

**BAG PRINTING:**

Glossy packs for meat are appetizing. **p. 26**

**CHECKWEIGHING:**

Heavy-duty unit gathers sophisticated data. **p. 48**

**DESIGN TRENDS:**

Easy-open cans add cache. **p. 8**

 Reed Business Information®

January 2006

PACKAGING DIGEST®

www.packagingdigest.com



Designs deliver dividends

Labels maintain brand equity **54**

Petfood bag zips up freshness **32**

High-graphic bags boost sales **38**

The Future of Packaging Today!

Innovative Packaging Solutions for over 100 Years

- ◆ Shrink Labels - PVC, PETG, OPS in Various Thicknesses
- ◆ In Mold Plastic Labels
- ◆ Beverage and Food Labels
 - Roll Fed, Roll Shrink
 - Cut and Stack
- ◆ PVC, PET, OPP Carton Systems
- ◆ Flexible Pouch Systems
- ◆ Rotogravure, Flexo, UV Flexo and Offset Printing in Up to 10 Colors
- ◆ Application Equipment for Shrink and Roll Fed Labels
- ◆ Over 400 Patents Worldwide



Fuji Intersleeve® Model SA 3200
Steam Shrink Label Machine

Simply brilliant.

Kurz has dedicated over a century to understanding how light makes your products shine. A leader in hot stamping technology, Kurz has created an extensive range of hot stamping foils to enhance the appearance of your products—from greeting cards, to packaging, to labels.

Our rich metallics, three-dimensional patterns, holographic designs with diffractive, geometric effects “play with light,” providing new avenues for product designers. Kurz LUXOR®/ALUFIN® foils transform simple product packaging into spectacles



of light and color that create point of purchase demand. Add processes such as embossing to create unforgettable product recognition with strong visual impact.



The Kurz solution—our superior foil and precision stamping tools and dies from our business associate H+M USA—offers the packaging and printing industry a convincing working concept. You might say that after over 100 years of focused innovation, quite a few splendid ideas have come to light.



***KURZ — dedicated to helping you
succeed brilliantly.***



800-950-3645

Kurz Transfer Products • 3200 Woodpark Boulevard, Charlotte, NC 28206
www.kurzusa.com



Hot Stamping & Embossing Dies

888-387-4226

PACKAGING DIGEST®

JANUARY 2006 / VOL. 43 NO. 1

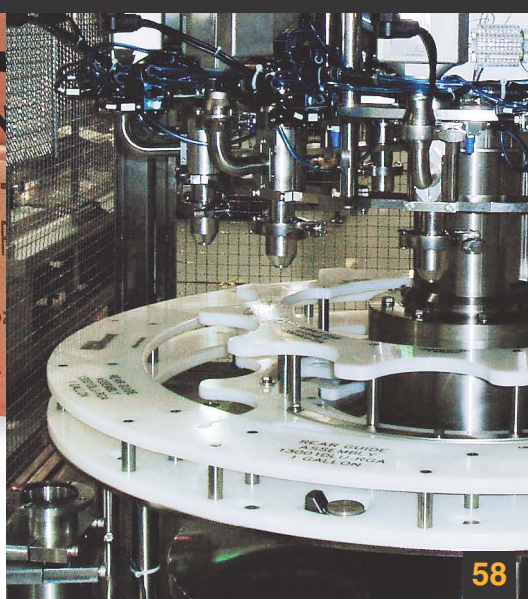
www.packagingdigest.com



34



46



58



42

features

26 Gravure-printed bags give entrées a boost

Advance Brands' sales soar with the introduction of glossy, flexible pouches with appetizing photography of its chicken, beef and pork entrées.

30 Shiner brand beer redesigns for its anniversary

Texas' oldest independent brewery, K. Spetzel Brewery, updates its labeling to commemorate its 96th year.

32 Pedigree bag earns high marks for resealability

Masterfoods USA preserves the freshness of dry dogfood with the addition of a patented slider zipper.

34 Laser coding lowers downtime, production costs

Contract packager CCB Packaging switches to laser coding and saves \$1,200 per year on consumables.

38 Horse treats' sales volume grows sixfold with new graphic bags

Intermountain Farmers Association switches to smaller, oriented polypropylene bags.

40 WestPack rounds up packaging materials, equipment

Co-located with five other shows, WestPack 2006 runs Jan. 31 to Feb. 2 in Anaheim, CA.

46 Bakery makes the most of ink-jet coding

Muffin Town relies on dual-head, large-character ink-jet coders and network software to meet case-coding needs for muffins, donuts and bagels.

48 Heavy-duty checkweigher increases accuracy, productivity

Handling bags of ready-mix concrete, Rinker Materials' checkweigher and sophisticated data-gathering system has doubled fill accuracy and has dramatically increased line speeds.

53 Interphex Puerto Rico gains momentum

Pharmaceutical show and conferences run Feb. 16 and 17 in San Juan.

54 Christian Brothers Brandy replicates cold-glue label

Converter J.R. Cole creates pressure-sensitive labels for Heaven Hill Distilleries.

new technology

42 RFID stays well in healthcare market

Healthcare and pharmaceutical applications get a booster shot from RFID.

58 Coriolis meters automate measuring

Mass-flow meters provide accurate fills without contamination on paint fillers.

web exclusives

Victoria's Secret has a winner

Love Spell Hairspray label by Dow Industries takes best of show in the Tag and Label Manufacturers Institute annual competition.
www.packagingdigest.com/info/TLMI

White paper resource center opens

Upload your white papers at our new resource center. Follow the directions in our ad on page 63.
www.packagingdigest.com/upload



Related Reed Business Information websites

Converting

www.convertingmagazine.com

CONTROL ENGINEERING

www.controleng.com

Food Manufacturing

www.foodmanufacturing.com

Logistics MANAGEMENT

www.logisticsmgmt.com

MODERN Materials Handling

www.mmh.com

Pharmaceutical processing

www.pharmpro.com

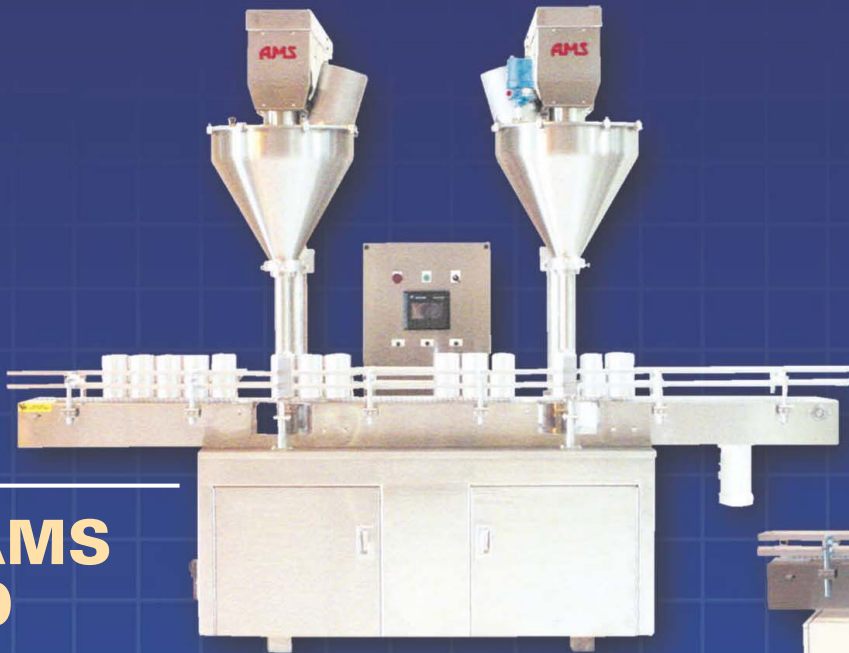
Purchasing

www.purchasing.com

Dry Filling – that's AMS

Filling Every Expectation...

every fill, every time



The AMS A-500

Fill rates: 35-80/minute

Ideal For Contract Packagers For Speed and Versatility



The AMS A-400

**Fill rates:
20-50/minute**

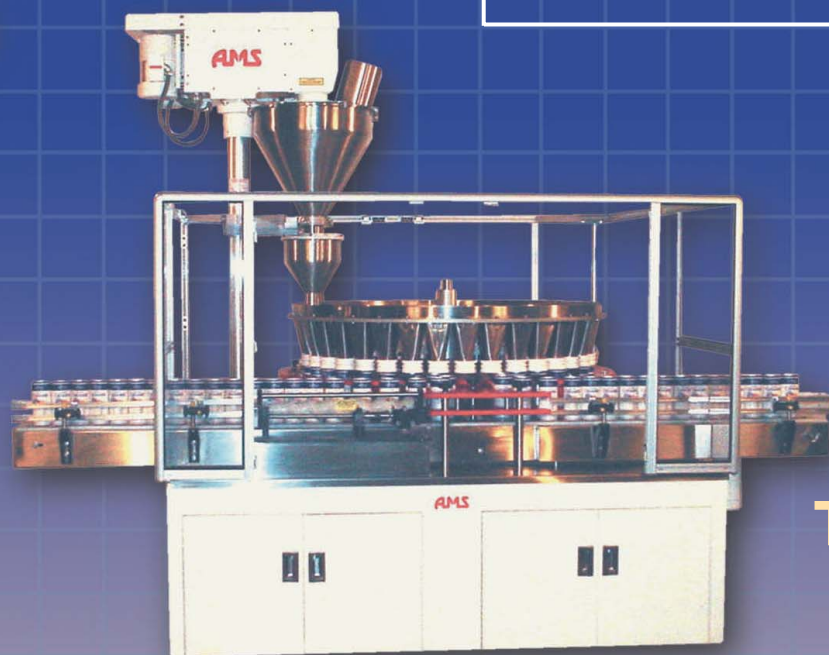
Efficient and Economical Automation



The AMS A-100

Fill rates: 10-25/minute

The Foundation of your Packaging Solution



The AMS 700-36

Fill rates: 90-480/minute

High Speed Filling at its Best

- **Quick Changeovers**
- **Scalability**
- **Custom Systems**

1-800-647-5390

AMS

FILLING SYSTEMS, INC.

Visit us at WestPack Booth# 5188

E-mail us at:
sales@amsfilling.com

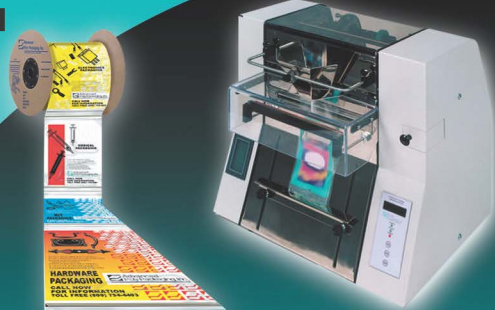
Or visit us on the Web:
www.amsfilling.com

Advanced

BAGGING TECHNOLOGY

Pre-Opened Bags on Rolls

- Stock
- Custom
- Printed



Ultra-Series™

- Counters
- Scales
- Infeed Conveyors



T-375 Automatic Tabletop Bagger/Printer "Next Bag Out"

- Thermal printing: "Next Bag Out"



T-1000 Advanced Poly-Bagger™

- High-speed bagging
- Thermal printing



Packaging Products Catalog II



Advanced Poly-Packaging, Inc.

www.advancedpoly.com

1331 Emmitt Road • Akron, OH 44306 • 1-800-754-4403

PACKAGING DIGEST

JANUARY 2006

www.packagingdigest.com

departments

6 Design Trends

Packaging that stands out.

12 Comment

Packaging resources at your fingertip.

15 New Products Spotlight

Marking & coding equipment

21 New Products Applications

24 Legal Impact

FDA pushing for RFID implementation.

54 Package Manufacturing

58 Automation & Controls

62 Sample It!

63 Newsmakers

64 Industry Events

Calendar of prime shows

64 Info Showcase

65 Classified Ads

69 Ad Index

70 onPD.com

staff

Editorial/Production Offices

CHICAGO

2000 Clearwater Dr., Oak Brook, IL 60523

630/288-8000 Fax 630/288-8750

e-mail: packagingdigest@reedbusiness.com



Mary Ann Falkman



Lauren R. Hartman

Mary Ann Falkman, Editor

630/288-8748

mfalkman@reedbusiness.com

Lauren R. Hartman, Senior Editor

630/288-8749

lhartman@reedbusiness.com



Anne Marie Mohan



Jack Mans

Anne Marie Mohan, Senior Editor

630/288-8746

amohan@reedbusiness.com

Jack Mans, Plant Operations Editor

630/288-8747

jmans@reedbusiness.com



Kevin Campbell



Grant Gerke

Kevin Campbell, Associate Editor

630/288-8743

kjcampbell@reedbusiness.com

Grant Gerke, Web Editor

630/288-8744

ggerke@reedbusiness.com

Bernard Abrams, Contributing Editor, BernieAbrams001@aol.com

Eric F. Greenberg, Legal Editor, efgreenberg@uhlaw.com

Pauline Covell, European Editor, mediapack@btinternet.com

Lora Lee Gelles, Art Director, lgelles@reedbusiness.com

Joy Tan-Pipilas, Production Editor, mtan@reedbusiness.com

Quentin Brown, Production Manager, 630/288-8433, qbrown@reedbusiness.com

Rose Logusz, Classified Production, rlogusz@reedbusiness.com

Mary Ann Brockway, Ad Services Coord., mbrockway@reedbusiness.com

Tad Smith, CEO

Jeff Greisch, President, Chicago Division

John Poulin, Senior Vice President, Finance



Steven Reiss



Bob Heitzman

Steven Reiss, VP, Publishing Director

630/288-8807

sreiss@reedbusiness.com

Robert Heitzman, Publisher Emeritus

630/288-8735

rheitzman@reedbusiness.com

A Story of a Manufacturing Firm, Your Town, USA



Chapter 1: Typical production line. Too many people making up too little cartons. Profits are drying up. You've pulled out all your hair!

Chapter 2: Scary scenario. Your best worker is out with carpal tunnel and you have to generate 80,000 units by next week!



Chapter 3: You install a Bivans cartoner. Cartons are pumping out, workers are happy, and profits are up.

Final Chapter: You saw Return on Investment months ago. And since the life-expectancy of a Bivans is 15 years or longer, you sit back and relax.



2431 Dallas Street * Los Angeles, CA 90031

(323) 225-4248 Phone * (323) 225-7316 Fax

Website: www.bivans.com

Email: info@bivans.com



"Built like a tank" But not priced like one



FLEXIBLE PACKAGING ASSOCIATION



SLME

Ball Screw Driven with
Recirculating Ball Bearing Guide



- Positioning accuracy to 0.060 mm
- High repeatability of +/- 0.005 mm
- Dynamic load capacity up to 27 kN
- Moment load capacity up to 1410 Nm
- Maximum speed: 1.05 m/s

Visit: www.festo.com/us/SLME

DGE-SP-KF

Ball Screw Driven with
Recirculating Ball Bearing Guide



- High repeatability precision motion
- High repeatability of +/- 0.020 mm
- Dynamic load capacity up to 1.5 kN
- Moment load capacity up to 910 Nm
- Maximum speed: 1.2 m/s

Visit: www.festo.com/us/DGE

DMES

Lead Screw Driven with
Recirculating Ball Bearing Guide



- Quiet, smooth precision motion
- High repeatability of +/- 0.050 mm
- Dynamic load capacity up to 4.3 kN
- Moment load capacity up to 330 Nm
- Maximum speed: 50 mm/s

Visit: www.festo.com/us/DMES

SLTE

Lead Screw Driven with Integrated Motor
and Recirculating Ball Bearing Guide



- Quiet, smooth precision motion
- High repeatability of +/- 0.050 mm
- Dynamic load capacity up to 7 N
- Moment load capacity up to 12.6 Nm
- Maximum speed: 210 mm/s

Visit: www.festo.com/us/SLTE

DGE-ZR-RF

Belt Driven with
Recirculating Roller Bearing Guide



- High speed precision motion
- High repeatability of +/- 0.100 mm
- Dynamic load capacity up to 0.6 kN
- Moment load capacity up to 600 Nm
- Maximum speed: 10 m/s

Visit: www.festo.com/us/DGE

Custom Solutions

Electric Linear Actuators
Designed and Built to Your Specifications

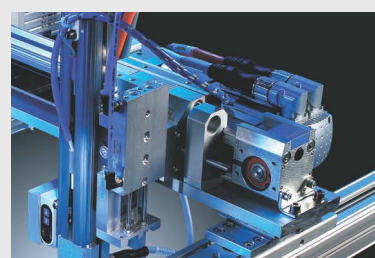


- Options include:
- Integrated linear motor
 - Class 10 clean room compliance
 - Custom machining
 - Corrosion/dust resistance

Visit: www.festo.com/us/ASD

Multi-Axis Systems

Integrated Electric & Pneumatic Systems
Designed and Built to Your Specifications

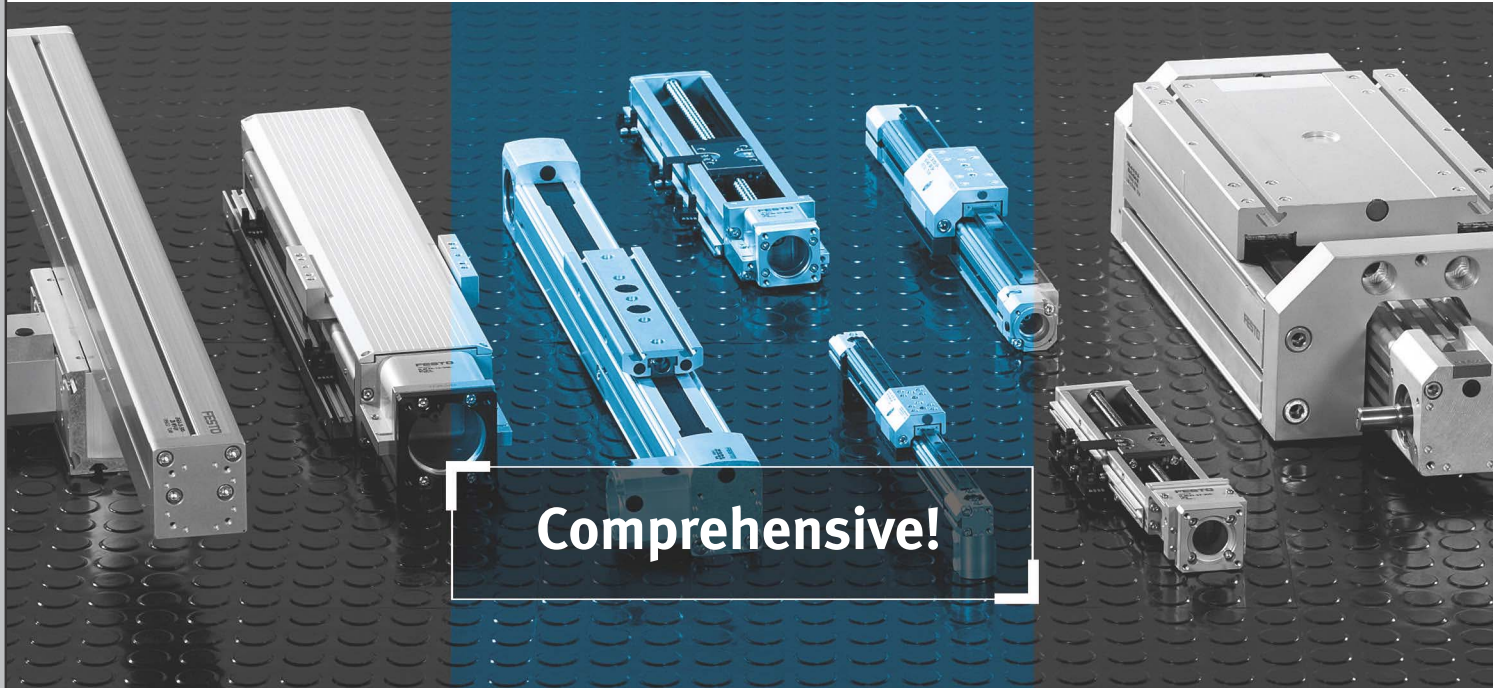


- Services include:
- Conceptualization and Analysis
 - Design and Engineering
 - Assembly and Documentation
 - Validation and Packaging

Visit: www.festo.com/us/ASD

Electric Linear Actuators...

FESTO



Comprehensive!

Our comprehensive range of ball screw, lead screw and belt driven linear actuators are designed to deliver higher performance motion control in advanced automation equipment. Options include clean room compatible, dust protected, and corrosion resistant versions. Festo electric linear actuators are also offered in configurations as complete single or multi-axis motion controlled systems.

Complete single axis solutions include actuator, coupling, motor, mounting flange, controller, and drive. Multi-axis systems incorporating up to 16 axes per controller and an optimized combination of electric and pneumatic components can be designed, assembled, and tested to meet your requirements...from concept to completion.



Festo Corporation

Call: 1.800.99.FESTO
Fax: 1.800.96.FESTO
info@festo-usa.com
www.festo.com/us/ELA

design trends



PET jar soups up Campbell's in the U.K.

The U.K.'s Campbell Grocery Products Ltd. has launched two best-selling dry-soup brands in a handy polyethylene terephthalate jar manufactured by **RPC Containers Blackburn** (www.rpc-blackburn.co.uk). Available since the fall, the three flavors in the line—Chicken, Golden Vegetable and Tomato—retail in the U.K. under the Batchelor's Cup a Soup brand and in France are part of the Royco Minute Soup brand. Already available in packets containing four to five servings, the larger jar size offers as much as 12 servings to provide a value for core consumers. Following the success of RPC Blackburn's PET jar design for Campbell's Oxo gravy granules, Campbell decided to use PET again, stating that it's valued by consumers for its modern esthetics, light weight and shatter-resistance.

"The new, multiserve jar makes Cup a Soup more easily accessible for frequent use and gives consumers the flexibility to make their Cup a Soup as strong or weak as they like," says Nicola Richardson, senior brand manager. "Regular Cup a Soup users will also welcome the convenience of a longer supply, ready to hand."

The durable, 300-g PET jar is injection-stretch/blow-molded in a blue color for the Batchelor's brand and in red for Royco to add impact at point-of-purchase. Its curved shape stands out on store shelves and it's easy to handle. The jar is decorated with a full-body shrink sleeve from **Fuji Seal Group** (www.afseal.com in the U.S.), applied by RPC Blackburn using a steam tunnel to ensure a tight fit that contours to the jar. "Producing a value pack does not mean compromising on quality, and RPC Blackburn's eye-catching, user-friendly container achieves a strong brand image," comments Paul Finch of Campbell's Soups U.K.



Jumex debuts clear-film aseptic drink pack in Mexico

Mexican beverage company Jumex is the first anywhere to adopt **Tetra Pak's** (www.tetrapak.com) Tetra Wedge Aseptic Clear package, a triangular-shaped, 100-percent transparent, film version of its Tetra Wedge paperboard/PET barrier package. Jumex rolled out the single-serve package into the Mexican market in May for its Mundo Nautix vitamin-enhanced drink line. The 6.75-oz package's proprietary barrier technology uses silicon oxide/polyethylene terephthalate instead of the paperboard and aluminum foil found in other Tetra Wedge packs, and provides the same oxygen barrier. The packaging material is moisture- and puncture-resistant and comes with a film-wrapped drinking straw attached to the back. The clear package not only provides product visibility but its barriers protect the product. The aseptic processing helps seal in taste and nutrition. With its slim design, smooth sides and no sharp edges, the clear package is a shoe-in for children's drinks.

The size and shape allow small hands to easily handle the product.

The next step, says Tetra Pak, is to bring the new technology to the U.S. through brands looking for a distinct advantage in the competitive beverage category. In fact, Tetra Pak says it plans to bring the technology to commercialization in the U.S. some time this year.

The new package is the world's first high-barrier, totally clear aseptic package. "The initial response in Mexico to this new product, distributed initially through Wal-Mart, has been great," says Jeff Kellar, Tetra Pak's vp of strategic business development. "And, the initial response from consumers surveyed in the U.S. has been equally promising, with the most common reaction among kids being 'Wow! I've never seen anything like this.'"

Demand for healthy beverages is on the rise, and Tetra Pak's Vanessa Solmaz, business development manager, says the new package will help fulfill that demand. The 6.75-oz pack allows for both high- and low-acid applications and has a shelf life up to 12 months, depending on the product. Why did Tetra Pak move into film packaging? It says, "this type of packaging makes a unique solution."



Gourmet mint tins provide fresh inspiration

Described by its founders as "a mint company dedicated to making everyday objects beautiful," Oral Fixation LLC, Hopewell, NJ, is making breath freshening fashionable. Offering six varieties of hand-pressed mints in evocative flavors like 7 Deadly Cinnamon (hot cinnamon) and Mojito Mint (lime mint cocktail), "Oral Fix" uses sleek, brushed-metal tins reminiscent of the 1920s, decorated with spare, yet clever, graphics, to transform mints into a "lifestyle accessory." The slim and stylish 0.8-oz tins, sourced from China, hold 38 of the gourmet mints and, once empty, are sized to hold credit and business cards, "making impromptu wallets for a night on the town," says Oral Fix.

Each mint variety displays a diligent attention to detail, with sometimes irreverent, always clever, decoration. All of the tins prominently feature the Oral Fix logo, a stylized image of two figures with their hands crossed to one another's mouths (presumably partaking of the refreshing mints), with the resulting form in the shape of a heart, embossed on the tin's top half. Above the logo is the tagline "Get Your Fix®." From there, each tin is customized to play off the variety name. For example, Classical Peppermint uses a silver tin decorated at the bottom with a musical motif, featuring artistically rendered conductors across a musical staff. Inside the tin, a wax paper sheet atop the mints is delicately decorated with the draft of Beethoven's Sonata Pathétique. The mints, hand-pressed in a factory in Pennsylvania, bear an imprint of a treble clef note on one side, and the word "fix" on the other. On the back of the tin, along with the Nutrition Facts box and company information, is the directive "Compose Yourself."

In contrast, 7 Deadly Cinnamon, in a deep red tin, uses a Garden of Eden theme, with snakes sleekly slithering along each side of the pack, and an illustration of an apple core on the front. Declared "Damned Delicious" on the back of the tin, the mints are pink and are stamped with a "7" on one side. The wax-paper insert is a cartoon-like representation of "The Legendary Nostradamoo," who "predicted that in the year 2093, Oral Fixations will become the eighth deadly sin...Enjoy them while you can."

Other varieties include Sugar Free Tibet (wintergreen) in a blue tin; Night Light (caffeinated chai) in a black tin holding orange mints; and Spare Mint (spearmint) in a flat-white-painted tin. According to Oral Fix, the mints are now available on more than five continents in more than 700 locations, including cultural centers, hotels, resorts, museums, gift shops, restaurants and cafés. Designed for gift giving, the Oral Fixation 6 Pack is available on the company's website (www.oralfix.com) for \$15 and includes each of the six flavors, with the tins standing upright in a colorful, compact case.

Photo-Quality Digital Label Printer



New! For short-run printing of private label and personalized product labels, the Vivo! digitally prints labels in 600 dpi CMYK color up to 8.3" wide. Cost-effective for production quantities up to 15,000 labels per batch, the Vivo! prints at a speed of 2 linear inches per second. The Vivo! is a toner-based electrophotographic printer, similar to a laser printer, and prints onto paper and synthetic label materials. Custom QuickLabel® software and Windows® driver are included with each purchase.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

Fastest Color Label Printers



QuickLabel's QLS-8100 Xe and QLS-4100 Xe digital color label printers produce color labels faster than any tabletop printers on the market and offer the greatest flexibility in printing variable content, where successive labels have totally different text, graphics, and barcodes. Print as fast as 7 linear inches per second in 4 Spot Colors or in CMYK Process Color mode at 300 dpi onto labels and other rollstock up to 8.3" wide. Use Custom QuickLabel® software or print from another software package using the Windows® driver.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

Mid-Range Color Label Printers



Instantly print labels with variable content graphics, barcodes, and text in three or two colors instead of four. Built to print thousands of labels per day, the QLS-3000 Xe digitally prints onto labels, tags, and other flexible rollstock in three Spot Colors or CMY Process Color mode at 300 dpi. The QLS-2000 Xe prints in two Spot Colors at 300 dpi.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

New! Fastest Barcode Label Printer



The Pronto! 500 may be the fastest label printer on the market, printing single-color labels at a "true speed" of 2-15 linear inches per second. High-quality graphics are optimized by Custom QuickLabel® software, included with purchase. Comes with Lifetime Warranty, QuickSwap™ Parts Repair Service, and 24-hour Customer Support. The Pronto! printer family includes mid-range, wide-format, and high-resolution models.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

Custom Printing Services



QuickLabel offers two custom label printing services. The QuickPrint service, with fast turnaround and low minimum order quantities, prints your labels using QuickLabel's own digital printers. The QuickFlex service prints your labels with a variety of finishing options on 8 and 6 color flexographic presses.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

Label Printing Supplies



QuickLabel® develops and manufactures labels, toner, and thermal transfer printing ribbons for our own brand printers and for every label printer on the market. Our labels are available in thousands of sizes and shapes and in dozens of paper and synthetic material types. We offer personalized application guidance and we guarantee delivery to meet your custom needs.

For more information visit:
www.QuickLabel.com or call 877-757-7978.

You need 5,000 custom labels?
This afternoon?

No Problem!

With the new Vivo! "short" run digital label printer, you'll print labels in the quantity and quality you need, at a price you'll like. Need flexible production of photo-quality labels with private label logos and artwork? You can print more than 1,000 good-sized labels an hour with the Vivo!, at an attractive cost per label. Is electrophotographic label printing fast? Yes. Will labels fade? No. Can labels stand up to chemicals and moisture? You bet. At last, the photo-quality labels you want when you need them.

Visit us at WestPack Booth# 5425

www.QuickLabel.com • 877-757-7978

QUICK LABEL SYSTEMS

The Labels You Want When You Need Them

design trends

Easy-open cans streamline meat spreads

France's ready-made meal producer William Saurin has launched a new line of meat spreads called Délice Confit for its affiliated Paul Prédault brand in easy-open, easy-to-dispense-from cans. Provided by Crown Food Europe, an affiliate of **Crown Holdings, Inc.** (www.crowncork.com), the gold cans are sleeved in a custom, decorative paperboard carrier and each contains 125-g of pâté and meat spreads in chicken, duck and pork-liver flavors.

The steel cans maximize consumer convenience with their advantages. Crown developed the cans with a wide-mouth end and "necked-out" shape that's suitable for

terrines, pâtés, rillettes, tuna slices and other similar

products. The cans also feature Crown's Eole-III™ easy-open ends in a new 73-mm size. This diameter enables compatibility for the first time between a 125-g can and easy-open technologies, which include Eole™ ends and PeelSeam™ peelable lids, according to Crown.

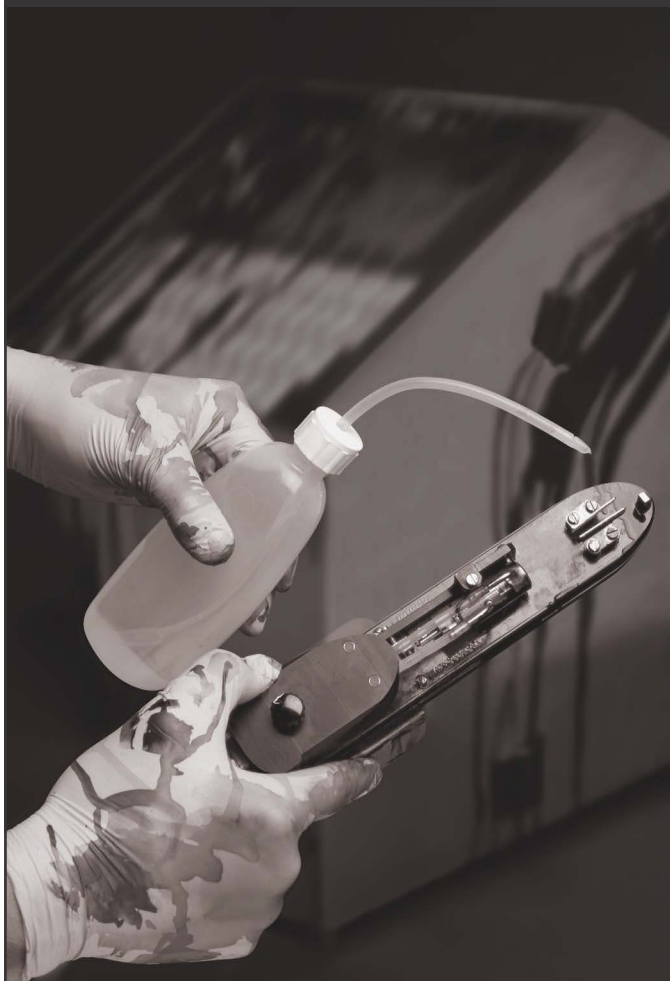
The Délice Confit cans join those for Saurin's Salades Gourmandes meat salads, which were also developed by Crown and won a DuPont Diamond Award (see PD, Sept. 2005, p. 28). The new spreads debuted in September throughout France.



O L D

V S .

N E W



CONTINUOUS INK JET CODING

- messy inks and toxic solvents
- prints that smudge and are easily removed
- high maintenance and unplanned downtime
- complex setup with little flexibility



SMARTLASE® LASER CODING

- clean and safe operation with no consumables
- immediate, crisp and permanent codes
- reliable and productive; little or no maintenance
- simple operation and ease of integration



Continuous ink jet coding was a good idea at the time.

But times change, and so does technology. And that's where our SmartLase® laser coder comes in. It delivers crisp, clean codes with none of the mess, maintenance, or hassle of continuous ink jet coders. Of course, SmartLase coders are built with all the reliability you expect from MARKEM, for greater uptime and lower operating costs. **Learn more at www.markem.us/smartlase, or call us at 866-263-4644.**

MARKEM


Coca-Cola Blâk debuts worldwide in aluminum

The Coca-Cola Company, Atlanta, says it will launch Coca-Cola Blâk in January in France—the first of several countries, including the U.S.—that are expected to market the new beverage and coffee fusion in 2006. Described as an invigorating and stimulating beverage blend with the effervescence of Coca-Cola and natural flavors, with real coffee, Coca-Cola Blâk also features new packaging technology in the form of an aluminum bottle. The mid-calorie beverage is being unveiled in a distinct cola-colored, black/brown aluminum bottle, shaped similarly to the company's signature contoured green bottle in glass. The aluminum container is similar to the aluminum designer bottle Coke launched for regular Coke in upscale nightclubs earlier this year in five limited-edition designs. Coca-Cola Blâk, described as a lightly carbonated beverage, was created to appeal to adults and reaches out to new audiences and addresses new beverage occasions. "Coca-Cola Blâk is not just a flavor extension, it's a blend of unique Coke refreshment with the true essence of coffee and has a rich smooth texture and a coffee-like froth when poured," says Marc Mathieu, vp of Coke's Global Core Brands. **Exal Group's** (www.exal.com) Boxal facilities in France provide the proprietary aluminum containers in a 25-cl size for distribution in that country.

