

Mann+Hummel

Melanie Harris, Commodity and Project Buyer



Background

As a development partner and original equipment supplier to the international automotive and mechanical engineering industries, MANN+HUMMEL offers a comprehensive and diverse range of products and services.

The portfolio for the automotive industry includes air filter systems, intake manifold systems, liquid filter systems, cabin filters and cylinder head covers made of plastic with many integrated functions.

They also supply a broad product portfolio for the general engineering, process engineering and industrial manufacturing sectors, including industrial filters, membrane filters for water filtration, filter systems and complete lines.



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Comments from Melanie Harris

Landor Cartons have been a strategic supplier of ours for around 20 years. They provide us with cardboard packaging, boxes and inserts which enable us to distribute our products around the globe. Some of our products are extremely heavy, so we need to ensure that our packaging supplier is able to supply us with strong and robust packaging that also complies with export rules and regulations. Landor Cartons have worked closely with us to develop packaging that meets our exacting requirements.

One particular challenge we face is that our products are niche; so therefore we are unable to order supplies such as packaging in bulk. This creates a huge problem for us as by ordering in smaller volumes means that we pay more per unit. Landor came up with the perfect solution for us, we place bulk orders but they hold our stock at their facility. We simply call off the stock as and when we need it. It's a win-win situation for both of us.

We've found Landor Cartons to be an extremely supportive supplier over the years. They have been flexible in their approach to develop products that meet our strict quality control. They work with us as partners more than suppliers by offering advice and coming up with innovative packaging solutions.

I would have no problem in recommending Landor Cartons to others. They are helpful and flexible, their pricing is competitive and we are looking forward to continuing our long standing working relationship with them.

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