



Samuel Packaging Systems Group (PSG), part of the family of Samuel companies, is a leader in the design, manufacturing and distribution of packaging, unitizing and product identification solutions.

FORESTRY PACKAGING EXPERTISE

A recovery in North American housing starts and commercial construction has strengthened demand for lumber and other forestry products, which means increased activity at sawmills, planer mills, kilns, panel & engineered wood product facilities. Samuel PSG offers rugged, reliable packaging solutions that address the specialized needs of forestry customers; ensuring ease of handling and package integrity from the beginning to the end of the supply chain.

With most customers located in remote regions, we know you can't afford downtime in your mills or production facilities. We have developed systems that deliver lower cost of ownership and ensure you will operate at a higher efficiency rate when you choose equipment from Samuel PSG.

"I liked the ruggedness of the design and the quality of the engineering that goes into it...this machine is a shining star in our plant."

—David Richbourg, HW Culp Lumber

YOUR SUCCESS IS OUR BUSINESS

**SAMUEL**
PACKAGING SYSTEMS GROUP



TOTAL COST OF OWNERSHIP

With a long history serving the forestry industry, many of our systems have been in place for decades. Samuel PSG's reliable and rugged equipment is designed to satisfy the demands of high-volume producers with fewer parts and lower maintenance budgets than some of the modular competitive systems require. Our engineers ensure we have the ability to retrofit or update the systems, as desired.

Of note, we are regularly called on to retrofit or replace competitor's equipment that turns out to be too lightweight for the demands of this industry. We would be pleased to support you with our packaging audit and total cost of ownership toolkit when you are considering replacing or installing a new packaging system for your facility. Are you keeping track of the true cost of ownership?

Here are some of the costs that are included in our toolkit:

	5 YEARS	10 YEARS	20 YEARS
Life expectancy of system	x	x	x
Total installed cost	x	x	x
Training (one-time or annual)	x	x	x
Annual consumables	x	x	x
Hardness HB	x	x	x
Annual maintenance costs: Preventative service Parts Repair	x	x	x
Avg. length of downtime/year Planned Unplanned	x	x	x
Cost of downtime/year	x	x	x
Sub-total - Annual costs	x	x	x
Total cost of ownership	x	x	x

At Samuel PSG, our specialists are readily available to come on-site and recommend solutions that lead to better efficiencies for our customers.

Are you exploring growth opportunities with CLT (cross laminated timber) and/or kiln strapping? Whatever your requirements, we would be pleased to discuss these innovations and share our engineering expertise to help you succeed.

SOLUTIONS AVAILABLE

- Auditing & Consulting
- Bar Coding, Product ID & Labeling Solutions
- Strapping & Wrapping Systems
- Steel, Pet & PPY Strapping (including AAR approved options)
- Protective Packaging & Load Securement
- Equipment, Tools & Accessories
- Training, Service & Parts

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ABOUT US Founded in 1855, Samuel, Son & Co. is a family-owned and operated, integrated network of metal manufacturing, processing and distribution divisions.

With over 4800 employees and 100+ facilities, Samuel provides seamless access to metals, industrial products and related value-added services. Supporting over 40,000 customers, we leverage our industry expertise, breadth of experience and the passion of our people to help drive success for North American business – one customer at a time.