Shrink Labelers and Shrink Tunnels



Rotary Shrink Labeling Machines

packaging rates up to
1,800 c/min

In-line Shrink Labeling Machines

packaging rates up to
700 c/min



Shrink Tunnels, Conveyors and Steam Generators



New Shrink Labeler — "Silver Bullet"

www.nafm.com

NAFM

949-388-6371

5753-G Santa Ana Canyon Road
#306 • Anaheim, California 92807

design trends food packaging

Sargento looks to wine for cheese-packaging update

Sargento Foods has given the packaging for its large line of cheeses a new look. The 52-year-old leader and innovator of shredded and sliced cheeses decided the time was right for a graphic update. The result of a two-year research initiative to more deeply communicate brand identity and create more visual appeal in the cheese case, the changes apply to the entire product line of shredded and sliced cheeses and cheese snacks in

flexible barrier-film pouches, canisters and cups. Targeting busy moms who want dinner in less than 30 minutes, Sargento is also seeking to deepen its relationship with consumers who like to cook and view it as creative expression. Milwaukee-based design firm **Hare Strigenz Design** (www.hare-strigenz.com) helped Sargento create a burgundy-wine color scheme with scenic illustrations that help the proprietary, multilayer film packs

stand out. **Alcan, Inc.** (www.alcan.com) and **Curwood** (www.curwood.com) flexo-print most of the packs in up to eight colors. They began shipping in November.



A labeler that can stand up to the most aggressive demands in the toughest environments

24/7?

... it must be from LSI.

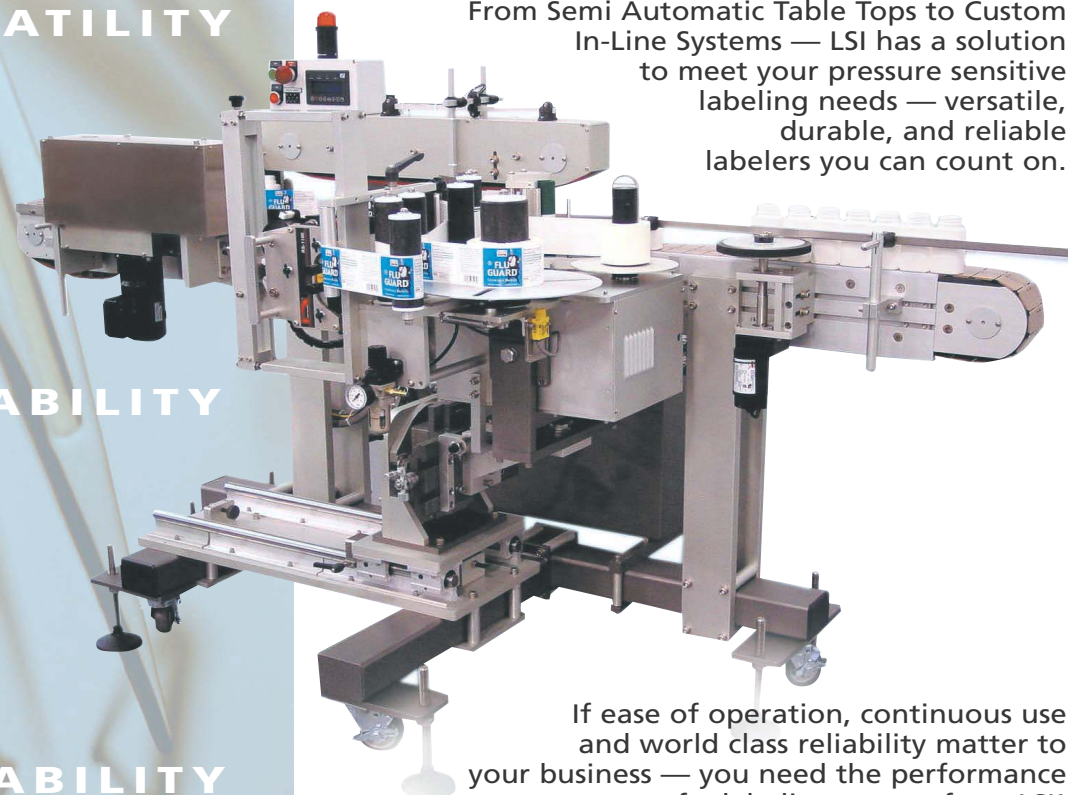
VERSATILITY

DURABILITY

RELIABILITY

For over 26 years, LSI Labelers have been designed to withstand the rigors of 24/7 operation in the toughest environments.

From Semi Automatic Table Tops to Custom In-Line Systems — LSI has a solution to meet your pressure sensitive labeling needs — versatile, durable, and reliable labelers you can count on.



If ease of operation, continuous use and world class reliability matter to your business — you need the performance of a labeling system from LSI!

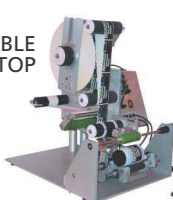
PRINT AND APPLY/RFID



APPLY ONLY



TABLE TOP



CLINICAL LABELING



Labeling Systems Inc.

When Reliability Matters!

Call us today at: 201-405-0767
www.labelingsystems.com

32 Spruce Street • Oakland, New Jersey 07436
Fax: 201-405-1179 • E-mail: LSI@LabelingSystems.com



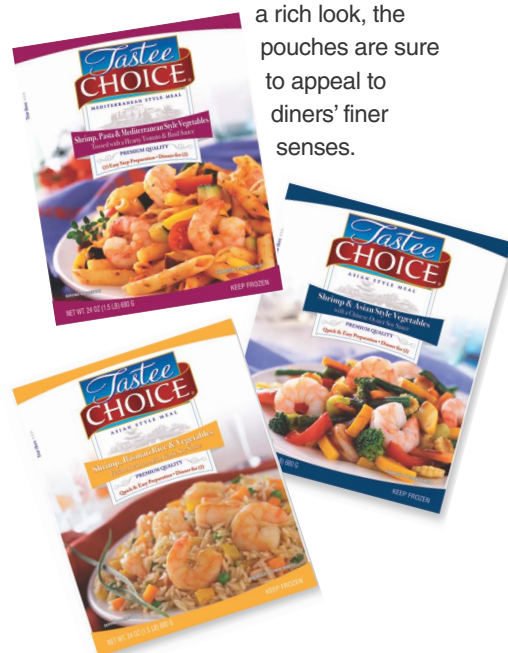
'Tastee' skillet meals come in pouch

Tastee Choice Food Products is launching a new line of gourmet frozen skillet meals featuring top-quality ingredients in brightly printed, flexible standup pouches. Featuring rich graphics, the packages hold 24 oz of meal components in four varieties, including two Asian Style meals with shrimp, rice and vegetables and two Mediterranean Style meals with shrimp, pasta and vegetables that are quick to prepare and can go from freezer to table in 10 minutes.

"We have control of the raw material from the land and ocean, to the factory, all the way to the finished product in U.S. stores," says Tastee Choice's president and CEO Jose Thomas. To maximize package appeal with superior print quality, the company says it chose a standup pouch produced and printed in India with design, prepress assistance and print assistance and brand innovation provided by California-based design agency **Pyramid Creative Studios** (www.pyramidcreativestudios.com).

Available nationally, the glitzy, metallized film pouches are made of polyethylene terephthalate/PE extrudate/metallized PET/linear-low-density PE. They display vivid, eight-color, gravure-printed graphics and full-panel product photography of the meals to spur impulse purchases and whet the appetite. The line's price points are said to be equally pleasing to consumers and retailers alike, the company says. Combined with rigorous quality processes, exotic menu descriptions and

a rich look, the pouches are sure to appeal to diners' finer senses.



Delicious.

**CONTINUOUS
IMPROVEMENT™**
Engineered by
OMRON

Automation solutions never tasted so good.

We are here, where you need us most. On the factory floor. Delivering flexible, cost-effective solutions that can be plugged effortlessly into your existing automation architecture.

Choose the optimal mix of advanced sensors, vision, safety and factory floor control from Omron and enjoy improved productivity. That's how Omron brings tangible Continuous Improvement™ to your production line. Day after day, bite after bite.

Your ROI will love the taste of it.



Call toll free 877-486-6766 today or visit us at oeiweb.omron.com



Programmable Controllers



Industrial Sensors



Machine Vision



Temperature Controls



Smart Sensors



Touchscreens/HMI



Operator Safety

Call toll free 877-486-6766 today or visit us at oeiweb.omron.com to get your **FREE** copy of Omron's "Packaging Industry Guide To Continuous Improvement."

©2005 OMRON Electronics, LLC



OMRON®

The Leader in High Speed Video...

20/20
HINDSIGHT

Records over
2,000 fps

With 20/20 Hindsight® you can...

- Increase OEE and eliminate production downtime
- Quickly identify the root cause of packaging and production issues
- Point camera and walk away... replay issues in slow motion
- Get an instant return on your investment
- Store over 48 hours of video
- Reduce change-over time and increase line speed
- Improve operator training and shift-to-shift communication
- Share video with vendors and reduce product defects
- Multi-Camera Systems, Infrared cameras, Borescopes, other options also available

**Call 703-698-5520
for a FREE Trial**

or visit us at

www.2020HindSight.com

E-mail:
contact_us@monitoringtech.com



Monitoring
Technology



Out with the old,
and in with the **new.**



New Year. New Product. New Look.

Introducing the newest edition to the PRISM family. The **all new JETPACK 1000™** thermal inkjet printer.

To learn more about our entire line of JETPACK™ thermal inkjet printers

for package coding, marking and decorating visit our new website at:

www.prismincorporated.com

Inkjet
Technology by  invent



PRISM INCORPORATED

comment

Mary Ann Falkman, Editor



Information, please

Packaging Digest's white paper resource center is opening in the middle of this month at www.packagingdigest.com. Anyone with a white paper related to packaging materials, machinery or technology is invited to upload the paper to our website. See our ad on page 63 for details and instructions. Already on the site are white papers such as *Brand Protection—Another Lifeline for Patient Safety*, *GenNext Technology* and *Industrial Printing and Coding*, among many others. There is no limit to the number of white papers each company can upload.

The Internet can be a valuable tool for conducting research and finding information from reputable sources. For example, in early December, Kline & Company (www.klinegroup.com) held a webinar to discuss the findings of a recent study, *High-Performance Barrier Packaging Films USA 2005: Business Analysis and Opportunities*. Their research reveals that food applications represent a \$1.1 billion market for barrier packaging film in the U.S., with an overall \$3 billion market for flexible packaging that incorporates barrier films. According to Kline's analysts, barrier packaging films are forecast to grow at nearly 15 percent annually, as film suppliers and converters invest in process improvements in order to reduce costs and remain competitive.

According to Kline's study, the market for barrier films in packaging for perishable food is growing at about 5.3 percent annually, while growth in dry food applications is lower. Perishable foods represent an impressive 80 percent of the value of barrier films in food applications. This is mostly due to the higher barrier requirements typically achieved using film structures with more layers, which increases the value of the film significantly. "Convenience food is one of the fastest-growing segments of consumer packaged goods," says Sharon Derbyshire, senior associate in the Chemicals and Materials practice for Kline's research division. "The demand for products that cut down on meal preparation, such as value-added meat, heat-and-eat entrées, and products packaged in microwavable pouches, is expected to intensify, and this presents some significant opportunities to film suppliers and converters."

Food companies have resisted attempts by film suppliers and converters to pass along price increases that have been driven by jumps in resin and energy costs, the study says, but newer coextrusion technologies allow for higher performance at a lower cost. In addition to reduced material costs, food packagers favor flexible packaging for its reduced freight and means of source reduction. All of these trends bode well for a market that is poised for continued growth.

Derbyshire also notes that dry mixes, confections and snack bars, and petfood segments are growing quickly and offer attractive opportunities for growth. As a result of trends toward health consciousness and the demand for portable food, there has been a 20-percent spike in the growth rate of adult-oriented functional bars over the last few years. Metallic films are particularly favored for their high graphic appeal.

As U.S. consumers are focusing more on portion control, they are also depending on food packagers to help them determine a true single-serving size.

For information on purchasing this study, go to www.klinegroup.com/Y381a.htm or e-mail gillian_morris@klinegroup.com.

Mary Ann Falkman

Irresistible packaging and displays.



© 2005 Energizer. Schick, Quattro and other marks are trademarks of Eveready Battery Company, Inc.

7-color graphics for an innovative, technologically advanced feel. Curved panels and graphic wings to showcase the product's features. And a variety of display sizes to meet the requirements of multiple retailers.

Find out what the expertise of

Weyerhaeuser Retail Experience Network
can do for you.

**FULL-SERVICE DESIGN | PRINTING & MANUFACTURING
PACK-OUT & ASSEMBLY | SHIPPING & LOGISTICS
WORLDWIDE INTEGRATED NETWORK**

To learn more call 1-800-TOP-BOXES.

thetotalpackageexperience.com

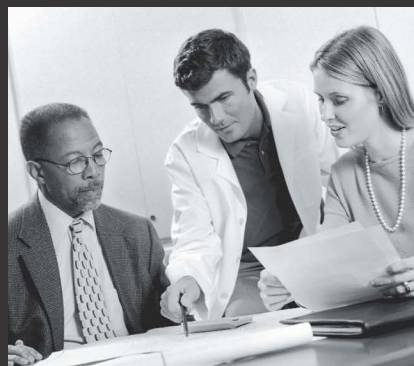


Weyerhaeuser
The future is growing™



**Our films cover your product.
Our people cover everything else.**

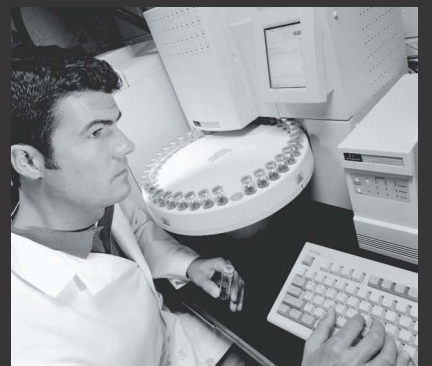
IT ALL STARTS
WHEN YOU CALL
KLÖCKNER
PENTAPLAST.



CUSTOMER SUPPORT TEAM



MANUFACTURING EXPERTISE



QUALITY CERTIFICATION

We've got you covered with a full range of Pentafood® films that ensure maximum freshness, product integrity, and consumer appeal. Our films have been specially formulated to extend shelf life by protecting against rough product handling and by providing moisture and oxygen barrier. With worldwide manufacturing plants and distribution facilities, our global sourcing has you covered no matter where your products are packaged.

Our people keep you covered with their technical and manufacturing expertise and unsurpassed customer service. Every order is certified to meet quality and industry standards. With reliable on-time delivery and continuing technical support after the sale, Klöckner Pentaplast gives you the coverage you need.

*Vinyl, PETG, APET,
BAREX® Film, HIPS, PP*

BAREX® is a registered trademark of BP Chemicals, Inc.



www.kpfilms.com
540.832.3600



ON-TIME DELIVERY

new products spotlight

Marking & Coding



Thermal-transfer printer The EasyPrint X in-line thermal-transfer printer has been enhanced with the ability to print on intermittent moving webs and a new, 5-in. printhead. Developed in cooperation with Sealed Air's Cryovac div. for applications that require protection from harsh environments, the printer combines the capabilities of the original model with an IP65 rating. It offers a viable thermal-transfer solution to markets such as meat processing and packaging, poultry, dairy and prepared foods. Variable data is printed directly onto substrates such as poly, film, foil and Tyvek™. The printer is mountable to packaging machines from a variety of manufacturers. **Bell-Mark Corp.**, 973/882-0202. www.bell-mark.com

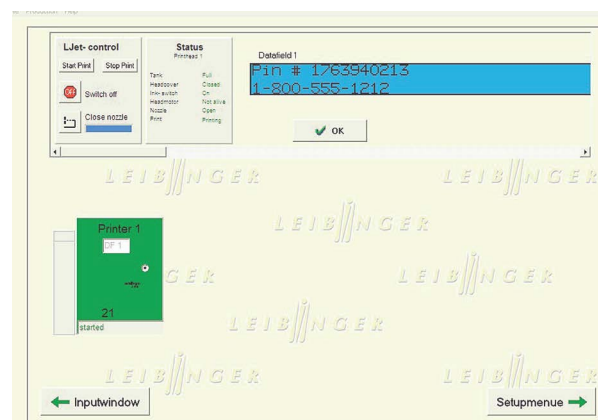
Digital case printer The Optimizer-HC is a high-capacity digital case printer that prints both RSCs and thin, die-cut blanks. Capable of speeds up to 60 cases/min, it features a 4-ft infeed magazine that accommodates approximately 200 cases or blanks.

Cases or die-cut blanks are placed in bulk in the vertical feeder at a 15-deg forward angle. A vacuum pick system pulls the lower edge of each front case forward, dropping it onto the horizontal feeder. The feeder then moves the case to the print cylinder. The printer's print mechanism employs a computer-generated printing stencil to achieve exacting placement of high-resolution print anywhere within a 32×11-in. print area.

Iconotech, 800/521-0194.
www.iconotech.com



Ink-jet printer The Model 4040 ink-jet printer has a Windows-based controller that makes selecting text, graphics, logos, bar codes and 2D codes for print easy. Producing true 180×200 resolution with ANSI-grade readability, it's capable of printing most fonts and alphabets up to 71 mm high, with a single head. It can drive up to four printheads for large messages, or simultaneously print on multiple sides of cases. Creating and editing messages is facilitated by a WYSIWYG display and a wide VGA screen. The printer features a choice of RS-232, 422 and 485 communication ports, as well as Ethernet and USB ports. A standalone floorstand eases integration onto existing production lines. Maintenance requirements are said to be minimal, with easy nozzle priming and cleaning. **Imaje USA**, 770/421-7700. www.imaje.com



Coding software Winjet software provides high-speed printing of database records utilizing up to 17 Jet 2 ink-jet printers. Unique data can be printed on individual items at high production rates. Winjet systems can be used for sequential or variable text and bar codes on most applications requiring variable data. **Leibinger Numbering Machines, L.P.**, 203/853-0022. www.leibingerusa.com

XML-enabled printers The e-Series of printers now includes the co.'s XML-enabled 3.0 printing capability, providing a simple and easy-to-manage interface for printing RFID and bar-code labels from the SAP® Auto-ID Infrastructure component to the SAP NetWeaver® platform. The ability to simultaneously encode this data in an RFID tag and print the bar-code label without requiring middleware is designed to save users' time and money, the co. reports. SAP NetWeaver is an integration and application platform that works with existing IT infrastructures to enable and manage change. SAP Auto-ID Infrastructure, NetWeaver's key component, provides the capabilities to integrate all automated communication and sensing devices.

Sato America, Inc., 704/644-1650.
www.satoamerica.com

ALICO PACKAGING, INC.
4439 Ish Drive
Simi Valley CA 93063
(805) 52-ALICO (522-5426)
www.alicopkg.com

ALL AMERICAN CONTAINERS, INC.
9330 Northwest 110 Avenue
Miami FL 33178-1034
(305) 887-0797
www.americancontainers.com

ALL-PAK, INC.
Corporate One West
1195 Washington Pike
Bridgeville PA 15017
(412) 257-3000
(800) 245-2283
www.all-pak.com

BERLIN PACKAGING
111 North Canal Street
Suite 300
Chicago IL 60606-7203
(312) 876-9292
(800) 7-BERLIN
www.berlinpackaging.com

THE BOTTLE CREW
PO Box 250250
West Bloomfield, MI 48325
(248) 538-8500
www.bottlecrew.com

C.L. SMITH COMPANY
1311 South 39th Street
St. Louis MO 63110-2591
(314) 771-1202
(800) 264-1202
www.clsmith.com

CHELSEA BOTTLE CO., INC.
Ten Wesley Street POB 6330
Chelsea MA 02150-6330
(617) 884-2323
(800) 345-5277
www.chelseabottle.com

CINCINNATI CONTAINER CO.
5060 Duff Drive
Cincinnati OH 45246-1309
(513) 874-6874
(800) 745-6874
www.cincinnaticontainer.com

CLEVELAND BOTTLE & SUPPLY COMPANY
12201 Elmwood Avenue
Cleveland OH 44111
(216) 889-3330
www.clevelandbottle.com

ZUCKERMAN-HONICKMAN, INC.
191 South Gulph Road
King of Prussia, PA 19406
(610) 962-0100
(800) 523-1475
www.nacd.net/zh

W B BOTTLE SUPPLY COMPANY
3400 South Clement Ave.
PO Box 07487
Milwaukee, WI 53207-3536
(414) 482-4300
(800) 738-3931
www.wbbottle.com

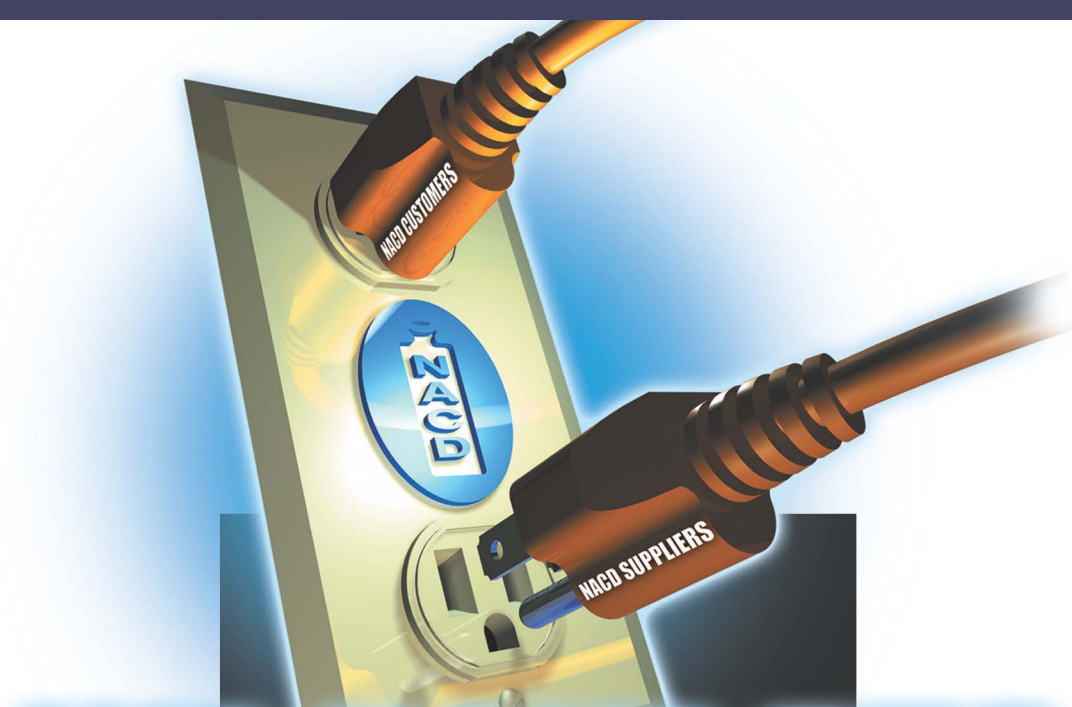
UNITED STATES CONTAINER COMPANY
4950 South Santa Fe Ave.
Vernon, CA 90058
(323) 589-1000
(800) 450-8722
www.uscontainer.com

TRICORBRAUN
10330 Old Olive Street Rd.
St. Louis, MO 63141
(314) 569-3633
(800) 325-7782
www.tricorbraun.com

RYCO PACKAGING CORPORATION
11422 Miracle Hills Drive
Suite 201
Omaha NE 68154-4420
(402) 493-8951
www.ryco.com

RICHARDS PACKAGING
7100 River Road, Suite 4
Richmond, BC, V6X 1X5
CANADA
(604) 270-0111
www.richardspackaging.com

PENN BOTTLE AND SUPPLY CO.
710 East Third Street
Essington PA 19029
(610) 521-6000
(800) 631-7392
www.pennbottle.com



WE HAVE THE POWER

When time is critical and delivery is important, get connected with a member of the National Association of Container Distributors. A growing number of America's foremost companies have discovered the benefits of working with an NACD member. NACD and their supplier organizations adhere to a strong code of ethics that ensures the most trusted products from the nation's best manufacturers.

*The right containers right on time...everytime!
Visit our web site for more information and to reach an NACD member in your area.*

www.nacd.net

STULL

T E C H N O L O G I E S

732-873-5000

www.stulltech.com



CONSOLIDATED BOTTLE COMPANY
111 Manfred Street
Pointe-Claire
QU H9R 4Y4 - CANADA
(514) 694-2860
(800) 561-1354
www.consobottle.com

CONTINENTAL GLASS & PLASTIC, INC.
841 West Cermak Road
Chicago IL 60608-4582
(312) 666-2050
www.cgppkg.com

CROWN PACKAGING INTERNATIONAL
8919 Colorado Street
Merrillville IN 46410
(219) 738-1000
www.crownpolycon.com

DUVAL CONTAINER COMPANY
91 South Myrtle Avenue
PO Box 41006
Jacksonville FL 32203-2117
(904) 355-6591
(800) 342-8194
www.duvalcontainer.com

EMPIRE/EMCO, INC.
4043 Maple Road
Amherst NY 14226-1057
(716) 832-5555
www.empireemco.com

INDUSTRIAL CONTAINER AND SUPPLY CO., INC.
1865 South 4490 West (84104)
PO Box 26668
Salt Lake City UT 84126-0668
(801) 972-1561
(800) 342-8194
www.industrialcontainer.com

INMARK, INC.
220 Fisk Drive
PO Box 43309
Atlanta GA 30336-2710
(404) 267-2020
(800) 646-6275
www.inmarkinc.com

PACKAGE SUPPLY AND EQUIPMENT CO., INC.
PO Box 19021
Greenville SC 29602-9021
(864) 277-0900
www.packagesupply.com

PACKAGE ALL CORPORATION
655 Church Street
Bayport NY 11705
(631) 472-7200

O. BERK COMPANY
3 Milltown Court
PO Box 1690
Union NJ 07083-8108
(908) 851-9500
(800) 631-7392
www.oberk.com

NORTHPAK CONTAINER CORPORATION
1842 A Enterprise Parkway
Twinsburg OH 44087
(330) 405-7900
(800) 446-0351
www.northpak.com

M. JACOB & SONS
30375 Northwestern Hwy.
PO Box 9069
Farmington Hills MI 48333
(248) 737-9440
www.mjacobandsons.com

LERMAN CONTAINER COMPANY
10 Great Hill Road
PO Box 979
Naugatuck CT 06770
(203) 723-6300
(800) 315-6681
www.bottles.com

KAUFMAN CONTAINER COMPANY
4700 Spring Road
PO Box 318018
Cleveland OH 44131-8018
(216) 398-8330
(800) 824-4119
www.kaufmancontainer.com

ISRAEL ANDLER & SONS, INC.
376 Third Street
PO Box 148
Everett MA 02149-4718
(617) 387-5700
(800) 333-1113
www.andler.com

I-PAK INDEPENDENT PACKAGING, INC.
780 Washington Street
Quincy MA 02169-7333
(617) 472-7900
(800) BUY-IPAK
www.buyipak.com



new products equipment

Thermal-transfer coders The SmartDate® 5 line of thermal-transfer coders includes two models and provides flexibility and reliability, the co. states. The SmartDate 5 can perform reconfiguration from intermittent or continuous mode in less than 5 min.



The SmartDate 5s features advanced, patented shuttle technology to achieve print speeds of up to 1,800 mm/sec, and it can be used on bagging machines with rapidly changing speeds. Both models feature Digital Ribbon Management (DRM), which offers direct drive of the ribbon using motor technology. Other features include Digital Ribbon Advance (DRA) and Digital Ribbon Save (DRS), which both offer ribbon-consumption savings. The coders

can accommodate a range of 2D and RSS bar-coding standards, and it's compliant with the 21 CFR Part 11 standard. PackML software is embedded for OMAC compliance. Applications include snack foods, confectionery, pharmaceuticals, cosmetics, baked goods and frozen foods.

Markem Corp., 866/263-4644.
www.markem.us

Ink-jet coders The Gottjet line is based on HP's industrial ink-jet cartridges and provides environmentally friendly, efficient drop-on-demand printing using color, black and UV/IR inks. Designed for easy installation and setup, the coders do not require priming or cleaning solutions. They're network capable and offer plug-and-play operation. Capable of printing dynamic and fixed text and data and bitmaps, and secured PDF files, the coders provide integrated bar code support for 2 of 5 and 3 of 9 Interleave, Code 128, Data Matrix, HIBC, UPC A&B and more. Options include a network-ready, pedestal-mounted industrial computer, a bulk pack-feed system, and an FDA 21CFR Part 11-compliant software module.

Adolph Gottscho, Inc., 908/688-2400.
www.gottscho.com

Scribing laser The S200W scribing laser system is designed for high-quality coding applications and is capable of printing large codes while meeting high production line speeds. A compact unit, it uses a laser beam steered by scanning technology to provide codes, from single-line batch codes to multiple lines with real-time data. It comes fitted with high-resolution optics as standard to offer a smaller spot size and increased marking speed. The laser is suitable for use across a range of applications, including food, beverage, pharma, cosmetics and household products. It offers flexible code design and can mark serial numbers, batch codes, 2D codes, fonts and graphics in any orientation. The laser includes a color touchscreen with a WYSIWYG and SVGA display.

Domino Amjet, Inc., 847/244-2501.
www.dominoamjet.com



Clip applicator The semi-automatic, 3M-Matic™ S-867 L-clip tape applicator applies high-performance Scotch™ tapes at speeds of up to 50 L-clips/min. Capable of handling 9- to 36-mm tapes, the system can handle filament tapes, high-performance box-sealing tapes and strapping tapes. The unit's design eliminates the lubricator, simplifying operation and reducing maintenance, the co. says. A redesigned control panel deters operator tampering, making operation more consistent. Controlled tape-leg-length prevents waste, and durable buffing rollers help ensure secure tape closures. Applications include full-overlap, full-telescope, five-panel shipping containers and custom die-cut cases.

3M Industrial Adhesives & Tapes Div.,
800/567-1639.
www.3m.com/packaging



Hungry for more news?

View the packaging news of the day at:

www.packagingdigest.com
and www.packexpo.com

brought to you fresh every morning by the Packaging Digest editors and Lexis-Nexis.

Surface treater Dyne-A-Mite IT™ is a high-performance surface treater that provides a means of cleaning surfaces and raising surface energy to promote the adhering and bonding of a variety of materials. The surface treater removes grease, oil, oxides and silicone as a pretreatment and preparation for bonding, soldering or gluing. It can also provide pretreatment



for finishing metals since it can be used on both conductive and nonconductive surfaces. The Dyne-A-Mite IT delivers a high-velocity stream of charged ions to an object's surface. Through direct contact, these particles positively charge the object's surface, increasing its surface energy and making it more receptive to inks and coatings.

Enercon Industries Corp.,
262/250-3142.
www.enerconind.com

We've got you covered



Case erectors for tape or adhesive sealing- 7 models available



Low profile top case sealer for tape or adhesive sealing



Palletizer for cases, bags, trays, totes

For case erectors, sealers, packers, decasers, palletizers and depalletizers, rely on A-B-C Packaging for top quality machinery that really performs; backed by A-B-C's expert service, quality parts, PIMMI-certified trainers and the solid experience that comes from over 65 years of doing it right.

Contact us today to experience the A-B-C difference



800-237-5975
www.abcpackaging.com

811 Live Oak St., Tarpon Springs, FL 34689 • 727-937-5144 • Fax 727-938-1239



Want to make a
great first impression?





Done. You may only have a split second to make a lasting impact on potential customers, so make the most of it.

Aurora® special effect film layered over your product packaging — from boxes to bags to fabric — creates a striking effect that makes customers stop and take a second look. In fact, consumers in an independent nationwide study* agreed that the use of Aurora film enhances brand imagery, making them more likely to buy. To learn more about its impressive point of purchase power, call 800-758-9567, ext. 6175 or visit us on the web at www.engelhard.com/aurorafilm.

Turn to Engelhard, the Fortune 500 leader in surface and materials science, for packaging solutions that help capture attention for your products and move them off the shelf.

ENGELHARD

Aurora
Special effect film

*Perception Research Services, Inc.
©2004 Engelhard Corporation

new products applications

Modular conveyour cools candy, doubles productivity

London, On-based Carriage Candy Co. has installed a DynaCon modular conveyor with a variable-speed drive and attached cooling fans from **Dynamic Conveyor Corp.** (www.dynamicconveyor.com) to provide a cost-effective solution for cooling its Kapow! Pops brand of lollipops. The lollipops are cooled by 215 deg F on a 14-ft conveyor en route to the packaging department.



Before Carriage turned to the modular conveyor, the lollipops required 20 to 25 min to cool. They would ride, in their molds, along a conveyor belt between the kitchen and the wrapping operation. Since the new installation, cooling time has been reduced to 10 min, and productivity on the line has more than doubled.

"Before purchasing the modular conveyor, we were convinced that we could improve product flow. All we needed to do was efficiently lower the temperature of the lollipops,"

Bob Edgecombe, principal and plant manager for Carriage Candy Co., tells PD. "Initially, we thought about purchasing a cooling tunnel for our existing conveyor. But they were expensive and might not have been adaptable to our future needs."

Carriage purchased a modular system with 32 attachable fans that cool the lollipops in trays riding on a link belt. The fans draw air from underneath the open belt, blowing it onto the molds and cooling them, Edgecombe explains. The system's variable-speed drive enables the conveyor operator to adjust the speed of the belt as required to ensure that the candy is sufficiently cooled before it arrives for wrapping.

The system is efficient, expandable and easy to service, says Edgecombe. It can be expanded by adding the necessary number of 18-in. modules and adding links to the belt. The easy-to-clean belt can be removed from the conveyor, scrubbed in the sink and put right back on.

Dynamic Conveyor Corp., 800/640-6850.
www.dynamicconveyor.com

Once-rejected bidder rescues new DC

A lost order for **Lantech** (www.lantech.com) and **Gerrard Ovalstrapping** (www.goval.com) turned into an opportunity to define the phrase "value-added" when the two companies put together a 9-1-1 rescue of the startup of a new consumer goods distribution center in Brantford, ON. Operating 24 hr/day, the pick-to-order operation ships a variety of goods to customers in quantities ranging from individual cases to entire truckloads.

Three weeks after its official opening date, the distribution center still didn't have the stretch wrappers that were promised for delivery six weeks before the opening date.

"We were limping along with loaner machines that were not like what we ordered," says Dhon MacKinnon, project manager for JNE Consulting, Ltd., of Burlington, ON, the owner's site representative responsible for the facility's operating equipment. "After listening to excuses for seven weeks, we turned to Lantech and Gerrard Ovalstrapping."

Two-and-one-half weeks after placing an order, the distribution center received two Lantech S-300XT overhead stretch wrappers, MacKinnon tells PD. The machines were assembled and run off the next day, and were put into full production, with guarding and fence enclosure in place, five days after their arrival.

The stretch wrappers, which are each capable of wrapping up to 40 loads/hr, are suitable for mixed-height loads. A push of a button is the only operator



intervention required to wrap a load, up to the machine's 110-in.-high capacity. The machines attach the film to the load and cut it after wrapping. Factory-configured for 250-percent film prestretch, they accommodate variable actual wrap force.

Lantech, 800/866-0322.
www.lantech.com
Gerrard Ovalstrapping, 905/632-3662.
www.goval.com

A perfect balance in design, features and performance.



