

ECIA

Publication

White Paper Comparing Distributor Connector Re-Packaging Options

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Electronic Components Industry Association

Information Document

In order to reduce cost and improve efficiency and customer satisfaction, a committee of the ECIA Supply Chain Council has been investigating the issue of re-packaging connectors.

Connector manufacturers ship connectors in many different packages including trays. Frequently, authorized distributors must ship less than standard quantities of connectors and, thus, break down the manufacturers' standard packaging. With a tube, for example, the distributor can simply transfer the required amount to a new tube with little chance for damage and loss of efficiency. However, tray packaged connectors present a different challenge.

All authorized distributors have problems breaking down connector tray packaging to ship less than tray quantities to customers. When breaking down standard tray packaged quantities, which is an everyday occurrence, distributors have to create packaging alternatives to satisfy customer requirements. There are no standard means of repackaging connectors and some of the packaging gets very creative and imaginative.



Example Creative Packaging

This drives:

- Quality issues and associated costs
- Increased labor and productivity costs
- Non-standard packaging and associated costs
- Poor reflection on both the manufacturer and the distributor brand.

The impact to the customer includes:

- Inconsistent packaging
- Damage to the product
- Additional returns
- Delays and /or stoppages
- Costs associated with all of the above

One of our distributor members conducted an analysis of the issue.

Labor Spent

- 53% additional time to process a pick
- Represents 12% of volume, but 18% of labor dollars

Quality

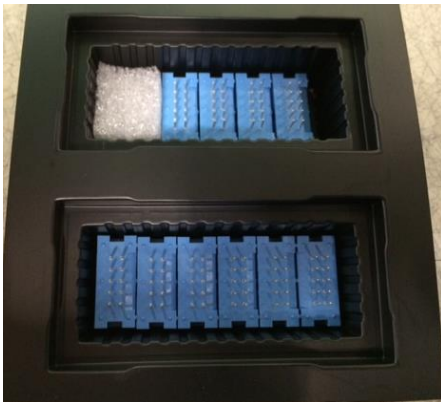
- 2 times the facility incident rate
- 23% of the overall error rate

The committee agreed that re-packaging from a tray is the most difficult and contributed most to the cost and quality issues. Several solutions were considered with two providing the best based on convenience for use, cost, and improved quality:

- Tape and Reel
- Clamshell

Tape and Reel

The Tape and Reel solution was tested by several distributors and worked well. Although each deployed it differently, the consensus was that spooling off a certain number of pockets and covers (10) worked best. The tape and reel manufacturer could make pockets in custom depths and widths to accommodate a wide variety of connector sizes.



Tape and Reel loaded without cover



With cover

Clamshell

The clamshell approach also worked well. These are available in different pocket sizes and numbers per clamshell.



Clamshell Example



The consensus of the committee was that a mix of the tape and reel and the clamshell approach would work best. It would be up to the individual distributor as to which approach were used for which connectors. Below are the two suppliers that were used for the pilot testing conducted by the committee.

Tape and Reel option. Darryl Asnaz can be called directly and let him know you are working with ECIA and want to test the tape and reel option. He has provided pockets and covers for some of our members.

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Clamshell – This option is being used by several companies, one using these two models: [Clamshell 505](#), [Clamshell 938](#)

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