

CASE STUDY: ADC Telecommunications

DECEMBER 2010



FAST FACTS

ADC provides the connections for wireline, wireless, cable, broadcast, and enterprise networks around the world. ADC's innovative network infrastructure equipment and professional services enable high-speed Internet, data, video, and voice services to residential, business and mobile subscribers. ADC (NASDAQ: ADCT) has sales into more than 130 countries. Learn more about ADC at www.adc.com.

ADC annual sales: \$1.15 billion (FY 2009)
Outside of the United States = 35%

ADC stock is traded on The NASDAQ Stock Market under the symbol **ADCT**.

The company is headquartered in Minneapolis, Minnesota and has sales into more than 130 countries and occupies facilities around the world.



...CUSTOMIZED CONTAINER SAVES \$170K AND DECREASES SHIPPING COSTS

Background

ADC Telecommunications had long been aware of the custom packaging solutions created by Packnet. It had been introduced to the customizable **Slot Lock™** container, but had yet to realize a need for such customization. All of that has changed.

Problem

ADC was making a product for one of its divisions that was located at another facility in San Jose, California. ADC invested time in analyzing the current assembly process of the goods. The problem presented was how to cost *effectively* pack the products and ship them. ADC retained Packnet to design two different **Slot Lock™** containers for the four separate products it was shipping.

"This Slot Lock™ container is the ticket!"

-Mike Schomisch, ADC Senior Packaging Engineer



*Photos courtesy of ADC

The Solution

Packnet's custom Slot Lock™ Container designed specifically for ADC Telecommunications

ADC provided Packnet product samples so they could create a custom **Slot Lock™** container. After tweaking, ADC was presented with two different **Slot Lock™** containers that were assembled in Minnesota, on a master pallet with four products per, and shipped to San Jose where modular electronics are loaded. In San Jose, the product is never removed; employees remove the top, sides and ends of the **Slot Lock™** (held together by two pieces of plastic banding) load equipment, do testing, close and reassemble the **Slot Lock™**, and ship individually to customers.

Benefits

When the **Slot Lock™** containers arrive to the customer, no major tools are needed. The customer cuts two plastic bands to get full access inside the **Slot Lock™**.

- ADC was able to create a smaller and lighter container; realizing decreased shipping costs.
- ADC has realized a savings of \$170K on volume they were doing a year ago and the savings continue to increase with increased sales.

**Custom sizes and
design styles available**



Corporate Facility
2950 Lexington Ave South
Suite 500
Eagan, Minnesota 55121

(PH) 952.944.9124
(FAX) 952.944.9105
custompackagingsolutions@packnetltd.com
www.packnetltd.com