- **Fast.** The GT delivers 12 inches per second print speed at 305 dpi, making it the fastest printer in its class.
- **User-Friendly.** The large LCD (more than twice the size of other leading models), the menu-driven operating system, and the onboard keypad make programming the GT quick and easy.
- **Intelligent.** With a standard built-in programming language (SATO's SEMBL), the GT easily interfaces with external devices such as scanners, scales, and other data-streaming devices.
- **Durable.** The GT's metal frame and body ensure it performs reliably and optimally in the harshest of environments.

For more information, contact SATO America at satosales@satoamerica.com.

GTe Series



SATO
DCS & Labeling Worldwide

www.satoworldwide.com

new products materials

Flexible Packaging



Bag films Autobag® bags-on-a-roll are available in a variety of materials, for a selection of applications. Polypropylene Retail Film (PPRF) is a 1.8-mil cast film that is suited for applications where clarity, seal strength and machinability are critical factors. PolyClean™ High-Density Blend, designated PLC-1, is a blend of PE resins without slip agents or process additives. It's suitable for use with food and medical products. LifeX™ materials are a family of coextruded nylon films that are designed to improve productivity in retail and bulk distribution applications, the co. says. Ultra Violet/Parcel Spec three-layer coextruded material, known as UVPS, is an opaque material for mail order and fulfillment applications. **Automated Packaging Systems**, 888/288-6224. www.autobag.com

Barrier film Featuring Dow Chemical Co.'s Saran™ PVDC resin, the co. offers coextruded, wide-width, clear barrier film. It's suitable for standard converting equipment producing laminations and/or rollstock for end-use packaging applications such as coffee, cheese, soup, snack foods, cereal, processed meats, pet food and medical products. Targeted for high-oxygen-barrier applications that are subjected to moisture, the

films are ideal for applications where flex cracking is an issue, the co. says. Also providing flavor and aroma barriers, the coextrusions are microwaveable and can be used in conjunction with other barrier resins to accommodate additional oxygen barrier or toughness properties. The film's thickness can be varied to produce longer shelf life, depending on the application.

Ampac Flexibles—Performance Films, 513/671-1777. www.ampaconline.com

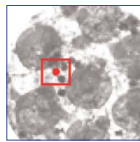
Foil stick-pack The liquid stick-pack is a foil-laminate, tube-like packet for single-use applications. Available in sizes ranging from 1 to 30 mL, it features a directional flow-channel, can accommodate flexo-printing of text and graphics, and is suitable for use with cosmetics and more. **Unette Corp.**, 973/328-6800. www.unette.com



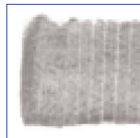
Don't make your choice without all the facts...

X-Ray Inspection

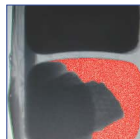
The capabilities:



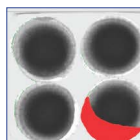
Contamination inspection for metal, glass, stone, high density rubber and PVC plastics
i.e. stone chips on a pizza



Weight measurement
i.e. packaged bread

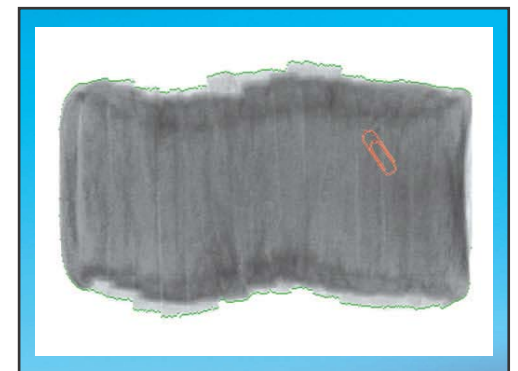


Under/over fill with real time statistical feedback for QA and process control
i.e. portioned ready meal



Identify crushed or damaged product,
i.e. packaged pies

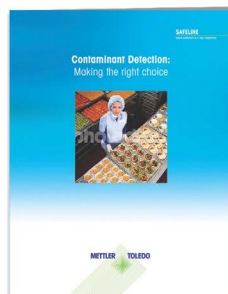
All achieved within the finally sealed product, including metallized packaging.



Auto product setup • Sanitary washdown • Compact footprint

Contaminant Detection: Making the Right Choice

To learn more visit our web site www.metalldetection.com and download the guide.



SAFELINE

The Contaminant Detection Experts

Mettler-Toledo Safeline, Inc.
1-800-447-4439 • www.metalldetection.com

Water-soluble film M-8900 is a new, copolymer-based polyvinyl alcohol (PVOH) water-soluble film that is suitable for a range of products, including highly acidic and alkaline chemicals. Specifically developed for compatibility with low-pH products, the film widens chemical compatibility, allowing a diverse range of products to be packed in unit doses. It also offers stability with compounds containing boron. M-8900 is available in thicknesses ranging from 1.5 to 3 mil. Specific applications include sulfamic acid, sodium bisulfate, potassium phosphate monobasic, sodium tetraborate and more.

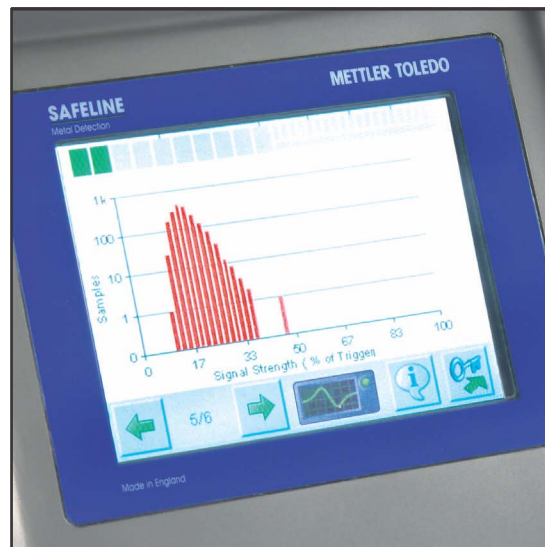
MonoSol, LLC, 219/762-3165.
www.monosol.com

Cup/container technology Its rights recently acquired from Autonation BV, IImage™ technology is an expandable polystyrene (EPS) used to manufacture cups and containers that supports graphics and provides hot and cold insulation. IImage facilitates the molding and printing of stylish cups in a single step. It provides rigidity and strength, making it suitable for applications ranging from hot and cold beverage cups to containers for ice cream or soup. It's said to provide elegance, smooth texture and stunning graphics that present opportunities for growth and brand differentiation.

Nova Chemicals Corp., 412/490-4000.
www.novachemicals.com

Don't make your choice without all the facts...

Metal Detection



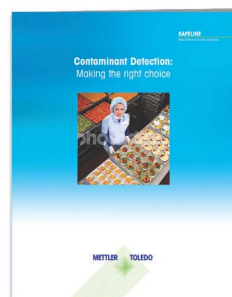
One pass auto setup • Triple frequency • Remote operation

Contact METTLER TOLEDO Safeline and we can help you make the right choice between metal detection and x-ray inspection.

SAFELINE

The Contaminant Detection Experts

Mettler-Toledo Safeline, Inc.
1-800-447-4439 • www.metaldefection.com



**Contaminant Detection:
Making the Right Choice**

To learn more visit our web site www.metaldefection.com and download the guide.



Plastic-printing process

I-POP™, or Image-Printing on Plastic, is a printing process that can be used to print graphics on thermoformed packaging. Capable of printing full-color processes or up to six flat colors on most styrenic plastics, I-POP allows users to enhance product retail visibility and brand identity, the co. states. Graphics can be supplied by the user or developed by the co.'s design team.

Tray-Pak Corp., 888/926-1777.
www.traypak.com

Closures

NutraFlapper® closures feature a single-piece design that delivers dispensing convenience. Manufactured of PP, the closures are available for 33/400, 38/400, 45/400 and 53/400 bottle finishes and are suitable for applications such as dry food additives, weight control and sports nutrition supplements, vitamins and crafts, among others. A selection of liners is available for each closure. The 53/400 closure comes with a glossy finish; the other sizes are available with a matte finish.

Weatherchem Corp., 330/405-7733.
www.weatherchem.com



Vegetable carton The Hydro-Armour™ carton utilizes a water-resistant paper and film-laminate technology to make it submersible and able to withstand the high-moisture chilling used in hydro-cooling. An alternative for styrofoam boxes, it can be used for on-demand applications. It comes in black for retail display, or it can be printed to promote brand identity. Recyclable, the carton eliminates foam fragments and is said to allow more vegetables/pallet.

Ancor Fibre Packaging,
03 8805 7222.
www.ancor.com

legal impact

Eric Greenberg, Attorney-at-Law

Will the road get bumpy for counterfeiters? And for you?



Watch out: The U.S. Food & Drug Administration thinks that the voluntary approach to implementing radio frequency identification (RFID) for drug packaging is moving too slowly. If voluntary steps don't work, mandatory ones might be next.

This is just one of several recent developments in the realm of threats to drug product integrity.

The problem of drug counterfeiting is perhaps the greatest current threat to the drug marketplace. Aspects of the issue have been discussed here in the past (see, for example, PD, April '04, p. 22).

More and more consumers are shopping for prescription drugs and dietary supplements online, driven by the search for lower prices or by the perceived lack of available therapies in the U.S. The drug distribution system in the U.S. is already complex—many hands touch most of the drugs between the manufacturer and consumer, and FDA says that multiplies the opportunities for counterfeits to get into the distribution stream. These online

orders add another potential source of introduction of counterfeits.

As FDA has correctly noted, a range of packaging technologies, like latent codes and inks, holograms, bar codes and RFID, can work well to thwart counterfeiters and limit the effects of their nefarious actions. Technologies that allow manufacturers and distributors to confirm the authenticity of a particular product or package, and to track their movements, will be increasingly important to combat counterfeiting.

In November, FDA associate commissioner Randall Lutter, Ph.D., told a conference audience that when the agency had decided to allow industry to continue its steps to implement RFID as a method of "electronic track and trace," it had expected that market trends already in place would be sufficiently established by 2007 to make mandatory requirements unnecessary.

The 2007 date was relevant because FDA had decided to stay, or hold off on, its regulations fleshing out the requirement for drug "pedigree" recordkeeping under the 1988

Prescription Drug Marketing Act until the end of 2006. FDA figures that the electronic pedigree will more than meet the requirements of the law.

And the drug counterfeiting problem, while still evidently a bigger concern in other nations, is not going away by itself—not hardly. In keeping with the tendency of counterfeiters to pick on the big-name, big-sale drugs, sure enough, some counterfeit bird-flu drug was discovered and seized by customs agents in San Francisco in November. Labeled as generic Tamiflu, the counterfeit product was grabbed up as someone was trying to send it into the U.S. The seized product reportedly had none of the active ingredient of Tamiflu.

The fake Tamiflu, however, is a completely different problem than products making phony claims of effectiveness against bird flu, something that at least nine companies allegedly have been doing recently. FDA hit all of them with Warning Letters. Eight of the products were ostensibly dietary supplements (though their claims of effect on disease rendered them drugs). The fact that consumers are relying on these unproven products "increases the risk of catching and spreading the flu rather than lessening it because people assume they are protected and safe, and they aren't," notes acting FDA commissioner Andrew von Eschenbach, MD.

A further, different problem is the apparently false "Canadian" drugs being ordered online by consumers. An FDA investigation found that many of the drugs that consumers recently bought online, thinking they were from Canada—which many people consider an indicator of reliability when making such purchases—were actually from other countries.

FDA urges caution to any consumer ordering drugs or other medical products online. Many online pharmacies are legitimate and offer convenience, related services and, often, good prices. FDA warns that imported drugs ordered online

present additional questions, since they may not be approved by FDA or may not have been made, labeled or distributed in accordance with FDA requirements.

For example, an FDA release says, "Of the drugs being promoted as 'Canadian,' based on accompanying documentation, 85 percent actually came from 27 countries around the globe." FDA examined incoming parcels at three U.S. airports. The parcels came from India, Israel, Costa Rica and Vanuatu (a South Pacific island nation). Out of about 4,000 parcels, nearly 1,700 had been ordered from so-called Canadian Internet pharmacies. These drugs were said to be from Canada, but only 15 percent of them turned out to be from that country. Many of the products lacked proper English-language labeling. What's more, some of these products were counterfeit.

Because FDA's Counterfeit Drug Task Force identified RFID as a technology with unique promise to attack the problem, the agency is planning some steps to help speed the progress of the technology into the marketplace. It will hold workshops for the public in early 2006 aimed at helping industry efforts to set standards for RFID technologies and discuss pedigree issues generally.

The push and facilitation these meetings provide might aid in the further development of RFID for drug packaging in the next year. This could help the industry avoid the unpleasant prospect of an FDA-ordered implementation. The counterfeiting problem does not appear to be going away, so the pressure for these measures cannot be expected to lessen, either.

Eric F. Greenberg is principal attorney with Eric F. Greenberg, PC, with a practice concentrated in food and drug law, packaging law and commercial litigation. Visit his firm's website at www.ericfgreenbergpc.com. Contact him by e-mail at efgreenberg@uhlaw.com, or by phone at 312/977-4647.

The counterfeiting problem does not appear to be going away, so the pressure for RFID measures cannot be expected to lessen, either.

When the unexpected happens, can your printer take it?

Hitachi
can.



The Name You Know and Trust
HITACHI INK JET PRINTERS

**Continuous, Small Character,
Non-Contact Inkjet Printing
on Any Surface**

Features:

- Dramatically Reduced Fluid Consumption
- Self Cleaning Printhead
- One Step Start Up and Shut Down
- Superior Print Quality
- Large Color Touch Screen Display
- Stainless Steel Cabinet
- IP55 Environmental Rating

HITACHI
Inspire the Next

Hitachi America, Ltd.

50 Prospect Avenue
Tarrytown, NY 10591

Tel: 914-524-6653

Fax: 914-631-3672

inkjetprinters@hal.hitachi.com

www.hitachi.us/ijp



Glossy bags give entrées a boost

Advance Brands' sales soar with the launch of gravure-printed flexible pouches with enticing product photography for its Fast Fixin' lines of fully cooked chicken, beef and pork entrées.

Anne Marie Mohan, Senior Editor

When it comes to taking the pulse of consumers, Advance Brands, Oklahoma City, has worked with almost medical precision to understand consumers' desires for flavorful and easy-to-prepare meal solutions delivered

in packaging that is convenient and inviting. Through trial and error and the willingness to break from tradition in order to address these needs, Advance Brands has become the third-largest brand in the processed poultry category, with an average growth rate of 30-plus percent per year for the past three years.

Advance Brands was formed in 2001 as a joint venture between Advance Food Company, a provider of portion-controlled meat products primarily for the foodservice industry, and Cargill Meat Solutions Corp., which distributes fresh, cooked and marinated meats to foodservice and retail customers. Explains Bill McPherson, vp of sales and marketing for Advance Brands, the new company was established to sell branded retail product.

In 1982, Advance Food Company entered the retail market with its Advance Fast Fixin'® line of trayed, fully cooked meat products, but it wasn't until 1998 that it began heavily promoting the brand. At that time, it redesigned the logo and packaging, moving from flexo-printed bags and cartons to

resealable, gravure-printed flexible pouches from Nordenia USA, Inc. (www.nordeniausa.com), and the brand took off.

Says McPherson, "You can really trace a lot of the growth of our company back to when we launched that type of packaging. We did a lot of focus groups to determine whether we should do boxes or bags, what

In this business, it's all about time-to-shelf, quickness to market. So really, your printer is your partner.

the packaging should look like and whether consumers should be able to see the product. Putting that all together and launching that line has really been the growth vehicle that we've ridden for the last four or five years."

Advance Brands' core convenience line is the Fast Fixin' Value Line, which is available nationwide in most retail grocery chains. Comprising fully cooked, breaded and charbroiled beef, chicken, pork, turkey and veal

entrées, the products are marketed in both the fresh-meat and freezer cases. According to Bridget Little, senior manager of consumer marketing for the company, the line was created to provide quality, variety and value. Among the top-selling items in the line are Chicken Breast Nuggets, Chicken Breast Strips and Popcorn Chicken.

Introduced five years ago, the Fast Fixin' Restaurant Style line of chicken and beef entrées duplicates some of the more popular takeout items found in family-style restaurants. More than 25 varieties make up the line, including Chicken Breast Tenders, Country Fried Steaks, Fire Roasted Chicken Breasts, Steak Fingers, Philly Steaks, Beef Burgers and more. Earlier this year, Advance Brands launched its first ready-to-cook product, Fast Fixin' Sirloin Philly Beef Steak.

When the Fast Fixin' line was first introduced, it consisted of products such as chicken nuggets and strips packaged in polystyrene trays and covered with shrink-wrapped film that were displayed in the fresh meat case. Says Little, "Ten years ago, that's how most of these products were packaged. If consumers were buying meat out of the fresh-meat case, they wanted to feel that it had been wrapped up in the back of the store and was really fresh."

Advance Brands' first effort at rolling out a bag in 1996 "was a very poor one," McPherson recalls. "It Continued on page 28

Hewlett Packard Ink Technology is key to Nutec Systems' new In-Line Coding System

Unique system can be integrated into existing packaging lines.



A major challenge to many pharmaceutical and medical device carton printing

operations is met at WestPack 2006.

The challenge has been to find an integrated product handling and digital inkjet system capable of printing lot, expiration and bar codes with vision verification that is easily inserted into an existing packaging line to meet regulatory requirements. If that in-line carton coding system were available from a single supplier capable of providing validation documentation for the integrated system, that would be even better.

Such a system would allow existing packaging operations to add a high-resolution coding and vision system without having to go back to the OEM equipment manufacturer for major modifications. It would avoid the expense of re-validating existing equipment, and ensure a reliable, quality process.

That challenge is met with the introduction of Nutec Systems, Inc.'s new Pharmacarton Coding System. The Pharmacarton Coding System overcomes the problem of printing high-density codes within the packaging line by completely controlling the carton during the printing and vision inspection/verification process. Carton control is provided by a conveyor with top or side hold-down belts.

The turn-key system integrates a Wolke m600 thermal inkjet printer which uses Hewlett Packard inkjet technology, a SeaVision OCV Character

Verification System and an automatic reject station. The handling system and the printer are synchronized for vertical or horizontal printing at speeds of up to 300 cartons/minute. The handling system correctly positions the carton in front of the print heads to ensure crisp, letter-quality printing of intricate 2D, alpha numeric, RSS and bar codes.

Being water-based, solvent-free and capable of high-quality printing, HP inks are ideal for the pharmaceutical industry.

A true industrial printer, the Wolke m600 uses HP cartridges with HP specialty inks that enable instant-start printing on most porous and semi-porous substrates. Being water-based, solvent-free and capable of high-quality printing, the HP inks are ideal for the pharmaceutical industry. Each cartridge contains enough ink for thousands of carton codes and maintenance is minimized because the print head is integrated within the disposable ink cartridge. Printer resolution is adjustable for various substrates to ensure optimum ink coverage, promote fast drying, and allow for reliable and repeatable vision inspection.

The vision system uses true Optical Character Verification (OCV). It not only qualifies the code

print and readability, it also "knows" what constitutes a good 2D, alpha numeric, bar code or RSS code and "understands" serialization. If the code is not within print acceptability parameters, or if incorrect serial or out-of-sequence batch or lot codes are detected, the carton is automatically rejected.

The SeaVision vision system performs true ANSI/ISO on-line bar code grading and facilitates "track and trace" programs. It records every event and keystroke, storing information on its hard drive for a complete 21 CFR Part 11-compliant audit trail. Data can be entered once into the vision system and sent to the printer via serial port or ethernet.

All three components of the Pharmacarton Coding System can be validated as a single system and the system as a whole can be brought back to validation settings at any time. The configuration files of each component are "Backup and Restore" capable, providing for post-Validation System "Sustained Compliance."

Nutec's Pharmacarton Coding System takes advantage of the company's partnership with Hewlett Packard to provide pharmaceutical/medical manufacturers with an easy-to-operate, flexible system to meet a wide range of coding requirements.

Call now to put this system to work meeting the regulatory challenges of your packaging operations.

Contact:
Nutec Systems, Inc.
609-912-0145
www.nutecsystems.com

Visit us at WestPack Booth# 5557 & INTERPHEX Puerto Rico Booth# 109



At its 200,000-sq-ft facility, **NORDENIA USA** provides complete in-house converting capabilities from film extrusion and gravure-cylinder engraving to printing and bagmaking. Learn more about its operations and its success in producing Costco's **KIRKLAND** Signature Ravioli at www.packagingdigest.com/info/kirkland

was actually just a white, nongusseted bag with very ugly artwork, which on paper, looked very good." In addition, the bags were surface-printed, which

meant that the unprotected graphics were prone to scuffing and scratching.

In 1998, Advance Brands began its first set of focus groups to learn more about consumers' attitudes toward its entrée packaging. The feedback bolstered the company's decision to use bags, but indicated a need for new, more impactful graphics. After a bag redesign guided by Little, Advance Brands tried flexo printing its pouches, but found that the resulting graphics lacked consistency and real definition. "I know that in the past

seven years, vast leaps have been made in plate technology for flexo printing. But at the time, we found it to be fairly inconsistent," says Little.

However, notes McPherson, despite the fact that flexo failed to deliver the quality Advance Brands sought, the new bag design put the company on the right track for delivering a powerful packaging solution. "When Bridget came on board, she took us to the next level and started showing us gusseted bags and above all, the artwork to go on them," he says.



TRI-TRONICS® *"Vision in Photoelectrics"*



SMARTEYE STEALTH-UV® - Detects presence of invisible fluorescent materials including fiber optic options.



SMARTEYE® EZ-PRO - Local or remote One-Touch Set-Up with Automatic adjusting options.



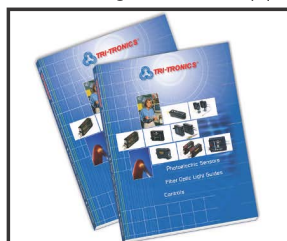
RETROSMART® - Flawless detection of anything...from clear FULL bottles to shiny cans.



MARKEYE-PRO® - High resolution registration mark sensor with remote setup options.



MARK-EYE® - Color Mark registration detection on transparent and translucent material including metallized films & paper.



NEW 2005 User Guide
Order Online...It's FREE.

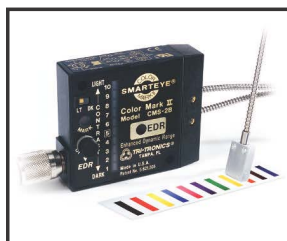


Our **NEW** Small & Versatile All-Purpose Sensor

- **EZ setup**
- **EZ to use**
- **EZ on the budget**



(800) 237-0946 • (813) 886-4000 • info@ttco.com • ttco.com



SMARTEYE® COLORMARK II - High resolution registration mark sensor with 5 LED color options.



FIBER OPTIC LIGHT GUIDES - High quality glass or plastic models in a wide choice of custom lengths, tip sizes & styles.



LABEL-EYE® - Optimized specifically for label detection with automatic One-Touch Set-Up, only **\$99.00 USD**.

In 1998, Advance Brands introduced two new products under the Easy Beginnings name (now Fast Fixin' Restaurant Style), packaged in resealable, bright-red, flexible pouches printed via gravure by Nordenia. "Because of the problems we experienced with flexo," Little recalls, "we printed two bags with Nordenia and found a significant difference in print quality, consistency and definition. 'The light came on,' and we quickly moved all of our Fast Fixin'-branded bags to gravure printing."

Today, while Advance Brands still sells millions of tray-packs—although with more sophisticated labeling—sleeved tray-packs and cartons, depending upon the product and where the item is being displayed in the store, the majority of its entrées use gravure-printed, gusseted, standup pouches and gusseted form/fill/seal bags. This includes around 100 stockkeeping units in the Fast Fixin' and Fast Fixin' Restaurant Style lines and at least 77 private-label skus, in sizes ranging from 6 to 37.5 oz.

The bags are constructed from a 48-ga, reverse-printed polyethylene terephthalate layer laminated to a 3-mil PE sealant film. George Waldon, East Region sales manager for Nordenia, says that this construction was selected for its stiffness and high gloss, and the printability of the PET layer. The PE layer was extruded in-house at Nordenia's Jackson, MO, facility using one of the converter's six Windmoeller & Hoelscher (www.whcorp.com) extrusion machines that provide the company with the capability to create films with up to seven layers from 65-ga to 10-mils thick.

Fairly unique in the industry, Nordenia also performs its own film separation and gravure-cylinder engraving services on-site, to speed turnaround time and reduce its dependence on outside suppliers. "The fact that they do their own cylinder engraving right there is incredible," says Little. "It saves us a lot of time and money in the long run. Because, if you have a problem with a cylinder, they can just walk right over and engrave another one." She adds that when Advance Brands began working with Nordenia, Advance's in-house designers spent time

When we asked the focus groups whether they would rather have these products in a bag or in a box, it was dramatic how many people wanted bags.

in the converter's prepress department "learning tricks that would make it easier for them to provide Nordenia with digital artwork."

Bag graphics, in vibrant red and blue, with tempting images of the entrées, are printed in seven to eight colors on one of Nordenia's four W&H Heliostar gravure presses, which together allow the company to print in up to eight colors on film widths ranging from 51 to 79 in. While some printed film is supplied to Advance Brands as rollstock later used to create bags on the company's f/f/s machines, the standup pouches are premade on Nordenia's range of bagmaking equipment. The bags formed from rollstock are produced at Advance Brands' Orange City, IA, production facility.

Throughout Advance Brands' entrée packaging evolution, its consumer focus groups encouraged the company to pioneer the use of bags for its fully cooked meat and poultry products. Recalls McPherson, "When we introduced the bags, everybody was in boxes. I remember doing presentations to retailers, and they would love the product, but they would want to know why it wasn't in a box.

"One of the things that these focus groups told us was that when the consumer would get this type of product home, they would throw away the box and put the product in something more convenient, like a clear bag. This basically eliminated the cooking instructions. Boxes definitely display well in stores, but they are not practical in a home freezer. When we asked the focus groups whether they would rather have these products in a bag or in a box, it was dramatic how many people wanted bags."

Another thing Advance Brands learned from focus groups was the perceived value of products packed in pouches versus cartons. They also discovered that, despite what consumers may say about their desire for product visibility, they are more attracted to packaging that is eye-catching and appetizingly decorated. "At the time, everybody felt like the consumer wanted to see the product," says Little. "But when we would put packaging down in front of them, they would all pick the bright graphics—the product that looked great in the photoshoot."

In today's competitive food and beverage market, Little advises, "the package is really your selling point." She adds, "Getting that billboard

effect behind that glass door [of the refrigerated case] is imperative. So you have to provide enough color and enough 'wow' to get the consumer to

open the door, because it's pretty dark back there. If you have dark, dull packaging, consumers are going to walk right by your product. Every time you print on a bag, you get a shiny effect, you get the 'bling,' because it's bright and it pops out."

Advance Brands gives kudos to Nordenia for the speed and quality with which they implemented the transition of its brands to gravure. Says McPherson, "In this business, it's all about time-to-shelf, quickness to

market. So really, your printer is your partner. And Nordenia has definitely partnered with us on this program. They are a major supplier for us, and are worth their weight in gold."

More information is available:

Nordenia USA, Inc., 573/335-4900.
www.nordeniausa.com.
Windmoeller & Hoelscher Corp.,
800/854-8702. www.whcorp.com.

Your Products Deserve The Ameri-Seal Of Approval!



The Shrink Sleeve EXPERTS!
Our Graphic Dept. Will Help You Design The Perfect Sleeve.

CLEAR & PRINTED HEAT SHRINKABLE PVC/PETG/OPS FILMS
(PRINTING CAPABILITY UP TO 9 COLORS ROTOGRAVURE)



- ROLL STOCK
- TAMPER SEALS
- NECK BANDS
- CUT BANDS
- FULL BODY SLEEVES
- 360° PRINTED LABELS
- PRE-FORMS
- MULTI-PACK BANDS
- DIGITAL MOCK-UPS

Ameri-Seal Will Apply Your Shrink Label Using STEAM Directly Onto Your Products!
Call Us For More Information On Our Contract Sleeve Division.



818.700.9036 800.220.7981 sales@ameri-seal.com www.ameri-seal.com



Introducing the only thermal transfer printer designed specifically for the Harsh Environments found in Meat & Poultry packaging

Industry Leader

Bell-Mark has installed more printers & coders in the Meat industry than any other company in the world. By utilizing more than 40 years of experience, we've developed a printer so innovative it can even print in a shower! The EasyPrint X is also equipped with a patented feature that dramatically extends the life of the printhead. Although you may never have to push the EasyPrint X to its limits, isn't it comforting to know that *you* could?

Why the EasyPrint X is better

The EasyPrint X is the only in-line thermal transfer printer that is IP65 rated. Simply put, it is the only thermal transfer solution that will excel in the Harsh Environments often found in the Meat & Poultry industries. Don't be fooled by competitor claims. See a demo of our wash tolerant capabilities at West Pack or the International Poultry Expo.

Features

- IP65 Rating for Harsh Environments
- Largest Printhead available - 5" wide
- Intermittent & Continuous operation
- Ribbon Saving features
- Longest Printhead Life - patents pending

For more information call us today
1-973-882-0202 or view a video of the
EasyPrint X at: www.bell-mark.com



Developed in
Cooperation with **Sealed Air**
CRYOVAC

BELL-MARK

© Bell-Mark Inc. - 331 Changebridge Road - Pine Brook, NJ 07058

Visit us at WestPack Booth# 5401

labeling redesign

Shiner is shining



Spoetzl Brewery, Texas' Oldest Independent Brewery, redesigns its Shiner beer with nostalgic packaging and celebrates 96 years of brewing tradition by introducing a limited-edition Shiner 96 commemorative brew.

Jack Mans,
Plant Operations Editor

The K. Spoetzl Brewery, which produces the Shiner portfolio of products, is flexing its packaging muscles. In addition to rolling out new packaging that plays up Shiner's specialty beer pedigree, nearly century-old brewing heritage and handcrafted quality, the "little brewery" in Shiner, TX, is celebrating its 96th anniversary by launching Shiner 96, a limited-edition, authentic Märzen-style brew. The commemorative ale is a tribute to the brewery's 96-year history and is reminiscent of the handcrafted specialty beers that first poured out of the brewery in 1909. Shiner 96 marks the countdown to the Spoetzl Brewery's centennial in 2009 and will be the first of five commemorative brews to be released, one each year until 2009.

"It took 96 years for this beer to happen," says brew master Jimmy Mauric. "Shiner 96 honors our nearly century-long brewing heritage and our ancestors who founded this little brewery. It serves as a 'thank you' to our loyal Shiner patrons. We are proud of our town, our brewery and this special commemorative beer."

The new packaging creates a consistent, more uniform look across the six Shiner specialty beers, including Shiner Bock, Shiner Blonde, Shiner Light, Shiner Hefeweizen, Shiner Kölsch (formerly Shiner Summer

Stock®) and Shiner Dunkelweizen (formerly Shiner Winter Ale). The new design is integral to the brand's maintaining its small-town roots, independent personality and place in American beer culture. Since 1909, Shiner has been brewing beer in small batches with great pride and doing its own thing with a self-assured indifference to industry trends. That independent spirit has resonated with such high-profile fans as Willie Nelson, Kris Kristofferson, Matthew McConaughey and Lance



To get the latest news and case studies on redesigning beer bottles as well as other containers, visit PD's Rigid Containers **INFO CHANNEL** at www.packagingdigest.com/info/rigid

Armstrong, and the beer is served on Air Force One.

"Shiner's new packaging launch represents a significant portion of our 2005 marketing investment," says Shamus Hanlon, brand group director of marketing for The Gambrinus Company, which purchased the K. Spoetzl Brewery in 1989. "It's also being backed by an aggressive advertising campaign and point of sale support that includes case cards, banners, neck hangers, posters and pole toppers to name a few of the available displays."

Designed by the Chicago firm Tom, Dick & Harry Advertising (www.tdhadvertising.com), Chicago, Shiner's new packaging gives the product line a consistent look. It includes bottle labels, secondary packaging, including 6- and 12-pack

Introducing Packaging Performance for less...

Shure-Glue Systems, Inc. offers hot-melt systems and high-quality, low-cost, industry-standard compatible replacement parts for packaging and converting applications.

Simplicity of design makes the equipment more reliable and easier to maintain. That means less downtime and a smaller inventory of spare parts.

- Case/carton sealing
- Tray-forming
- Hand gluing
- Labeling
- Palletizing
- Bag and box-making

Shure-Glue systems can do all these jobs and do them more efficiently and economically. Call or visit our website today for more information.

www.shure-glue.com



SHURE-GLUE
SYSTEMS INC.

Compatible Hot-Melt Systems & Parts

457 Circle Freeway Drive, Cincinnati, OH 45246 513.874.5581 sales@shure-glue.com



carriers, cases and trays. "There is a lot of Shiner equity in their beers, and we didn't want to change that heritage. We took the existing elements from each brew and created a consistent look," says David Yang, one of the creative partners at the agency.

The new layout includes such design elements as brand name, style of beer, product icons, Shiner brewing credentials, brewery heritage and appetite appeal. Each style in the portfolio is marked by a distinctive color to create a billboard effect at retail outlets. The K. Spoetzl Brewery is highlighted on all neck labels as a tribute to 96 years of brewing tradition, while front and

The new layout includes such design elements as brand name, style of beer, product icons, Shiner brewing credentials, brewery heritage and appetite appeal.

neck labels replicate the facade of the brewery. Brand logos are displayed in angular fashion to add visual energy, and labels for individual beers illustrate unique iconography such as the Shiner Bock ram head (a traditional German image for Bock-style beers), the original brew kettle, some of the brewery's architectural elements, the Texas horned toad and Austin's Congress Avenue Bridge, which is home to thousands of Mexican free-tail bats.

The Bavarian-style Shiner 96 ale is hand-crafted in small batches and is served up in packaging reminiscent of the Spoetzl Brewery's early days. The packaging design features Shiner's traditional "cotton

ball" logo that dates back to the early 1900s when a cotton mill once occupied the land adjacent to the brewery. The neck label features a photo of the original Shiner Brewing Association from 1909, and the back label tells the story of the "little brewery" in Shiner and its German roots.

Labels are produced by **Inland Label and Marketing Services**, La Crosse, WI. The labels for the Kolsh, Light, Blonde, Hefeweizen and Dunkelweizen are litho-printed in four-color process on a full wet-strength C1S white label paper and are finished with an overall aqueous coating. Labels for Shiner 96 are litho-printed on 60-lb uncoated paper, while the labels for the 12-oz Shiner Bock beer are gravure-printed with six spot colors. Carriers are printed and supplied by **MeadWestvaco Corp.** (www.meadwestvaco.com), bottles by **O-I** (www.o-i.com) and crowns and cans by **Crown Beverage Packaging USA** (www.crowncork.com).

Because the cans are printed at extremely high speeds (1,800 to 2,200/min) and the colors are laid down one at a time, with milliseconds between passes, Crown recommended 0.003 in. be inserted between colors to prevent bleeding. This minute adjustment ensured design consistency and quality on all of Spoetzl's cans.

Shiner beer is available in 35 states. Six-packs sell for \$6.99, while 12-packs sell for \$10.99 to \$11.99. Shiner 96 is available in 6-packs as well as a special 24-bottle case, housed in a limited-edition wooden crate that contains a commemorative booklet showcasing photos and the unique history of the Spoetzl Brewery and the Shiner brand. It sells for \$29.99.

