Most brands sourcing overseas compare quotes on one number: unit price. But the invoice is only where the cost story starts. This one-pager shows where the “cheaper” quote quietly becomes the expensive one — and gives you a checklist to audit your own setup in ten minutes.

The scenario

A cannabis wellness brand orders **100,000 CR containers**. Supplier A quotes **\$0.36/unit** with a certificate of unknown vintage; a certified, documented structure quotes **\$0.41/unit**. A wins by \$5,000 — until one compliance event:

Cost line	Supplier A (lowest unit price)	Structured supplier (engineered spec)
Unit price × 100,000	\$36,000	\$41,000
Failed 16 CFR 1700.20 retest — testing fees, engineering fixes, schedule slip	\$15,000	\$0
Pulled listings — lost shelf weeks while packaging is re-certified	\$12,000	\$0
Re-capping / rework of inventory already produced	\$4,500	\$0
Total landed cost	\$67,500	\$41,000

The verdict: one compliance failure turns a \$5,000 saving into a **\$26,500 loss** — plus a retailer relationship that may not survive the empty shelf.

Figures are illustrative, based on typical mid-size brand scenarios we see. Your numbers will differ — that is exactly what the comparison is for.

The five hidden risk drivers

Certificate vintage. CR certification applies to a specific structure, material and production setup. A certificate from an older tooling or resin batch may not cover what ships today.

Material substitutions. A resin swap that saves \$0.01/unit can silently invalidate the child-resistance mechanism — retesting is required, but rarely triggered.

Senior-friendly requirement. CR that seniors cannot open fails the same 16 CFR 1700.20 protocol. Over-torqued “safe” caps are a failure mode, not a feature.

State-level patchwork. Cannabis CR rules differ by state (opacity, labeling, exit-bag requirements). A package compliant in one market can be a violation in the next.

Documentation chain. When a retailer or regulator asks, you need current certificates, test protocols and production traceability — within days, not weeks.

CR compliance self-audit

☐	Do you hold the current CR certificate for the exact structure and resin you are shipping today?
☐	Has anything changed — material, colorant, tooling, plant — since that certificate was issued?
☐	Does your packaging pass both halves of 16 CFR 1700.20: child-resistant and senior-accessible?
☐	Are you tracking state-by-state requirements for every market you sell into?
☐	Can you produce the full documentation chain within 5 business days if a retailer asks?
☐	Does your supplier contractually own compliance — or just sell you “a CR cap”?

What good looks like

Current certificates matched to shipping spec · first-round test passes · one partner owning structure, compliance documentation and production traceability · CR that still looks like your brand, not a pill bottle.

Complimentary Compliance & Dieline Check

No sales pitch, no obligation. You get a marked-up review of your current spec — where cost, damage or risk can be trimmed — whether or not we ever produce a unit for you.

INNORHINO · Structural packaging, engineered around total landed cost · Reply to the email that brought you here, and it lands directly with our engineering team.