

Powering Results & Cost Reductions



Problem:

Our client knew they had problems, but weren't really sure how to address them.

- Their \$30m + gas turbine power plant engines were rusting in storage and transit before ever reaching the installation site.
- They were applying packaging materials themselves to their product that were specified by a reputable material vendor, materials they thought would offer them the very best in protection for their product; and they were applying those materials according to that vendor's method statement. So why were they still experiencing rust problems on every shipment? They were paying a high price, and still suffering customer perception issues and unbudgeted remedial costs.
- Customs in one geographic region were frequently cutting the packaging to inspect for contraband and in doing so created contamination by sand and other foreign debris.
 - This sometimes necessitated costly tear-down and re-build, incurring significant unbudgeted cost and liquidated damages arising from late delivery

Solution:

Our client asked Dockside to take a look at the issue. We quickly determined that the root cause of the rust was that the material configuration being supplied to our client prevented them from applying the materials in a manner consistent with manufacturer's instructions. As a result, the material benefits were simply not able to be realized. In addition, Dockside also identified that achieving our client's objectives could be attained at a fraction of the current cost.

Dockside's solution, immediately adopted for all export units after prototyping, delivered an enormous improvement:

- Improved preservation materials and methods of application
 - Watertight application of moisture protection
 - Improved preservation of environment within packaging
- Preservation material savings of 80%
- Zero incidence of corrosion
- Zero incidence of contamination due to Customers compromising packaging
 - Access for foreign Customs designed-in to avoid arbitrary perforation of packaging
 - Moisture barrier reinforced transparent material to promote non-invasive Customers inspection

Services Used:

- Packaging & Preservation
- On-site (in-plant) services
- Engineering & Consulting