

cordstrap

CASE STUDY

HOW NILSON VAN & STORAGE IS ELIMINATING MOISTURE DAMAGE AND EXPENSE DURING TRANSIT



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ISSUE

When Nilson Van & Storage, a leading residential, corporate, and military relocation company, began looking for a solution they could offer their customers to mitigate the risk associated with moisture damage, they turned to the cargo protection experts at Cordstrap for help. Today, when shipping customers submit a claim based on mold and mildew damage occurring during transit, their insurance companies often reject it because these issues are categorized as an "act of God". Simply put, that means their policies won't cover this type of damage and their clients are left to address it on their own and at their own expense. By proactively discussing the risks associated with moisture damage while at the same time offering a reliable solution to prevent it, Nilson is beginning to change the way customers and business partners think about this costly issue.

SOLUTION

To solve this issue, Cordstrap Cargo Securing Experts had Nilson mount a data logger in a test container being sent to Ireland. Based on the data this provided, Cordstrap were able to measure the temperature and humidity levels experienced within the container while in transit and provide recommendations on solutions to manage these.

RESULT

Using this data Nilson can now confidently recommend this additional solution to their customer. Once accepted, Nilson will place one or two .125 KG Cordstrap Dry Sachets in each crate they load before they are closed and shipped. For materials transported in sea containers and without crates, three 1 KG Cordstrap Dry Hook units will be hung from the upper D-rings. Nilson anticipates that using Cordstrap's Moisture Control solution will drastically reduce or essentially eliminate moisture damage related insurance claims during transit.

KEY LEARNING

A focus on a consultative approach delivered a container moisture control solution through a unique four-step approach, ensuring our partnership with Nilson gave the protection they needed. An onsite Cargo Protection Scan used measurement tools and tracking to **diagnose** the requirement. We then used the scan results to **advise** on the optimal solution to maximize protection with minimal disturbance during loading. This used our **product**, with a unique composition guaranteeing high absorption and a 'one way only' outer bag enabling fast absorption and no leakage or sweat. Finally, in partnership with Nilson, we developed jointly agreed implementation **training** plans.

CUSTOMER VIEWPOINT

"Cordstrap supplies very high-quality strapping which Nilson Van uses on all of our lift vans, air shipments and pallets. For Nilson worldwide, we use the strapping material for bracing/securing HHGs, autos, motorcycles, boats, and other loads for our international shipments in overseas containers. Cordstrap has also invested a significant amount of money and time researching solutions to help prevent mildew and mold in overseas containers and wood shipping crates. It is in this area that I feel Cordstrap can significantly help our industry."
David Nilson President, Nilson Worldwide