



Case Study

Affordable Stretch Wrapper is Workplace Game-Changer

"I wouldn't hesitate to recommend the combination of this great stretch wrapper and the customer service of B2B Industrial Packaging."

Al Wieczorek, Flooring Resources, Inc.

B2B Industrial Packaging's new Eagle 2000B stretch wrapper is the most cost-effective full-featured stretch wrapper on the market by a long shot. Flooring Resources, Inc. of Elk Grove, Ill. has been using it for several months and couldn't be happier.

Their Challenge

Flooring Resources, Inc, one of the finest commercial flooring companies in the Chicago area, is highly dependent on a seamless delivery system for its products. Until recently, the company's warehouse employees were hand applying stretch wrap. The method was plagued by the same problems that everyone using hand wrap has: it required a lot of physical exertion, the tension was inconsistent, and occasionally the load would come apart in the truck—creating frustration for both the warehouse employees and the drivers. It was clear to warehouse manager Al Wieczorek that they needed an automatic wrapper.

The only problems were that he didn't have a reliable source of information on the different options and he wanted to be sure that he received the best value without compromising on features. Al explained, "B2B sent me an email advertisement. Actually, it was very good timing. We were actively looking for a stretch wrapping machine. We had done some research with the vendors we've used in the past. But they really didn't know much about stretch wrapping machines and couldn't explain how they worked. Also, I knew that those vendors were going through a middleman so, of course, the price would be higher."

Our Solution

While Rich Lynch, Senior Account Representative for B2B Industrial, knew the stretch wrapper would be perfect for Flooring Resources, he wanted to be sure that all of Al's questions would be answered before he committed to the purchase, so Rich set up a meeting with the manufacturer and Al at Flooring Resources. "Because the Eagle 2000B stretch wrapper is a new product line for B2B Industrial, I wasn't as well versed on it as I am with our other products," Rich said. "The manufacturer provided Al with all of the information he needed to make the decision."

After the meeting, Al said he made up his mind to go ahead with the purchase. But it wasn't just the manufacturer's information that convinced him. "A big part of the decision was that Rich was so knowledgeable and confident that this would be perfect for us," he said.

Their Success

It has been 9 months since Flooring Resources started using the stretch wrapper. "It's working perfectly and there have been no problems," Al said. "It has helped our employees by eliminating a lot of frustration and reducing their workloads. They just load the products onto the machine and press a button. I would also say they our products are in better shape. Before, loads would come apart in the delivery truck occasionally, now the wrapping consistency has pretty much eliminated that."

Flooring Resources has also been generous enough to allow Rich to demonstrate their stretch wrapper to prospects—some of whom are so impressed that they purchase soon after. In addition to the stretch wrapper B2B Industrial offers an alternative to the standard 80-gauge stretch film; a 63-gauge high performance film that could save Flooring Resources as much as \$4 to \$5 per roll. Al has already ordered a pallet of the film.

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The Bottom Line

“The Eagle 2000B is a stretch wrapper that does not break the customer’s budget,” Rich said. “At the same time it fills the need to cut stretch film usage, speed the process of wrapping pallets, eliminate employee fatigue and increase worker productivity. As a result of the purchase, over the next several years Flooring Resources will continue to see a reduction in stretch film costs and increased employee productivity.”

But Al said the benefits have gone well beyond any cost savings. “As far as ROI, we don’t really look at the numbers, we look at team morale. Our employees are very happy with this, so of course I am also. I wouldn’t hesitate to recommend the combination of this great stretch wrapper and the customer service of B2B Industrial Packaging.”

About the Eagle Stretch Wrapper

B2B Industrial Packaging’s new Eagle 2000B stretch wrapper either meets or exceeds most of the capabilities of a standard stretch wrapper for nearly half the price—making it the most cost-effective stretch wrapper on the market today. This is the first fully featured built-in pre-stretch machine under \$5,500 offering the following:

- Power pre-stretch of 250%
- Pallet weight capacity of up to 5,000 lbs.
- A packaging height of up to 89”
- A turntable diameter of 59”
- Automatic or manual operation
- PLC (programmable logic controller) and screen controller
- Language change capability
- A 3-year warranty
- Assembled and serviced in the U.S.

The Eagle 2000B is a semi-automatic stretch wrapper with a powered pre-stretch unit that saves users as much as 250% over hand-applied film. It has a photo eye that automatically recognizes the load height. This creates a more efficient wrap cycle when compared with a manual stretch wrapper. Power pre-stretch also makes the load more secure because it tightens after application. The turntable has a soft start and stop feature that seamlessly begins and ends the wrap cycle. It then resets itself automatically after every load.

About the Client

Established in 1992, Flooring Resources leads the industry in providing the most technologically advanced tools and services to help solve their clients’ most challenging interior configurations. In addition to their 42,000 sq. ft. warehouse in Elk Grove, Ill., they also have a 1,900 sq. ft. showroom equipped with a full range of residential and commercial products. With more than 100 highly trained union workers, Flooring Resources has the expertise and experience needed to complete projects on time and within budget. They have a full-service program that addresses not only flooring installation, but also furniture installation. As a value-add, they develop maintenance programs to prolong the life of clients’ flooring and furniture.

About Us

B2B Industrial Packaging offers the best packaging products, service, and solutions for businesses ranging from Fortune 500 companies to small growing enterprises. With a base of more than 2,000 active clients, we sell industrial packaging products, such as such as banding carts, strapping carts, steel strapping, polyester banding, polypropylene banding, steel banding seals, and stretch film.. B2B Industrial serves clients primarily in the Central Great Lakes, Northern California, Dallas, and Houston areas and operates a banding tool repair and strapping tool repair facility at its Addison, Illinois headquarters. To contact B2B Industrial Packaging, call 1-800-413-2463 or visit www.B2BInd.com.

To learn more about the Eagle 2000B Stretch Wrapper

Call or email B2B Industrial Packaging today.

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