

shorr

3M

Authorized Distributor  
Industrial and Safety Solutions

## CASE STUDY

Shorr joined forces with 3M to streamline operations for a manufacturer and distributor of healthcare supplies and services



**+** An American manufacturer and distributor of healthcare supplies was looking to increase throughput in their packaging operations. The manufacturer's initial idea was to continue using water-activated tape. Shorr leveraged its industry expertise and relationships with best-in-class suppliers to implement efficient packaging practices, and equipment including 80 units of the 3M-Matic™ Random Case Sealer 7000r High Speed Pro, system tape head agreements, and switching to Scotch® Box Sealing Tape 371. These changes increased productivity while reducing cost and labor, which allowed the customer to redistribute operators to higher-value-added tasks.



Reduced  
packaging  
cost by  
20%

# Shorr's experience and collaboration with 3M, a trusted partner, delivered significant results.



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- The relationship began when Shorr's packaging expert was working with the healthcare manufacturer's engineering team to increase throughput.
  - The customer needed a solution that would allow them to seal various box sizes without running batches.
  - The customer was looking to increase packaging operation throughput.
  - The customer required a reliable solution to apply tape to partial overlap boxes.

## Shorr collaborated with 3M to convert all locations to the 3M-Matic™ Random Case Sealer 7000r Pro.

Shorr's packaging expert suggested leveraging random case sealers to optimize and automate the healthcare manufacturer's packaging processes. The analysis uncovered that the customer's reliance on water-activated tape was not the most efficient solution. Shorr determined switching to Scotch® Box Sealing Tape 371 would increase quality and productivity.

## Leveraging 3M-Matic™ Case Sealers and System Tape Head Agreements enabled increased productivity while activating cost savings.

The healthcare manufacturer decided to implement 3M-Matic™ 7000r case sealers because of the height and random case-sealing capabilities that accommodate the various-sized boxes currently being used. The customer can now be more efficient and consistent in the tape application. This allowed for an uptick in production speed and reduced the cost of material usage.

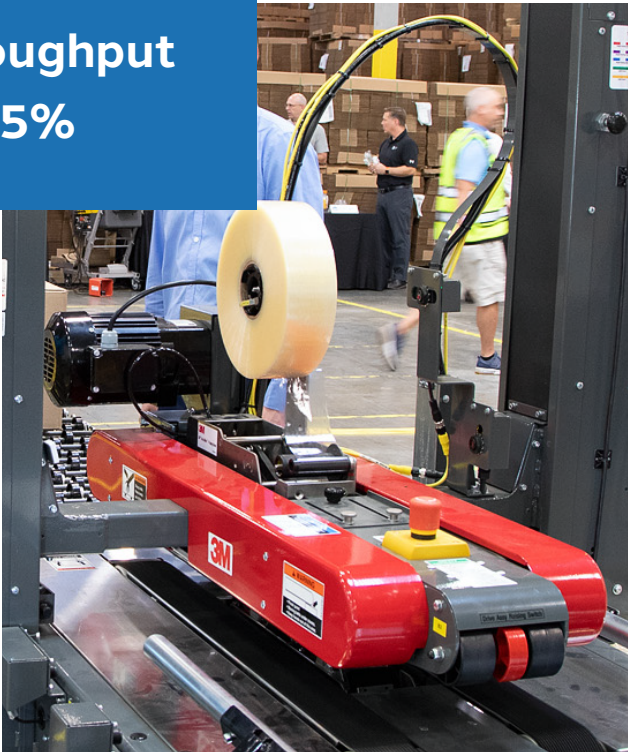
## Benefits of 3M's Systems Tape Agreement

Lower packaging costs, increase throughput and accelerate ROI .

- **Cash Rebates**  
Cash rebates\* when you purchase a new 3M-Matic™ Case Sealer and purchase qualifying amounts of Scotch® Box Sealing Tape in accordance with the terms of the program.
- **Spare Parts/Tape Heads**  
Spare parts or 3M AccuGlide™ Taping Heads at no-charge for your 3M-Matic™ Case Sealer when you purchase qualifying amounts of Scotch® Box Sealing Tape.
- **Credits**  
Credits toward a new 3M-Matic™ Case Sealer.

**3M-Matic™ Random Case Sealer 7000r Pro makes automatic height and width adjustments. It can run multiple packaging lines through one case sealer.**

**Increased  
throughput  
by 15%**



**+** Shorr's resources – along with its relationships with industry leaders like 3M – enable it to provide immense value to customers in the form of innovative and efficient solutions to packaging challenges.

**Shorr and 3M  
partnered to develop a  
strategy that  
prioritized three key  
results for the  
customer.**

■ **Increased packaging throughput**

The transition to the 3M-Matic™ Random Case Sealer 7000r Pro increased productivity by 15%.

■ **Cost savings**

Converting multiple locations to 3M-Matic™ Random Case Sealer 7000r Pro and implementing 3M's system tape agreements delivered a cost savings of 20%.

■ **Labor reallocation**

The automated lines allowed the customer to reallocate some of the labor previously needed to seal the corrugated boxes manually. This allowed the customer to have workers focus on higher-value-added tasks.

**If we could do any of this for  
your organization, wouldn't that  
be worth a call? (888) 885-0055**



**3M**  
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\*Rebate amount determined by equipment purchase price and tape pallet or roll quantity purchased. Connect with a Shorr Packaging Specialist for full details. Program valid only for purchases by U.S. customers.