

Making A Difference



Stories about heroic steps the Charter NEX | Next Generation Films team is taking to support customers and the nation through this difficult time.

You've seen them popping-up at grocery stores and gas stations – plastic partitions that provide a barrier between shoppers and retail personnel (pictured above). A Charter NEX and Next Generation Films customer is producing some of those partitions along with enough plastic sheet to make nearly three million medical face shields per week...and we're helping to make that possible!

A leading manufacturer of see-through thermoplastic sheet products became a customer of ours late last year. At the time, the account was led by **Jerry Kolanczyk** and we were preparing to supply masking film for their acrylic sheeting.

With the onset of COVID-19, demand for the customer's typical end use products began to decline and the need for new virus-related products increased. At that point, the company changed course.

"Beginning in March, our customer shifted its current volume with us toward COVID-related applications, like disposable face shields and retail barriers," said **Judd Collier, Independent Sales Representative for Charter NEX and Next Generation Films**. "The masking film we supply out of Milton protects these products from damage during transit and installation."

Last month the customer doubled its order for our masking film **and in April we will produce *five times*** the original quantity.

According to feedback received by current Account Manager Brian Ayers, the **Charter NEX team has done a great job responding to the customer's needs** and the company is deeply appreciative.

"Thanks in part to the material we're supplying, **all ten of our customer's plants are producing sheets for use in these face and retail shields,**" said Brian. "**There's no limit to our ability to fight the COVID crisis!**"

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