

Customers give the IBC I6 the seal of approval



Shane Burge, Logistics Manager, and Joris Dorsman, General Manager of Supply Chain at Chobani.



Baden Radford, Assistant Warehouse Manager, Brownes Foods.



IBC at Bulla.

WHEN LOSCAM DECIDED TO PRODUCE THE IBC I6, IDEAS AND FEEDBACK FROM CUSTOMERS WERE A VALUABLE AND VITAL PART OF THE DEVELOPMENT PROCESS.

When Loscam approached **Bulla** in early 2011 to help develop the new IBC I6, the business that produces some of Australia's favourite fast-moving consumer goods didn't hesitate.

"We need to transfer liquid products between our manufacturing sites in Colac and Mulgrave in Victoria, and we also sell liquid products to external customers for their manufacturing needs – mostly industrial volumes of cream and yoghurt," explains David Mahoney, Bulla's Procurement Manager.

"Some of those bulk products were being transported in an in-house storage bin, so when we were approached to partner with Loscam to develop a new IBC, it seemed like a good fit. We have an understanding of the needs and knew we could help Loscam design a palletcon that had all the benefits and none of the shortcomings of other palletcons in the market.

"So Loscam did the design work and brought suggestions and design modifications and then a prototype to us in November 2011. We provided feedback and when the final product was shown to us it met all our expectations."

David says the IBC I6 is easy to assemble with no pinch point issues.

"All in all it's much more user-friendly," he adds.

"We couldn't be happier with this container and it's nice to have had input and help create a design that has changed the marketplace."

Brownes Foods in WA has been operating in the state since 1886 and today over 130 million litres of milk are collected every year and used in the company's dairy products, including yoghurt, cream, flavoured milks and desserts.

Brownes has used Loscam's wooden and plastic pallets for many years and was keen to trial and then take delivery of its first load of new IBCs. Assistant Warehouse Manager, Baden Radford, said the IBC is simpler to use and is creating cost savings for the company.

"Loscam provides the level of service and efficient systems for managing our pallet account that is needed in today's environment," he says.

"IT IS A WELL-ENGINEERED AND WELL-DESIGNED IBC AND WE ALSO LIKE THE FACT THAT IT IS AUSTRALIAN MADE"

"We are very happy with the working relationship we have with Loscam and the fact that they have delivered the level of service they promised."

Greek yoghurt specialists, **Chobani**, formerly Bead Foods, in Dandenong South, Victoria, recently began using the IBCs to store its sweet yoghurt products.

"We've used Loscam's wooden pallets for a long time and saw the safety benefits of the IBC. The palletcons we used previously didn't stack very easily," says Joris Dorsman, General Manager of Supply Chain at Chobani.

"The IBCs are interlocking, there are guides as you stack them on top of each other and we can safely stack four high now, which we couldn't do with the competing product, so have better space utilisation.

"It is a well-engineered and well-designed IBC and we like the fact that it is Australian made."