

CASE STUDY: Doway Technology



FAST FACTS

Doway Technology is the U.S. subsidiary of MultiDimension Technology Co., Ltd., which is located in the Jiangsu province of China. MultiDimension Technology (MDT) offers state of the art magnetic sensor technology. MDT's specialty is mass production of high-performance, low cost, low power consumption MTJ sensors. MDT has its own independent intellectual property and key technology. Learn more about MDT at www.dowaytech.com.

**... CUSTOM CRATES SAFELY TRANSPORT
DELICATE EQUIPMENT ACROSS THE WORLD,
RESULTS IN COST SAVINGS AND PEACE OF MIND**

Background

MDT began operations in early 2010 in Zhangjiagang, Jiangsu province. The company has branch offices in California and Shanghai and regularly ships equipment and production parts internationally. Recommended to MDT by a world-renowned disc drive manufacturer, Packnet was the best and logical choice to move MDT's equipment.

The Problem

The equipment MDT needed shipped to China was extremely specialized, fragile and required clean room packaging and export crating. In addition to the specialty packaging needs, MDT also needed to find a company that could help them efficiently interface with the rigging company and freight forwarder that transports and unloads this equipment.

The Solution

MDT contacted Packnet about shipping their specialized equipment to China. Packnet worked closely with the executives at MDT to ensure all expectations were surpassed. "We are still working with Packnet as our packaging and shipping is ongoing, and we have never had any packaging problems with our equipment, said MDT Chief Technology Officer Jim Deak.

Benefits

- Packnet's custom crating and clean room packaging containers have saved MDT time and money in shipping and potential damage to the company's delicate shipments.
- Packnet's industry knowledge in custom packaging solutions coupled with their project management skills allowed for a smooth and efficient project to be completed with peace of mind for MDT.

"Packnet has been extremely helpful and efficient. They even went the extra mile and stored some of our equipment in their warehouse when we experienced a working delay and couldn't ship as soon as expected. Even though they were a bit more expensive for packaging one of the systems than another packaging company, the total cost for services provided easily justified the value Packnet provided. They saved us money in the long run. Their experience and knowledge was superior!"

– Jim Deak, MDT, Chief Technology Officer