



## Case Study #2 and a Loyal Customer

***INDUSTRY:* Wholesale Lumber**

***CHALLENGE:* Eliminate Steel Strap Use while Maintaining Load Integrity**

***SOLUTION:*** This customer came to Neff Packaging with the idea they wanted to totally eliminate steel strapping. Steel strapping was expensive, caused workman's compensation claims and was blowing out forklift tires at an alarming rate. Neff Packaging and the customer worked closely together to come up with the optimal solution.

- Upgraded to battery operated combination polyester strapping tools.
- Neff Packaging supplied the service program to support those tools in such harsh operating conditions.
- The switch to polyester strapping has saved the customer ***ten's of thousands of dollars over the last five years.***

Neff continues to help customers realize the added safety, productivity and performance gains in converting from steel to polyester strap.