More information is available:

Crown Beverage Packaging USA, 765/362-3200 (crowns); 215/698-5100 (cans). www.crowncork.com.
Inland Label and Marketing Services, 608/788-5800.
MeadWestvaco Corp., 203/461-7400. www.meadwestvaco.com.
O-I, 419/247-5000. www.o-i.com.
Tom, Dick & Harry Advertising, 773/665-1485. www.tdhadvertising.com.



Ready to start labeling?



Here's where to begin:

- Most Popular of its Kind
- 15-25 Labels per minute
- Labeling from ampules to gallons.



Whether you're an upstart company or any organization with short run labeling needs, the R-310 is the easiest most widely-used labeling machine of its kind.

With production rates of 15-25 labels per minute, you can turn your product into production.

UNIVERSAL

labeling systems

universal1.com
 1-877-236-0266

New doggie bag zips up freshness



Masterfoods USA preserves the freshness of its Pedigree dogfood brands while making it easier for consumers to dispense the product through the addition of a patented slider-zipper closure on its 15- to 22-pound bags.

Anne Marie Mohan, Senior Editor

The company that proclaims “Dogs rule™” has found an innovative way to keep these adored pets’ tails wagging, while bringing added convenience and value to dog owners. Masterfoods USA, Vernon, CA, the makers of Pedigree® Food for Dogs, has introduced what it says is the first major packaging innovation to hit the mainstream dry dogfood category in decades. The new Pedigree Slide-Rite® zipper bag, featuring a patented slider-zipper closure from Pactiv (www.pactiv.com) adhered to a multiwall paper bag from Exopack (www.exopack.com), is now available for all of the brand’s 15- to 22-lb bags of dry dogfood.

“Our research tells us that dog lovers everywhere will love the new Pedigree Slide-Rite zipper bag not just for its ease of use, but also because it can assure dog owners that they are providing their dog with fresh food,” says Rob Leibowitz, marketing director for Pedigree. “Like everything we do at Pedigree,

this new packaging is designed to enhance the lives of our four-legged family members.”

While zippered bags have become the norm in many consumer packaged-goods markets since introduction of the technology in the late '80s, Masterfoods says that its new Slide-Rite bag is the first in the

that their biggest complaints about dry dogfood packaging related to ease of use and resealability, Masterfoods was no longer willing to let sleeping dogs lie. “Nearly sixty percent of dog owners said that they store their dry dogfood in a separate container in order to retain its freshness and flavor, and prevent insect

A survey of dog owners revealed that their biggest complaints about dry dogfood packaging related to ease of use and resealability.

dogfood category to introduce zipper technology to paper bags of dry dogfood packaging. In the past, issues of durability and ease of use for paper bags of this size and weight prohibited the use of zipper closures.

However, when a survey of dog owners revealed

infestation, while making the food easier and more convenient to dispense,” says Erin Ferraiuolo, trade communications manager for Masterfoods.

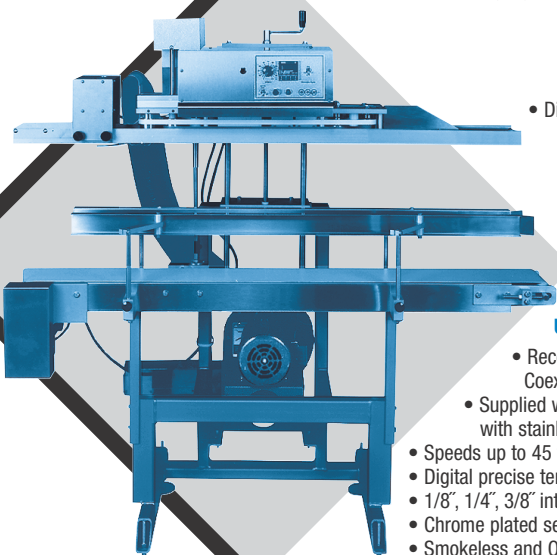


ROTARY BAND SEALERS & HEAT SEALERS

800-637-8808 • sales@apmpackaging.com • www.allpackagingmachinery.com

APPLICATIONS

Medical
Pharmaceutical
Chemicals
Food
Candy
Stationery
Textiles
Poultry
Meat
Bakery
Toys
Seafood
Crafts
Disposables
Hardware
Garden
Electronics
Pet
Decorative
Automotive
Mailroom

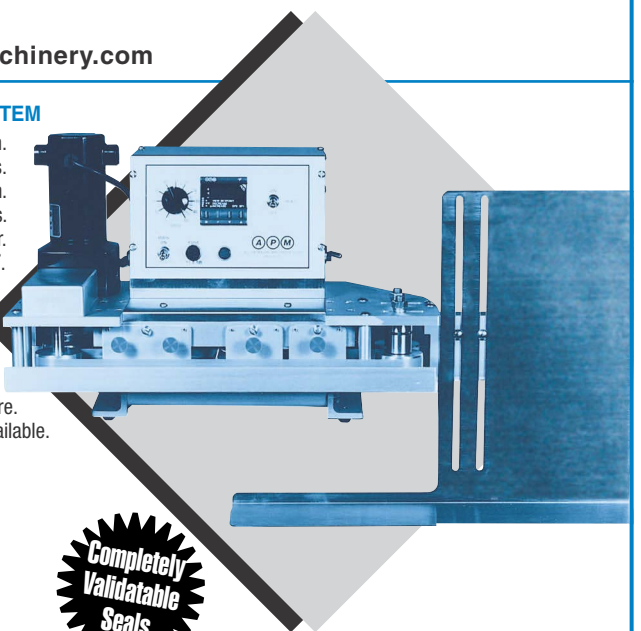


PORTABLE USDA APPROVED ROTARY TABLE SEALING SYSTEM

- Materials: PE, PP, Kraft, Tyvek, Polymylar, Foil, Coextrusions, Poly laminates, Military Specs, Nylon.
 - 1/8", 1/4", 3/8" wide hermetic seals.
- Designed on swivel base for sealing from vertical to 45 degree position.
 - 1" wide heavy duty teflon sealing bands.
- Speeds up to 45 feet per minute with ultra quiet DC gear motor.
- Digital precise temperature controller maintains heat up to 500 degrees ± 2°.
 - Chrome plated sealing assembly followed by cooling section.
 - Optional stainless steel adjustable infeed product carry shelf for ease of entry.
 - Smokeless and Odorless sealing.
 - Stainless steel shafting throughout.
 - Optional code feature.
 - Vertical floor models available.

USDA APPROVED ROTARY VERTICAL SEALING SYSTEM

- Recommended materials: PE, PP, Kraft, Tyvek, Polymylar, Foil/PE, Cryovac, Coextrusions, Poly laminates, Nylon.
- Supplied with lower carry interfaced variable speed conveyor 6" wide by 5' long with stainless steel adjustable guide rails.
 - Speeds up to 45 feet per minute with ultra quiet DC gear motor.
 - Digital precise temperature controller maintains heat up to 500 degrees ± 2°.
 - 1/8", 1/4", 3/8" integrity seals with high speed knife trim feature and scrap accumulator.
 - Chrome plated sealing assembly followed by cooling section.
 - Smokeless and Odorless sealing and trimming. Positive vacuum scrap removal system.
 - Adjustable height sealing assembly with crank handle.
- Embossing one or two line coder available.
- Stainless steel covers, shafting throughout.



Completely
Validatable
Seals

ALL PACKAGING MACHINERY CORP.

SEND FOR BROCHURE: 90 13TH AVENUE • UNIT 10 • RONKONKOMA, NY 11779 • Tel: 631-588-7310 • Fax: 631-467-4690 • TOLL-FREE: 1-800-637-8808

Visit us at WestPack Booth# 5535

"Dog owners and consumers inspired the Pedigree zipper bag."

The new zipper technology for the dry dogfood bag was designed to eliminate the need for a separate container by creating a closure that helps keep food fresh, while keeping insects or other debris out of the bag. It was also created to increase ease of opening and closing to make feeding time more convenient and less messy for the dog owner.

Although Ferraiuolo declines to comment on exactly how long the Pedigree Slide-Rite bag was in development, she does say that a great deal of time went into the innovation. "It wasn't about getting it done," she tells PD, "it was about getting it done right."

The design of the bag and zipper



Multiwall paper bag supplier **EXOPACK** has also won kudos for its work with flexible packaging, including two awards in this year's Flexible Packaging Association competition. Learn more at www.packagingdigest.com/info/fpa0504

involved perfecting existing zipper technology, through advancements in materials and tools to create a package that could withstand the rigors of daily openings and closings—an estimated 30 per package, according to Masterfoods—on a regular basis.

The result is a re-engineered zipper and paper bag, complete with a specially formulated, multiwalled liner and adhesives that help reinforce and strengthen the heavier-gauge zipper and packaging. Although much of the information on the bag design is proprietary, Ferraiuolo says that the package is constructed of a multilayer film liner, multiwall kraft paper, a treated, printed kraft ply and a zipper attachment, with the zipper-track profiles adhered with hot-melt adhesive.

Bag graphics were not altered with the packaging change, with the exception of additional text and graphics advertising the enhancement.

The new Pedigree Slide-Rite zipper bag technology represents a significant investment by Masterfoods, as well as an increased cost per bag, but Ferraiuolo says that the increase will not be passed on to consumers. The dry dogfood products will remain at their pre-zipper-bag retail prices of \$9 to \$13, depending on bag size.

The new packaging was launched in grocery, pet and mass merchandise outlets nationwide in August and is being used for all Pedigree dry dogfood varieties in 15- to 22-lb bags, including Pedigree Complete Nutrition Adult, Pedigree Puppy, and Pedigree With Lamb & Rice, as well as Pedigree Large Breed and Small Breed.

So far, response to the easy-open, resealable bag has been very favorable. "In consumer testing, more than ninety percent of those who tried the new packaging said they preferred the Pedigree Slide-Rite closure," relates Ferraiuolo, "and more than eighty percent believed that the slider zipper keeps the food inside fresher." In addition, earlier this year, the bag was awarded a 2005 AmeriStar Award for packaging excellence from the Institute

of Packaging Professionals (www.iopp.org).

Says Leibowitz, "We're excited to bring an innovation that is so original that it sparks a 'why hasn't anyone thought of this before' response from dog owners. The Pedigree Slide-Rite Zipper Bag demonstrates our love of dogs and our commitment to offering products that meet their needs and the needs of the people who care and nurture them."

"With this convenient, new packaging, we're bringing added value to dog owners and superior quality to their dogs by ensuring that the

More information is available:

Exopack, LLC, 877/447-3539.
www.exopack.com.
Institute of Packaging Professionals,
630/544-5050. www.iopp.org.
Pactiv Corp., 888/828-2850.
www.pactiv.com.



Seal-it, inc.

only nature provides a better package™

Heat Shrink Labels & Seals

Rotogravure & Modified Flexo Presses

Labels, Bands, Multipacks, Promotional Sleeves
Printed to 10 colors • PVC/PETG/OPS films • Heat Tunnels

**MADE IN
THE U.S.A.**

70 Schmitt Blvd. Farmingdale, NY 11735
Ph 1.800.325.3965 • 516.935.3965 Fx 516.935.3967
e-mail: info@sealitinc.com • Visit our website: www.sealitinc.com

Laser coding lowers downtime, production costs

Laser-coding technology improves CCB Packaging's contract-packaging efficiency, helps minimize downtime and saves more than \$1,200 annually in consumable costs.

Catching a cold is a lot like downtime on a production line; there is plenty of preventative maintenance that goes into avoiding both, even though each is probably inevitable. But while Vitamin C may be a good way to stop the sniffles, CCB Packaging has found that laser marking can be a most proactive way to prevent downtime in the carton-coding process.



Read about how **TALKING RAIN'S** variety of flavored beverage and water bottles is ink-jet-printed with a product code on a high-speed line that achieves rates up to 100 packs/min at www.packagingdigest.com/info/talkingrain

Based in Hiawatha, IA, CCB Packaging is a family-owned, contract-packaging business that serves a wide range of end users. With several facilities throughout the Midwest, the company offers packaging, equipment and support services that are designed to maximize profitability and efficiencies for its customers, it says. It is that mindset that prompted CCB to adopt the Focus® S10 laser-coding system

from Videojet Technologies, Inc. (www.videojet.com) to complement its existing ink-jet process on which it has relied for years. Used to code secondary cartons of product for customers including top cereal, snackfood and retail pharmaceutical companies, the new system requires no ink or other fluids, so has no problems with clogged nozzles or with the coder running dry. These benefits translate into less maintenance, which allows CCB's technicians to handle more crucial tasks to keep its packaging lines running.

Equally important for CCB is the flexibility and ease of programming the laser unit offers, along with its ability to produce a quality mark. CCB says it also saves more than \$1,200 a year in consumable costs alone.

When its customers cannot fill orders on their own, CCB helps out by expediting the final packaging and shipping processes. For one snackfoods customer, CCB says it receives their products in bulk and fills, closes and seals their cartons for them before palletizing and shipping the packages to their final destinations. A similar process occurs

Continued on page 36



Laser coding packages using the system above complements CCB's available printing services and provides a crisp, clear imprint.

autolabe
Pressure Sensitive Labeling Equipment
For Growing Companies.

Labeling Solutions That Meet Your Specific Needs



1-800-634-5376
www.autolabe.com

Institute of
Packaging
Professionals
Corporate Sponsor

SEALS & MEDALLIONS



STOFFEL SEALS
CORPORATION

400 High Ave, Nyack, NY 10960
Ph 800. 344. 4772 • Fax 845. 353. 3876
www.prestigeseals.com



YOU SEE A PALLET.

**We'll show you the support
for international shipping compliance.**

On February 1st, Phase 2 of the new ISPM-15 phytosanitary regulation goes into effect. This means that all wood pallets used for international shipments must be treated for wood destroying pests prior to use.

CHEP offers the *PLUS PS* phytosanitary compliant pallet that is ready for use immediately.



CHEP's innovation and broad international reach can help eliminate delays at ports of entry, while also helping you avoid treatment, repalletization or landfill costs at destination.

It's just one more way that CHEP allows manufacturers, distributors and retailers, large and small, to move products of any size around the globe with confidence.

**To learn more about how CHEP's *PLUS PS* Pallets can ensure
that your shipments won't be delayed, call 1.800.243.7255.**



HANDLING THE WORLD'S MOST IMPORTANT PRODUCTS. **everyday.**TM

for an over-the-counter drug company that distributes single-dose packs of cold medicine. CCB blister-packs toothbrushes for another customer before placing the blister-packs into display totes and casing, shrink wrapping and shipping them.

Buzzing like a beehive most days, CCB can operate as many as 10 packaging lines each day with different products during three shifts. All of the packaging has to

be coded with use-by dates, expiration dates and closed-code characters, along with production time and production shift information. Coding parameter shifts, such as switching from one to two lines of text, are also common.

The sheer variety of packages CCB handles each day and the unique customer coding issues it faces can create coding challenges, which prompted CCB to try a variety of imprinting techniques over the years. Early on, the CP tried an embosser that

embedded date codes into paperboard cartons, but bits of the paperboard would accumulate within the coding wheel and the embosser's chain could jump, throwing off the timing position of the code. More recently, the company tried ink-jet systems, including small-character printers for individual packages and large-character case printers.

According to plant engineer Robert Arauz, ink-jet seemed to be the way to go, as its versatility made it attractive.



The laser-coding unit at CCB operates at an average of 40 to 60 cartons/min, top, and cuts consumable costs. The unit, above, delivers a permanent, steered-beam laser code in a small footprint to various secondary cartons.

CCB rarely had to shut down a line completely due to ink-jet-related problems. But Arauz cautions, "On average each month, perhaps four to six

We could use laser coding on almost all of our packaging lines. It's cost-effective to operate and it prints a quality code.

hours of a technician's time could be spent on ink-jet issues." Arauz says he would have rather had the technicians working on other tasks to keep the lines running. If lines stop, workers must assist other lines or perform housekeeping tasks until the lines are running again.

AUTOMATIC WEIGHING AND COUNTING EQUIPMENT

Your Product, Your Container, Our System

The rugged, overbuilt qualities of Ohlson Packaging systems ensure maximum production uptime. Guaranteed.

Whatever your company produces, Ohlson Packaging has a system that can automatically weighcount:

- Frozen Foods
- Candy
- Produce
- Bakery Items
- Hardware
- Pharmaceuticals
- Vitamins
- Automotive Products
- Electrical Components
- Plastic and Wooden Parts
- Animal Products
- And much, much more!

For more information on our extensive line of netweighing and weighcounting machines, call us today at 877-668-7800, or visit our web site:

www.ohlsonpack.com

Shown: Weighscale Model 2-M-2

OHLSON
FAST • ACCURATE • PROVEN

490 Constitution Drive • Taunton, Massachusetts 02780
Fax: (508) 977-0007 • E-mail: info@www.ohlsonpack.com

ATLANTA, GA • BOSTON, MA • CHICAGO, IL • CINCINNATI, OH • DALLAS, TX
EDISON, NJ • MIAMI, FL • CHEYENNE, WY • GREENSBORO, NC • PHILADELPHIA, PA

Laser coding avoids those problems, he says. Capable of printing dates, times, bar codes, logos and foreign language characters, the Focus S10 system delivers steered-beam coding via a carbon dioxide (CO₂) laser, where CO₂ laser gas is electronically excited to

By eliminating fluids, we have lowered the cost per carton by at least two thousandths of a cent, which equates to a \$1,200 per year reduction...

provide a laser-light emission. Videojet says the light creates an intense heat source for a microsecond, which affords



CCB says the laser coder is easy to program, facilitates code changes on-the-fly, minimizes downtime and provides quality imprints.

a permanent surface mark. Arauz says there are no fluid-related issues or maintenance, which is important when coding an average of 40 to 60 cartons per minute (or, as many as 300 cpm in the case of the cold medicine line). "Other than occasionally wiping the lens off and changing the air filters, we don't have to do anything to the laser," adds maintenance mechanic Craig Cross.

One of CCB's larger customers considered installing laser coders several years ago, but instead allowed CCB to use

its then-current fleet of ink-jet printers. But when the customer saw the coding generated by the laser system, "they approved the application right away," explains Frank Cotty, director of operations. "The customer likes laser codes better than ink [codes]. The quality is a great improvement."

Cotty adds that the cost savings was a major reason to switch. "It's a significant factor," he says. "By eliminating fluids, we have lowered the cost per carton by at least two thousandths of a cent, which

equates to a \$1,200 per year reduction. It could even be more than that."

The choice of the Focus S10 has allowed CCB to upgrade its technology to meet additional coding demands it might otherwise not enjoy, adds Cotty. He says this helps to maintain its reputation for setting a standard of excellence in packaging and complements its range of coding offerings. "A variety of coding products allows us to better meet customer demands, which increases our value to

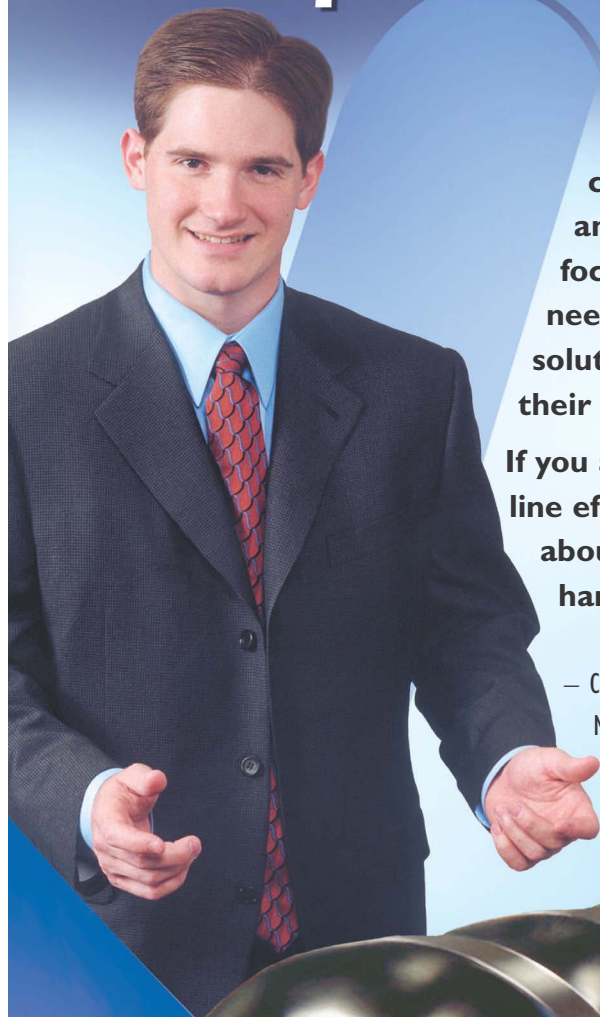
customers," he points out.

Cross says he's looking forward to the days when laser coding is the norm. "We could use laser coding on almost all of our packaging lines. It's cost-effective to operate and it prints a quality code."

More information is available:

Videojet Technologies Inc.,
630/860-7300. www.videojet.com.

Superior Knowledge Quality Products Unsurpassed Customer Service



"Building partnerships for over 30 years, we have created our company and our reputation by focusing on our customers' needs for the most effective solutions for handling their products."

If you are looking for improved line efficiencies, talk to us about your container handling applications."

— Chris Wilson,
Morrison Container Handling
Solutions



Change Parts



Monoblock Change Parts



Introducing our new seamless timing screw for food and drug packaging!

We deliver Container Handling Solutions, not just container handling parts!



MORRISON
CONTAINER HANDLING SOLUTIONS

335 West 194th Street Glenwood, IL 60425 p: 708.756.6660 f: 708.756.6620 www.morrison-chs.com



High-graphic bags for horse-feed are winners

Sales of all horse-feed products increased dramatically at Intermountain Farmers Association when the packaging was switched to graphic-oriented polypropylene bags, with sales of horse treats increasing an incredible sixfold.

Jack Mans, Plant Operations Editor

Changing the bags it uses for selected horse-feed products from paper to oriented polypropylene with spectacular graphics has paid big dividends for Intermountain Farmers Association, Salt Lake City. IFA switched the 40-lb paper bags for its Horse Treats to 20-lb OPP bags in October 2004 and followed in February 2005 with new 50-lb OPP bags for two of its premium sweet horse feeds. Gold Horse

Conditioner contains 14 percent protein and is aimed at working and athletic horses,

Sales of the new Silver Horse Conditioner are also doing well at more than 600 bags/month.

IFA is using 7.5-mil woven OPP bags from Osio International, Inc. (www.osiopack.com). The three-layer coextruded bags have an 80-gauge outer layer of OPP coextruded with an additive that provides a 0.5 coefficient of friction so they don't need an anti-skid coating. The inner layer is 1.6-mil PP containing eight-by-eight strands/in of woven PP for additional strength. The gusseted bag is reverse-gravure printed in seven colors. Osio supplies the bag with the top preclosed by a chain stitch with a reinforcing strip across the top. IFA bottom-fills the bag and then sews the bottom closed. The bag has a pull-tab on the bottom for easy dispensing of its contents. Because the horse-feed products are filled warm, the walls of the bag are perforated with 1/32-in. holes on a three-in. grid to allow the hot air to dissipate.

"We decided we needed to upgrade our bags in mid-2004, and I saw some Osio bags at a dogfood plant. They looked so good, that I decided to contact them, and we've been very satisfied," says Johnson. "The graphics are great, and the oriented polypropylene bags are very tough. Between the plant, the warehouse and the store, we used to have a lot of torn paper bags. The woven polypropylene bags have reduced losses due to tears by 70 percent. The film bags only cost five cents more than paper, so we've more than recovered the higher bag cost."

Another advantage of the OPP bags is that they can be filled on the same equipment as the paper



Monthly sales of horse treats have increased from 50 of the former 40-lb paper bags to more than 600 of the new 20-lb oriented polypropylene bags since we switched.

bags. At IFA, a worker places the empty bag on a scale and triggers an auger that dispenses product until the weight reaches the set point, and the auger stops.

"We have forty more bags to change from paper to oriented polypropylene," says Johnson. "Next will be new bags for poultry and rabbit feed, and we are also getting those from Osio. After all, why change a winner?"

More information is available:

Osio International, Inc., 714/808-9562.
www.osiopack.com.



SHAMROCK FARMS added value to its dairy drinks with shrink-sleeve labels from Osio Intl. Read about it at www.packagingdigest.com/info/shamrock

while Silver Horse Conditioner, a new product introduced when IFA switched to the OPP bags, contains 12 percent protein and is aimed at pleasure horses. The former bags for Horse Treats and Gold Horse Conditioner were made from red paper with a horse image on the side along with the product name.

Since making the switch to OPP, sales of the 50-lb bags of Gold Horse Conditioner have increased 5 percent, but sales for horse treats have increased an incredible six times. "Monthly sales of horse treats have increased from 50 of the former 40-lb paper bags to more than 600 of the new 20-lb oriented polypropylene bags since we switched to the new bags," says feed products manager Alan Johnson.

Dorell
EQUIPMENT, INC.

DESIGN AND MANUFACTURING OF PACKAGING EQUIPMENT



**SHRINK BUNDLERS, TRAY ERECTORS LOADERS
PRODUCT LOADING AND STACKING**

14 KENNEDY BLVD. EAST BRUNSWICK, NJ 08816
PHONE 732-247-5400 • FAX 732-247-5700
WWW.DORELL.COM

Models C-50 & C-100 Stand-Up Pouch Capabilities

LAMINATE OR POLYETHYLENE



Compact in size, these high-speed form/fill/seal packaging machines feature exceptional precision and reliability, along with quick-change features for versatile operation.

- high speed C-50: 50/BPM; C-100: 100/BPM
- fast, automatic sealing of bags
- variety of products—automotive, food, electrical, pharmaceutical, toiletries, and more

- easy maintenance and quick change over for minimum down time
- economical to operate—lower power consumption
- servo drive system

bodolay
PACKAGING MACHINERY

A Division of B & M Industries, Inc.

Tel: 813-754-9960 • Fax: 813-754-9321 • E-mail: bodopak@worldnet.att.net
www.bodolaypackaging.com

BUY A LINE.



OR STEAL SHARE.

Shoppers aren't the only ones who have to pay more for "alternative" packaging.

So do marketers. Maybe \$8-12 million for new lines – with low line speeds, long lead times and costlier materials vs. metal packaging.

And when consumers are lukewarm (or downright cool), ROI goes "bye-bye."

What happens when marketers convert to Silgan Quick Top™ convenience containers for only pennies a can?

In soups, fruits, vegetables, pet food – category after category – marketers report double-digit volume lifts. Sales keep on growing, too.

See the facts, firsthand, at a Packaging Insights meeting covering consumer trends, category growth and other items tailored to your brand marketing needs. Call to schedule your meeting now. 818.348.3700.



Pennies per can drive millions in sales for marketers who convert to Quick Top™.



WestPack rounds up materials, equipment



www.westpackshow.com

Co-located with five other shows, WestPack 2006 runs Jan. 31 to Feb. 2 in Anaheim, CA. Two medical packaging conferences open on Jan. 30.

WestPack 2006 brings together more than 400 key suppliers of packaging equipment, materials and services representing a range of industries, such as food/beverage, pharmaceutical, medical, cosmetics/personal care, electronics/IT, consumer goods, printing and industrial. The show co-locates with five other events: Automation Technology Expo West, PLASTECH West, Pacific Design & Manufacturing, MD&M West and Electronics West. Three pavilions address specialized focuses: Pharmaceutical & Nutraceutical Packaging, Cosmetic & Personal Care Packaging and Material Handling & Logistics. Two packaging conferences are being offered: "Packaging Engineering" and "Packaging Validation and Compliance" will both be held on Mon., Jan. 30. To register for either conference, call registration services at 800/827-8323. The cost is \$725. WestPack is organized by Canon

Communications. For a complete listing of exhibitors and to register, visit www.westpackshow.com. Following is a list of exhibitors who have a marketing message in this issue.

All Packaging Machinery Corp.—Booth 5535: p. 32
AMS Filling Systems—Booth 5188: p. 3.
Automated Packaging Systems—Booth 5347: p. 67.
Bell-Mark Sales—Booth 5401: p. 30.
CVC Technologies—Booth 4801: p. 71.
Morrison Container Handling Solutions—Booth 5393: p. 37
Nutec Systems, Inc.—Booth 5557: p. 27
QuickLabel Systems—Booth 5425: p. 7.
SATO America—Booth 4942: p. 21.
Tharo Systems—Booth 5670: p. 59
Wexxar Packaging, Inc.—Booth 4901: p. 41.
Zebra Technologies—Booth 5075: p. 43.

here's everyone in the industry who
can do what we do.



Truth is, we can mark your boxes for a penny or less.



You've tried ink jet bar codes and your read rates are totally unacceptable, so you have product rejections or fines. Labels cost you a fortune. Preprint creates massive inventory.

Our printing technology produces bar codes guaranteed for 100% read rates at the lowest cost per print. For consistent, no nonsense printing on filled or flat cases, die cuts, sheets or kraft bags, **try something that works.**

iconotech
Digital Case Printers

800.521.0194 | www.iconotech.com | sales@iconotech.com

STRAIGHT TALK ABOUT DUPONT™ ZONYL®

These days, rumors often travel faster than the truth, and misinformation can spread with alarming speed.

That's why we at DuPont are taking action to set the record straight about an issue important to our customers and to consumers.

CONSUMER ARTICLES MADE WITH ZONYL® ARE SAFE.

That's not just our opinion. Independent scientific research and over 30 years of consumer use support the safety of our products.

Of course, in today's fast-paced media and Internet world, dispelling rumors and addressing misinformation requires more than facts. It calls for a commitment to defend, to inform, and to advocate.

Our commitment to you and the Paper Packaging Industry is a sustained effort to set the record straight. And to remind you, our valued customers, why you can continue to trust DuPont to provide the most effective grease and oil-resistance solutions Solutions backed by comprehensive testing and a firm commitment to safety. Solutions that will provide new and innovative products and technologies to help keep your business sustainable, now and in the future.

For additional information and updates, please visit www.dupont.com/zonyl/



The miracles of science™

©2005 DuPont. All rights reserved. The DuPont Oval Logo, DuPont™, The miracles of science™ and Zonyl® are trademarks or registered trademarks of DuPont or its affiliates. Zonyl® is a DuPont trademark for its brand of surface protector.

We Think **INSIDE** The Box...



Wexxar
Sales Professional

Wexxar
Product Engineer



Because that's where your **PROFIT** is.

With over 15 major industry innovations in end-of-line packaging, Wexxar and Belcor have combined forces to provide case packing systems that address the needs of your packaging operation. Whether it's increased productivity, reduced labor, or improved ergonomics, if you're looking to reduce costs, we're listening and are ready to provide the solution.



Call 604.930.9300 for a free case packing operation review.

Wexxar Packaging Inc.
A Division of Pro Mach Inc.





RFID stays well in healthcare, pharma markets

Radio frequency identification (RFID) will give healthcare and pharmaceutical applications a booster shot, with revenue increases of as much as sixfold, says a market report from Frost & Sullivan. Economics and supply chains aside, potential benefits extend to patient safety and process efficiency.

Edited and excerpted by
Lauren R. Hartman, Senior Editor

The excitement over radio frequency identification (RFID) technology has gained momentum in the last five years, with a diversification in the range of applications. The market is experiencing tremendous growth predictions with the increasing use of passive RFID technology in volume-driven vertical markets such as pharmaceutical and retail.

The healthcare and pharmaceutical market is slated to become one of the most promising verticals for the future of RFID technology. Patient safety and process efficiency can be improved by RFID in the development of drugs and the running of clinical trials of drugs. It may also increase patient safety, manage critical-care assets and hospital equipment and reduce counterfeiting and diversion of pharmaceutical products. The commercial feasibility of the technology makes for a stronger business case in this market, due to the presence of high-value products and the resultant margins. But RFID is still relatively new in the healthcare market, where end users rely most on bar coding, and many have traditionally been slow to adopt technological advancements.

The following analysis from "World RFID in Healthcare and Pharmaceutical Applications Markets," reveals that RFID in healthcare and pharmaceutical applications markets earned revenues of \$370 million in 2004, and estimates indicate that it will reach \$2,318.8 million in 2011.

During 2004, the market grew at a modest rate of 11.8 percent over the previous year. During the forecast period, this market is expected to grow at a very healthy compound annual growth rate (CAGR) of 29.9 percent.

However, increased investments in RFID are taking place in pharmaceutical and patient-

The deployment rates, however, are expected to see regional disparities, with most deployments likely to be centered in the North American region. The European region is still grappling with issues related to standards, frequencies and the lack of government-driven initiatives. The Asia Pacific region holds huge promise for growth in light of their existing initiatives in patient-tracking applications and anti-counterfeiting measures.

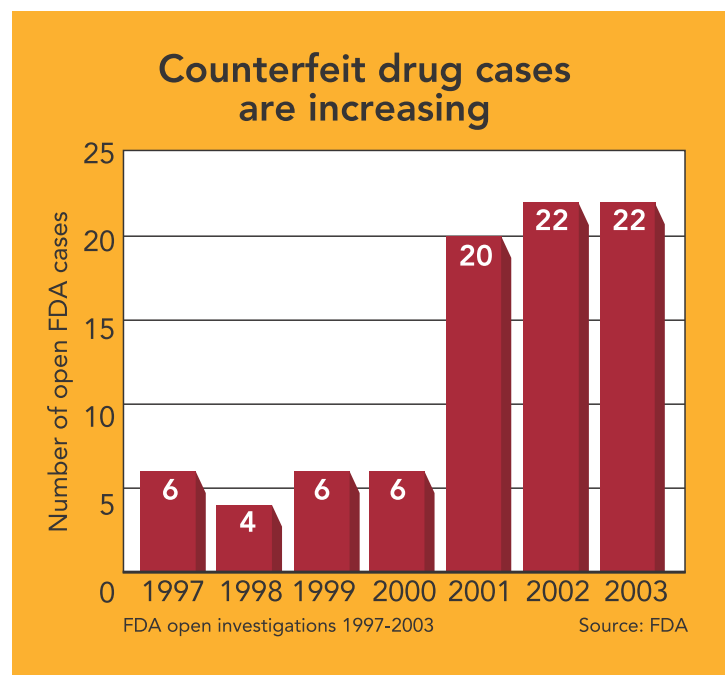
RFID technology has been traditionally used in asset-management and equipment-tracking applications. The technology is expected to have huge potential in drug-tracking applications following regulatory and legislative developments, while the security of pharmaceutical supply chains is driving a number of large deployments. Benefits of the technology remain focused on safety concerns across the applications.

The full report indicates that the American market is the biggest for RFID applications in healthcare and pharmaceutical markets in terms of revenues as well as growth rate, and is expected to grow the fastest, at a CAGR of 31.3 percent. Growth rates across geographic regions are marginally different. The U.S. market is the driver within the American

region, followed by Canada, which is followed by Asia Pacific, Europe, the Middle East and Asia.

Of the three applications analyzed, the drug-tracking applications market is expected to have the strongest CAGR of nearly 32.8 percent during the forecast period.

