

# Solutions

PACKNET LTD.

**CUSTOMER:** Le Sueur Incorporated

**APPLICATION:** Transportation of injection molded parts

**PRODUCT:** Corrugated plastic reusable cartons

**PROBLEM:**

Le Sueur Incorporated's customers demand that their parts be delivered in perfect condition and ready for assembly into sensitive, sophisticated equipment. When LSI learned that their shipping containers could be causing their customers problems, they asked their Engineering Department to devise the most efficient way to package products without incurring significant cost increases. In collaboration with Packnet Ltd., they did that and more.

LSI had been using corrugated paper cartons, which were questionable for this application. They could seldom be used more than twice. They were not water-resistant. Paper fibers from the packaging material sometimes contaminated parts during shipment. They also required excessive warehousing space and waste disposal added expense.

**SOLUTION:**

Use of returnable containers in a closed-loop system is becoming more common. As a solution, we recommended totally collapsible cartons with L-lock tops that require no tape. Formed with 220 lb. corrugated plastic, they are lightweight, incredibly strong and water-resistant. Also important, the material is totally fiber free.



**RESULTS:**

- Packnet's new plastic cartons cost 11 times as much as their old cartons, but can be reused almost indefinitely under normal handling conditions, thereby significantly reducing packaging material costs.
- They have provided perfect protection.
- The contamination problem has been eliminated.
- They require only a fraction of the warehousing space.
- Waste disposal costs have been drastically reduced.
- Customers can safely open the cartons without using box cutters.
- They are durable, lightweight plus eliminate a significant amount of material entering the solid waste stream.

In summarizing their findings, LSI said, "When we began this program, we had originally expected to amortize the cost of these containers over one year's time period compared to the costs associated with using corrugated cardboard. However, with expanding uses, amortization will occur in about ten months, allowing us to experience additional profits for years to come."



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