

# Client Spotlight: Graystar Trailers

Graystar Trailers are a leading manufacturer of premium quality refrigerated transport equipment. Boasting nearly 100 years of experience under one roof they know when they have a problem.

When the consistency and quality of their previous supplier's fiberglass was called in to question they started to look for answers.

For Graystar who are producing large flat sandwich panels any blemish or imperfection on the fiberglass sheet is obvious at first glance. When you are manufacturing premium products, a high quality fiberglass sheet with a perfect finish is a must – it's the first thing a client sees.

Working around those imperfections and blemishes created a lot of waste product in terms of materials and labor. Unnecessarily driving up production costs and blowing out the production schedule. Totally unacceptable for Graystar – why should they have to deliver inferior quality products or sacrifice profits in order to continue to use their current supplier?

Graystar's management team searched for a way to reliably source, high quality fiberglass sheet – which led them to Liner Transport Equipment.

Having worked with every major fiberglass sheet manufacturer in Europe and the USA Liner has chosen to use and distribute Brianza Plastica's Elycold & Elyplan fibreglass sheets. Liner uses Brianza Plastica fiberglass sheet for all of their in house panel production as they offer the highest quality products on the market.

By sourcing their fiberglass sheet from Liner Transport Equipment, Graystar has been able to source high quality fiberglass with a consistent finish, reducing waste and allowing them to more easily meet their production and profitability goals.

*"Luke Davies (and Liner Transport Equipment) has gone beyond the call of duty to assist us with sourcing a product that is top class and at the right price. His service has been impeccable"*

David Gray  
Managing Director  
Gray Star Trailers