It's expected to be closely followed by the



tracking applications with the advent of regulatory recommendations. Initial interest was triggered by retail mandates in North America and Europe that require pharmacy chains supported by such stores to adopt RFID tagging. Pharmaceutical companies are now focused on pilot activities to integrate the technology in their supply chains.

EPCglobal ratifies ALE, the first software standard for RFID

Standards will no doubt be a factor in RFID's development, future and acceptance. Now, EPCglobal has announced the ratification of the first standard for software for using electronic product code (EPC) technology. Known as the Application Level Events (ALE), the standard enables efficient collection and movement of EPC data, making supply chains visible and traceable in real time, and opens the door for a proliferation of standards-based software. ALE was developed by more than 100 companies within the EPCglobal Software Action Group and establishes the approach EPC-enabled software products will take in collecting, managing and routing the data that EPC technology generates in the supply chain, EPCglobal states in a press release. The royalty-free standard joins other EPCglobal standards, including the UHF Generation 2 standard, ratified in December 2004.

"The community is making swift strides in the commercialization of RFID and EPC technology," says Chris Adcock, president of EPCglobal, Inc., a subsidiary of GS1, a not-for-profit standards organization entrusted with driving adoption of EPC technology and the EPCglobal Network worldwide.

Adds Adcock, "This software standard will facilitate the creation of a standardized approach for filtering and collecting EPC information within the EPC-enabled enterprise, allowing the development of systems that will achieve business value more efficiently."

Announced in September, the ratification of the standard follows the successful interoperability testing of prototype software from several technology providers to ensure that the implementations built to the standard will work with each other to meet the requirements of suppliers, manufacturers and end users operating across multiple industries.

More information is available:
EPCglobal, Inc.,
 609/620-4555.
www.epcglobal.org.

medical-equipment tracking applications market, with a CAGR of 28.9 percent compared with the forecast period.

The RFID application market for healthcare has progressed from the initial iteration stages of experimentation toward early adoption.



To keep up to date with the **LATEST NEWS** on pharmaceutical, healthcare, medical and RFID technology, sign up for Packaging Digest's free pharmaceutical packaging and RFID e-newsletters at www.packaging.com/eletter

The potential of RFID in the healthcare vertical is quite promising, since it would have a direct impact on the service offering. The success of RFID implementation would depend on its compatibility with systems that

are already in place. The U.S. Food and Drug Administration and the Health Insurance Portability and Accountability Act of 1996 (HIPAA) security mandates could further the adoption of the technology in the healthcare vertical.

RFID has a wide variety of applications within the healthcare market and the pharmaceutical supply
 Continued on page 44



EVEN BAR CODE LABEL PRINTERS HAVE ROLE MODELS.



Nothing Is More Rugged and Reliable Than a Zebra Xi™

We've designed the Xi series to endure the harshest industrial environments, which ensures maximum profitability with minimal downtime. But Xi printers are more than just reliable solutions for mission critical performance. They also deliver superior flexibility with multiple label sizes to meet your varying needs and applications. And for maximum versatility, Zebra offers optional features like wireless and RFID capabilities, or XML-enabled printing to speed integration with WMS applications.

A global leader in specialty printing solutions, Zebra is relied upon by 90 percent of the *Fortune* 500, in over 100 countries worldwide.



For information on Zebra's Xi series, visit www.zebra.com/xi1, or call +1 800 423 0442 (option #3).

chain. These applications can be broadly classified, in terms of application areas, into healthcare and pharmaceutical applications. Within the healthcare vertical market, there are categories including personnel and patient tracking, equipment tracking, patient admission and registration, patient self services like bill payment, dosage and disposal of medicines and updating medical records. On the other hand, for the pharmaceutical supply chain, typical application areas are drug development laboratories and drug

tracking along the supply chain from development to retail sale.

A tough road ahead

In the present market, there are a number of issues that are restraining the growth of RFID technology. One such issue is compatibility. RFID solutions call for integration with existing technologies. A complete overhaul of the system wouldn't be a sensible ROI decision in the short term. This would prove critical to manufacturers

RFID in the Healthcare and Pharmaceutical Markets: Revenue Forecasts (world), 2001-2011

Year	Revenues (\$ millions)	Revenue Growth Rate (%)
2001	278.0	—
2002	300.8	8.2
2003	330.8	10.0
2004	370.0	11.8
2005	432.4	16.9
2006	526.0	21.6
2007	667.9	27.0
2008	883.3	32.3
2009	1204.0	36.3
2010	1677.5	39.3
2011	2318.8	38.2
Compound Annual Growth Rate (2004-20011) 29.9%		

Note: All figures are rounded; the base year is 2004. Source: Frost & Sullivan

Why do FoxJet Printers Perform so Reliably in the Real World?

There is no reason more important than what's inside our printers—proven Trident printheads that are built tough for the most demanding industrial coding and marking applications.



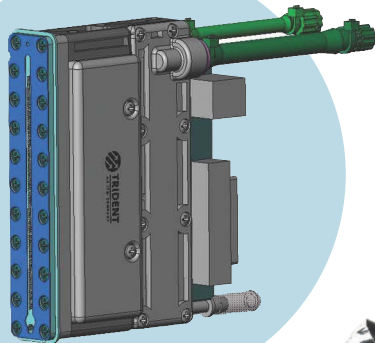
ProSeries™ NP192

- 0.1" – 0.4" print height
- High-resolution printing
- Stainless steel ink path
- Motorized priming system
- 1 year warranty



ProSeries™ 768

- 4" print height
- High-resolution printing
- Dual ink feed
- Motorized priming system
- Serviceable printheads



TRIDENT
powered™

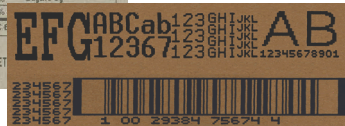
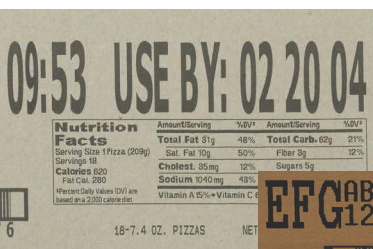
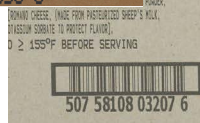
ProSeries™ 384

- 2" print height
- High resolution printing
- Automatic priming
- Stainless steel ink path
- 1 year warranty



ScanTrue II™ Ink

- Prints verifiable bar codes
- Great edge definition
- Excellent IR readability
- Minimizes ink bleed
- Better light fastness and optical density vs. dye inks



integrating the RFID tagging process further up the supply chain at the point of manufacturing itself. Existing RFID systems would also require a certain level of compatibility to upgrade to newer protocols and advancements.

The cost of adopting RFID is also another cause of concern for the industry. Whereas bar-code labels are available for \$0.001 per unit, RFID tags cost around 20 to 25 cents per unit. The challenge of the cost factor is particularly relevant since the healthcare vertical has not traditionally been a market for tagging. Pharmaceutical companies have only recently begun tracking their supply chains. However, the high price of items to be tagged, particularly in the medical equipment and devices segment, would justify the implementation of RFID systems.

Privacy infringement in RFID systems constitutes security concerns among end-user segments. The issue seems to be more acute after the FDA's approval of human implant chips. Manufacturers would have to address issues here, since the same could hinder early adoption of the technology.

Reasons to smile

Along with the above restraining factors, there are factors that can help the market grow. One such factor is the possibility of improving operational efficiency. The use of RFID calls for an in-depth understanding of business processes. This provides good opportunities for companies to improve processes resulting in a competitive advantage. It would also enable a real-time location of key personnel and critical equipment, thereby improving operational efficiency. Real-time tracking of mobile medical equipment would enable cost containment in terms of rent and labor. Healthcare facilities, especially hospitals, would gain a competitive advantage in their service delivery.

The same tracking ability is also expected to result in avoidance of lawsuits filed by patients who have been administered the wrong tests or faulty medication. Though errors are still prone to happen, RFID systems are expected to reduce the frequency and magnitude of such errors, if they are used properly.

Another factor that can also be considered a driver is the possibility of

Phone: 800.369.5384
Web Site: www.foxjet.com
Email: email@foxjet.com

FOXJET
AN ITW COMPANY

curbing down losses that happen from the counterfeiting of drugs. An estimated \$15 billion is lost globally every year due to counterfeits. (The first chart presents the increasing number of drug counterfeit cases in the world.)

There's also the issue of parallel trading and online pharmacies. RFID technology provides a means to authenticate drug products from development to dispensing from pharmacies. But compared with bar codes, the higher tag costs are a concern.

The FDA report, "Combating Counterfeit Drugs," published on Feb. 18, 2004, envisages RFID technology being critical in drug supply safety. Close on the heels of the above-mentioned report, a compliance policy guide was issued in November 2004 to facilitate the implementation of feasibility studies and pilot tests related to RFID. The FDA recommendations have resulted in several states, including California and Florida, requiring tracking of drug shipments through the supply chain. There are a number of other initiatives that have been taken by authorities like the CIMIT Operation Room of the Future (ORF) project. This project was initiated to explore the impact of the new technology platforms and systems on the safety and efficiency of patient care in a high-tech and minimally invasive environment. Another such example is the HIPAA of 1996 and Joint Commission on Accreditation of Healthcare Organizations (JCAHO) security mandates expected to enable hospitals to meet security and privacy regulations.

Pilot studies: A possible indication of future potential?

A three-month pilot study involving eight manufacturers, including Merck, Novartis and Solvay, ended in January 2005 after tagging approximately 180,000 medicines to counter illegal drug trafficking. The system, called Authentication at the Point of Dispensing (APOD), would verify prescribed name and dosage, expiry dates and recalls. Other companies implementing pilot projects include GlaxoSmithKline and Purdue Pharma (for the painkiller Oxycontin). Both companies have already begun pallet tagging in compliance with the Wal-Mart mandate.

The article was written by Soumilya Banerjee and Priyanka Gouthaman, analysts at Frost & Sullivan, a Palo Alto, CA, research firm that provides growth consulting and corporate training services to clients in more than 50 countries. The full report, "World RFID in Healthcare and Pharmaceutical Applications Markets," is available from Frost & Sullivan as part of the firm's 9201 subscription.

Daily Packaging News e-Newsletter



Get the day's hottest packaging news delivered to your desktop

- >> Most widely distributed newsletter in the packaging industry
- >> Keep up-to-date with global packaging news
- >> Learn about new, innovative packaging products and technology

FREE subscription. Sign up at www.packagingdigest.com/eletter

The Power of Packaging.

Altra Industrial Motion is committed to exceeding the power transmission needs of the packaging machinery industry.



Packaging Machinery Manufacturers are constantly being challenged to update their machinery in order to gain productivity, speed, precision, and efficiency while at the same time increase flexibility. To meet these challenges, OEMs require reliable supply chain partners.

For this reason, many of the nation's largest OEMs specializing in packaging machinery are choosing the member companies of Altra Industrial Motion to service their power transmission needs. As pioneers in the power transmission product business, Boston Gear, Warner Electric and Formsprag Clutch provide a broad product offering to exceed power transmission requirements for all types of packaging machinery.

Whether you manufacture primary or secondary packaging machines, use mechanical or electrical control systems, make modular or custom machinery, Altra Industrial Motion is set up to be the only power transmission partner you will ever need.

Visit us online at
www.altramotion.com

for links to all of Altra's brands, where you'll find technical product information, literature downloads and your nearest sales office.



Altra Industrial Motion The Power Of Experience

**Boston Gear Warner Electric
Formsprag Clutch**

Altra
Industrial Motion

More information is available:

**Frost & Sullivan, 877/463-7678.
www.frost.com.**



Installed on a main packaging line that packs about 300 items/min, the new ink-jet printer is used with about 20 different shipping case sizes. Mounted on opposing sides of a main packaging line are two 4-in. printheads, below.

Muffin Town makes the most of ink-jet coding



Coding cases of its muffins, donuts and other baked goods is easy for family-owned J.S.B. Industries' Muffin Town, which relies on dual-head, large-character ink-jet coding and network software to meet case-coding needs on-the-rise.

Lauren R. Hartman, Senior Editor

J.S.B. Industries' Muffin Town Div., Chelsea, MA, has whisked into an extensive baking operation over the years. J.S.B. produces more than 700 stockkeeping units of baked goods, including muffins, cornbread, sweet goods, donuts and bagels (the initials J.S.B. stand for the names John, Scott and Brian, all vice presidents and sons of the company founder Jack Anderson). The company now has two semi-automated, large-capacity bakeries in Winthrop, MA, and in Chelsea that produce orders for supermarkets, clubstores, coffee shops, hotels, restaurants, school systems and other outlets.

Muffin Town, along with Aesop's Bagels, the

Our objectives were to more efficiently mark our cases and to gain reporting functionality.

other half of J.S.B.'s business, bakes and freezes quality baked goods under its own label and under private labels and ships them to retail and foodservice customers across the U.S. Primary

containers include cartons, clear plastic, compartmented clamshells, bulk trays, individual film wrappers and structures that meet customer requirements. Quality-control personnel constantly monitor all aspects of the operation, and a product-development team is there to work directly with customers to create baked goods that meet their precise requirements.

Known as a premium value bakery, the company now makes millions of muffins a week, producing and shipping 100,000 cases of product a month.

Coding so many packages and shipping cases properly and precisely could become a muffin malady, but it's not an issue for Muffin Town. The

company relies on the IJ3000® Impulse Jet large-character ink-jet coder from **Diagraph Corp., an ITW co.** (www.diagraph.com). Equipped with two IJ768 printheads, the **Trident®**-powered (www.trident-itw.com) system codes opposite sides of the bakery's corrugated shipping cases with at least eight lines of text per side and a 14-digit, Interleaved 2 of 5 bar code. The text includes a product description, ingredients, the company name, a numerical production code, the case quantity, a manufacturing date, an expiration date, the case weight, a product count and ounces per individual package. The system also includes network software to manage Muffin Town's 700-plus product database, which contains assorted product descriptions, ingredients, traceability codes and bar codes. The system's reporting feature tracks production data such as item numbers and production start times and dates, stop times and dates and quantities.

Installed in September 2005, the ink-jet unit marks Muffin Town's cases in black ink with crisp, easy-to-read characters and codes from one of the two printheads mounted on each side of a conveyor. The baking company uses the printer with approximately 20 different case sizes, including 200#-test and 32 ECT single-wall corrugated cases from **Smurfit-Stone Container** (www.smurfit-stone.com) and **Southern Container** (www.southern-container.com). A centralized ink supply pumps ink from one location through a single tubing line to both of the printheads in the system. This also keeps the ink supply away from critical electronic components in the printhead.

Offering a user-friendly graphic interface and a color touchscreen, the

The system has successfully replaced label printer/applicators that were applying 4×12-in. corner-wrap labels to the cases. Says vp Brian Anderson, Muffin Town particularly likes the ink-jet system's easy-to-manage touchscreen controller and the printheads' automatic cleaning feature, which requires little

involvement in printhead maintenance. "Our objectives were to more efficiently mark our cases and to gain a reporting functionality," he adds.

Operating three eight-hour shifts a day, the Muffin Town plant in Chelsea has a rigorous schedule for any packaging equipment. The plant houses

We like the reporting feature the controller provides. We also like [the printer] because it is able to print the UPC code that we need to use.

maintenance. The Autoclean system also purges ink residue and removes any dust from the printheads, which Anderson says minimizes human

a 9,000-sq-ft freezer and about 40,000 sq ft of manufacturing space. There are three muffin-manufacturing lines with one main line that produces more than

250,000 lb of product each week. The plant's three semi-automatic packaging lines (the company is about to add a fourth) include a main line and another line that individually wraps and finseals baked items in clear film at "close to" 300 pieces/min or 4 cases/min. A third bulk line can pack 100 cases/hr.

In production, after the products are baked and packaged in their primary containers, they convey downline to a manual case-packing area, where they will first pass through a metal detection system from **Safeline Corp.** (www.metaldetection.com) and undergo a final inspection before being loaded into the cases. The sealed cases pass by the ink-jet unit. Each side of the cases is quickly imprinted with customer-specific information by the two integrated-valve printheads on either side of the line. The codes are crisp and legible. And lastly, the cases are manually palletized.

To change the print information on the IJ3000, operators can select a new message programmed into the touchscreen controller. The message is sent to the IJ3000 printhead and is ready to go when the next case passes the printer. While the system is currently used as a standalone unit, it can also be networked to other printers in the future. In addition, print message changes or updates can be quickly downloaded to the controller on the production floor from a PC simply by entering a product number on the touchscreen keypad. "We like the reporting feature the controller provides," notes Anderson. "We also like the IJ3000 because it is able to print the UPC code that we need to use."

Anderson says Muffin Town should see a return on its ink-jet printer investment within a year, mainly because it will enjoy an annual cost savings. In fact, Muffin Town has been so pleased with its ink-jet system that it's about to add a second system this year when it completes a plant expansion and it gets another packaging line up and running. "So we'll be adding [even more] ink-jet equipment," Anderson says happily.



The ink-jet printer, a companion graphical user interface and a color touchscreen are in place on Muffin Town's main packaging line, above. A second unit will be added this year.



The cases are coded with at least eight lines of text per side that includes product and manufacturing data and an I 2 of 5 bar code.



Read how celery packer/processor **LEACH FARMS** uses a portable ink-jet case coder with an integrated valve to print customer-specific information on its shipping cases. Visit

www.packagingdigest.com/info/leach

system can print up to 10 lines of characters in sizes from 1/4- to 4 in. tall at speeds rated at more than 200 ft/min, and can store up to 500 messages. Though Muffin Town's printer is equipped with two 4-in. printheads, the system can be equipped with up to four 4-in. printheads supplied with 1 L of ink. To merge the IJ3000 into the company's main packaging line, Diagraph outfitted Muffin Town's printer with a customized conveyor with centerline printhead mounts on the guiderails. A dual-crank option enables line operators to simultaneously adjust both of the ink-jet system's printheads and the guiderails with ease when running multiple bakery carton sizes. This ensures that both printheads are aligned properly.

More information is available:

Diagraph, an ITW co., 800/722-1125.

www.diagraph.com.

Safeline Corp., 800/447-4439.

www.metaldetection.com.

Smurfit-Stone Container Corp., 312/346-6600.

www.smurfit-stone.com.

Southern Container Corp., 631/231-0400.

www.southern-container.com.

Trident, 203/740-9333.

www.trident-itw.com.



The bag filler was upgraded to a system with automatic controls and a loadcell for more efficient use of older technology. Filling time has improved from 12 to 15 sec/bag previously to 8 or 9 sec/bag now.

Checkweigher increases accuracy and productivity

Rinker Materials Corp. is one of the largest producers of bagged cement, ready-mix concrete and concrete block in the U.S. Its cement terminal in Port Everglades, FL, is a major packer and supplier of bagged cement and bulk products. Rinker wanted to increase cement production at their Port Everglades terminal by improving the efficiency of production and the weight consistency of their cement bags. They were looking to set up a system that would help their packaging process run smoother and produce bags that were even closer to their target-weight goals, while providing the safest environment possible for their employees. The requirements included an in-motion checkweigher, data collection software and a packer upgrade.

When asked what first inspired Rinker to look for a checkweigher for their terminal, Juan Alvarez, who was terminal manager at Rinker Materials at the time of this project, says, "We were looking to increase our production rate, and safety was another main reason. We were using manual labor to determine the weights of the bags. This required us to stop the process and have someone pull a bag and put it on a scale to check the weight. We were checking bag weights every thirty minutes, which was difficult for our workers and took away from production time."

Thompson Scale Co. (www.thompsonscales.com), in conjunction with Choice Bagging Equipment (www.valvebagfiller.com), had already developed and successfully installed electronic upgrades in

A new heavy-duty checkweighing unit complete with a sophisticated data gathering system at cement producer Rinker Materials Corp. has doubled the fill accuracy and has drastically increased line speed. The system can run bags from one to 500 pounds at production rates in excess of 50 units per minute.



The checkweigher's controller monitors 100 percent of production and is very easy to use, the company says.

Rinker's sister plant in Miami, as well as at several other companies in the same industry. This made Thompson Scale and Choice Bagging obvious vendors for this upgrade, says Alvarez.

The small amount of space available in the existing conveyor line made installation of a checkweigher a real challenge. Normally, heavy-duty checkweighers require about four feet of linear space to properly weigh a bag. Rinker only had three feet in which to install the unit. They also needed a product rejector powerful enough to remove off-spec bags from the production line, yet able to be located within the same space. The bag-flattening incline conveyor in place immediately following the checkweigher would also make it more difficult to obtain accurate bag weights. The immediate slope at the inflection of the incline causes the bags to create a downward force on the checkweigher as they go up the conveyor, potentially altering the readout. "We only had a small amount of space available between the turning conveyor and the bag-flattening conveyor. This made the addition of a checkweigher more difficult," says Alvarez.

To assist in targeting their optimum bag weights, Rinker knew they would need data collection to analyze weights and generate reports. These reports would be a valuable source of data, assisting management in making informed decisions. The challenge with this phase of the project was that the management office is located in a different building than the packing warehouse. To complicate matters, the road between the two buildings is a heavy traffic

Continued on page 50

Sleeving Beauty



*I*t takes a tough machine to make your package look beautiful. Designed and built in the USA, **PDC tamper-evident banding** and **shrinksleeve labeling systems** are top-quality workhorses that get the job done with durability, speed, cost-efficiency, and unmatched customer support and service.



PDC shrinksleeve labelers give your package even greater shelf appeal with sleek, form-fitting graphics.

When your brand's image is on the line – think PDC.
Call us at
203-853-1516.

The R Series Shrinklabelers are rugged, high-speed, U.S.-made labelers built for the rigors of beverage and food production lines.

 **PDC**
INTERNATIONAL
THE POWER BEHIND THE PACKAGE

8 Sheehan Avenue, Norwalk, Connecticut 06854 • 203-853-1516 • F 203-854-0834 • www.pdc-corp.com

SHRINKSLEEVE LABELERS • TAMPER EVIDENT NECK BANDERS • MULTIPACKERS • SHRINK TUNNELS

*Shamrock Farms® is a registered trademark of Shamrock Foods Co.



PakTech
We are the Handle People

Smooth

PakTech handles:

- * are injection molded and of superior design.
- * make your products comfortable and easy to grab, carry and release.
- * are the handle of choice for major food and beverage processors.

INDUSTRY LEADER FOR OVER 10 YEARS



Proven, Highly efficient application equipment

2000 handles per queue is standard
Throughput of 35 cases per minute
Multiple handle sizes with one applicator

Exceptional Customer Service
PakTech Handles Everything!
www.paktech-opi.com (541) 461-5000



The new-heavy duty checkweigher is specifically designed for the harsh, abusive, dirty environments found in the cement, soil, bark and carbon-black products industries.

area for semi trucks. Any cables would have to be hung high overhead or dug into the ground, which would be expensive, says Alvarez.

The four-spout impeller packer used by Rinker has the spouts on close center-lines, which presented several engineering challenges. The loadcell flexure assemblies would have to fit into an extremely restricted access area. A fill spout and product cutoff assembly needed to be designed to place the fill spouts in exactly the same position as the old mechanical system, so that the existing automatic bag placers and takeaway conveyors could be used without modification. The product cutoff assembly would also have to be designed to eliminate product spillage, yet keep the fill nozzle and spout from plugging between fills.

To meet these requirements, Thompson Scale installed a Model 4693 heavy-duty checkweigher and StatPak-PC real-time data collection and reporting software from its wholly owned subsidiary, **Telemetry Solutions Co.** (www.statpak-pc.com). Thompson Scale also upgraded Rinker's cement packaging machine. "We have another terminal in Miami that has a couple of these checkweighers installed, and we are very pleased with their performance," says Alvarez.

The 4693 checkweigher, with weight ranges from 1 to 500 lb and production rates in excess of 50 units/min, is specifically designed for the harsh, abusive, dirty environments commonly found in the cement, concrete, soil, bark and carbon-black products industries. Conveyor belts are laced and include a V-guide for positive tracking. The checkweigher uses a single S-Type loadcell in an extremely accurate flexure-scale base residing below the conveyor.

Thompson Scale met the lack-of-space challenge by designing a unique,

compact checkweigher with a space-saver reject ram. The smaller-sized 4693 unit still provides the same accuracy, features and functionality of a full-sized unit, along with extremely fast weightment cycles to meet the application requirements. The innovative reject device is built onto a support that is isolated from the scale, yet places the reject pusher plate directly at the discharge end of the scale. The plate is suspended from an oversized, rodless cylinder capable of ejecting an off-spec bag and returning to the home position before the next bag enters the scale, even at high



For a look at **STRETCH WRAPPING** bags of cement, go to
www.packagingdigest.com/info/rigid

production rates.

Helping make this installation possible, a photoeye on the checkweigher quickly terminates the weight, which allows for more accurate weighing in such a tight space. This also assists the bag-reject system by obtaining the weights quicker than normally possible.

Another feature of Thompson Scale checkweighers are their easy-to-use controllers. "The checkweigher controller is very simple for our operators to use. There are even additional functions available that we could also use if needed," says Alvarez. These include options such as settable filters and bilingual menus, as well as the ability to store 75 different product types and to display errors for mechanical and system faults.

An important part of Rinker's production process is the real-time data-collection and reporting software system that they wanted installed. With its concise design and powerful reporting tools, Telemetry Solutions' StatPak-PC system allows users to easily view production data on a PC, so they can

DESICCANT BAGS

Our entire line of desiccant products are available for immediate shipment at substantial savings to you!

- Outperforms other desiccants
- Large and small orders welcome
- Completely safe and non-corrosive
- Includes humidity indicator cards
- Call for technical assistance
- FREE brochure



W.A. Hammond DRIERITE Co., Ltd.
P.O. Box 460, Xenia, Ohio 45385

937-376-2927 • FAX 937-376-1977

www.drierite.com

quickly and easily adjust production to optimal levels and analyze production flow over a period of time. "We installed the system to double-check the paperwork that the bagging employees submit by comparing it to the production rates we show in the system to monitor performance in the terminal," says Alvarez.

The software proved to be easy to install, configure and use. A wireless modem was set up to transmit data to the PCs in separate management offices without incurring the additional expenses of running cable. This worked very well, even with the heavy truck and plant radios used throughout the day, says Alvarez. Data was flawlessly received without running any wires.

StatPak-PC monitors 100 percent of production in order to track production rates. "We bag throughout the week, and we monitor production rates at the close out of each day by

We did a quick study that showed an increase in production while there was a sharp decrease in labor and maintenance. It's significant enough that we should see a return on investment within a relatively short time.

running a report from StatPak-PC," Alvarez adds. Everyone from line operators to experienced production supervisors and corporate management has access to the information they need to help them make more informed decisions that have an effect on the profitability of the company.

Thompson Scale upgrades filling machinery from counterweights and manual controls to a system with automatic controls and a loadcell for more efficient use of older technology. The company worked with Choice Bagging Equipment, which was involved with the design of a number of mechanical parts, mechanical fabrication, installation and startup of the filler upgrade. Thompson Scale provided the controls and technology to complete the upgrade process.

"The machines were getting old and required a lot of maintenance. We used mechanical scale beams that were only accurate up to plus or minus one

pound," says Alvarez. "We wanted to get the accuracy to plus or minus half a pound. The other goal was to increase the overall speed. The terminal in Miami upgraded their packing equipment first, which worked well. The equipment is almost maintenance-free. That made our decision very easy. The installation went smoothly, and there weren't any major issues. Three different companies worked together to upgrade our equipment, and everything worked out great." The system that Thompson Scale designed

for Rinker is extremely easy to maintain, with few wear parts and quick changeover of replacement parts.

Rinker has experienced many benefits since installing the 4693 heavy-duty checkweigher in their cement-production system. "The main improvement is our increased bag-per-manhour rate, which has gone up over the last couple of months. Now, we can constantly monitor weights without having to stop

the operation," Alvarez says. "The other important aspect is safety. The risk of injury is less. Our employees enjoy the improved safety and have more comfortable working conditions by not having to handle the bags to weigh them. Also, if we have any reject bags, the checkweigher rejecter pushes them off the conveyor without someone having to handle the bag. We have really noticed the increase in our cement-production rate."

Continued on page 52

FOUR MILLION INSTALLED



Performance Gets Them Installed

- Largest Range of Servo Systems
- Increased Throughput
- Easy to Use

Quality Keeps Them Running

- Increases Life Expectancy
- Eliminates Downtime
- Reduces Maintenance

Worldwide Support

1-800-YASKAWA • www.yaskawa.com
SERVOMOTORS • MOTION CONTROLLERS • AC INVERTER DRIVES • ROBOTICS

YASKAWA
A World of Automation Solutions™

StatPak-PC allowed Rinker to quickly and easily adjust their production lines to even better levels. Since installing the reporting software, they have noticed the benefits through more efficient production. "We track and monitor production through the data we get from the StatPak-PC system," says Alvarez. "We also track inventory better through the computer and analyze data, such as number of bags per minute, total weight and any variance. The reports we generate are

really helping us in monitoring the terminal. The software helps us maintain a constant quality and weight on the bags. This accuracy also makes the appearance of the bags on the pallets look even better."

When StatPak-PC software is used, the results are an increase in efficiency and quality. This optimized production leads to decreased expenditures and substantial cost savings over time. Says Alvarez, "We like the StatPak-PC reports that can be run. We get a lot of

valuable information that used to be created manually."

When asked about the improvements seen due to the packer upgrade, Alvarez says, "The number-one thing is a significant increase in production. Before, our filling time was twelve to fifteen seconds per bag. We operate at eight or nine seconds now. Another bonus is that only one person has to run the bagging equipment since it's automated. Now, the system can be run with one operator, who can see the



An all-inclusive data collection, viewing and reporting program is specifically designed for production filling and weighing applications. It collects data and sends it directly to PC desktops.

automatic bag placer at the same time as the controller and can easily check the weights of each bag. This has saved us a lot of manhours. Along with that is improved safety, because our employees do not even have to be near the conveyor belts anymore.

"In addition, the operation is running smoother now with almost no maintenance required. The calibration is simpler, too. Before, we would have to have an outside contractor come in to do the calibration for us. It's easy enough for us to do it ourselves now. The changeover is also greatly improved, and the equipment is more reliable now."

Another improvement made to the packer was in product spillage at the fill spouts. The original filler design allowed product to spill freely from behind each spout, even when the spout was filling a bag. The upgrade eliminated almost 90 percent of this spillage, reducing dust in the area and greatly reducing reclaim. "We did a quick study that showed an increase in production, while there was a sharp decrease in labor and maintenance. It's significant enough that we should see a return on investment within a relatively short time," says Alvarez.

The consistent drive to make continuous improvements such as these is one of the reasons Rinker Materials remains a leading manufacturer and distributor of high-quality cement. Thompson Scale, along with its subsidiary, Telemetry Solutions, met the challenges that Rinker faced with adding new equipment to their packaging line by using innovations and new product designs. To sum up the installation and Thompson Scale's products, Alvarez says, "It was a very good experience. I will definitely recommend Thompson Scale."

More information is available:

Thompson Scale Co., 713/932-9071.
www.thompsonscale.com.
Choice Bagging Equipment,
 512/352-3694.
www.valvebagfiller.com.
Telemetry Solutions Co.,
 713/932-9071. www.statpak-pc.com.

Industrial Sensors

Safety Systems

Automatic Identification



Detect. Protect. Select... Even during wash down cleaning.

When it comes to automating your packaging processes ... SICK is your single source for durable **sensors, safety systems, and bar code scanners** to keep you up and running, even in harsh wash down environments.

Sensors from SICK detect and inspect your packaged products, regardless of their size or finish. Our safety systems protect enclosed areas, keeping people and products safe. And, our fast and reliable scanners select and verify the correct bar code.

Plus, with nearly 60 years of experience creating innovative products for the packaging industry, SICK has the expertise to provide you solutions no one else can.

For more information, call 1.866.941.7903, or visit www.sickusa.com/packaging

SICK

6900 West 110th Street • Minneapolis, MN • USA
 Phone 866.941.7903 • Fax 952.941.9287 • Email: info@sick.com

Interphex Puerto Rico gains momentum



www.interphexpuertorico.com

With a 56-percent increase in exhibitors over last year's event and a full conference agenda, the third edition of Interphex Puerto Rico is set to meet the educational and networking needs of the island's pharmaceutical manufacturing community. The show runs Feb. 16 and 17.

Comprising a potent mix of technology exhibits, educational sessions and networking opportunities, the third annual Interphex® Puerto Rico conference and exhibition, scheduled for Feb. 16 and 17 at the Puerto Rico Convention Center in San Juan, is organized to provide the right prescription for those seeking information on the pharmaceutical industry. Last year, the show attracted more than 2,000 visitors from around the island and approximately 175 exhibitors, reports show organizer Reed Exhibitions. This year's event will feature more than 300 exhibitors showcasing the latest equipment, materials and technologies for the processing, packaging and

distribution of pharmaceutical products. This 2006 show will also be co-located with Supply Chain & Logistics Puerto Rico, in its debut year, and Medical Device Puerto Rico.

The two-day event also offers a full agenda of conference sessions, with tracks that focus on regulatory issues, manufacturing technologies, facilities, biotechnology and packaging. Several sessions are also open to all badge holders. These include Thursday's keynote session, presented by Gary Dykstra, regional food and drug director, Southeast Region, U.S. Food & Drug Administration; a free exhibitor/supplier forum on Friday titled "Establishing Your Business in Puerto Rico"; and Friday's keynote presentation, "21st Century Manufacturing: Managing Product Risk, Reducing

Operational Costs and Increasing Supply Chain Responsiveness," presented by Jim Bradburn, principal consultant, IBM Business Consulting Services.

Exhibit hours are 2 to 7 p.m. on Thursday and Friday; conference sessions run from 9 a.m. to 2 p.m. both days. For more information or to register, visit the show website at www.interphexpuertorico.com or call 888/745-2529.

The following Interphex Puerto Rico exhibitors have a marketing message in this issue:

Nutec Systems, Inc.—Booth 109: p. 27.

Mettler-Toledo Safeline, Inc.—Booth 405: p. 22-23.

Zebra Technologies—Booth SC202: p. 43.

Here's a Fresh Idea!

Deli Containers

- Cubic efficiency
- Reusable
- Accepts heat seal
- Available in 8, 12, 16, and 32 ounces
- Durable
- Microwaveable
- Product showcase



812-306-2000
www.berryplastics.com

BERRY
PLASTICS
CORPORATION
AND SUBSIDIARIES

EXPAND YOUR POSSIBILITIES WITH AFFORDABLE SHRINK SLEEVE LABELS

No matter what size your run, Color Craft utilizes flexographic printing to make shrink sleeve labels affordable - at a fraction of the prep cost of rotogravure presses. Color Craft offers in-house prepress and design services and operates state-of-the-art equipment, ensuring you receive superior quality. With more than 40 years of experience, we accept nothing less. Call Color Craft today to find out how you can expand your possibilities.

Want to find out more about affordable shrink sleeves?

Call Color Craft at 800-876-2656 or go to www.colorcraftlabel.com.

FLEXIBLE PACKAGING DIVISION





Brandy labels are top-shelf

After redesigning the label for its popular Christian Brothers Brandy line with a shot of sophistication, Heaven Hill Distilleries, Inc. turns to converter J.R. Cole Industries to duplicate the cold-glue label format in a pressure-sensitive design for copacking versatility.

