

PROBLEM**Scrap Sheet Waste, Roll Slab, Roll Ends and 4" Diameter by 3/8" Wall Cores****The Corrugated Container Division of Stone Container Corporation, Chicago, IL.,**

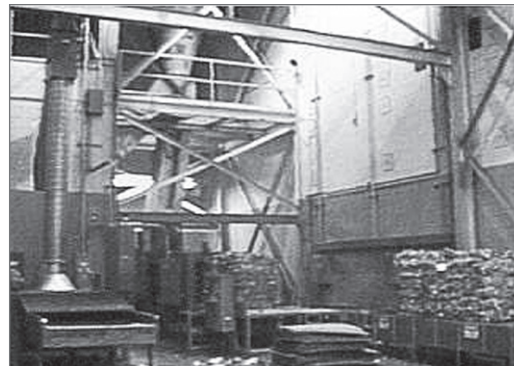
relocated their Milwaukee plant to a new facility in Germantown, WI. This facility provides corrugated sheets to local box makers, as well as plain and printed corrugated boxes to companies throughout the Midwest. BloApCo, which already had been chosen as the vendor for the turn key pneumatic system, was among many vendors being investigated to supply the shredder. The application was to shred scrap sheet waste, roll slab, roll ends and 4" diameter by 3/8" wall cores.

The plant's maintenance supervisor, whose only exposure to BloApCo was his experience with a vintage 1960 BloApCo shredder, was convinced that the other shredders available were superior to the BloApCo "Pierce-and-Tear" technology.

SOLUTION**BloApCo's Patented "Pierce-and-Tear" Concept**

The BloApCo sales team had an uphill battle explaining and demonstrating the benefits of BloApCo's patented "Pierce-and-Tear" concept. The six features that convinced the customer that BloApCo had the best solution for its needs were: the ability to shred their cores without the assistance of a high-maintenance pinch belt conveyor, the unit's operation at under 80 dBA, the low horsepower requirements, the minimal maintenance required, the little dust generated and the outstanding safety benefits.

Stone, after being convinced that BloApCo had a superior shredder, purchased the unit. Stone and BloApCo also worked together to provide a program with an automatic weighing, recording and ticketing system for the scrap bales to enhance their statistical analysis of their waste. Today, Stone personnel will tell you that the purchase of a BloApCo shredder was the best decision that they made. Another illustration of BloApCo teaming up with the customer to provide solutions that work.



Corrugated Container Division of Stone Container Corporation, Germantown, WI