



## Case Study #3 and a Loyal Customer

***INDUSTRY:* Primary Aluminum Producer**

***CHALLENGE:* Properly Brace Coils of Aluminum Rod in Railcar Shipments**

***SOLUTION:*** The customer was using 48" x 72" Type 800 airbags with fiberboard between the coils to prevent scratching and marring. For a lack of options, they taped fiberboard to the inside walls of each railcar and added two airbags to try to fill a large void. The improper use of the airbags caused movement and damage to the coils during shipment. Buying extra airbags became too expensive for the customer. In addition, the tape used to secure the fiberboard would not work well during the winter months. Neff Packaging and the customer worked together to come up with the optimal solution.

Four minor changes provided drastic solutions allowing the customer to **reduce costs by 34%** and **reduce product damage by 78%**.

- Changed airbag size to a more cost effective Type 600 airbag, ensuring the proper bracing of materials in shipment
- Added void filler panels to effectively brace coils and eliminate unnecessary materials
- Switched to a more versatile tape that adheres to metal substrate in high and low temperatures
- Reduced the need for extra airbags, essentially **saving money on every future order**

