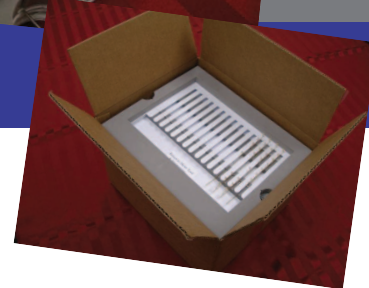


## CASE STUDY: Meier Tool & Engineering, Inc.



### FAST FACTS

Meier Tool and Engineering, Inc. is located in Anoka, Minnesota. The company is a manufacturer of small, miniature and micro-sized components and sub-assemblies for demanding applications for medical device, aerospace and other industries. Company website: [www.meiertool.com](http://www.meiertool.com).

### Background

Packnet had been a long time supplier to Meier for various packaging needs over the years, so when Meier was faced with a packaging failure problem, the company looked to Packnet for a solution. Meier's Process Development Engineer Don Schaack toured Packnet's Eagan facilities and reviewed their latest technologies. He requested that Packnet audit an existing packaging system it was using for shipping of fragile parts that was causing the company great expense and customer dissatisfaction.

### The Problem

Meier was currently using generic trays for shipping fragile and expensive parts to one of its customers. The trays were not working well and customers complained of issues with damaged parts and interruptions in the process. This was becoming an expensive problem for Meier due to the product damage, additional time at Meier to re-process the parts, and extra shipping time.

## ... CUSTOM PROTECTIVE SHIPPING TRAY SAVES COMPANY SIX FIGURES ANNUALLY

### The Solution

Packnet sales and packaging engineers collaborated closely with Meier to craft a solution to the poor performing trays. The result was a uniquely designed, custom-built reusable tray that protects the parts. It is a combination of corrugated plastic, neoprene foam, and a metal retaining rod. The new design is user friendly both for Meier's staff and their customer.

### Benefits

- Annual six figure savings from reducing product damage, staffing and manufacturing time
- Customer satisfaction with streamlined processes
- Elimination of any quality issues
- Ability to reuse materials and eliminate waste

"My experience working with Packnet was a great problem solving exercise. I found Packnet to be out-of-the-box thinkers. Our collaboration was open and creative, and we ended up with a great result. I would definitely refer Packnet."

-Don Schaack, Meier Process Development Engineer