Anne Marie Mohan, Senior Editor

Christian Brothers® Brandy, distilled in the U.S. since 1882, is one of the most well-known brandies in the domestic distilled spirits industry and is often referred to as the number-one “call” brand, or brand that consumers most often identify by name to a bartender when ordering a brandy. The smooth, amber-colored spirit, acquired by Heaven Hill Distilleries, Inc., Bardstown, KY, in 1999 from United Distillers and Vintners, is the only American brandy that uses the same pot-still production method used with fine cognacs—a process that Heaven Hill says yields a superb, rich flavor that is enhanced by years of aging in hand-selected, oak casks.

In 2004, Heaven Hill upgraded the product’s packaging to enhance its shelf presence, broaden the brand’s appeal to a more contemporary demographic and to more clearly communicate the quality of the Christian Brothers brand. Says Josh Hafer, corporate communications manager, “We redesigned the label with an elegant, black look, accented with gold, and with a very heavy emphasis

on the ‘VS’ [a U.S. branding designation used to indicate the quality of the brandy] as a means of elevating the brand’s sophistication.”

Until last year, these labels acquired their striking, yet refined decoration through sheetfed-offset printing only and were individually die-cut and glue-applied to the Christian Brothers’ bottle. In



At **FRANK-LIN DISTILLERS**, a complex control system accumulates pallet loads of cases from six packaging lines on three conveyors for delivery to three palletizers. Read more at www.packagingdigest.com/info/frank-lin

early 2005, upon its transition to a new West Coast copacker, Heaven Hill charged converter **J.R. Cole Industries** (www.jrcoleinds.com) with the task of precisely replicating the cut-and-stack, cold-glue label in a pressure-sensitive format to meet the new copacker’s labeling capabilities.

Relates Millard Sims, operations manager, “We challenged J.R. Cole to duplicate the cut-and-stack, cold-glue label, and they did an excellent job. In fact, if the labels were side-by-side, it would be very difficult for a consumer to pick out which one was pressure-sensitive and which was cut-and-stack.”

With the packaging redesign of Christian Brothers Brandy in 2004, Heaven Hill used the opportunity to reposition its product within the distilled spirits market. To suggest the brandy’s usage as a lifestyle brand, as well as extend Christian Brothers’ reach to the younger, legal-age drinker, Heaven Hill introduced a new tagline—“CB & (any occasion) completes whatever you start,” which implies that “Christian Brothers plus any occasion equals the perfect occasion,” explains Hafer.

Aware that the bulk of its buyers are “white consumers of a reasonable household income,” Heaven Hill also positioned Christian Brothers as a merchandisable brand, with in-store, on-pack promotions, sweepstakes and giveaways. Hafer adds that two other marketing strategies focus on the brand’s African American and Hispanic consumers.

To maintain the product’s brand equity while revitalizing its packaging, Heaven Hill worked with design firm **Keller Crescent Co.** (www.kellercrescent.com), which it says has helped it successfully redesign several of its other brand labels, as well. The Christian Brothers redesign retained the classic, “cathedral”-style bottle, as well as some key

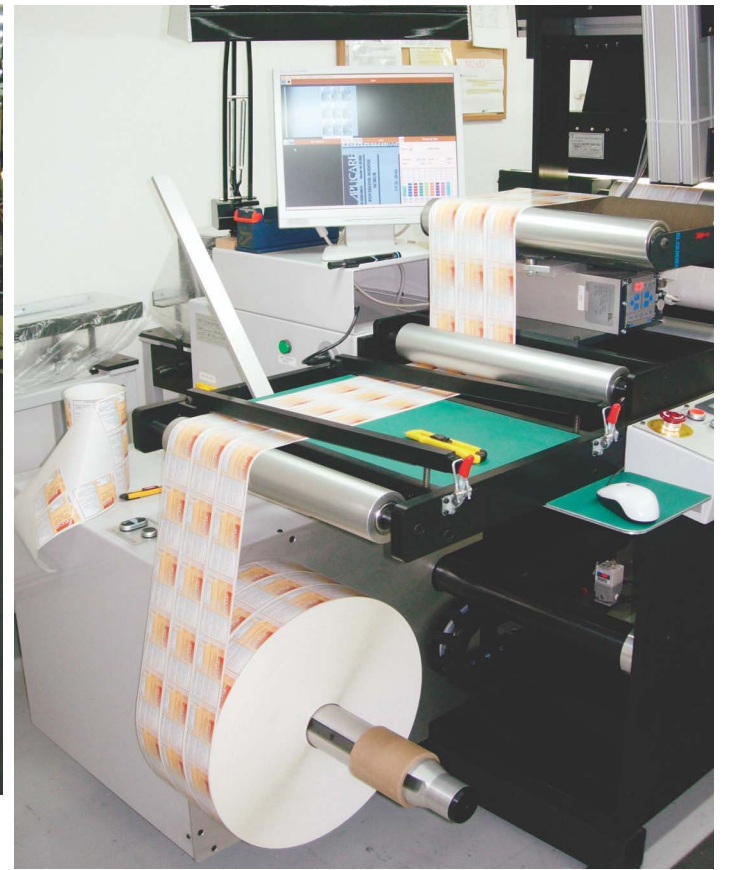


If the labels were side-by-side, it would be very difficult for a consumer to pick out which one was pressure-sensitive and which was cut-and-stack.

Capital investments, like this new folder/gluer, left, have lately been fast and frequent at J.R. Cole.



To support its label business, last spring J.R. Cole added a new 16-in., eight-color flexo press, above, at the Labeltec facility. Its latest equipment is a 16-in. inspection slit/rewinder, right, stationed at its Pharmaprint plant.



label elements, including the CB “grape wreath” graphic, the “Since 1882” heritage statement and the CB logotype. Changes to the label included replacing the burgundy “velvet” look of the old face label with a glossy, black background and adding the prominently positioned “VS Very Smooth” copy.

A black-and-gold-foil neck wrap and capsule, with the repeating copy “Christian Brothers/Very Smooth Brandy,” elegantly completes the package.

The new cut-and-stack labels made their debut in June 2004 on Christian Brothers’ full range of bottle sizes, including the 50-, 100-, 200-, 375- and 750-mL and 1- and 1.75-L sizes, and were “very well received by consumers,” relates Hafer. “There’s always a fear that you’re going to damage the brand equity a little bit with a redesign. The good thing is that Heaven Hill is an independent, family-owned business; we’re not a massive company, so we’re pretty agile. We’ve gone through several package changes with our brands, and we have a very good track record.

“One of the key equities of the Christian Brothers brand is the cathedral bottle, which didn’t change. It’s an eye-catching element and probably helped consumers recognize the brand.”

Heaven Hill packages its Christian Brothers Brandy in two locations—one at its facility in Bardstown, the other on the West Coast. In 2004, it switched its West Coast business to contract bottler Frank-Lin Distillers (www.frank-lin.com) in San Jose, CA. While excellently equipped to bottle the Christian Brothers Brandy, Frank-Lin did not have the capabilities to apply the cold-glue labels. “Their equipment was designed to run a pressure-sensitive label,” explains Sims. “We could have stayed with the cut-and-stack, with some additional equipment costs, but we decided to let J.R. Cole try to duplicate this label, which they did—to perfection.”

A converter of p-s labels and folding cartons, Charlotte, NC-based J.R. Cole comprises four converting operations, all of which are located within a 10-mile radius. Together, they cover

approximately 159,000 sq ft. The flagship folding-carton division, Southern Converters, Inc., was founded in 1979. The Labeltec roll-label and insert subsidiary, which converts Heaven Hills’ p-s Christian Brothers label, as well as p-s labels for other Heaven Hill brands, was established in 1982 to serve a growing demand from existing carton customers for color-matched p-s labels. Ten years later, J.R. Cole spun off Pharmaprint to convert pharmaceutical roll labels and inserts; in 1987, it launched Carolina Prepress to provide artwork and plates for its sister companies, as



well as for some noncompetitive converters.

J.R. Cole’s customer base includes health and beauty, healthcare, household care, wine/spirits and consumer electronics packagers across North America. This long list of Fortune 500 businesses employs the converter’s flexo, offset, rotary screen and rotary letterpress printing, embossing/stamping, die-cutting and folding/gluing services.

“We serve the high-end customers of various markets,” says Joe Richards, vp of sales. “The cliché of being ‘a one-stop shop’ is true at J.R. Cole. We will handle today’s demands for shorter runs, and even manage inventory for customers.”

Adds Larry Long, vp of manufacturing, “While we

do provide a broad range of services, we don’t serve all markets. That can hurt your business in the process. We get to know our customers requirements very well in certain markets and make the best product possible.”

One way of achieving that goal is through the company’s new Heidelberg (www.heidelberg.com) Speedmaster CD 102 sheetfed-offset press, installed at the Southern Converters plant last March. The 40-in., six-color-plus-coater system is expected to help shorten job makeready times and speed changeovers with its automatic inking unit, automatic plate hangers and rapid registration. Although J.R. Cole currently uses only water-based coatings on the press, each print interdeck dryer is prewired for ultraviolet curing.

“It’s an excellent piece of equipment,” says

Southern Converters general manager Lee Swope, who goes on to say that although the company has state-of-the-art equipment, that’s not necessarily what makes J.R. Cole special. “Our responsiveness to customers is our strong suit,” he says. “When they put an order in, they want it turned and shipped in ten days—sometimes even less in the label division.

“We’re still small enough to turn on a dime. We react very quickly. It’s not a case where we have a big committee; decisions are made almost overnight.”

To support its label business, last spring J.R. Cole added a new 16-in., eight-color press from Multi Print Systems (www.mps4u.com) at the Labeltec facility. Manufactured by MPS in The Netherlands, the completely servo-driven equipment features interchangeable print stations with a combination of UV-flexo and rotary-screen printing. It handles substrates from 1-mil unsupported films to .020 paperboard, as well as shrink-sleeve materials. Subsystems include in-line hot-stamping and laminating capabilities, three die-cutting stations and web turning.

“Changeover between screen and flexo takes only minutes,” says Darrell Somerville, label operations manager. “The servo drives cut waste to only 200 feet of material, and once registration is set, there’s

Continued on page 56



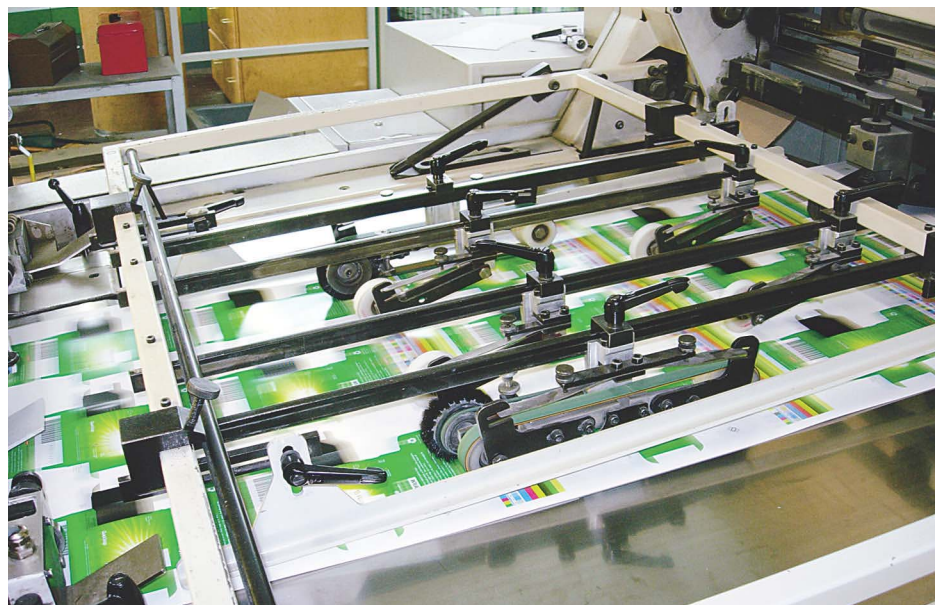
A new 40-in. sheetfed-offset press is expected to help shorten job makeready times and speed changeovers for carton-converting jobs.

no manual adjustment.”

The latest equipment addition to J.R. Cole's arsenal, installed in September, is a 16-in. **KOR Engineering** (www.korengineering.com) VR inspection slitter/rewinder stationed at its Pharmaprint plant. Fitted with an **AVT Advanced Vision Technologies** (www.avt-inc.com) digital defect-detection system, the unit also uses up to four **Domino Amjet** (www.domino-printing.com/us/) A400 ink-jet printheads to sequentially number the back of pharmaceutical labels.

J.R. Cole's Carolina Prepress operation is truly a “start-to-finish” business, offering everything from original label and carton graphics and structural design to final printing plates for both offset and flexo work. For narrow-web flexo labels, Carolina Prepress recently added an **Esko-Graphics** (www.esko-graphics.com) **CDI Spark** digital flexo plate imager and a **DuPont Packaging Graphics** (www.cyrel.dupont.com) **Cyrel® FAST 1000 TD** flexo plate processor. Along with film imagesetting, Carolina Prepress also provides contract proofs.

Capital investments have lately been fast and frequent at J.R. Cole, but that's also one of its strengths, says Dave Harris, technical manager of label operations. “What's unique to our management is that



One of two die-cutters finished printed carton sheets. The side-by-side systems are immediately upstream from a team of folder/gluer.

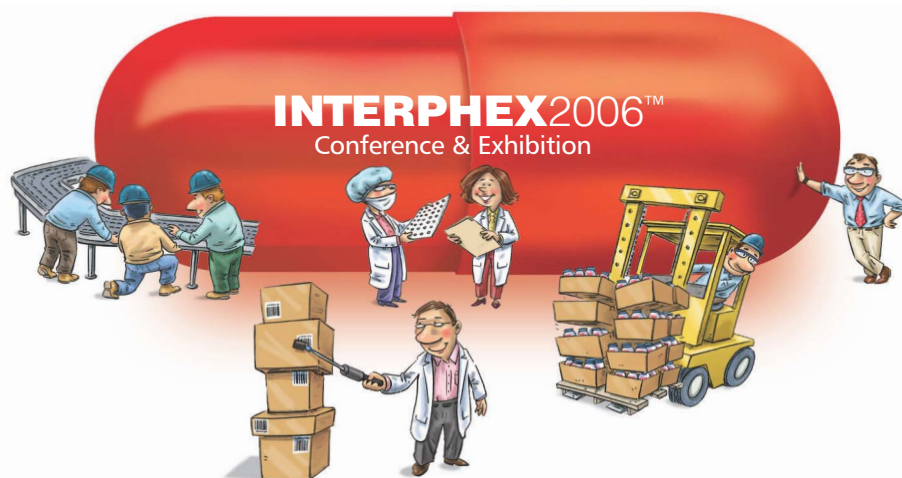
we don't have a lot of levels to act as a stumbling block to progress,” he says. “It's given us the freedom to make commitments and live up to them.”

Adds J.R. Cole president and CEO Bob Cole, “The roll-label business is as wide open as it was forty years ago. The entry level is such that a garage and a credit card will put you in business. Converters come and go on an almost weekly basis. The fragmentation of the

industry is almost beyond belief.

“The consolidation of retailing has provided opportunities for nimble, customer-oriented converters. I believe there will always be a market for converters fitting this profile.”

At Heaven Hill, Sims confirms J.R. Cole's commitment to service. “There are several very good pressure-sensitive label converters



CURES PACKAGING PROBLEMS.

New medications, evolving regulations and product safety issues are making pharmaceutical packaging more complex than ever—and even a small mistake can mean the loss of millions of dollars. That's why smart packaging professionals count on INTERPHEX for an annual update on everything that's innovative and important in pharmaceutical packaging.

INTERPHEX delivers advanced solutions, capable partners and technical expertise to maximize both your on-the-job performance, and your company's productivity.



You can see and touch the newest products from dozens of leading packaging equipment suppliers, including Alcoa Flexible Packaging; Bosch; Cozzoli; Domino Amjet; Harro Höfliger; Klockner; MG America; O'Hara Technologies; Romaco; and Videojet. Tour the Packaging Pavilion, sponsored by *Packaging Digest* and Healthcare Compliance Packaging Council, and find contract packaging suppliers in the PharmaSourcing & Services exhibits.

Get expert input on best practices and practical solutions in conference sessions on breathable packaging technology, outsourced packaging, multiple language labeling and more. Hear free keynote sessions. Mingle with your peers at the Opening Night Reception. And enter to win a new MINI® Cooper!

Now is the best time to plan your visit to INTERPHEX2006. Register for free admission to the INTERPHEX exhibits at www.interphex.com/packagingdigest or call 1.888.334.8704 or 1.203.840.5648

March 21-23, 2006
Jacob K. Javits Convention Center, NY



INTERPHEX2006™
Conference & Exhibition

— PHARMA**FACILITIES**
— PHARMA**IT**
— PHARMA**SOURCING&SERVICES**
— PHARMA**MANUFACTURING**

www.interphex.com/packagingdigest

Sponsored by:



ENGINEERING PHARMACEUTICAL INNOVATION



Packaging pavilion sponsors:



Produced and managed by:



Source Code: XPD

The consolidation of retailing has provided opportunities for nimble, customer-oriented converters.

out there," he says, "but what we have found with J.R. Cole is that they have always met our quality requirements, their customer service is excellent, and their pricing is fair." When Heaven Hill approached J.R. Cole in February 2005 about replicating its cold-glue labels in a p-s format, the converter was already supplying Heaven Hill with p-s labels for some of its other brands.

For J.R. Cole, the process of creating the p-s label involved testing materials in its lab and experimenting with postprint processes to achieve the desired results. For the label stock, J.R. Cole selected Raflatac's (www.raflatac.com) Silver Vac, a 2.7-mil metallized, paper-based facestock, coated with RP51 modified acrylic dispersion permanent adhesive and laminated to a 40# white kraft release liner. "This particular label construction allowed us to match the glue-applied labels," says Ken Fender, Labeltec plant manager. "We had to be able to tint the silver foil gold to match

the labels exactly. The tints available with the gold-metallized papers in pressure-sensitive were not an exact match. This was unacceptable to the customer.

"We tested materials in our lab from several different suppliers, and the Raflatac material seemed superior for this particular application."

Labels are printed on a Mark Andy (www.markandy.com) 12-color, UV-flexo press with 600-line anilox rolls, using UV-flexo inks in black, gold tint, red and white from Zeller+Gmelin (www.zeller-gmelin.com). The 150-line-screen printing is topped with a UV-flexo coating, then embossed in-line using a male/female brass die from RotoMetrics (www.rotometrics.com). Die-cutting is also performed in-line, using magnetic dies from Gerhardt (www.gerhardt.dk).

According to Fender, the Mark Andy press was selected for this application because of its in-line embossing, coating and die-cutting features and because "the UV-flexo stations were

required to achieve the desired density of the black background."

From Millard Sims' perspective, one of the biggest challenges for J.R. Cole was matching the embossing of the cut-and-stack labels. "They ran several tests to ensure that they met our criteria and our quality requirements, and they sent samples to us to review," he recalls. "After a couple of attempts, they were able to match the embossing perfectly with that of the cut-and-stack label."

In April 2005, the p-s labels were introduced into the market served by Frank-Lin on the 50-, 200-, 375- and 750-mL and 1- and 1.75-L sizes of Christian Brothers Brandy. For the 200- and 375-mL sizes, J.R. Cole also converts a partial/spot trapezoidal neck label, using the same Silver Vac label facestock, printed with black and gold-tint UV-flexo inks and a UV-flexo coating.

For Heaven Hill, when it came to the switch to p-s labels for its West Coast-packaged Christian Brothers Brandy products, no news was good news. "We have not had one complaint since we switched to the pressure-sensitive labels," says Sims. "I'm not even sure that a customer would even know we made the change."

More information is available:

J.R. Cole Industries, Inc., 704/523-6622. www.jrcoleinds.com.
AVT, Inc., 770/541-9781. www.avt-inc.com.
Domino Amjet, Inc., 800/486-7351. www.domino-printing.com/us/.
Esko-Graphics, 800/743-7131. www.esko-graphics.com.
DuPont Packaging Graphics, 800/345-9999. www.cyrel.dupont.com.
Frank-Lin Distillers Products, Ltd., 408/259-8900. www.frank-lin.com.
Gerhardt USA, 717/417-1313. www.gerhardt.dk.
Heidelberg USA, Inc., 888/472-9655. www.heidelberg.com.
Keller Crescent Co., 800/457-3837, ext. 625. www.kellercrescent.com.
KOR Engineering, Inc., 905/842-8452. www.korengineering.com.
Mark Andy, Inc., 800/700-MARK. www.markandy.com.
Multi Print Systems, 513/831-2483. www.mps4u.com.
Raflatac, 800/992-3882. www.raflatac.com.
RotoMetrics, 800/325-3851. www.rotometrics.com.
Zeller+Gmelin Corp., 800/84U-VINK. www.zeller-gmelin.com.

Daily Packaging News e-Newsletter



Get the day's hottest packaging news delivered to your desktop

- >> Most widely distributed newsletter in the packaging industry
- >> Keep up-to-date with the latest global packaging news
- >> Learn about new, innovative packaging products and technology
- >> Plus monthly e-newsletters to meet your information needs:
 - Food & Beverage Packaging
 - RFID in Packaging
 - Pharmaceutical Packaging
 - Smart & Active Packaging
 - New Packaging Products
 - Automation & Controls

FREE subscription. Sign up at www.packagingdigest.com/eletter

Coriolis meters measure flow in paint-filling machines

Coriolis mass-flow meters provide accurate fills without contamination problems on fillers running a variety of paint colors and textures.

Anationally known paint manufacturer has recently switched to using machines from Pneumatic Scale Corp. (www.pneumaticscale.com) equipped with Coriolis flow meters from Micro Motion (www.emersonprocess.com/micromotion) to fill cans of paint. A Coriolis meter measures the mass of the product flowing through

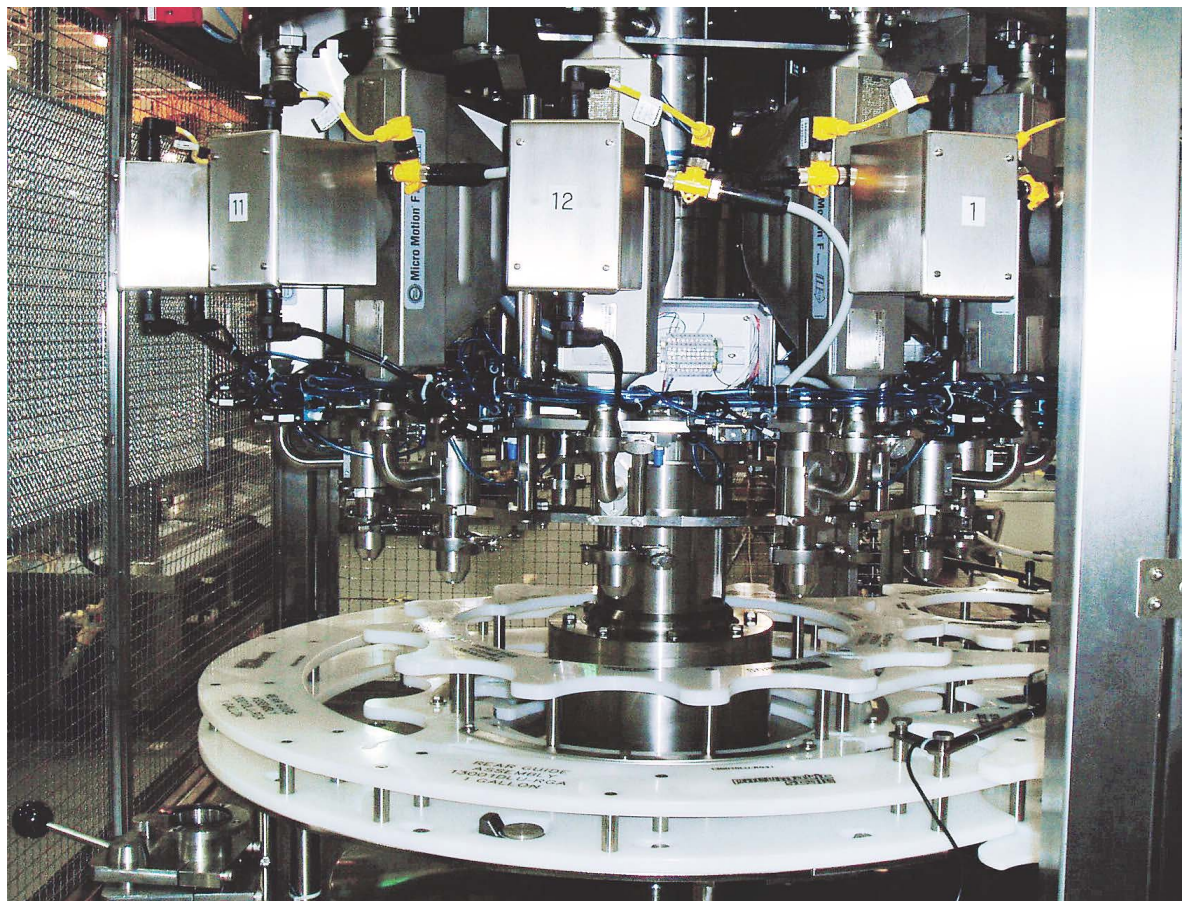


For more information about automation and controls, go to Packaging Digest's **CONTROLS, MOTORS INFO CHANNEL** at www.packagingdigest.com/info/controls

it, whether running liquids or gases. This is an absolute measurement of quantity that is unaffected by changing fluid properties, such as viscosity or density. In addition, changing fluid process conditions, such as temperature or pressure, do not introduce additional measurement uncertainty. Coriolis meters eliminate the need for density-compensation-correction systems to adjust the actual measured volume flows to standard, or reference conditions, because a direct mass measurement has no need for density compensation. In fact, the multivariable measurement principle of Coriolis technologies also provides a measure of fluid density as a secondary output.

A Coriolis meter requires two components: an in-line fluid-flow sensing element and an electronic unit with a transmitter that interprets the signals from the sensor and converts these signals into useable outputs, usually pulse, 4 to 20 mA analog, and digital outputs. The sensing element usually consists of a manifold that splits the flow into two parallel tubes, although the smaller meters used for lower flow ranges often are configured to use only a single tube. The flow tubes are driven so that they vibrate in opposition at a resonant frequency, similar to a tuning fork. As the flow passes through the tubes, the fluid momentum, coupled with the oscillatory motion created by the vibration, induces a Coriolis force directed along the length of each tube. This force produces a phase shift (or time difference) along the length of the tube, which is directly proportional to mass flow rate. Two electromagnetic sensors located on opposite legs of the flow tubes sense the vibration of the tubes, which produce sinusoidal signals, and the phase shift between these signals can be measured.

Micro Motion Coriolis meters do not require special installation procedures, flow straighteners or



This rotary paint filler has 12 Coriolis meters installed in the numbered housings mounted above the fill nozzles. Five of these rotary units have been installed; four with 12 heads, as shown, and one six-head machine.

Coriolis mass-flow meters take advantage of the Coriolis effect to very precisely **measure mass-flow** of a fluid as it passes through the meter.

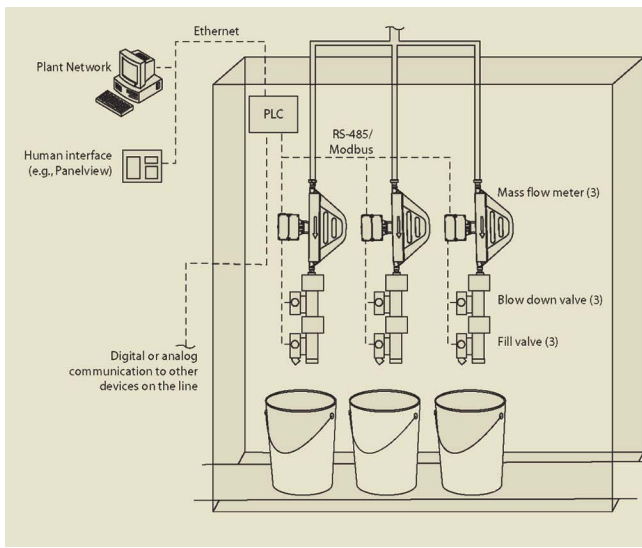
special lengths of straight pipe to correct the fluid-flow profile. Eliminating these piping requirements reduces the size and cost of many Coriolis-based flow measurement systems.

The paint company has long been using machines from Pneumatic Scale Corp. (PSC) to fill cans of paint using traditional piston-displacement technology and, more recently, loadcell weight-measurement technologies. Volumetric-displacement piston fillers are a reliable way to fill a lot of cans quickly, says the filler manufacturer. The piston pulls product from the filler's supply line into a cylinder on the upstroke, and then pushes the contents of the cylinder into the paint can on the downstroke. Valves open and close in concert with the pistons' strokes to ensure that the product is always going in the correct direction. Piston fillers can sometimes have problems with high-texture paint products or in applications requiring frequent product and/or color changes. The texturing

in the high-texture product wears down the piston's rings and other contacting parts, while switching between products and colors is difficult, because the previous product can get trapped in the system.

Loadcell fillers, in general, are an accurate way to fill cans of product, says the company. The system is controlled by the weight measurement taken before the can is filled. A can is placed under the filler, and the empty container weight is tared, after which a valve opens, letting the product enter the can until the weight reaches a predetermined value. The product settles in the can, and the loadcell takes a final weight reading. The main problem with using loadcells to fill paint is the spilled paint that accumulates quickly and becomes nearly impossible to clean. The spilled paint skews the accuracy of the product measurement or even gums up the loadcell to the point where it does not function properly.

Coriolis meters take advantage of the Coriolis effect to very precisely measure the mass flow of a fluid as it passes through the meter. When the meter's



Schematic diagram of a three-head, in-line filler with Coriolis flow meters.

mass-flow fillers have met its expectations and provide a number of benefits. The filling machines are at least as accurate as those with loadcells, but require very little maintenance. Because the working components are inside of the flow meter, there are no concerns about paint spillage or frequent cleaning, maintenance or calibration. The design of the flow tubes makes them ideal for the heavily textured paints because there are no tight, moving seals that the paint texturing can wear down, and there are no cracks or crevices where previously colored product can hide, waiting to contaminate the color of the next product to be used. Vibration on the filling line

has little or no effect on the measurement accuracy of the fillers.

The new fillers are simple and reliable to operate. Their networked configuration uses just one PLC in the main electrical cabinet. The only wiring to the filler is power and communications to the mass-flow meters.

More information is available:

Pneumatic Scale Corp., 330/923-0491.

www.pneumaticscales.com.

Micro Motion, 303/527-5200.

www.emersonprocess.com/micromotion.

totalizer has counted the preset mass of fluid, the unit communicates to other devices in the system to open or close valves or to operate other automated equipment. Given the difficulties that PSC says it needed to overcome in its paint fillers, using a Coriolis flow meter in some new filling machines was a clever solution, it reports. PSC has introduced two new types of filling machines, one rotary and the other in-line, that have Coriolis flow installed above the cans to be filled. When a can moves into place, the fill valve opens, and paint flows through the Coriolis meter, which measures the mass flow and sends a signal to the valve when the preset product mass has been reached. The valve closes, and the filling machine exchanges the filled can for the next empty one and repeats the process.

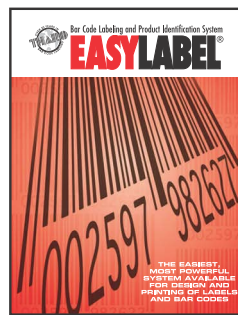
The Micro Motion flow meters on the new machines have batching control and constant correction built into them via their transmitters. Each flow meter controls its fill and blow-down valves directly, but also communicates with the filling machine's single PLC via an RS-485 Modbus network. The PLC then communicates with other equipment and devices in the filling line and with the plant's network via Ethernet.

PSC has installed seven machines with Coriolis mass-flow meters. Five of the machines are rotary-style. Four have 12 heads (shown in the photograph) and one is a six-head machine. All of these machines have turrets with 900-mm pitch-diameter. Two of the machines are in-line machines with three heads; each head fills a 2- to 5-gal pail. The basic layout of the in-line machine can be seen in the control/line drawing.

Six of the machines are used for latex paints, including anti-skid, textured paints, while the seventh is used for solvents and sealers. Each filling head has its own Micro Motion F-Series flow meter. All of the machines are currently set up for filling different container sizes between 1 qt and 5 gal, but unlike other filler types, there is no maximum weight or volume imposed by the measurement technology. Only the container-handling parts would need to be changed or modified to run other sizes or types of containers.

The customer says the new PSC

NEW! EASY LABELING WITH EASYLABEL® 5!



Design and print labels the EASY way with **NEW EASYLABEL® 5!** EASYLABEL 5 Platinum software is now available with an **RFID Wizard** that takes the worry out of creating and printing smart labels with its extensive support for EPC and other RFID specifications.

Additional features include:

- database capabilities in the Gold version
- **EAN/UCC-128 Wizard**
- support for **USB printing**
- Microsoft OLE DB and ActiveX® Data Objects (ADO)
- compliance tools for the **FDA 21 CFR Part 11** regulation
- multi-lingual Risk and Safety phrases for **Hazardous Chemicals** and much more.

Read more about these new **EASYLABEL® 5** features at:

www.tharo.com/easy5.htm. Try it before you buy! Download a **FREE** Demo copy today at www.tharo.com.

RFID Enabled

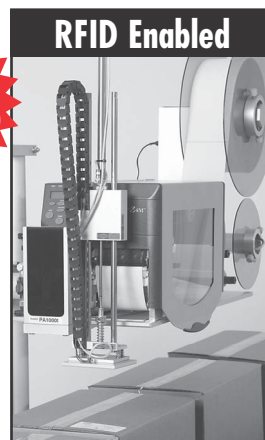
Tharo Labeling Solutions and Systems

NEW!

PA1000tZ Printer/Applicator

Cost-effective applicator for Zebra® Z4Mplus™ and Zebra® R4Mplus™ printers. The larger capacity unwind/rewind unit reduces the number of times you need to load label stock. Applies labels to the top or side of a product.

As low as **\$8,595**



NEW!

PA1200t Tamp and PA1200t/b Tamp-Blow Printer/Applicator

Easy to use, the PA1200t requires minimal adjustment to changeover from applying labels to the top or side of a product. The PA1200t/b was designed to apply labels to delicate products or products with curved or uneven surfaces. The Tamp Pad delivers the label right above the product and the label is blown the rest of the way on. The PA1200t and PA1200t/b can use a Zebra Z4Mplus, Datamax I-Class or Tharo H-Series printer.

As low as **\$5,995**



NEW!

Tharo H-426 and H-434 Printers

Thermal transfer label printers for large volume printing. These all metal printers are available in 203 or 300 dpi. The printers feature a backlit LCD, Real-Time Clock, and much more. The H-Series contain internal memory for storing downloaded label formats, graphics, and fonts. Using this memory, the printers can be operated **without** being connected to a computer.

As low as **\$995**



As low as **\$5,495**

NEW!

PA1200 Specialty Tamp Printer/Applicator

For very small, delicate, high precision print and apply applications of labels as small as .20" x .20" (5mm x 5mm), like electronic components, PC Boards, pharmaceuticals, cosmetics and assemblies.

