

Case Study



Metal Fabricated Automotive Parts

Customer Challenge

Company was experiencing metal fabricated automotive parts rusting during shipment.

- Customers would reject parts
- Parts had to be returned and then washed and re-coated
- Second shipment of parts would also fail creating another rejection
- Multiple freight/shipment costs
- Additional labor and recoating costs
- Credits for unusable parts
- Unhappy customers
- Potential lost business

Pioneer Packaging Solution

Pioneer team analyzed the situation and reviewed complete packaging method with the customer.

- Identified that the customer was trapping their own humidity into the sealed parts shipping bags
- Recommended a packaging alternative that would vacuum the humidity out of the bag before it was sealed
- Identified the optimum thickness and size vacuum bag for this application
- Located a used Vacuum Pack Machine for testing
- Once approved customer bought it and tested it in production
- After it was successfully working for a couple months they bought 2 more new machines.
- Implemented a vacuum bag warehousing and distribution program to meet the customers needs and requirements

Outcome/Customer Win

- Improved the rust problem - now within their customers tolerances
- Eliminated multiple shipment and re-work costs
- Customer credits no longer an issue
- Provided a faster and more secure packaging solution with no loss of packing efficiency
- Warehousing and inventory program in place to support current and future needs
- Happy customers
- Potential for loss of business significantly reduced

A good packaging solution should protect your products, not harm them.

Pioneer Packaging is here to help.