

CASE STUDY: SkyPro LLC



FAST FACTS

SkyPro LLC, located in the Twin Cities, manufactures its own automated window cleaning systems to replace traditional chair and scaffolding systems. SkyPro's systems can be customized and usually pay for themselves within about one year because they provide increased safety, reduce costs and maximize cleaning results. Customers are highly satisfied with the quality results from SkyPro. For more information, visit www.skypro.com.

Background

SkyPro's President and inventor Mick Lange also works with a car wash that utilizes bigger washing machinery. He determined the need for improving safety in the window cleaning business and invented the SkyPro®, SkyPro Mini®, and Skydrowasher® touchless window and building wash system. Currently, more than 60 of these systems are distributed worldwide.

The Problem

SkyPro's large machines need to be shipped to customers worldwide. Lange had worked with Packnet before and liked the way the company did business, so he asked Packnet to create custom packaging for his products. A custom carton and foam solution was required for some components of the system and user-friendly wooden export crates were needed as well. Additionally, SkyPro will have several trade shows in the near future and its booth materials will need to be crated and shipped to multiple locations. Lange knows Packnet delivers, "Whatever you have, they can pack it! And if you need something done quickly, boom – it's done."

... PACKNET'S CUSTOMIZED CRATES AND FOAM SOLUTIONS MAKE LASTING IMPACT ON SKYPRO'S SHIPPING ISSUES

The Solution

"Packnet uses water jet cutting on foam to create precisely the size and shape we need to ship our products safely," Lange noted. "We've tried different places, but once you find someone this good, you just keep them." Packnet partnered with the design/engineering side of SkyPro and considered transportation logistics in its customized crate designs for SkyPro. The result was a precisely fitting crate that ships the large washers safely and without damage.



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– Mick Lange, President & Inventor, SkyPro LLC