Call us for pricing on Printers, Printer/Applicators and Ribbons
Reseller Inquiries Also Welcome

EASYLABEL®
BY THARO SYSTEMS

Box 798 • Brunswick, OH 44212-0798 USA

800-878-6833 • 330-273-4408 • FAX 330-225-0099

tharo@tharo.com

www.tharo.com

Visit us at WestPack 2006, January 31–February 2,
Anaheim Convention Center, Anaheim, CA, Booth #5670

new products equipment



Pneumatic batching/blending system

The in-line pneumatic batching system facilitates simultaneous weigh-batching of major ingredients supplied in bulk bags, manual dumping of preweighed minor ingredients and blending of the material while a subsequent batch is accumulated. Each bulk-bag discharger is mounted on a load cell, allowing loss-of weight batching from either or both bulk bags. A system controller starts and stops each discharger's rotary airlock valve to weigh ingredients, first at high-feed rate for rapid filling, then at dribble-feed rate, stopping material flow once the desired batch weight has been discharged. System software allows for mid-batch bag changes. Minor ingredients are added at the manual dumping station, after the major ingredients have been discharged. A dilute-phase vacuum conveyor line terminates at a filter receiver, which accumulates the batch before discharging it through a slide gate valve into a ribbon blender, allowing concurrent batching and blending of materials. Other features include FLOW-FLEXER™ bag activators and POP-TOP™ stretching devices. System components are available constructed of carbon steel with an industrial finish, or in stainless steel finished to meet industrial food, dairy or pharmaceutical standards.

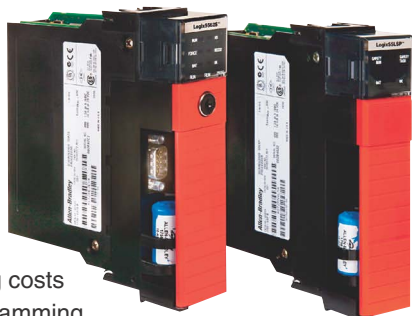
Flexicon Corp., 888/353-9426.

www.flexicon.com

Safety controller The Allen-Bradley GuardLogix controller features a two-processor safety architecture and is rated up to a Safety Integrity Level (SIL) 3 functionality. Suitable for a range of safety applications, the controller is based on the same Logix control engine, networking and I/O as other Integrated Architecture control systems the co. produces. This design commonality, coupled with the use of RSLogix 5000 software, is said to allow for better sharing of information, reduced training costs and faster programming and commissioning. The architecture features multidisciplinary control across process, discrete, motion, drive and safety applications, as well as seamless connectivity to plant-wide information systems. It allows users to program and manage the safety control system using familiar standard control methods, the co. says. Safety memory can be read by standard logic and external devices such as HMIs and other controllers.

Rockwell Automation, 800/223-5354.

www.rockwellautomation.com



Case erectors Available in two models, 2-EZ® side-belt-drive case erectors form and bottom-seal cases at speeds of up to 20 cases/min. Built with many of the same aspects of previous models in the 2-EZ family, the side-belt-drive units are designed for durability and longevity and are capable of handling a variety of case materials, including single- to triple-wall corrugated. Capable of erecting cases ranging in size



from 8×6×5 in. to 24×16×18 in. at speeds of up to 20 cpm, the 2-EZ HS features a standard, 45-in. EZ-load, walk-in, powered case magazine, and an HS high-speed, 2-in. tapehead. The carriage assembly is servo-driven, and the machine includes a self-cleaning PIAB vacuum system. The 2-EZ SB erects cases ranging from 8×6×5 in. to 20×16×18 in. in size, at speeds of up to 15 cpm. It includes an EZ-load, walk-in case magazine and a 3M Accuglide II™ 2-in. tapehead. Structural welded steel framework is standard on both models.

Combi Packaging Systems, LLC, 330/456-9333.
www.combi.com

Top and bottom labelers

Designed specifically for top- and bottom-labeling of media products such as DVDs and CDs, Series 7700 labelers can be supplied with one, two or three labeling heads. The labelers use the air-cylinder-tamp method of label application to provide positive label control, and rigid mounting of the heads facilitate accurate labeling. PLC controls are standard, flexible and upgradable; an I/O expansion kit also is included. Storage for up to 50 product recipes can be accommodated, and an LCD provides easy-to-read, simple menus. Remote mounting of the LCD is available. Other features include an adjustable product sensor delay, resettable product and label counters and fiber optic, tip-of-peeler-bar label sensing for apply-only labeling heads. The units also feature a heavy-duty, aluminum-plate and stainless-steel construction. Options include left- or right-hand configurations, a low-label/web-break alarm package with beacon, an ultrasonic clear-label sensor with auto-teach function and a capacitive clear-label sensor.

Labeling Systems, Inc., 201/405-0767.

www.labelingsystems.com



Hot-melt system The Shure-Melt™ hot-melt system is suitable for packaging and product assembly tasks where low cost and simple operation are required, the co. reports. The tank has a slice-grid design that provides brisk melt rates for fast warmup. It also permits the use of sausage-pack p-s adhesives. Heat zones are individually adjustable, controlled by easy-to-use thermostats. No heat zones are slaved. The unit has two hose ports, and hoses are available in 8-, 12- and 16-ft lengths. Programming plugs allow easy field configuration of the melt unit for either 120- or 240-v operation. Self-programming peripherals automatically configure for 120- or 240-v operation when connected to the unit.

Shure-Glue Systems, Inc., 513/874-5581.

www.shure-glue.com



Medical heat sealer

The Cryo530 medical pouch sealer is a high-temperature, validatable heat sealer with a CryoBand® sealing element. It's designed for sealing fluorinated ethylene propylene (FEP) Cryo bags and sterile barrier products intended for cryopreservation of tissues and cells, which require high sealing temperatures near the point of material destruction. Digital controls ensure that all seal parameters, temperature, time and pressure are maintained, seal-to-seal. The sealer has external calibration ports, and a laser cut, welded stainless-steel case that makes it resistant to harsh, anti-microbial agents.

Accu-Seal Corp., 800/452-6040.

www.accu-seal.com



Strapping machine

The D2400 strapping machine is capable of more than 50 cycles/min. It accepts 5-, 6- and 9-mm strapping material, with no additional parts required. Cycle initiation is by start switch, photoeye or footbar, and the table height can be adjusted from 29½ to 35½ in. Equipped with an LCD that can be set to display in one of six different languages, the unit operates on single-phase power and can be plugged in wherever needed, the co. says.

Dynaric, Inc., 800/526-0827.

www.dynaric.com





EZAutomation.net



Made in America

Price Buster

AUTOMATION PRODUCTS

American Innovation beats Chinese Imports!

Watch this fascinating video on www.EZAutomation.net

1 Same Day Shipping
until 7:15 PM CST

2 #1 Tech Support
6:00 AM to 12:00 Midnight

3 #1 Customer Service
6:00 AM to 8:00 PM CST



Starting at \$299

Price Limited Time Offer
Operator Interfaces

Operator Interfaces with Built-in PLCs



Starting at \$548

For 6" White on Blue Touch Panel with 32 Digital I/O PLC and Built-in RS422/485 Comm. Port

Wide Variety of plug-in I/O Modules, Mix-n-Match AC/DC, In/Out, Digital/Analog

Features:

- Up to 64 I/O Plug-in modules (EZI/O)
- 64KB of User Memory and 3ms Scantime
- DeviceNet, Profibus or Ethernet connectivity
- RS232/422/485 ports with Modbus protocol
- AC/DC mixed modules for maximum flexibility

Available in 8 Different Display Types



Starting at \$291

Starting price includes panel with 16 I/O (48 I/O available)

Text Panels with Built-in PLCs



Starting at \$999

Touchscreen options

Industrial Flat Panel Monitors



Starting at \$599

AMD 333 MHz CE Processor

Touch Screen CE Computers



Starting at \$349

Networks to most major PLCs & networks

Industrial Strength Message Displays



Starting at \$111

32 I/O Base
8K registers
3 ms scantime
64KB of memory

PLCs with Plug-in I/O

\$99 for 12 bit
4 Analog In
4 Analog Out

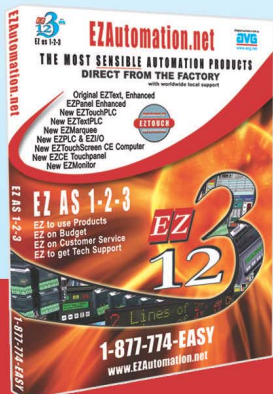
\$19 for 8 DC
0.5A outputs



Starting at \$169

with NEW bright Vacuum Fluorescent Displays

PLC Text Panels



Same Day Shipping
for orders placed by 7:15PM CST and
6:00AM to 12:00 midnight Tech Support

Order by phone, fax, or online
1-877-774-EASY
3 2 7 9

Request your FREE Catalog
OVER 400 Price Buster Automation Products

www.EZAutomation.net

sample it!

Clear packaging New styles and features are part of the co.'s expanded line of clear packaging. Round and square tubing, with a selection of closures, are available, and new clear caps can provide a finished look to packages, the co. says. Extend-A-Paks and permaseal tubing also are available in round and square styles with a new, improved bottom. A choice of closure options is available for the open end. Labeling and header cards can also be provided.

VisiPak, 800/797-7886.
www.visipak.com



Round containers The Camber Round line, an alternative to typical bullet-round bottles, is expanding with new sizes. Made of OPET, it's now available in 200-mL and 8-oz sizes with a 24/410 finish.

Custom designs can be accommodated. The co. also has under development a variety of new sizes for the Camber Round line, in a selection of materials, including OPET, PETG and HDPE.

Fenton, Weber & Jones Packaging, Inc., 716/568-1290.
www.fwjpackaging.com



new products equipment

Flow-wrapping system A new Hitech flow-wrapping system consists of two modules. The first module is the Model ABS-5 continuous-motion, tear-tape applicator. Patented, it provides packages with easy-opening capabilities and features adjustable strip positioning during operation. During application, two knives perform cuts on the packaging material. The second module is a Hiwrap 303 horizontal flow wrapper. A servo-driven system, the flow wrapper is said to be simple to operate and can reach speeds of up to 500 packs/min. It has a welded frame with a cantilevered design, easing cleaning and accessibility. Three servo motors service the infeed chain, the cross-sealing crimper head and the fin-seal rollers. Electronically controlled film print registration is available for higher-quality packages. Other features include an Allen-Bradley Control Logix platform and a Panel View color touchscreen.



Rovema Packaging Machines, L.P., 770/513-9604.
www.rovema.com

Shrink tunnels The Shrink Mate™ shrink tunnel is a portable, desktop shrink tunnel that is suitable for manual and startup applications. It's capable of finishing sleeves at speeds of up to 10 packages/min. The Shrink Master™, a standalone unit, finishes sleeves at speeds of up to 20 packages/min and can be incorporated into existing production lines. Both units have a rugged steel construction and can shrink a range of film sizes and sleeves. Multipack sleeve capabilities can also be accommodated.

Ameri-Seal, Inc., 800/220-7981.
www.ameri-seal.com

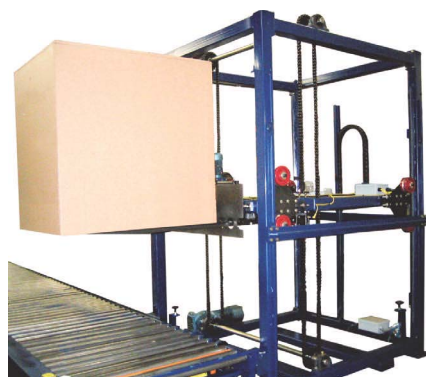
Laser sensors WORLD-BEAM® QS18LD laser-diffuse and QS18LLP laser-retroreflective sensors deliver high-performance sensing with visible Class 1 lasers, tightly collimated sensing beams and extended sensing ranges. Both models use the co.'s QS18 standard housing to provide mounting and application flexibility. The QS18LD senses targets up to 300 mm away; the QS18LLP delivers retroreflective sensing up to 10 m. Designed for use where a high-power, small beam size is important, the sensors are suitable for applications in the pharmaceutical, medical, cosmetic and material handling industries, among others. Features include six connector options, including a 2- or 9-m integral cable, a four-pin Euro-style or integral pigtail QD and a four-pin Pico-style or integral pigtail QD. A crosstalk algorithm protects against optical disturbance from adjacent sensors, and bright green and amber status LEDs are visible from 360 deg.

Banner Engineering Corp., 888/373-6767.
www.bannerengineering.com



Unit-load stacker The PS600 slipsheet unit-load stacker is designed to stack unit loads without pallets. It mounts on one side of the unit-load conveyor and holds the stretch-wrapped unit-loads in position with a positive stop-gate. The load stacker uses linear rails and bearings to move multiple support bars between the rollers under the unit-load. A PLC controls the unit and can communicate with the conveyor, the stretch wrapper and the unitizer. Loads are raised and lowered with a variable, electric drive system. The PS600's standard setup handles 40×48-in. unit loads traveling broadside first. The carriage can be adapted to handle a range of unit-load sizes. Featuring a heavy-duty, four-post steel frame, the stacker is suitable for high-volume warehousing operations.

Kolinahr Systems, Inc., 513/745-9401.
www.kolinahr.cc



LINCOLN CODERS INCORPORATED

CODING SOLUTIONS



NON-POROUS PRINTERS



CARTON CODERS



INK JET PRINTERS



HAND HELD CODERS

FREE 30 DAY TRIALS! (ON MOST UNITS)
ORDERS SHIPPED SAME DAY.



**LINCOLN
CODERS
INCORPORATED**

2815 Independence Drive | PO Box 8009 | Fort Wayne, Indiana 46808
1-800-248-4452 | www.lincolncoders.com | e-mail: sales@lincolncoders.com

newsmakers

MOVERS & SHAKERS

Sidel, Inc. makes David Schroeder its



David Schroeder
Zone VP, North America
Sidel, Inc.

zone vp for North America. Gregory Luka assumes Schroeder's previous responsibilities as vp of sales and business development for North America.

Ampac Flexibles, a div. of Ampac Packaging, LLC, adds Dave Bartish as director of sales for the co.'s Performance Films group. Most recently, he led the sales and business development team for a major account at Curwood, a Bemis co. Tricia Reighard joins as director of technical marketing of



Gregory Luka
VP of Sales & Business
Development
Sidel, Inc.

the co.'s Converted Products group.

The **Packaging Machinery Manufacturers Institute (PMMI)** adds Tim Cook, Nick Wilson and Paul Irvine to its board of directors. Cook is the vp of sales and marketing for Richmond, VA-based AMF Automation Technologies and serves on the Institute's show committee. Wilson is the president and founder of Morrison Container Handling Solutions, Glenwood, IL, and Irvine is CEO of Plexpack Corp., based in Toronto. He has served on the Institute's global marketing committee and recently was part of its competitiveness task force.

Nordson Corp. appoints William Donges and Edward Lash to the positions of container marketing manager and product manager, respectively, for its liquid and container businesses.

HP names Gal Barak the director and gm of HP America's Inkjet Industrial Division, formerly known as Scitex Vision America.

Intl. Paper's Robert M. Amen retires after



Robert M. Amen
President
Intl. Paper

26 years with the co. Amen has served in a number of capacities, most recently as president. Wayne Brafford is named senior vp, printing and communications papers; Paul Herbert is senior vp, strategic

initiatives; and Carol Roberts is senior vp, IP-packaging solutions.

Sato America, Inc. appoints Terry Bresin as its Western regional sales manager. Prior to joining the co, Bresin spent eight years with Intermec Technologies Corp. in various, senior-level positions.

The **Society of the Plastics Industry, Inc.** promotes Walt Bishop to the position of vp in charge of trade shows. He steps in for the recently retired Jordan L. Morgenstern.

SCA Packaging North America appoints Andrew MacLeod as divisional vp of sales

& marketing. He was most recently vp of sales & marketing for the Titan Plastics Group, a position he held since '01.

The **Robotics Industries Association (RIA)** selects Trevor Jones as its new president. Jones is the director of OEM business development for Thermo

Electron Corp.'s Laboratory Automation and Integration Business. He succeeds Åke Lindqvist, group vp, Robotic Products and Automation N.A. of ABB, Inc., who remains on the RIA board as past president.

Continued on page 69

An Invitation to Post Your WHITE PAPERS on the Industry's Leading Website www.packagingdigest.com



>> It's **FREE** and easy to post

Step 1 – Go to
www.packagingdigest.com/upload

Step 2 – Complete the required information

Step 3 – Upload your white paper

Step 4 – Hit the submit button and you're done



>> Posting your white papers on www.packagingdigest.com is **FREE**.

>> Post as many white papers as you want, as often as you want—*there is no limit!*

**PACKAGING
DIGEST**

www.packagingdigest.com

 Reed Business Information.

info showcase

For more information, contact **Barbara Levin** at (630) 288-8474, blevin@reedbusiness.com

Literature and other multimedia, product announcements and websites for packaging machinery, materials, containers, supplies, and services. Use Reader Reply Card, online info response or contact supplier directly.



Complete Line of Patented LN2 Injection Systems

Cryotech International, formerly VBS, offers a complete line of patented LN2 injection systems for pressurization and/or inerting of containers. Ideal for hot fill applications, PET containers, glass bottles and cans, the LCI promotes cost-saving measures including light-weighting bottles and reducing cardboard packaging materials. See us at West Pack in booth 5041.

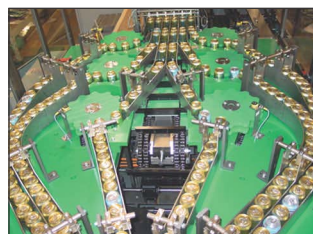
Cryotech International, Inc.
408-371-3303; Fax 408-371-3320
salesinquiry@vbsflex.com, www.cryotechinternational.com

Introducing a New Line of CASE ERECTORS

Aantek Maximum Series Case Erectors are RUGGED, COMPACT and have no tools required changeover. The Maximum Series will give you the widest case range in the industry. View demonstrations of the MAXIMUM SERIES CASE ERECTORS on our website at www.aantek.com. Aantek, Inc. introduces a new line of CASE SEALERS starting at \$2,900. From Semi-Automatic to Fully Automatic Random there will be a sealer to fit any budget. Sealers are available in stainless steel. Aantek also offers for the first time a Stainless Steel Tape Head.

Aantek, Inc.

aantek@aantek.com, 877-885-9299



ServoBeverage Packer

Thiele's ServoBeverage Packer offers the flexibility to handle various beverage containers and carton configurations. The special carton set-up erects even the difficult 2x6 refrigerator pack.

Thiele Technologies Inc.
1-800-932-3647
www.thieletech.com

Stop Damaged Shipments!

Lansmont leads the world of packaging with the most innovative, technologically advanced field recorders, package testing equipment and package testing services. Learn what your packaged product experiences during shipment. Lansmont Corporation, the leading supplier of pre-shipment test equipment and field measurement instruments introduces the new SAVER™ 3X90 environmental recorder. The SAVER™ 3X90 records shock, vibration, temperature and humidity simultaneously from within a small battery powered enclosure.



www.Lansmont.com, 800-LANSMONT



IntraPac Introduces New 2" All Plastic Laminate Tube

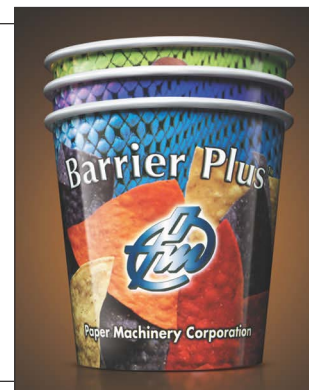
IntraPac's new size tube provides beauty and functionality for health, beauty and personal care applications. The new tube is 2" diameter adding to IntraPac's wide range of tube sizes currently available. This all plastic laminate tube offers high barrier protection and can be decorated in a variety of techniques: four color process, spot color and silkscreen printing; and hot stamp foil.

IntraPac (Swedesboro) Inc.
630-579-9986
jmiller@intrapacgroup.com, www.intrapacgroup.com

Barrier Plus™ Plastic Packaging Keeps Products and Graphics Crisp

Barrier Plus plastic packaging features gas and moisture barrier, superb quality printing, and can be formed in a variety of sizes and shapes. Paper Machinery Corporation has brought together a combination of technological breakthroughs to create the packaging industry's first ever pre-printed convolute container. Barrier Plus has garnered both the AmeriStar and WorldStar awards in 2004.

Paper Machinery Corporation
414-362-8247, www.papermc.com



Clearly a Better Package

VisiPak continues to introduce new styles and features in its expanded line of clear packaging. Round and square tubing with a large selection of closures remains a popular choice, and our new clear caps can add a finished look to the entire package. Permaseal tubing also comes in round or square styles with a new and improved permanent bottom, and the choice of many other closure options for the open end. Clear packaging allows product visibility at all times and is versatile for all packaging applications from industrial to consumer. Free samples available.

VisiPak, 800-797-7886, www.visipak.com

INDUSTRY happenings

Visit www.packagingdigest.com for more event information.

Jan. 16-18 Fundamentals of Packaging Technology—Semester 1.

Hilton Garden Inn at SeaWorld Intl. Center, Orlando, FL.
630/696-4010. www.iopp.org

Jan. 18-20 Fundamentals of Packaging Technology—Semester 2.

Hilton Garden Inn at SeaWorld Intl. Center, Orlando, FL.
630/696-4010. www.iopp.org

Jan. 22-24 Winter Fancy Food Show. Moscone Convention Center, San Francisco. 212/482-6440. www.fancyfoodshows.com

Jan. 26-27 Career Fair 2006, School of Packaging, Michigan State University.

Kellogg Banquet and Conference Center, East Lansing, MI.
517/353-6797.
www.cc.pkg.msu.edu

Jan. 31-Feb. 2, 2006 WestPack 2006. Anaheim Convention Center, Anaheim, CA. 310/445-4200. www.westpackshow.com

Feb. 16-17 Interphex Puerto Rico. Puerto Rico Convention Center, San Juan, Puerto Rico. 888/745-2529. www.interphexpuertorico.com

May 16-18 The Packaging Summit 2006. Donald E. Stephens Convention Center, Rosemont, IL. 262/782-1900. www.pkgsummit.com



INFO SHOWCASE ADS FREE ON-LINE AT

www.packagingdigest.com

For information contact **Barbara Levin** at blevin@reedbusiness.com

630/288-8474 • Fax: 630/288-8476

classified ads

FAMILY OWNED WORLD'S LARGEST SUPPLIER SINCE 1912

AGITATORS AMPULE FILLERS AUGER FILLERS BAG SEALERS BAR WRAPPERS BLISTER PACKAGERS BOX WRAPPERS CAN SEAMERS CANDY WRAPPERS CAPPERS CAPSULE FILLERS CARTONERS	CASE PACKERS CASE SEALERS CHECK WEIGHERS COLLOID MILLS COTTONERS DEDUSTERS DICERS DUST COLLECTORS DRYERS EXTRUDERS FILERS FLOW WRAPPERS	FORM, FILL & SEAL FRYERS GRANULATORS GRINDERS HOMOGENIZERS INDUCTION SEALERS KETTLES LABELERS LIQUID FILLERS METAL DETECTORS MIXERS NECK BANDERS	PISTON FILLERS POWDER PRESSES PUMPS REFINERS REVOLVING PANS ROASTERS SCALES SHRINK TUNNELS SHRINK WRAPPERS SIFTERS SLICERS SOAP CUTTERS	SOAP PLODDERS SOAP PRESSES STRIP PACKAGERS TABLET COUNTERS TABLET PRESSES TANKS TUBE FILLERS UNSCRAMBLERS VACUUM PACKAGERS VIAL FILLERS VOLUMETRIC FILLERS WEIGHERS
--	--	---	--	--

**24,000 USED, REBUILT AND GUARANTEED PROCESSING & PACKAGING MACHINES
LOWEST PRICES IMMEDIATE AVAILABILITY**

NEW YORK (T) 718.585.0200 • (F) 718.993.2650
CHICAGO (T) 773.376.5400 • (F) 773.376.0634

UNION STANDARD EQUIPMENT
sales@unionmachinery.com www.UNIONMACHINERY.com

Standard classifications are: Machinery/Materials; Contract Packaging; Career Opportunities. Other more specific classifications may be requested.

2006 rates are \$285.00 net per column inch (1 time frequency), \$265.00 net per column inch (3 time frequency), \$250.00 net per column inch (6 time frequency), \$240.00 net per column inch (12 time frequency). Add \$30.00 net per column inch for second color. Colors available are: Standard Red, Blue, Green, Yellow and Magenta. All rates are non-commissionable. Blind Boxes are available for a \$25.00 fee. Deadlines: 5th of the month preceding issue. Please send all materials, insertion orders to:

PACKAGING DIGEST Classified Sales Manager
2000 Clearwater Drive, Oak Brook, IL 60523 • Fax: (630) 288-8476
Attn: Barbara Levin • Phone: (630) 288-8474
E-mail: blevin@reedbusiness.com



Machinery/Materials

FILLERS • CAPPERS • TURNTABLES

Quality made in the USA

www.fillers.com
INLINE FILLING SYSTEMS, INC.

TEL: (941) 486-8800
FAX: (941) 486-0077

WATERLESS CAP SEALER®
No Water Cooling Required

Full featured design-outperforms all others • Field-proven reliability
Compact, user friendly • Quality assurance and integrity
Advanced "SMART SEAL™" technology • Built-in automatic inspection
Stainless steel construction
Designed by the "Originator of the Waterless Cap Sealer"

www.automatech.com
34 Hinda Blvd., Riverhead, NY 11901 USA • Tel (631) 727-8886 • Fax (631) 369-3903

AutoMate TECHNOLOGIES LLC

ADVERTISING MEANS BUSINESS

FOR SALE

Blow Mold & Packaging Equip. Bekum's Fischer, Uniloy, Etc. Unscramblers, Carton Tapers, Chillers, Thermolators, Granulators, Dairy & "F" Style Gallon Molds, Mold Sampling & Short Runs.

Garden City Plastics
Equipment & Supply Co.
816-862-8703 • Fax: 816-862-8702
www.gcplastics.com
Email: gcpron@aol.com

AUGERS, FUNNELS and PARTS
for All-Fill, AMS, Bartelt®, Mateer and Spee Dee Fillers

- OEM QUALITY
- REFER TO PART NUMBER
- MOST ITEMS IN STOCK

Auger Manufacturing Specialists
22A Bacton Hill Road
Frazer, Pennsylvania 19355 USA
USA & Canada, Toll Free: 1-(800)-544-1199
(610) 647-4677 Fax (610) 640-9085
www.augermfgspec.com
E-mail: info@augermfgspec.com

VISA MasterCard AMERICAN EXPRESS DISCOVER

Registered trademarks used are owned by their respective owners

Close Outs

Do you have 'obsolete' items in your warehouse?
We can turn your 'dead inventory' into cash!

X-S Merchandise purchases all types of consumer packaged products, regardless of whom they were originally made for.

X-S Merchandise

- Makes offers within 48 hours
- Picks up the freight immediately
- Has a 3A1 D&B rating

Do you have

- End runs
- Empties to fill / Extra labels to run
- Seconds / Blemes
- Closeouts / Excess inventories
- Obsolete / Discontinued packages

XS Merchandise, Inc.
In business since 1989

Call Todd Stern at 888-330-4764 or email at todd@xsmdse.com
7000 Granger Road • Cleveland, OH 44131

Don't Forget To Advertise!

Place your classified ad TODAY!
Call Barbara Levin at 630/288-8474

RONCHI Ronchi Mario US sales position available.
FILLING SYSTEMS

**Magnetic & Mass Flow Meter Fillers
Servo, Mechanical, Pneumatic Cappres
Bottle Unscramblers, Bottle Orienters
Puck Loading, Puck Unloading
Case Erectors, Packers and Sealers**

RONCHI America, LLC. US Sales, Parts and Service
52 Park Avenue, Suite B5, Park Ridge, NJ 07656
201.802.1901 / Fax 201.802.1905 / www.ronchi.it / www.ronchiamerica.com

FRAIN INDUSTRIES, INC. QUALITY MACHINERY USED
NEW ARRIVALS EVERY DAY!

R22381 Accutek Auto Inline 6 Head S/S Overflow Filler
5D9946 Adco Semi Auto S/S Horiz HM Glue Cartoner
5D9934 Angelus Auto (3) Head Can Seamer 130 cpm
R23371 Bandrite Automatic Band Sealer 550inches/min
6M1143 Bosch Auto S/S Vertical Form Fill Seal 120ppm
5E0021 Cam Auto Horizontal Tuck Cartoner 120 cpm
5D9957 Consolidated Auto 4 Hd Rotary Chuck Capper
5D9943 Hartness Automatic Drop Case Packer 30 cpm
5E0219 Hoppmann 40" dia Centrifugal Feeder 450ppm
5D9889 Int'l Paper HM glue Case Erector/bottom sealer
R23231 Ishida S/S Belt Checkweigher up to 2.6 pounds
6M1136 Ishida Water Proof 12 Head Combination Scale
5E0188 Jones Semi Auto Vertical Tuck Cartoner 80cpm
R23241 Kiss Pkg Semi Auto (6) spindle capper 150cpm
5D9972 Klockner Automatic Dual Lane Blister 180bpm
5D9898 Mateer Burt (2) Hd Auger Powder Filler 140fpm
5E0184 MRM Elgin 16 Hd Rotary Piston Filler 240 fpm
5E0291 Multivac Roll Stock Form Fill Seal 15cycle/min

5D9791 Omega Vacuum Pocket Rotary Unscrambler 250cpm
5D9895 Package Machinery Auto Vert Form Fill Seal 75ppm
R23102 PDC 6'L Neck Band Shrink Tunnel 3 1/4" Dia Necks
5E0220 Posimat 14 Pocket Bulk Bottle Unscrambler 200bpm
5D9121 Prototype 28 Head Pic N Place Case Packer 600ppm
5D9147 Randles Tuck Tray Former 25"L x 16"W x 4"H 65cpm
6M1122 Rasch Semi Auto Fold/Bunch Foil Wrapper 70 wpm
5D8887 Resina Automatic 3 Station s/s Quill Capper 150cpm
5D9085 Safeline Metal Detector 25"Aperture 2 3/8"Clearance
5E0122 Saga Auto Double Fill Plastic Tube Filler 120 tpm
5D9991 Scandia Semi Auto Horiz Hot Melt Cartoner 100cpm
R23312 Sergeant Semi Auto L Bar Sealer & Shrink Tunnel
5D9591 Shanklin Flow Thru lap seal shrink wrapper 100ppm
5E0197 Shorewood Auto Inline S/S P/S Front & Back Labeler
R23352 SWF Automatic Hot Melt Glue Tray Former 60 tpm
5D9953 Tampco Auto Case Erector / Packer / Sealer 12 cpm
6R0059 US Bottlers 24 Head Rotary Liquid Pressure Filler
6M1178 Vac-U-Max Pneumatic Vacuum System 4000lbs/hr

Chicago AREA (630) 629-9900 www.fraingroup.com

www.packagingdigest.com

your source for PISTON FILLERS for liquids & pastes

- * Table Top & Automatic
- * Junior, Quart & Gallon models
- * Low prices, quick delivery
- * Replacement parts for all GEYER fillers

check out our "specials" at
www.packagingenterprises.com

800-453-6213
Packaging Enterprises Inc.
12 N. Penn Ave., Rockledge, PA 19046

PLASTIC BAGS

Over 600 sizes of poly bags & zipper locking bags in stock for same day shipping. Unlimited custom options too!
Free drop shipping, no minimum orders and a Low Price Guarantee. Call for your **FREE Distributor Catalog** or visit **www.InternationalPlastics.com**
Packaging Distributor Hotline 1-800-433-0095

PISTON FILLERS FOR LIQUIDS, CREAMS, & PASTES

High quality piston fillers for your most demanding application. All pneumatic operation and stainless steel construction make these models ideal for washdown food/dairy applications & hazardous environments.

For more information, please call
1-866-ALL-FILL
or visit us at **www.all-fill.com**

ALLFILL
All Performance... All The Time

classified ads

Machinery/Materials

COMPLETE BOTTLING SYSTEMS

Fast Changeovers
Little or no change
parts required

The Proven Standard... Since 1941,
KAPS-ALL
PACKAGING SYSTEMS
KAPS-ALL CAPPER • FILLS-ALL •
FEED SYSTEMS • ORIENTALINER

- Unscramblers
- Orienters
- Bottle Cleaners
- Liquid Rotary and Straight Line Fillers
- Cappers For All Applications

- Conveyors
- Torque Monitoring
- Induction Foil Sealers
- Inspection Systems
- Complete Packaging Systems



www.kapsall.com

Get the Reliability,
Flexibility, Accuracy
and Versatility you need
in Packaging Machinery

200 Mill Road, Riverhead, NY 11901 USA • Tel (631) 727-0300 • Fax (631) 369-5939

Copy Expansion Labels... That's All We Do!™ **CGMP**

Let Us Make Your Booklet Labels™

www.JHBertrand.com
a.k.a. BookletLabel.com

SUCKERS BY THE ZILLIONS!

FOR PACKAGING & PRINTING

A large variety of rubber and vinyl Rudow Suckers available.

Wm. B. Rudow Co.
Phone (941) 957-4200
Fax (941) 955-7666
P.O. Box 2300/Sarasota, FL 34230

DJS Enterprises
NEW AND USED PROCESS AND PACKAGING EQUIPMENT

Swiftpack 2x16 Lane Electronic Tab/Cap Counters
Klockner-Pentapack Cold Form Blister Machine, X111
Macofar CD40 Capsule Filler yr 1999 "10" & "100"
King TB-4 Electronic Tab/Cap Packaging Lines
New 8 Sin "D" Tooling Tablet Presses with pre-compression
Doboy Hot Glue Bag Sealer, Model GS1000

• King Auto PS. Wrap Labeler, LH-6
• CLJ UNI-CAP 8 Auto 4 Quill Capper
• Mater Twin Head Auger Filler Mdl 2900
• 5 - 20 Cu Ft Patterson Kelley "V" Blenders
• Se Jong Model SF-30 Capsule Filler
• 38", 42", & 48" S/S Coating Pans

Complete Packaging Lines for Tablets, Capsules, Liquids, and Powders
Process Equipment: Mixers, Tanks/Kettles, Granulators, & Coating Pans

www.djsent.com • email: sales@djsent.com
MOST EQUIPMENT CAN BE INSPECTED IN TORONTO!!!

2700 - 14th Avenue, Unit 6 Phone: 905-475-7644 Toll Free: 888-DJS-SALE
Markham, Ontario L3R 0J1 Fax: 905-475-7645

AFFORDABLE FILLING SOLUTION NEW ENHANCED B-350e FILLER \$8995



Why gamble with used filling equipment? You can have a NEW Model B-350e Auger Filling Machine for a special price of **\$8995**. Features include PLC Controls, aluminum head casting, 16 gallon hopper, dustproof cover with one piece clamp, coast compensation, 5 Product Setup Capacity, and a full 1 year warranty. **STOCKED FOR IMMEDIATE DELIVERY**

For more information, please call **866-ALL-FILL** or visit us at www.all-fill.com



PACKAGING EQUIPMENT

NEW & USED PACKAGING MACHINERY
PARTS • SERVICE • CUSTOM FABRICATION

MIDWEST PACKAGING SYSTEMS

"We buy and sell all types of packaging equipment."

