



Lachenmeier  
**smartpack**

The smart packaging solution!



## Lachenmeier smartpack

Lachenmeier smartpack is all from one source, i.e. full responsibility for the whole package. We supply not only packaging machines but also film, service and flexible financing which allows you to maintain full liquidity. No tied up capital.

With Lachenmeier smartpack we offer our customers guaranteed packaging costs, higher availability on their packaging line, less scrap, possibility of less maintenance staff, and finally no transfer of responsibility as you will have only one contact person.

Concentrate on what you are good at, and leave the rest to us...



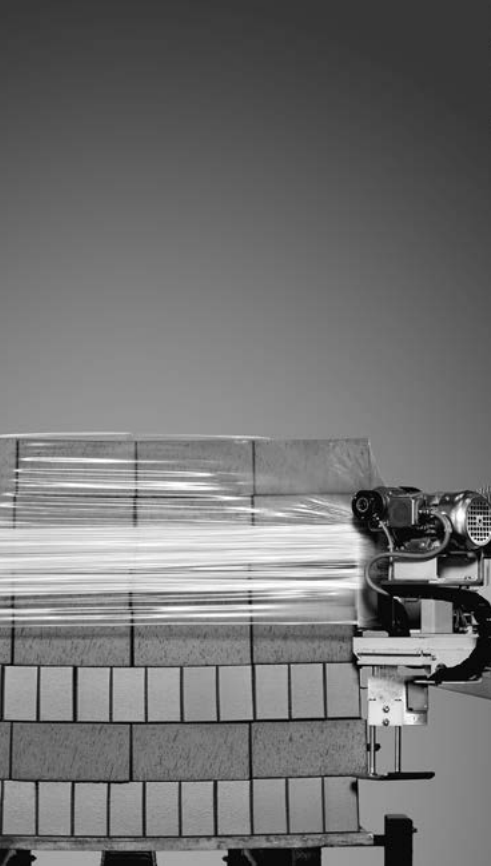
## The answer to your problems

Whether it is damaged products, lost time, added freight costs due to return products, or simply just dissatisfied customers, the costs of damage are too high to ignore. That's where Lachenmeier smartpack comes in handy. With the Lachenmeier smartpack programme we analyse your current packaging process and methods and determine if they are the best to protect your products. We then supervise a test packaging of your

products at one of our smartpack test centres and meet the shipment at its destination to evaluate the result. Based on these intensive tests we offer you the solution that exactly meets your needs. Once you are satisfied with our solution we deliver the new packaging machine set-up, train your staff, and make sure that everything works to your satisfaction.

We have a consultative approach to all aspects of the process including the following: Identifying customer problems and needs, testing customer products, crafting a potential solution, establishing value, ROI and finally the total solution - a win-win solution.

Our consulting services varies, ranging from brief surveys, to long range studies and in-depth analysis of your packaging process.



## The answer is in the question

Asking questions throughout the analysis phases offers an important way for us and our customers to engage in a discussion on issues which help clarify the situation and provide knowledge about customer problems.

Knowledge of customer problems, requirements, obstacles and mindset all contribute to effectively positioning what we are offer-

ing, i.e. what our customers gain when dealing with Lachenmeier.

With Lachenmeier smartpack we develop an even stronger diagnosis which heightens our understanding of the different packaging issues, and it demonstrates our competence and our commitment to solving our clients packaging issues.

With nearly 40 years of experience and knowledge in the packaging industry we have the ability to provide innovative solutions that offer a balance between economic savings, functionality and performance.



**Industry specific packaging leader**

Since 1969, Lachenmeier has established itself as one of the main leaders in the world packaging industry. We have built a high skilled design, sales and support team to ensure that our customers receive the right solution to their packaging needs.

Lachenmeiers commitment to continual improvement and new product innovations ensures customer satisfaction and has made Lachenmeier the packaging supplier of choice for many of the world's top manufacturers. We provide packaging for every industry, whether it be food, beverage, chemicals, building products, corrugated or products from the appliance industry

We want to partner with our customers to increase their line efficiencies and reduce their costs while developing the best packaging technology, suited for each individual need.

Partnership with Lachenmeier to assure the right packaging solution.

[www.lachenmeier.com](http://www.lachenmeier.com)





# Lachenmeier smartpack

We give you the possibility to acquire the latest packaging machinery which we all know can produce decisive competitive edge, and at the same time you can maintain your financial resources.

## need identifier Lachenmeier

machine | film | service



### Need identifier

Lachenmeier is not just equal to a packaging machine. In our effort to deliver solutions which meet customer requirements to stability, cost efficiency and performance we now offer the whole package. You can buy the machine as usual, but you can now also get the film, the service and even a flexible financing of the package. We want you to see us as the company that takes care of all issues relating to your end-of-line packaging. We want you to feel confident that whatever problems you may have, Lachenmeier will step in.

We see ourselves as part of the team that makes your products stand out amongst the competition.

## film Lachenmeier

machine | film | service



### Film

There are numerous benefits in buying film from Lachenmeier. With superb transparency and clarity our film gives maximum visual impact to your products, and at the same time, each film provides a unique economical way of meeting customers packaging needs.

Based on thorough testing of your products, we are able to supply a cost efficient high quality film that exactly meets your packaging needs and requirements. The right film for the right product.

On a regular basis, the selected film quality will be monitored in order to constantly meet your specific demands.

## service Lachenmeier

machine | film | service



### Service

Throughout the year we will pay you some visits in order to keep an eye on your Lachenmeier packaging line. Each on-site service visit includes visual inspection of the Lachenmeier equipment, and our technician will replace parts if needed and make any necessary adjustments. Finally, our technician will run a series of performance checks to ensure proper and optimal function.

Our commitment to service helps us adapt to the needs of our customers in the ever-changing market place.

## finance Lachenmeier

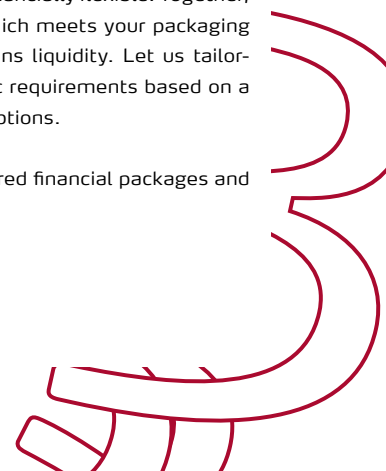
machine | film | service



### Finance

Acquire new machinery and yet stay financially flexible. Together, we can find an intelligent solution which meets your packaging needs and at the same time maintains liquidity. Let us tailor-make a solution meeting your specific requirements based on a mix of various purchase and service options.

We are always keen to help with tailored financial packages and programmes.





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