



## SUCCESS STORY



### CASE STUDY:

Manufacturer of quality drip irrigation systems and products for both national and international markets.

### CLIENT PROFILE:

Jain Irrigation Systems LTD (Jain) is a manufacturer of drip irrigation products for the agricultural, turf, greenhouse, nursery, industrial and landscape markets. Their 40,000 square foot facility is located in Watertown, NY with additional locations in Fresno, California and Haines City, Florida.

### BUSINESS SITUATION:

Jain Irrigation's peak production season corresponds with the busy time of their main target market, the agriculture industry. As a result of this seasonality they find cash flow to be one of their biggest challenges.

They needed a packaging partner that understood the seasonality and challenges of their business, and could make the appropriate recommendations to maximize efficiency within their warehouse and improve their cash flow.

Jain Irrigation was interested in a reliable corrugated packaging vendor with an inventory management process. They needed a packaging partner that could understand the seasonality and challenges of their business to make the appropriate recommendations and maximize efficiency within their warehouse and improve cash utilization.

### Jain Irrigation Systems Implements Jamestown Container's eVMI Program to Optimize Cash Flow

Jain Irrigation Systems LTD partnered with Jamestown Container Companies (JCC), a manufacturer and distributor of corrugated packaging solutions and supplies as well as a third party packaging and fulfillment services provider. After several years of working together, Jain implemented JCC's vendor managed inventory program, eVMI.

Shortly after implementing the eVMI program, Jain began experiencing improvements with their cash flow. They optimized their packaging process, allowing them to free up resources for other areas of their business. Instead of ordering truckloads of packaging, Jain receives and pays for their packaging as needed. Jain's buyer has been able to limit large orders to twice a year and JCC's electronic monitoring means no they longer need to review their inventory as frequently, allowing them more time to dedicate to other tasks.

*"We feel more of a partnership with Jamestown Container Companies, instead of a vendor relationship. Their eVMI (electronic Vendor Managed Inventory) program is something that we HAVE to have.*

- Tony Hall  
Buyer/Planner  
Jain Irrigation

Jamestown Container is constantly working with Jain to optimize their packaging process and make recommendations as it pertains to inventory, reducing costs and innovative packaging designs. As a result, Jain recognizes JCC as a trusted partner and not just a packaging vendor.

### Customer Benefits:

- **Vendor Managed Inventory:** Implemented JCC's eVMI program, improving cash flow utilization and optimizing warehouse space.
- **Customized Packaging:** JCC's innovative packaging expertise provides Jain with the best packaging for their custom products.
- **Flexible Packaging Vendor:** JCC's sales team is reliable and dependent. They are constantly working with them to recommend packaging improvements.