



PALMETTO
INDUSTRIES

CASE STUDY

"We are committed to delivering a high-quality product to our customers, and with the help of Palmetto, we are able to do that."

Scott B.

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COLOR TREATED BAGS LEADS TO 17% SAVINGS.

Company Type

Silica Manufacturing Company

Industry

Speciality Sand & Gravel

Location

North Carolina

Services

Sand and gravel for commercial and industrial applications.

THE SITUATION

The sun can cause a lot of problems for our customers if not carefully considered. A prominent filter sand company reached out to us because their setup required their bags to be exposed to UV radiation for extended periods of time while in storage. This UV radiation, if not countered, would have resulted in the bags beginning to deteriorate, over months, under the harsh sunlight.

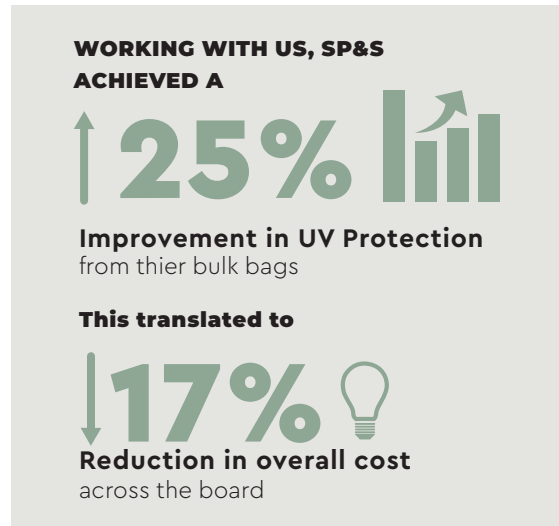
Their previous solution was to purchase an additional black pallet slipcover to shield the bags. This meant added cost and added labor to effectively protect their product. Right away, we knew this wasn't the ideal route...but more importantly...we knew the solution!

THE SOLUTION

There are a couple of options when it comes to finding a UV solution for our customers. For this client, the best solution was to switch them from their traditional white bags to an all-black bag. While light colors are resistant to gathering heat, black colors provide better protection from the sun's UV rays. This makes black and other dark colors an excellent choice for sun blocking power.

SUMMARY

When everything was said and done, we were able to save this customer almost \$2 per bag, saved precious man hours, and delivered them a bag that not only met their needs...but also looks great doing it! Sometimes the best solution really is the simplest one.



"With the help of Palmetto Industries, our material is shipped in a superior bulk sack ready to meet the rigorous demands placed on the packaging material by the industrial workforce." -Eric H.

THE BENEFITS

- **Improved Workflow**
Using our recommendations, our customer saved time and effort by not having to purchase and use tarp covers for their bags.
- **Lower Cost**
Switching to black bags not only saved them the added cost of buying tarps, we were able to beat their current suppliers price by 17%.

