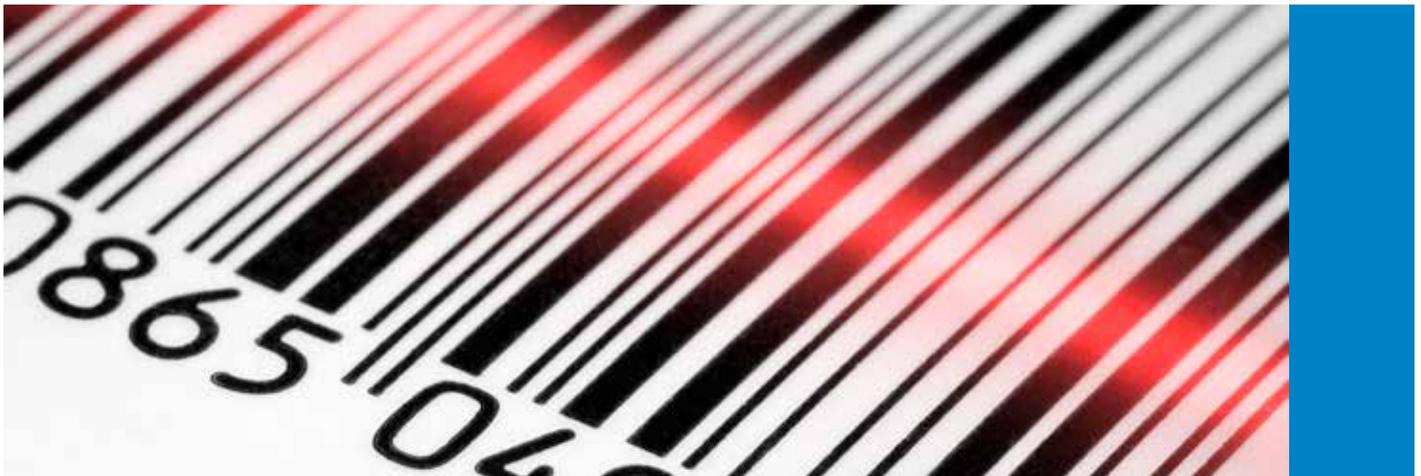


Case Study

Boosting Packaging Efficiency for an Online Replacement Parts Retailer

Automation and superior service for eCommerce



Problem

Packaging materials by hand was taking too long and costing too much.

Solution

Sharp sales team analyzed the product mix, shipping requirements and packing environment to create a custom tailored solution utilizing Sharp baggers and a cohesive automation system that reduced the pack and ship times by 60%. The Sharp team was attentive and conducted hands-on training to ensure the packing team continued to increase efficiencies.

Outcome

The eCommerce company is much more efficient. By reducing labor and packaging costs they can refocus employees and investment into other, more profitable areas of the business.



MAX 20™



Cohesive Mailer



SX™

Boosting throughput with Sharp

The director of an established eCommerce company had an issue with efficiency. His sales were increasing steadily, but he needed a faster turnaround time from order receipt to shipment. Searching for a solution, he found Sharp Packaging. The eCommerce company purchased Sharp's MAX20 bagger two years ago and has added the tabletop SX bagger and a SP900 cohesive machine, which produces a custom sized cardboard package around an item, to his inventory.

The director explains his experience with Sharp Packaging products and how Sharp went above and beyond here.

Searching for a solution to packaging problems

"We were taking too long to process shipments. Our sales were growing faster and faster, shipments were increasing every year and we needed to find ways to become more efficient with less manpower."

"The other problem we had was consistency in our packaging process. I spent a day observing our packing operation and noted two shipments of the same product packaged in a completely different manner. One packer used an unnecessarily large box which required extra void fill materials, but

more importantly increased the dimensional shipping costs which really hit our bottom line hard. That's when I reached out to Sharp to figure out how we could reduce material and shipping costs. Now 85% of our packages go through a Sharp Packaging solution."

The process of reviewing Sharp's machines

"When evaluating the implementation of Sharp's new cohesive line, we sent over five very unique orders and product mixes to test. Our products are distinctly shaped and easily damaged. The Sharp team packaged each order and shipped them to my office. Without opening the packages I sent them to our corporate headquarters to increase exposure to the shipping process and have the packages handled by as many people as possible. The packages arrived back to me without a single damaged product."

Productivity tripled

"Compared to when we were completing shipments by hand, the new Sharp packaging systems have decreased the time it takes us to fulfill an order by 2/3. The productivity gains have been remarkable."

Durable materials

"We've run hundreds of thousands of Sharp manufactured bags through our machines without a single issue. Sharp's poly bags are very high quality."

Complete satisfaction with Sharp

"From the top down, leadership to techs, this really has been a great partnership for us. Sharp has made our business very efficient, effective and successful."



ABOUT SHARP PACKAGING

Part of the Pregis family of companies, Sharp Packaging systems is a nationwide, innovative manufacturer of quality, flexible packaging solutions, including film, bags and packaging machinery systems. Opening our doors in 1984, we have steadily built a successful business and reputation on the foundation of unwavering commitment to integrity in all our business dealings. Employees, suppliers, customers and business community partners have come to associate Sharp Packaging with sterling performance and a high degree of urgency in meeting the needs of our stakeholders.

Sharp designs, develops and manufactures printed and plain flexible packaging and packaging machinery in-house at our Headquarters campus in Sussex, WI and southwest expansion facilities outside of Phoenix, AZ. Headquartered near Milwaukee, Wisconsin, Sharp Packaging serves the electronics, pharmaceutical, mail order, select produce, medical components, hobby/craft, automotive and hardware industries; among others.