

## Reference case

# EDS shipments between the Far East and Germany

### The Customer Case

The customer manufactures and markets a wide range of electrical distribution systems (EDS). With their corporate headquarters in Germany, the manufacture of EDS in the Far East posed a challenge for the company due to the distances involved in shipping the products to Europe.

The customer outsourced solution, prior to their collaboration with Nefab, was corrugated packaging, which had poor transport utilisation and high costs. Another solution was needed and Nefab proposed the ideal alternative.

### The Nefab Solution

Nefab was able to offer a customised solution according to the customer's requirements. The customer tested several samples under real conditions and they were initially impressed. A NEFAB RePak development / technical support team worked closely with the customer representatives and a customised solution was agreed upon. The chosen product was NEFAB RePak L with a top hood and hanged dividers creating a segmented interior. The solution was completely customised both in dimension and design, suiting the requirements perfectly.

### Customer benefits

- New packaging dimensions improved sea container utilisation significantly.
- The detachable sides in the NEFAB RePak L streamlined operations as access to the goods were improved.
- Superior product protection due to the segmented interior
- Folded for its return trip, the top hood enabled the package to be contained in one unit.

It took less than a year for the customer to realise the monetary benefits of Nefab's superior packaging solution.



RePak Type L with segmented interior



RePak Type L folded

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