CASE STUDY | INDUSTRIAL

Right Gauging Can Reduce Your Costs

An existing Crawford Packaging customer, a recycling plant from Hamilton, Ontario, connected with our team to discuss the pricing of various polyethylene bags. Upon further discussions, it became apparent that the customer was purchasing 4 mil polyethylene bags from another supplier and was experiencing serious issues with supply and pricing variations. They were ordering months of products at once only to find out that when their production suddenly ramped up, they could not meet the demand due to a lack of polyethylene bags on the floor.

Our knowledgeable Packaging Specialists analyzed the customer's needs and recommended using 3 mil polyethylene bags with durability sufficient for the customer's applications. This recommendation proved to be extremely valuable for the customer as it allowed them to significantly reduce their costs. Additionally, to mitigate the supply issues experienced by the customer, our team has recommended entering into a stocking agreement with Crawford. With our stocking agreements, we ensure that we carry the forecasted stock of products our customers require and have them readily available to meet their needs.

Our Packaging Specialists are always looking for innovative packaging solutions to improve our customer's operations. The recommended solutions directly align with our core values as a company – to enhance our customer's performance and reduce costs.

Customer **satisfaction**

Cost **reduction**

Improved efficiency

Challenge

- Variable demand and resulting issues with supply of 4 mil polyethylene bags
- High pricing of materials
- Operational inefficiencies

Solution

- Recommended a 3 mil polyethylene bag with sufficient durability for the customer's applications
- Implemented Crawford Packaging Stocking Agreement to ensure competitive pricing and three months of supplies on hand

Impact

- Uninterrupted supply of polyethylene bags
- Cost reduction
- Improved operational efficiency
- Customer satisfaction