

# CUSTOMER CASE VEHICLES SEGMENT

A company specializing in the manufacturing of diesel engines turned to Nefab for qualitative and innovative steel racks to transport their finished products to their customers.



## Steel Racks

BY NEFAB

### Cummins RMEP Case:

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. The Rocky Mount Engine Plant (RMEP), specialises in manufacturing of Mid-Range Diesel Engines mainly for off-road applications. RMEP needed to purchase several hundred quality Steel Racks to transport its finished products to its customers. Nefab (a supplier of the Cummins Group of companies for many years) was one of twelve domestic suppliers invited to the RFP.

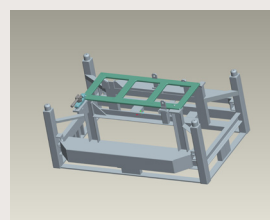
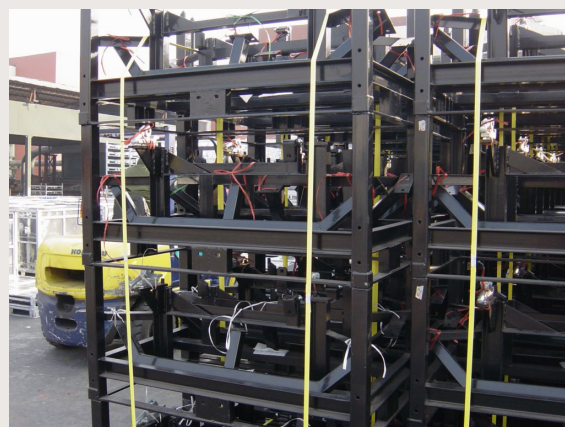
### The Nefab Solution

Nefab won the project based on the quality of the people and the design tools that were brought to the table. Without a doubt, Nefab's offering provided a lot of value to RMEP. The project involved local stakeholders from the Rocky Mount Engine Plant and Nefab employees from Europe, North America and Asia. Inter-company cooperation was critical to the project's success. A key requirement was that the new Nefab racks (in "Metric") could be stacked seamlessly with other racks already in service (made in "Imperial"), which was quite challenging. Together, and by using the latest software tools such as 3D modeling software and web-based live-broadcasting tools that would allow for joint RMEP-Nefab design/feedback regardless of the time zone, they developed an innovative solution consisting of a quality semi-collapsible steel rack. The Nefab racks arrived on schedule according to specifications and were placed in use immediately.

### The Benefits for RMEP

Nefab's Complete Packaging Solutions approach provided Cummins with a number of benefits:

- A dedicated project manager to control the process from beginning to end.
- Overall payback period expected to be 50% less than a regular project (from 12 to approx. 6 months).
- Innovative semi-collapsible design reduced transportation costs by about 33%.
- Nefab Racks were significantly less expensive than the competition's.



Powerful 3D software used during design stages.



Quality of the design and workmanship on display.

Contact Nefab to find out how we can help you with your packaging solutions.  
Visit [nefab.com](http://nefab.com) for locations and contact information.

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PACKAGING  
SOLUTION.