

# Case Study: FillPak<sup>®</sup> vs. Foam-in-Place



## Customer Saves Over 50% with the FillPak<sup>®</sup> Void Fill System

### Company Profile

- Distributor of books, videos, CD's/DVD's, tapes, gifts, etc.
- Packages required top and side voidfill to protect products during shipment
- Company ships between 6-10,000 packages a day; 20-25,000 a day during peak season

### Customer Objectives

- Company was looking for a packaging material that would provide the best quality and value for its products, while maintaining their current packing speed

### Benefits Realized by Converting to FillPak

- Significant Cost Savings
  - Cost savings of **over 50%**:

Annual Dunnage Expenditure

|                                | Year 1           | Year 2           |
|--------------------------------|------------------|------------------|
| Foam-in-Place Chemicals & Film | \$635,000        | -                |
| FillPak Paper                  | -                | \$360,000        |
| <b>Total</b>                   | <b>\$635,000</b> | <b>\$360,000</b> |

**Cost Savings\* with FillPak: \$275,000 or 57%**

\*Cost savings were even higher when equipment maintenance fees were compared

- As Fast or Faster
  - The FillPak machine operates at up to 55 inches per second with virtually no motor ramp up time
  - FillPak's converter stand is designed to hold multiple stacks of paper, which are all connected using an adhesive strip, allowing for maximum uptime and packer productivity
- Low Maintenance Costs
  - The on-demand, simple, portable converters are clean and neat and there are no more messy chemical drums to return
  - No cost packer training for most effective and efficient FillPak use
- Satisfied Customers
  - FillPak material can be easily recycled by customers
  - No increase in damages or customer complaints



Protection is in our nature<sup>™</sup>

