

CRUSHING THE BOARDS “A PROCUREMENT TALE”



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**LOS ESPECIALISTAS
EN EL MANAGEMENT
DE LAS COMPRAS**

While on college, one of the more frightened lines in typical business case studies reviews was “The Worst-Case Scenario” which represented the toughest challenge for the appropriate course of action, action-plan or a quick decision-making process as an effort to confront, alleviate or minimize the negative effects on the bottom line: Profit; Having this perspective, following you will find a hypothetical but not rare situation ...

A truck carrying YOUR shipping container has been involved in a highway crash, fortunately during the incident no serious injuries on all related people took place; However, the negative effect was the loss & damage of goods for the finished products from your shipment on an estimated 80% total as a result of this incident; The products are portable medical devices, the total amount for the shipment's value is \$1.4 Million USD; Whether the alternatives are to file a claim against the guilty party or follow your insurance company's procedures one of the key factors for successful recovery damages compensation nearly entirely (Don't know if there is such a possible thing) is to have the “Required packaging material” protecting at some degree the ordinary heavy load maneuvering of your products this is mainly driven by having the correct corrugated board boxes in place.

Background. As you might know, corrugated boxes are made from corrugated cardboard sheets that consists structurally by two basic elements The liner or cover papers and the Medium paper with a wavy Fluted structure known as “fluting” once attached to the liners it forms a continuous structure of arcs that provides greater resistance, as the weight sustained distributed among the many arcs form the corrugated cardboard, one set of these three papers are a Single

wall corrugated board; by adding an additional medium and liner a double wall corrugated board will be made increasing resistance & strength to protect products from potential damages caused during shipping, handling and storage.

There are many paper material types, grades & combinations, in order to provide the ideal box strength required accordingly to the type of products; some might be fragile requiring extra care cushion, while others might have a weight concern priority; Overall the mainly box testing methods are related to Edge Crush, Bursting, Compression & Water resistance; once the specifications are dictated from customer packaging engineering norms, the validation on the boxes is made via the Box Maker's Certificate known as the BMC (Sealed printed on the bottom of a box that tells you how strong it is) this will be a quick reference to review the strengths & properties of the box in your hands or in the insurance's agent

As a professional procurement agent, the packaging specification is a must; If the corrugated board specs are “Negotiated” for a lower quality of strength, bursting, etc. the potential implications in a situation as described above might be the reason someone will be linkedIn on a permanent basis; corrugated board is one of the most frequently used materials for packaging design as is economical & environmentally recyclable;

As far as the let be realistic though, of a possibility on facing some of those: “Worst Case Scenarios” that over the years we figured it was more fantasy than real; Wait, don't underestimate any possible situations; After all, never in the wildest business case studies reviews presented a worldwide pandemic for almost two years occasioning so many materials disruptions, economic effects, reckless speculations, etc. among many other variables. So let get serious... ☺