

Case Study



Metal Fabrication Customer

Customer Challenge

High cost fabricated metal parts were getting scuffed and damaged during shipment.

- OEM complaints due to parts not meeting quality standards
- Credits for unusable product requiring significant internal paperwork
- Lost sales
- Unhappy customers

Pioneer Packaging Solution

Pioneer team analyzed the situation and developed a solution to modify their current packaging materials and process:

- Designed wax coated partition inserts to reduce scuffing
- Works with existing packing process
- No loss of production/packing efficiency

Outcome/Customer Win

Fabricated parts damage eliminated.

- Parts scuffing no longer an issue
- Eliminated credits for damaged parts
- Happy customer
- Additional business from OEM

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

Pioneer Packaging is here to help.