CELLBLOCK FCS · FIRE CONTAINMENT SYSTEMS

2X the Production, Half the Lead Time

How a Maine fire containment manufacturer grew revenue 7×, doubled weekly output and cut quoted lead times in half with Klear's Capital Intelligence™.

COMPANY	LOCATION	INDUSTRY	ON KLEAR SINCE
CellBlock FCS	Maine, USA	Fire containment systems	November 2025

> “Before Klear, we were looking maybe two or three weeks ahead because we didn't know if we were going to have the capital to buy the sheet metal. Now we're looking 10, 12, 15 weeks ahead.”



Jordan Trafford, Chief Operating Officer & VP of Engineering, CellBlock FCS

7×
revenue growth since starting Klear PO financing

2×
weekly output, from 6–8 to 12–15 units

16 wks
quoted production lead time, down from a 32-week best guess

$7.51M
in purchase orders managed on Klear since Nov 2025

ABOUT CELLBLOCK FCS

Built for defense primes, automakers, labs & fire departments

CellBlock FCS started as Cornerstone Architectural Products, where the team found that a glass aggregate used in place of sand made concrete lighter, heat resistant and able to extinguish lithium-ion battery fires. That discovery became CellBlockEX and grew into six product lines, from battery cabinets and cases to drums and lightweight textiles for aerospace.

Today CellBlock ships to defense primes, automakers, studios, tech companies, labs and fire departments.

THE CHALLENGE

A mixed customer base and a capital plan two weeks long

CellBlock's customers range from defense primes and global automakers to local fire departments. Smaller buyers make up about half of its orders, and they need product fast.

- **Short planning horizon.** Without certainty on cash, production looked only 2–3 weeks out.
- **Long, uncertain lead times.** Orders were quoted at a 32-week best guess, and some customers waited a year or more to order.
- **Growth vs. production.** Trade shows and certifications meant delaying production, creating a rift between engineering, production, sales and marketing.
- **Funding built for big names.** Standard PO financing focuses on S&P-rated buyers and offers little for the other half of the order book.

> "Standard PO financing is really fixated on the S&P rated companies, the brand name companies. They offer nothing for the little guys. That's where Klear has shined."



Jordan Trafford, COO & VP of Engineering

THE SOLUTION

Capital Intelligence™ mapped to every production step

CellBlock mapped its production routings into Klear, timing every cut, bend and hardware purchase, so it can see when cash goes out and when it comes back.

- **Routings, not spreadsheets.** Up to 150 routings a week, across as many as eight units, go straight into Klear.
- **Automated inputs.** Every accepted sales order flows into Klear automatically.
- **Working capital across the full mix.** Invoice advances and supplier payments fund orders from primes and fire departments alike.
- **KlearFX.** International customers, including Canadian buyers, pay in two steps instead of mailing checks.

> "It's forcing us to look at that production timeline, where we're going to have cash outflows and the resulting cash inflows, so we can look at our cash flows in an intelligent way."



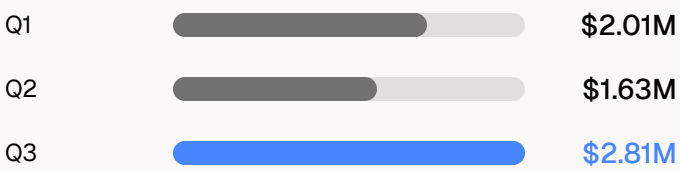
Jordan Trafford, COO & VP of Engineering

THE RESULTS

More output, shorter lead times, a record order

WEEKLY OUTPUT	QUOTED LEAD TIME	PLANNING HORIZON
~~6–8 units~~	~~32 weeks~~	~~2–3 weeks~~
12–15 units	**16** weeks	**15** weeks

PURCHASE ORDERS WON ON KLEAR



- **$851K record order** from a defense prime in July, 1.8× CellBlock's previous largest
- **$2.17M** in invoice advances and supplier payments deployed
- **82 supplier payments** worth $710K kept production ahead of customer payment

> "Working with Klear has allowed us to go back to these large companies, accept terms that may be 30 or 45 days longer, and take the larger order without involving a purchaser or getting a deposit, which has directly increased the sales we've seen in the past couple of months."



Cameron Trafford, Director of Business Operations

Reliable completion dates changed how customers buy. Large accounts now place several orders at once, so CellBlock can plan six months out.

CUSTOMERS WHO COME BACK

- Defense prime · 10 POs
- E-commerce · 97 POs
- Automaker · 19 POs
- Big tech · 9 POs
- Film studio · 35 units
- Defense tech · 7 units

LOOKING AHEAD

> "We're at 12 to 15 units now. What else can we optimize? Can we get to 20 cabinets a week? That's where Klear is going to shine."



Jordan Trafford, COO & VP of Engineering

Command your cashflow
See your orders, cash and capital in one plan.

klear.capital