

Lyons Magnus Disposes of Disposable Panels

After learning about Paylode's Bulkhead Spacers, Lyons Magnus conducted test shipments and concluded the lightweight void fillers were much easier to handle than corrugated panels. Bulkhead Spacers are now used on 750 intermodal shipments a year and Lyons Magnus is "extremely pleased with the savings."

Lyons Magnus (Fresno, Calif.), a shipper of cased foods and goods, has continually sought new and better ways to load trucks faster and protect freight while saving money. Until recently the developer of fruit, beverage and chocolate products had been using 6-inch corrugated panels in the nose of intermodal containers to secure shipments. Then Lyons Magnus discovered reusable Bulkhead Spacers from Paylode® and began securing its bottom line after only three turns.

Lyons Magnus could reuse its corrugated panels only once or twice before the cardboard was crushed and subsequently disposed of in solid waste landfills. Up to 12 panels were used per container to reposition weight rearward to properly balance axle weight.

"Besides not being particularly durable, these void fillers were expensive and bulky," said Jeff Roggenkamp, warehouse manager for Lyons Magnus. "This proved very costly with more than 1,000 shipments a year, not to mention an aggravation for my people who didn't like handling them."



After learning about Paylode's resilient polyethylene Bulkhead Spacers, Lyons Magnus conducted test shipments from Fresno, Calif., to its sister plant in Kentucky. The company concluded the lightweight interlocking void fillers were much easier to handle and load. Furthermore their ability to absorb energy without crushing-up to 20,000 lbs. of force-meant that the spacers could be reused for well over one hundred turns.

Paylode's Bulkhead Spacers are now included on approximately 750 intermodal shipments to Lyons Magnus' Kentucky plant each year.

"After only three uses a Bulkhead Spacer is paid for. Now I can put that cost of corrugated dunnage back on our bottom line for years to come," said Roggenkamp, adding that the elimination of disposal waste into landfills has helped enhance Lyons Magnus' corporate policy of good environmental stewardship.

Roggenkamp went on to explain that setting up a return loop for the spacers was simple as Lyons Magnus was shipping between two inter-company locations.

"The Bulkhead Spacers are easily nestable and weigh only 29 lbs. each, making it convenient and cost-effective to ship them back," he said. "There is also the continual need to manage weight distribution to comply with bridge laws, and Paylode's product effectively addressed this area for us as well."

"My people like handling these products and I'm extremely pleased with the savings that we're seeing. I couldn't imagine going back to corrugated panels."



Paylode's Bulkhead Spacers measure 36"Wx48"Lx16"H and are made from 100 percent recycled materials. At end-of-life, Paylode will buy them back to be recycled again, making Bulkhead Spacers a true cradle-to-grave solution.



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