



Client: AJM Packaging Corp.

Project: Ecommerce Distribution Supplies

Label Supplies for AJM Packaging Corp.

ECOMMERCE DISTRIBUTION SUPPLIES

SHIPPING LABELS

Our Challenge

AJM Packaging Corporation is a paper distribution company providing high-quality private label and branded products. It is a leading supplier of paper plates, cups, bags and bowls, operating eight manufacturing plants across the United States.

AJM needed a new label supplier. Its previous supplier was closing operations, but even before losing this supplier, AJM had extensive requirements. The paper distribution market was highly competitive, with customers that demanded much of their vendors.

AJM needed a new label supplier large enough to support its volume and eight facilities across the country. The supplier needed to provide fast, accurate delivery and have the capability to meet its aggressive price point for labels. In addition, communication and customer service were as important to the AJM buyer and team.

Our Solution

The buyer at AJM knew the sales team at GO2 Partners, and knew GO2 was large enough with a national network and presence to meet its needs.

The company asked for an RFQ detailing how GO2 could not only meet its requirements — speed, accuracy, and support for the facilities across the country — but also meet the pricing.

As one of the largest label suppliers in the nation, GO2 not only had the network and resources to support AJM, but the buying power to meet its pricing requirements, too. In addition, GO2 was able to meet the key metrics of speed of deliveries and accuracy AJM required. As a final step, GO2 provided a dedicated team of label experts to support AJM and ensure seamless communication.

After presenting its case, GO2 was selected as the label supplier for all eight AJM manufacturing facilities.

Our Results

The transition from the previous supplier to GO2 was very smooth.

Today, GO2 supplies all labels for AJM. Products are delivered quickly and accurately. GO2 has a team supporting AJM and its label needs, so nothing falls through the cracks and any problems or challenges are resolved rapidly. As part of its support for AJM, the GO2 team has been able to update the AJM artwork on the labels, providing a fresh, professional look to the deliveries.

AJM has been pleased with the partnership with the GO2 team for its ecommerce distribution supplies.

