

Case Study - Providing solutions to packaging company reduces costs and increases efficiency



▲ Providing the most innovative and new products available helps smaller firm keep up with global competition.

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Small packaging firm systems outperform their competitors by outlasting them, offering more technical features, having less rejection and producing product at a faster rate.

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John Henry Foster was retained to assist a small packaging company to provide them with the most innovative and new products available on the market. The company has been in business for four years producing and selling high level liquid filling machines that serve automotive paint facilities and liquid chemical manufacturing facilities. They are growing rapidly by repeat business and their success is creating free advertisement.

CHALLENGES

One of the largest challenges the company faces is with global competition. They are competing against multiple location companies who are providing other products and more standardized type machines in the industry at a lower cost. The packaging company requires more expensive machines to demonstrate being a higher quality leader.

By taking this direction, they have to assure that their machines show a pay-back to the end user. These machines have to outperform their competitors by outlasting them, offering more technical features, have less rejection and produce product at a faster rate. Initially, they began by using lower cost conventional products, which required additional labor and manpower they did not have.

SOLUTIONS AND BENEFITS

By using the products recommended by JHFoster, they were able to maintain a strong business relationship with their current employees and not hire additional staff or look outside the firm.

The firm sees the value of the Ethernet valve communication selections. We worked closely with their engineering department to reduce the number of nodes, which requires minimal amount of wiring for their complex machines. Not only does this reduce the cost of wiring, it also gives them tremendous capability of diagnosing communication problems during setup. This reduces time in the field when starting up equipment.

By John Henry Foster increasing its stock on products and standard components, and storing non-standard equipment available in-house, delivery time has been cut substantially. This flexibility becomes a valuable tool for the client in reducing inventory costs and overall savings to the bottom line.