



Case Study: Global Paper and Packaging Company



After a significant conversion at one of their flagship mills, a global paper and packaging company calls in the experts to find solutions to the new process problems...



Overview

After a mill conversion which significantly changed product and capacity, a long-standing client of Bluff's found that the existing dock equipment did not fit their new needs.

Through on-site collaboration and innovative re-design, Bluff was able to provide the company with unique products specific to their changed needs which enhanced safety, efficiency and productivity at the mill.

Background

Founded in 1898 and headquartered in the U.S., this global paper and packaging company posts annual sales of approximately \$22 million. Since the early 1990s, Bluff Manufacturing has been designing and fabricating railboards for dozens of this company's stateside production facilities. In early 2007, the company began an extensive conversion at one of their mills for a significant change in both product and capacity.

Challenge

Many post-conversion changes in the materials handling process were showing cumulative negative effects on the preexisting dock equipment at the four warehouse rail sites. Board position was problematic because debris was accumulating in the lifting loop box, making fork lift tine insertion difficult and leading to cracking and breaking of the locking rings. Additionally, lack of space on the new "Pulp Dock" posed significant maneuverability problems for forklift operations.

Solution

Because of its long-standing partnership with this company and the significant concerns they expressed, Bluff management, sales personnel and factory engineers went on-site to assess the newly existing challenges and to collaborate with the end user for the best resolution. New dock and warehouse measurements were taken along with modified railcar specifications, and dock workers were interviewed.

The resultant new railboard design included enhancements such as increasing the deck thickness to improve durability and integrating Bluff's Speedy Slot design in to each board to improve the board's lifting capabilities. For the Pulp Dock, an innovative design was engineered which allowed the forklift driver access to board placement from the side rather than the traditional front loading, thereby optimizing the limited new dock space.

As a result of these creative solutions, Bluff was able to impact the profitability of the company through an increase in material handling safety, efficiency and productivity at the re-designed mill.