



SUCCESS STORY

WE HAVE YET TO SEE AN
ENGINE WE CAN'T COOL



CASE STUDY

TitanX Engine Cooling is a leading global supplier of commercial vehicle engine cooling solutions for trucks, buses, off-highway equipment and industrial diesel engines and has over 800 employees. www.titanx.com

CLIENT PROFILE:

TitanX Engine Cooling is the leading global supplier of heavy duty engine cooling products, with six global full production sites. Their U.S facility is located in Jamestown, NY. They have two locations in Sweden, one in Brazil, one in China and one in Mexico.

BUSINESS SITUATION:

For the past 25 years, Jamestown Container Companies has been TitanX Engine Cooling's corrugated packaging and packaging supplies vendor. Over the years, they developed a great working relationship, supported by their close proximity and JCC's outstanding service and quality.

As an ISO:TS 16949 certified lean manufacturer, TitanX is constantly benchmarking their current status with their vendors to ensure that they are receiving the best pricing and quality. In Fall of 2014, TitanX launched their most recent cost-savings initiative that included a large bid process on their corrugated packaging.

TitanX hired a third party consultant to assist them with this robust review. JCC would face 19 other corrugated packaging vendors in this bid, with both price and service as the main competing factors.

Jamestown Container met the competitors' challenge. They were highly involved in the in-depth bid process that was managed from TitanX's Swedish office.

Upon bid completion, JCC remained TitanX's exclusive corrugated packaging and packaging supplies vendor. JCC's pricing and value-added services for TitanX were huge contributors in their decision.

TitanX Leverages Jamestown Container's Quality, Service and Packaging Expertise to Streamline their Manufacturing Process

TitanX Engine Cooling 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. As a result of Jamestown Container's packaging expertise earned over many years in the market, TitanX determined they were the best fit for their organization.

Over the past 25 years, TitanX and JCC have developed an ideal business relationship. Due to TitanX's limited warehouse space, JCC delivers truckloads of TitanX's pre-assembled packaging to them up to five times daily, allowing TitanX to save time and free up warehouse space for their core manufacturing. JCC and TitanX hold a weekly meeting to discuss evolving market demands and packaging solutions. They hold semi-annual management meetings, in which upper-level management from both organizations collaborate on many facets of business. At their annual Material Steering Committee meeting, they discuss potential cost savings, ideas and benefits for TitanX and their clients.

"We can always rely on Jamestown Container. They are flexible, transparent and always willing to go the extra mile to ensure that we are happy."

- Orlo Bartholomew,
Packaging Buyer
TitanX Engine Cooling

Jamestown Container's expertise goes beyond TitanX's corrugated packaging needs. With the constant changes in DIM pricing, an aftermarket customer of TitanX raised concerns regarding increased shipping prices. Jamestown Container's Design Team worked closely with TitanX and their customer to develop improved, cost efficient packaging solutions that would allow triple the units to be shipped at once, reducing shipping costs and increasing the customer's bottom line profitability.

TitanX consistently has new products in development and must be able to handle emergency orders from their customers. They rely on JCC to make efficient packaging recommendations and deliver the appropriate packaging with minimal notice. Combined with JCC's extensive testing capabilities, TitanX is confident that their products will be delivered on time and intact, keeping their customers happy.

Customer Benefits:

- **Custom Packaging Expertise: By leveraging Jamestown Container's packaging knowledge, TitanX can focus on their core business**
- **Improved Customer Service: Dependable deliveries of their product to their customers, on time and intact**
- **On-Time Deliveries and Flexibility: Allows cost and time savings, and efficient use of manufacturing space**