

# INCREASED SALES AND IMPROVED OPERATIONAL EFFICIENCIES

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## Challenge

For almost 50 years, Modular Packaging Systems, Inc., a leader in providing packaging equipment and solutions to the pharmaceutical and nutraceutical industries, has worked with a wide variety of companies, from start-ups to global corporations, as a full-service systems integrator with the expertise to provide turn-key design and support from initial concept of a project to final validation.

Clifford Smith, President of Modular Packaging Systems, Inc., saw that the gearboxes his company used were causing ongoing issues, such as product failure and leakage – a “catastrophic failure,” Smith stated. This was becoming a real issue for the company as it affected their production deadlines and added unplanned costs due to the constant replacement of their leaking gearboxes.

After countless issues and product defects, Smith knew it was time to shop around for a more reliable and quality gearmotor.

## Solution

Modular decided to make the switch to Brother Gearmotors. Smith knew that choosing Brother was the right choice because their gearmotors are known for being “good quality, having a long product life and essentially maintenance free,”\* said Smith.

Modular’s engineering team began using Brother’s gearmotors and found them to be extremely easy to install through their shaft construction and flexibility of their mounting styles.

\*Based on customer’s experience with Brother Gearmotors



## Results

After using Brother Gearmotors for over 15 years, Smith knows he can depend on Brother to provide Modular with a gearmotor that is of high quality and compact in size. Brother Gearmotors helped Modular’s conveyor systems by providing them with a “simpler and faster way to build and install systems, and they are dependable and made of quality construction,” said Smith.

“Overall sales have improved as a result of switching to Brother,” said Smith. “We haven’t had any issues with Brother Gearmotors during our 15 years of using them,” adding that Brother gearmotors have kept Modular’s conveyor systems running 24/7 for almost two decades.

Modular continues to use Brother gearmotors for their outstanding quality, long life and the high level of customer service. “The team has always been extremely responsive with our needs,” said Smith. “Even when we need a gearmotor that is out of scope with a different gear ratio or horsepower, they are always willing and available to help with new applications.”