PH/FAX: 636-225-1555
E-mail: mps@midwestpackagingsys.com
Web site: www.midwestpackagingsys.com

LOW COST, HIGH QUALITY Liquid Filling System

Believe it. It's an Oden Filler.

- Benchtop and Automatic
- Versatile Fast Filling
- Liquids to Viscous Products
- Fast, Easy Changeover
- No Drips
- Fast Delivery

SERVO/FILL®
Volumetric Liquid Filling Systems
Call 800-658-3622



Oden Corporation
199 Fire Tower Drive, Tonawanda, NY 14150
800-658-3622 • 716-874-3000 • Fax 716-874-1589
www.odencorp.com • sales@odencorp.com

Call Oden for all your net weight and volumetric liquid filling needs.

QUANTUM
Packaging Systems Inc.

Qmax Horizontal Cartoner



**Quality products.....
Technical expertise... Innovative ideas**

- Cartoner Sales
- Engineering Design & Consulting
- OEM components
- Machine Rebuilds & Upgrades
- Field Service
- Cartoner Rentals

Agent Positions Available

1225B Aerowood Drive • Mississauga, Ontario, Canada L4W 1B9
Phone: (905) 238-9815 • Fax: (905) 238-5754
www.quantumpackaging.com • email: sales@quantumpackaging.com

FRAIN GROUP **QUALITY MACHINERY USED**
Chicago Area
(630) 629-9900
www.fraingroup.com

BINER ELLISON
High Speed Packaging Machinery
an ACCUTEX COMPANY

High Speed Rotary Filling Systems
STARTING AT \$79,995
Why pay more for a filler that offers less? Biner Ellison offers high speed rotary filling machines with more standard features and available options than any competitor.

High Speed Sleeve Labelers and Heat Tunnels
Sleevers starting at: **\$29,995** Tunnels starting at: **\$1,995**

1.760.598.6500 sales@binerellison.com
1.888.741.2341 www.binerellison.com

www.packagingdigest.com

GET OUT OF THE COLD AND WARM UP WITH HOT DEALS

from **REPUBLIC PACKAGING INC.**
QUALITY PRE-OWNED EQUIPMENT

SHRINK WRAP MACHINES & TUNNELS: Shanklin, Hi-Tech, Weldotron, Conflex, Hanagatta, Beseler, Clamco, Seal-A-Tron, Sergeant

SHRINK BUNDLERS: Great Lakes, Anderson APV, Weldotron

HORIZONTAL WRAPPERS: Doboy, Marden Edwards, Scandia, Dizma, All Pac Super

ALSO AVAILABLE: Blister & Skin Pkg. Equip., Checkweighers, Carton Tapers & Strappers Autobaggers, Renco Baggers, C&K Bunch Wrappers, Labelers, Cartoners, Neck Banders

JUST IN: SHANKLIN F-4A S/S, F-1, A-26A, Tunnels T-72 S/S, T-62 S/S, T-7XL; CECO & CLYBURN CARTONERS; SENCOR HP12 Blister; MIMA Pallet Wrapper; and many accumulating and rotary tables.

*** CHECK OUR WEB SITE OR CALL FOR MORE DETAILS ***

REPUBLIC CSC SHRINK FILM
GREAT SUPER SAVER PRICES
Call for pricing and a FREE sample test roll.

PARTIAL LIST - CALL FOR DETAILS
WE WANT YOUR SURPLUS EQUIPMENT

REPUBLIC PACKAGING, INC.
1771 Tomlinson Rd., Philadelphia, PA 19116
(215) 698-1905
www.republicpackaginginc.com

CP CHANGE PARTS, INC.
Specializing in Packaging Equipment and Parts

CHANGE OVER PARTS
Bottle & Cap Handling, No Tools "Kwik Change"
Precision Made Timing Screws, Timing Screw Kits

REMANUFACTURED & USED EQUIPMENT
Cappers, Cleaners, Fillers
Rebuild to your specifications or "as is"

NEW PACKAGING MACHINES
Fillers, Cappers, Complete Lines.

REPAIR & REPLACEMENT PARTS
Specializing in Consolidated Capper Replacement Parts
Nozzles, Quality Chucks, Rubber Wear Items

CONVEYING SYSTEMS
REMEMBER WE ARE YOUR
CONSOLIDATED CAPPER SPECIALIST

231.845.5107
www.changeparts.com

AUGERS • FUNNELS

& FILLING MACHINE REPLACEMENT PARTS
for Filling Machines Including:

All-Fill	AMS	Mateer
Bartelt®	Per-Fill	Spee-Dee

Most Standard Sizes are In-Stock for Quick Delivery

AUGER FAB

Toll Free: (800) 334-1529
Web-site: www.auger-fab.com E-mail: info@auger-fab.com

Relax...

Whether you are looking for a reliable and affordable container-handling solution, or need a complete system, let **FEMC** take the worry out of your decision-making process.

FEMC®
216-663-1208
www.femc.com

LABELING MACHINES

PRESSURE SENSITIVE & PLAIN PAPER

ADVENT 200
STANDARD SIZE (4" to 10" DIAMETER)

ADVENT 205
5-GALLON • SKIP GLUE REGISTRATION

ADVENT 300
PRESSURE SENSITIVE NO AIR OR SENSORS

ADVENT 310
PRESSURE SENSITIVE PUSH THRU OPERATION

WWW.ADVENTMACHINE.NET
FOR MORE INFORMATION AND ONLINE VIDEOS
ADVENT MACHINE LLC • T: 800-846-7716 • F: 323-728-2443

Place Your **CLASSIFIED AD TODAY!**
Call: Barbara Levin at 630-288-8474

Auction

DOVEBID® FEATURED ONLINE AUCTION

Featured Online Auction

8 & 9 February, 2006

Bidding Begins: 8 February, 2006 • 9am GMT

Bidding Ends: 9 February, 2006 • 4pm GMT

Preview: 7 February, 2006

10am to 4pm local time

Preview Locations

Wrigley Confectionery Company Ltd.:

Bridgend, Wales, United Kingdom

Joyco España S.A.: Alcarraz, Lleida, Spain

Wm. Wrigley Jr. Company:

Chicago, Illinois, USA

Contact Information

United Kingdom & Spain:

Stevan Savkovic

Phone: +44 (0) 870 190 0121

Mobile: +44 (0) 7866 539411

E-mail: ssavkovic@dovebid.com

USA:

Tom Conwell

Phone: +1 312 515 3050

E-mail: tconwell@dovebid.com

DOVEBID®
Business Auctions &
Valuations Worldwide

Surplus assets from



Wm. **WRIGLEY Jr. Company**

**Modern Confectionery Processing, Packaging
& Ancillary Equipment from UK, USA & Spain**

Complete Hard Candy Processing and Packaging Line
(Formerly Used To Produce Smith Kendon Products)

Tin Filling Machine: G WebbRotaplant

Sours Pad Placing Machine: Euroflow

Sachet Filling Machine: Gainsborough

Weighing Machine: Yamato 10-Compartment

Tin Taping Machines: Berning Double & Single Station

Auctioneer & License: Illinois: DoveBid, Inc. #44.0000206

Bid on the web at www.dovebid.com

CA Bond# 69567717

A buyer's premium is in effect.

For Sale



FOR SALE OR LEASE

Pharmaceutical Packaging Facility - Northern New Jersey
GMP/FDA

195,000 SF ON 15 ACRES, CORPORATE PARK SETTING, HEAVY POWER,
FULLY A/C, TAILBOARD AND DRIVE-IN LOADING,
377 CAR PARKING - IDEAL FOR PACKAGING, MANUFACTURING OR R&D.

AVAILABLE IMMEDIATELY

Contact Exclusive Broker: **Grubb & Ellis Company**

Jeff Rosenberg, Bob Shuster, Trevor Patterson at 973.486.2500

classified ads

Contract Packaging

CUSTOM SERVICES

Food & Pharma Grade

- Powder Processing
- Blending/Mixing
- De-lumping
- Fine Grinding
- Screening
- Bag/Cartron/Drum
- Bulk/Tote Packaging
- Liquid Processing

United Foods Corp.

110 Tices Lane • E. Brunswick, NJ 08816

Tel: 732-238-9980 • Fax: 732-238-5670

Email: 95263@msn.com

Place Your

CLASSIFIED AD
TODAY!

Call: Barbara Levin at 630-288-8474

SUBCO FOODS INC.



Sheboygan, WI 2 Locations West Chicago, IL

CONTRACT MANUFACTURER

- Blending • Pouching • Cartoning
- Jar Filling • Can Filling • Bulk Filling
- Shrink Wrapping • Overwrapping
- Secondary Packaging • Net Weight Scale

PRIVATE LABEL MANUFACTURER

- Drink Mixes
- Hot Chocolate
- Rice Products
- Cappuccino
- Cake Mixes
- Coffee Creamer
- Gelatins & Puddings

AIB Superior Rating • Kosher Approved

Call: Mas Khan • 1-800-473-0757 x.11

www.subcofoods.com/lpd

P.J. NOYES

Contract Manufacturing & Packaging

- Full Manufacturing & Packaging Services
- OTC Creams, Lotions, Ointments
- Bottles, Jars, Tubes, Pouches
- Compressed Tablets - Dietary Supplements
- Custom Formulations
- cGMP Compliant, FDA & EPA Registered Facility

89 Bridge Street • Lancaster, NH 03584

800-522-2469

www.pjnoyes.com

Cup Pac **Portion Packaging!**
Contract Cup Packaging

- ♦ AIB Superior, Kosher
- ♦ Hot, Cold, Liquid, Dry Packaging
- ♦ Low-to-High Volume
- ♦ Turnkey Solutions

(815) 624-7060 www.cuppac.com info@cuppac.com

Hot fill juices and beverages

**Can & PET, Convenient
to Mexican Markets**



Contact: **Dodson Galloway**

956-585-8321

Mission, Texas 78572

Email: dodson@tcxjuice.com

Modular Framing Components

80/20 **80/20 Inc.** **NEW!**
The Industrial Erector Set® **HT Series™**

For The Full Story...
www.8020.net
Toll Free: 877-248-8020
Fax: 260-248-8029

www.8020.net Modular T-Slotted Aluminum Framing!

Services

CARTPAC, INC. **ENGINEERED
MACHINERY
SERVICES™**

RECONDITIONING & SET TO SIZE
Chicago Area **(630) 510-1100**

9377 W Grand Ave Franklin Park, IL 60131

It Pays To Advertise!

Online at www.packagingdigest.com

Sponsored Products

Include Product Name, Photo,
75-word description, and Hotlink
to your website

Sponsored Videos

Include Video, 75-word description and
Hotlink to your website

Rates:

1x...\$500 2x...\$475 3x...\$450

15% commissionable

Info Showcase

Info Showcase ads include
product name, photo, 50 word
description, and run FREE with
hotlink to your website on
www.packagingdigest.com

Rates:

1x.....\$1,185

3x.....\$1,075

6x.....\$1,015

12x...\$ 865

15% commissionable



Contact: **Barbara Levin**
630-288-8474 • Fax: 630-288-8476
E-mail: blevin@reedbusiness.com

www.packagingdigest.com

Career Opportunities

PACKAGING PROFESSIONALS !!

**OPPORTUNITY - SALES &
PURCHASING POSITIONS**

INTEGRITY PACKAGING SOLUTIONS
714-237-9982

SOUTHERN CALIFORNIA AREA

RICK PASCAL & ASSOCIATES, INC.

Packaging Industry Executive Search & Recruitment

Dedicated to finding the best packaging talent



Rick Pascal, CPC

P.O. Box 543, Fair Lawn, NJ 07410

(201) 791-9541 ♦ Fax (201) 791-1861

www.packagecareers.com

Serving Our Clients Since 1984

SALES

Fast growing company, seeking an
individual to represent their West Coast
division. This person must have a proven
record of sales in the flexible packaging
business. They must be aggressive
and self motivated. The individual must
be able to work from their home and
preferably living in the Los Angeles area.

Have your resume e-mailed to
alice@oaklee.com to arrange a meeting.

Oaklee International, Inc.

125 Raynor Avenue

Ronkonkoma, NY 11779

Attention: Executive Vice President

Genuine Autobag®

Remanufactured Systems

- Remanufactured to Original Specifications
with Genuine Autobag® Parts

- National Service Engineers
on Call

- Access to Complete APS
Product Line, including Baggers,
Imprinters, Counters & Scales

- Genuine Autobag® Bags
also Available

BUY • SELL • RENT

In Stock • 90 Day Warranty



Autobag® H-100 Bagger

www.remanufactured.autobag.com

800-316-6993



**Automated
PACKAGING SYSTEMS**

classified ads

Contract Packaging

Call The Slim Stick® Authority For The Hottest Single-Serve Package

Dry & liquid applications • Consumer preferred



800-322-THEM
(8436)

5A Stow Road, Marlton, NJ 08053
www.them.net

Gateway To Global Packaging Solutions



4611-A Dairy Drive
Greenville, SC 29607
Phone (864) 627-4155
Fax (864) 627-0233
www.cloudps.com

A Cloud Packaging Solutions Company

Full Service

Contract Manufacturing
and Contract Packaging

- Packettes
- Moist Towelettes, Lotions,
Creams, Tablets
- Tube Filling
- Bottle Filling

Personal Care & Pharmaceuticals
In-house Mixing Capabilities
Flexible Production Lines
QA Testing Facilities

Contract Labeling

No Project too Large or too Small

- front and back
- full wrap
- top and bottom
- clear film, paper or any
pressure sensitive label
- seam register

QLC, INC.

Quality Labeling Concepts
Product Identification Systems

1-800-837-1309

P.O. Box 116 • Hartland, WI 53029 • 262-367-1400 • Fax 262-367-1405



COMPACT
INDUSTRIES, INC.

PRIVATE LABEL, CONTRACT PACKAGING,
DRY PRODUCT PACKAGING & BLENDING

CURRENT COMPACT PRODUCTS:

Instant Coffee • Hot Cocoa • Creamers • Drink Mixes
Cappuccinos • Cheese Sauces • Instant Teas
Breakfast Drinks • Nutraceuticals • Dietary Drinks
Powdered Granita & Smoothie Mix



ESTABLISHED 1964
Compact Industries, Inc., St. Charles, IL

COMPACT INDUSTRIES IS CERTIFIED AS A WOMEN'S
BUSINESS ENTERPRISE THROUGH THE WOMEN'S
BUSINESS ENTERPRISE NATIONAL COUNCIL.

1-800-513-4262 www.compactind.com

**ADVERTISING
MEANS BUSINESS**

OVER
70 YEARS
OF EXPERIENCE!
INSTANTIZING



Quality Food Powder Processing and Packaging

AGGLOMERATING - DAIRY PRODUCTS, INFANT FORMULA & FOOD, STARCHES,
COCOA PRODUCTS, SOUPS, PROTEIN BLENDS, SOY-BASED PRODUCTS,
AND MANY MORE!

PACKAGING - LET US PACKAGE YOUR PRODUCT UNDER NITROGEN FOR
EXTRA PROTECTION OR EXTENDED SHELF LIFE. WE CAN PACKAGE IN A CAN
OR A POUCH. WE OFFER MANY PACKAGING SOLUTIONS. BULK PACKAGING IS
AVAILABLE AS WELL.

KOSHER APPROVED. FDA INSPECTED. USDA APPROVED.

WE **SPECIALIZE** IN POWDER.

MAPLE ISLAND, INC. • CALL: 1-800-369-1022

WWW.MAPLE-ISLAND.COM

CANNING

POUCHING

Mid-Continent Packaging, Inc.



CONTRACT FILLING- FULLY AUTOMATED FOR STANDUP POUCHES



Mid-Continent is proud to announce
the installation of a fully automated PSG LEE.

- This machine is capable of handling 3.9" to 9.4" wide by up to 13.8" tall pouches with or without corner fittings, zippers, die cuts, plain, etc...
- Fully washdown machine located in a GMP environment.
- Capable of handling liquid or dry products.
- Short to long runs.
- Excellent for trials, market test/proving runs, or full on production.
- Allows you to bring product to market at a competitive price without capital expenditure.
- Tolling or Turn Key.
- Confidentiality ensured.
- Industries served: HBA • PERSONAL CARE • I&I • CONSUMER PRODUCTS • PET • AUTOMOTIVE

Call Steven Epstein, VP to discuss your project at 800-883-1883 or Cell: 201-739-2739 email: steven.epstein@midcontinentpkg.com

Mid-Continent Packaging, Inc. 1200 N 54th St. Enid, OK 73701 580-234-5200 www.midcontinentpkg.com

Mid-Continent Packaging, Inc.

Consumer Products Contract Packaging

- Major facility, centrally located for contract packaging
- 200,000 square feet of manufacturing / process / storage
- GMP / QC laboratory / EPA
- I&I / Consumer Products / HBA / Toner
- Highly accurate batch by weight liquid and dry blending
- High volume tableting up to 3" diameter
- 3 humidity controlled dry rooms/effervescent packaging
- Rotary liquid filling with automatic trigger inserting
- Silk screening, Sleeving, Form-Fill-Seal
- Stand Up Pouch filling
- High volume, long run, multi shift capacity
- Distribution services available
- Highly responsive, quality minded co-packers who don't shy away from difficult or involved projects
- Approved by major corporations



1200 NORTH 54TH STREET • ENID, OK 73701

Call 800-883-1883 Ask for Steven

Fax 800-883-5275 • e mail: steven.epstein@midcontinentpkg.com

Visit our web site at www.midcontinentpkg.com

NEW CENTURY PACKAGING, INC.

TOP 5 REASONS

NEW CENTURY PACKAGING IS FOR YOU

- Appealing and Convenient Pouching
- Quality Service and Reliability
- Private Label / Contract Packaging
- Food and Consumer Product Pouching
- Improve your per unit cost without Compromising Quality

8047 West 185th Street • Tinley Park • IL 60477

www.ncpkg.com • CALL : 800-451-2290

BRINGING YOUR PRODUCTS TO MARKET FROM CONCEPT TO CONSUMER SPECIALIZING IN SUPPLY CHAIN SOLUTIONS



Manufacturing Support

- ▶ On-Site Project Staffing
- ▶ Material Handling
- ▶ Laboratory testing

Contract Packaging

- ▶ Anywhere in the US
- ▶ Test Market or ongoing

Warehouse Logistics

- ▶ Fulfillment
- ▶ Foreign Trade Zones

Material Procurement

- ▶ Source & Purchase Materials
- ▶ Manage Releases & Deliveries
- ▶ Many Industry Partners

Marketing

- ▶ Packaging Design
- ▶ New Product/Display Concepts

Services Provided In Your Facility Or Ours

1-800-9PACK99 (1-800-972-2599)

www.aldelano.com

Ask us about
corrugated &
packaging
supplies!

newsmakers

Continued from page 63

Capps President and CEO Rick Capps retires, appointing Brent Moncrief to succeed him as CEO.

ON THE MOVE

Klöckner Pentaplast Group opens new sales offices in India and Australia, and a one-representative office is scheduled to open in China. Additionally, the group's Thailand-based plant expands its capacity with an \$8 million investment.

New England Machinery, Inc. adds Inrumec, Inc., Euroteca and Western States Machinery Corp. as sales representatives for customers throughout the Western Hemisphere.

Barry-Wehmiller Cos., Inc. establishes a new office in Nottingham, England.

Siemens Energy & Automation, Inc. invests approximately \$30 million in the revitalization of its Norwood, OH, manufacturing facility. Construction is expected to begin this month.

Alcan, Inc. closes its Centralia, IL-based plastic packaging operation. With the facility scheduled to close by March 1, production will be transferred to various plants throughout North America.

MeadWestvaco Corp. opens its new Packaging Innovation Center. Located at the co.'s Richmond, VA office, the facility features demonstrations of innovative packaging technologies and capabilities.

Syfan U.S.A., Corp. relocates its U.S. corporate hq from Florida to its recently opened manufacturing facility in Everetts, NC.

MonoSol, LLC moves its world hq to a new facility in Merrillville, IN. The move allows the co. to expand its laboratory and R&D facility in Portage, IN, where the hq was previously housed.

HAPPENINGS

PMMI adds the new membership category of supplier members. The first expansion of this kind since the Institute's creation in 1933, it requires potential members in the category to be identified as original manufacturers of commercially available packaging machinery components, who are not engaged in manufacturing packaging machinery and packaging-related converting machinery as defined by the Institute's bylaws.

White Systems, Inc. and Management Capital, LLC recently completed the buyout of White's Kenilworth manufacturing div. from FKI Logistex Manufacturing Systems.

Heat and Control becomes the exclusive representative for CEIA industrial metal detectors in the U.S., Mexico and Latin America, excluding Chile. Sales and service of CEIA metal detectors and Ishida checkweighers is handled through the co.'s new Hayward, CA-based Inspection Systems div.

	Page number				
A-B-C Packaging Machine Corp	p.18	Festo Corp	p.5	QuickLabel Systems, An Astro-Med Product Group	p.7
800/237-5975		800/99-FESTO		877/757-7978	
Advanced Poly-Packaging Inc	p.4	Foxjet, an ITW Co	p.44	RSI Print Systems	C-4
800/754-4403		800/572-3434		301/963-8253	
All Packaging Machinery Corp	p.32	Hitachi America Ltd	p.25	Sato America Inc	p.21
800/637-8808		914/524-6645		888/871-8741	
Altra Industrial Motion	p.45	Iconotech	p.40	Seal-It Inc	p.33
www.altramotion.com		800/521-0194		800/325-3965	
American Fuji Seal Inc	C-2	Interphex 2006	p.56	Shure-Glue Systems Inc	p.30
800/533-3854		888/334-8704		513/874-5581	
Ameri-Seal	p.29	Klöckner-Pentaplast of America	p.14-15	Sick Inc	p.52
800/220-7981		540/832-3600		800/325-7425	
AMS Filling Systems	p.3	KURZ Transfer Products LLC	p.1	Silgan Containers Corp	p.39
800/647-5390		800/950-3645		818/348-3700	
Auto Labe Booth Mfg Co	p.34	Labeling Systems Inc	p.10	Stoffel Seals Corp	p.34
800/634-5376		201/405-0767		800/344-4772	
Automated Packaging Systems	p.67	Lincoln Coders	p.62	Tharo Systems Inc	p.59
800/331-4414		800/248-4452		800/878-6833	
Bell-Mark Corp	p.30	Markem Corp	p.8	Tri-Tronics Co	p.28
973/882-0202		866/263-4644		800/375-8861	
Berry Plastics Corp	p.53	Mettler-Toledo Safeline Inc	p.22-23	Universal Labeling Systems Inc	p.31
812/306-2000		800/447-4439		877/236-0266	
Bivans Corp	p.4	Monitoring Technology Inc	p.12	WA Hammond Drierite Co	p.50
323/225-4248		703/698-5520		937/376-2927	
Bodolay Packaging Machinery	p.38	Morrison Container Handling Solutions	p.37	Wexxar	p.41
813/754-9960		708/756-6660		604/930-9300	
CHEP USA	p.35	NAFM Engineering Service	p.9	Weyerhaeuser	p.13
407/370-2437		949/388-6371		704/588-8522	
Color Craft Label Co	p.53	National Assn of Container Distributors	p.16-17	Yaskawa Electric America Inc	p.51
800/876-2656		630/544-5052		800/YASKAWA	
CVC Technologies	C-3	Nutec Systems Inc	p.27	Zebra Technologies Intl LLC	p.43
877/282-7333		609/912-0145		800/423-0442	
Dorell Equipment Inc	p.38	Ohlson Packaging	p.36		
732/247-5400		508/977-0004			
DuPont	p.40	Omron Electronics LLC	p.11		
www.dupont.com/zonyl/		800/556-6766			
Engelhard Corp	p.19,20	PakTech	p.50		
800/631-9505		541/461-5000			
EZAutomation.net	p.61	PDC Intl	p.49		
877/774-EASY		203/853-1516			
		Prism Inc	p.12		
		770/455-4544			

also in this issue

Info Showcase	64
Classified Ads	
Auction	67
Career Opportunities	67
Close Outs	65
Contract Packaging	67
For Sale	67
Machinery/Materials	45
Modular Framing Components	67
Services	67

sales staff

Sales and Marketing Offices

Steven Reiss, VP, Publishing Director
630/288-8807 Fax 630/288-8750
sreiss@reedbusiness.com

Robert Heitzman, Publisher Emeritus
630/288-8735 Fax 630/288-8750
rheitzman@reedbusiness.com

SOUTHEAST/MIDWEST
John Kimler
630/288-8736 Fax 630/288-8750
jkimler@reedbusiness.com

EAST/MID-ATLANTIC
Lisa Evans
646/746-6418 Fax 646/746-6404
levans@reedbusiness.com

EAST/CENTRAL/ONTARIO/QUEBEC
Pat Keefe
630/288-8774 Fax 630/288-8750
packagingdigest@reedbusiness.com

MIDWEST/WEST/SOUTHWEST
Glen Gudino
630/288-8751 Fax: 630/288-8750
gudino@reedbusiness.com

Classified/Info Showcase
Barbara Levin
630/288-8474 Fax 630/288-8476
blevin@reedbusiness.com

INTERNATIONAL REPRESENTATIVES:
U.K./**Stephen Waddell** swadds@aol.com
Germany/**Erhardt Eisenacher** eisenacher@t-online.de;
Italy/**Roberto Laureri** laureriassociates.it;
France/**Alain Faure** alain.faure@wanadoo.fr;

Austria/**Peter Wokurka** wokurka@aon.at;
Switzerland/**Gino Baretella**
baretella@exkportwerbung.ch;
Israel/**Asa Talbar** talbar@inter.net.il
Taiwan/**Worldwide Services Co., Ltd./**
Tel 886-4-2325-1784
Japan/**Toshiyuki Uematsu** Tel 81-3-3402-0028
t.uematsu@reedbusiness.jp
Korea/**Young-Joon Song**, Ph.D./ChomDan, Inc.
yjsong@chomdan.com

Mary Williams, Marketing Services Manager
630/288-8745
mwilliams@reedbusiness.com

Hilde Diestl, Publisher's Assistant
630/288-8740
hdiestl@reedbusiness.com

Packagers in this issue

Advance Brands.....	26
Campbell Grocery Products Ltd.....	6
Carriage Candy Co.....	21
Heaven Hill Distilleries, Inc.....	54

Intermountain Farmer's Association.....	38
J.S.B. Industries, Muffin Town Div.....	46
Jumex.....	6
K. Spoetzl Brewery.....	30
Masterfoods USA.....	32
Oral Fixation LLC.....	6

Procter & Gamble.....	53
Rinker Materials Corp.....	51
Sargento Foods.....	10
Tastee Choice Food Products.....	10
The Coca Cola Co.....	8
William Saurin.....	8

...on packagingdigest.com

Today's Packaging News

Need daily packaging news? Visit www.packagingdigest.com and proceed to Today's Packaging News at the top of our homepage. The daily news section, provided by Lexis-Nexis, scours newswires for packaging innovations, company changes and breaking announcements. For up-to-date news that packaging professionals need, visit Today's Packaging News. Also click on "Recent News Items" on the homepage and find archived news stories from Today's Packaging News. Visit www.packagingdigest.com



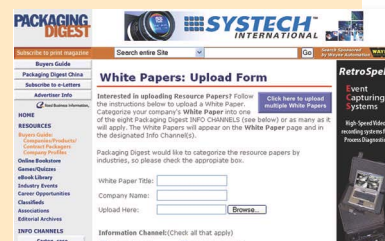
Stay on top of packaging trends and news—subscribe to Packaging Digest's monthly and daily eLetters

Find news and application stories right at your finger tips by subscribing to *Packaging Digest's* monthly and daily eletters. To subscribe, visit www.packagingdigest.com/eletter. The monthly, category specific and daily eletters offer content on packaging trends, timely news and insightful packaging application stories.

web focus

White Papers coming to www.packagingdigest.com

NEW in 2006: Ring in the new year with Packaging White Papers. Visit www.packagingdigest.com/whitepapers in mid-January and find valuable White Papers that touch on many packaging segments, including automation, RFID and filling, to name a few. The White Papers will also appear on our Packaging Info Channels. To upload White Papers (**FREE**), visit www.packagingdigest.com/upload and follow the directions to upload your White Paper today.



Focus on a specific category of interest, visit Packaging Digest's Info Channels.

PD's Info Channels are "mini-sites" covering the packaging industry's key product categories, such as Flexible Packaging; Coding; Labeling; Carton, Casing; Controls, Motors; Package Handling and Rigid Containers. The channels' content include new products, **White Papers (NEW in January)**, application stories and industry events. Visit www.packagingdigest.com/info/controls

Online Exclusive: Label puts TLMI under a spell

The best of what tag and labelmakers have to offer was center stage during the Tag and Label Manufacturers Institute, Inc. (TLMI) Annual Meeting Oct. 19-22 at The Ritz-Carlton, Lake Las Vegas in Henderson, NV. During the TLMI Awards Dinner on Oct. 21, the hard work and creativity of converters were recognized with one Best of Show award, 52 first-place and 35 second-place awards, and 16 honorable mentions.

Visit www.packagingdigest.com/info/TLMI

Buyers Guide

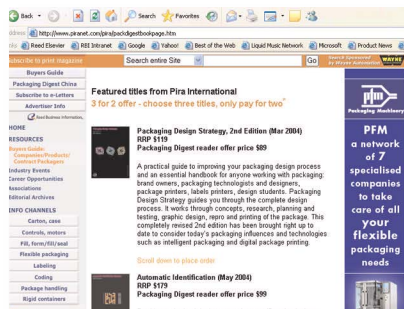
Find up-to-date company information inside *Packaging Digest's* Online Buyers Guide. The Online Guide features more than 2,000 company listings, 4,000 packaging categories and a complete Contract Packaging directory of North America.

Visit: www.packagingdigest.com/buyersguide



The Online Packaging Bookstore

Find and buy vital packaging studies and reports at *Packaging Digest's* Online Packaging Bookstore, found at www.packagingdigest.com/bookstore. Find research on RFID, packaging design, nanotechnology, and smart packaging, among others.



newsbytes



Visit packagingdigest.com/bytes for these top headlines in the packaging marketplace.

Coke considers aluminum bottles

Coca-Cola has discussed plans for new carbonated and noncarbonated drinks and for attractive packaging in the form of colorful, 200mL aluminum bottles. Also, Coca-Cola Blak is a new cola-coffee beverage that will debut next month in France (**see page 8**).

Innovative packs shake up the sugar aisle

Sugar packaging has undergone a revolution, driven by consumers demanding convenience. Those old four- and five-pound paper packages are giving way to airtight plastic pouches, pre-measured cups and easy-to-grip sugar shakers. The makeovers are making it easier than ever for bakers to use sugar this holiday season.

Oxygen scavengers in barrier plastic cups ensure freshness of long-shelf-life pâtés

Food company Tartex and Dr Gitter GmbH recently launched its finest pâtés in a new plastic cup. This innovative packaging is produced by Sântis J. Goldi AG and was developed in cooperation with EVAL™ Europe and Ciba Specialty Chemicals. The polypropylene cups have a multi-layer structure containing EVAL™ EVOH resin as a gas barrier and Ciba® SHELFLPLUS® O2 as an oxygen scavenger.

Reed Business Information, A Division of Reed Elsevier Inc. • Specialized Business Magazines for Building & Construction • Computer and Communication • Electronics • Entertainment • Furniture Mfg/ Retail Furnishings • Hospitality • Manufacturing • Medical/Scientific and Processing Publishing • and Printing/Packaging.

PACKAGING DIGEST® (ISSN 0030-9117) (GST# 123397457) is published monthly by **Reed Business Information**, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345. **Reed Business Information** is a division of Reed Elsevier Inc., is located at 360 Park Avenue South, New York, NY 10010. Tad Smith, CEO, Jeff Greisch, President, Chicago Division, John Poulin, Senior Vice President, Finance. PACKAGING DIGEST copyright 2006 by Reed Elsevier Inc. All rights reserved. PACKAGING DIGEST® is a registered trademark of Reed Elsevier Properties Inc. used under license. Periodicals postage paid at Littleton, CO 80126 and additional mailing offices. Circulation records are maintained at **Reed Business Information**, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345. Telephone: 303/470-4445. **POSTMASTER: send address changes to PACKAGING DIGEST®, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345.** Publications mail agreement No. 40685520. Return undeliverable Canadian addresses to: Deutsche Post, 4960-2 Walker Road, Windsor, ON N9A 6J3. E-mail: subsmail@reedbusiness.com. Rates for non-qualified subscriptions, **including all issues:** USA, \$92.90 1-year, \$158.90 2-year; Canada, \$133.90 1-year, \$228.90 2-year (includes 7% GST, GST#123397457); Mexico, \$123.90 1-year, \$210.90 2-year; foreign surface, \$174.90 1-year, \$298.90 2-year; foreign air \$226.90 1-year, \$402.90 2-year. Except for special issues where price changes are indicated, single copies are available for \$10 USA and \$15 foreign. Please address all subscription mail to: PACKAGING DIGEST, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345.

Printed in USA

Reed Business Information does not assume and hereby disclaims any liability to any person for any loss or damage caused by errors or omissions in the material contained herein, regardless of whether such errors result from negligence, accident or any other cause whatsoever.

Thousands of machines in operation around the world
"QUALITY YOU CAN TRUST!"

**SOME THINGS ARE
BUILT TO LAST!**

**Tablet &
Capsule
Counter**

"100% Accuracy"

Manufactured by
CVC & Cremer



CVC - 1220

**The "Hawk II™"
Labeler**



CVC-302 CE



The Intelligent Labeling System
With Five U.S. Patents
Featuring SelfSet™
"The World's Fastest Set-up System."

www.cvcusa.com



Unscrambler

Dessicant
Inserter

Tablet
Counter

Cotton
Inserter

Capper

Labeler

**Plus Other
Machines**

Attractively Designed Packaging Lines with Service to Meet your Exact Needs



CVC TECHNOLOGIES, INC.

West Coast Headquarters

Fontana, CA 92337

Phone: (909) 355-0311 • Fax: (909) 355-0411

TOLL FREE (877) 282-7333

East Coast Office

Sayreville, NJ 08872

Phone: (732) 316-5200 • Fax: (732) 316-9191

TOLL FREE (877) 647-0100

E-mail: sales@cvcusa.com

See Us at These Trade Shows: PackExpo 2005 (Las Vegas), West Pack 2006 (Anaheim), InterPhex 2006 (New York)
Natural Products (Anaheim), Achema 2006 (Frankfurt, Germany), PackExpo 2006 (Chicago)



RSI

RSI Print Systems, Inc.

- Online: www.rsipro.com
- Phone: (866) 774-6847
- Fax: (240) 331-9170
- Email: sales@rsipro.com

Your **BEST** source for **Reliable** Inkjet Systems

Make your Mark with RSI Print Systems, Inc.



Print High Quality (600 X 300 dpi) Barcodes & Text directly on your Shipping case

- Based on reliable Hewlett Packard™ technology
- Virtually maintenance free
- Economical Bulk Ink delivery system is available
- Print multiple colors, such as Black, Red & Blue from a single system
- Networkable, seamless integration

*** INDUSTRIAL * POWERFUL * EASY TO USE**



Visit us at WestPack Booth #4947