

Gutter Cleaning Tool

In 2011, C&S Plastics was approached by a small business owner who had an existing gutter cleaning tool on the market that he developed. The product required fabrication capabilities the customer did not possess. At the time he had the fabrication job placed with a competitor of C&S Plastics. To his complete surprise, they informed him the cost to fabricate the unit was going to double, most likely because it did not meet their new criteria for fabrication jobs. He knew the market would not bear this increase so he began searching other companies to fabricate the unit.

Once the customer sat down with C&S's management and fabrication team and explained the product, its history and use, we were convinced we could help. The product was very successful and was completely different than anything else on the market. The customer informed his current fabricator that the job would be moving to C&S Plastics and to ship all production tooling, jigs and equipment to us. Upon receiving the equipment, C&S inspected, evaluated and inventoried everything. Adjustments to the tooling were made per the customer's request and C&S was ready to start producing the units. C&S also worked with a box manufacturer to customize a box for the product. While his former fabricator required a much larger minimum order run, C&S's minimum order run came in much lower and allowed the customer to free up his cash flow.

In the end, C&S was able to provide the necessary extrusion and fabrication services to meet the customer's needs on budget, allowing him to not absorb the large increase his former fabricator proposed. C&S Plastics' philosophy is to not punish the inventor/entrepreneur. We will work closely with each client to provide them a quality product on time and within budget or market constraints.

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Areas of expertise this project touched were:

- **Extrusion:** Pipe was extruded with a customer color and custom inside dimension.
- **Fabrication:** C&S performed bellling, bending and notching services.
- **Custom Color Matching:** Pipe was manufactured with a custom color per customer's specification.
- **Outside Services:** C&S collaborated with a box manufacturer to design a customized box for the unit to fit securely in.