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 Reed Business  
Information®

May 2006

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## web exclusive

### Healthcare Compliance Packaging Council names winners

Winners for 2005, judged during Interphex, include a new Innovative Design category for packs not yet licensed and the top winner, with an embedded RFID tag for tracking medication compliance.

www.packagingdigest.com/info/hcpc06



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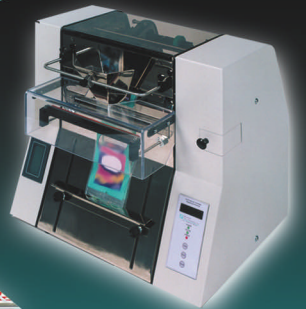
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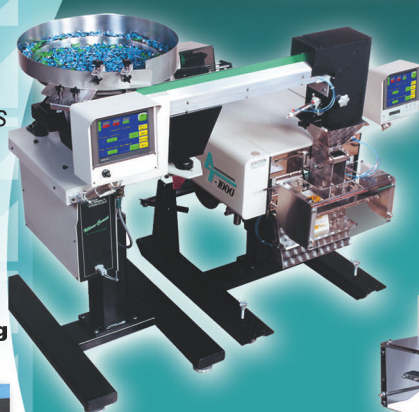
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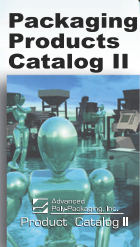
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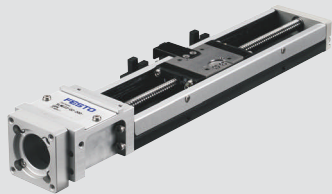
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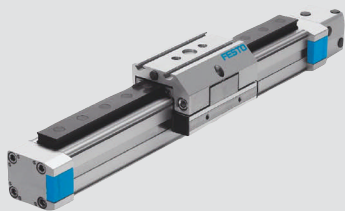


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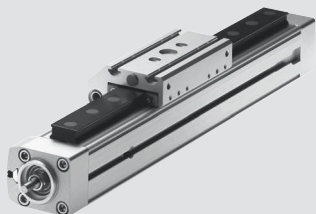


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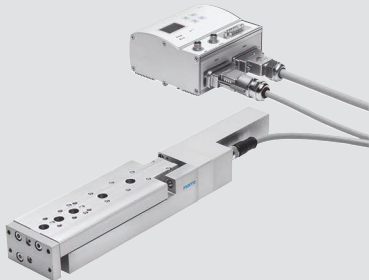


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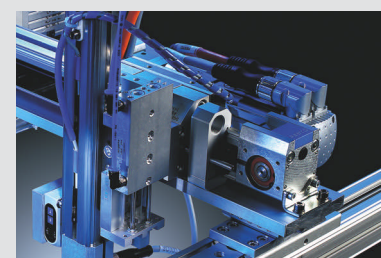


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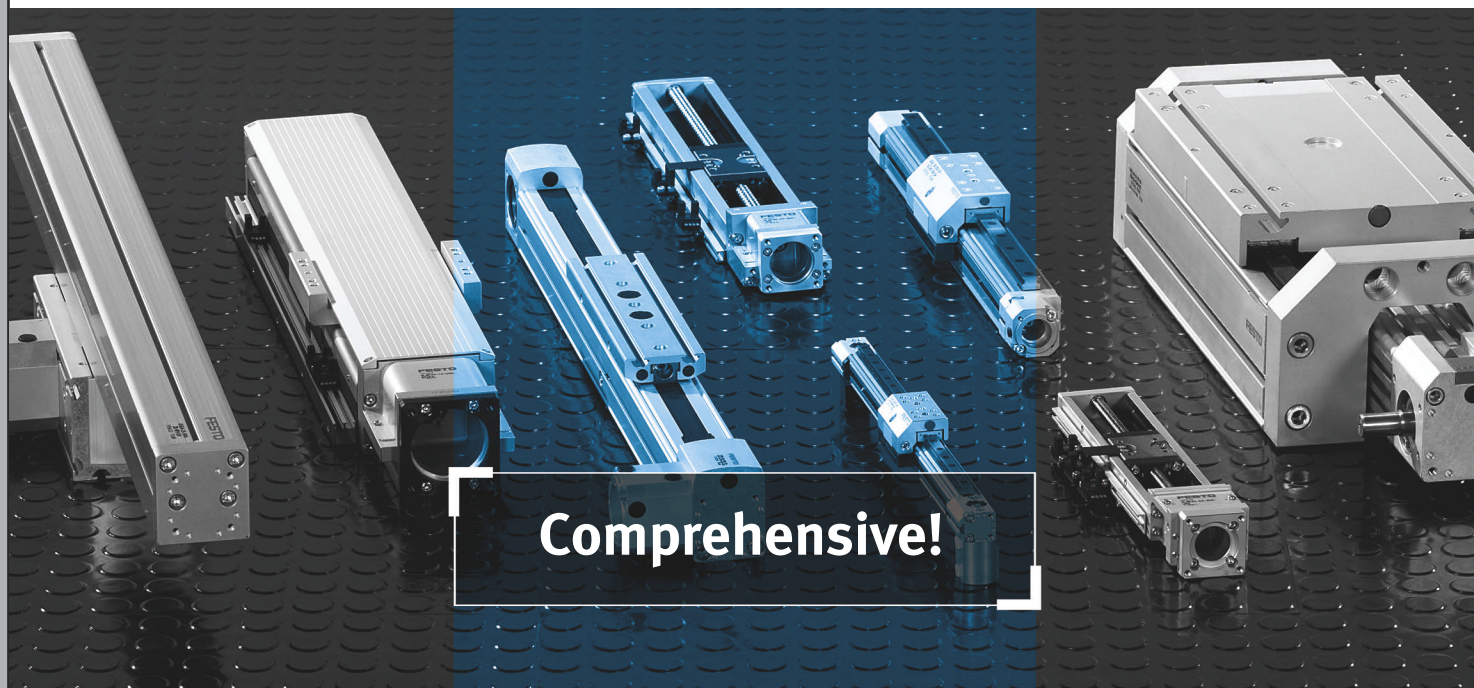


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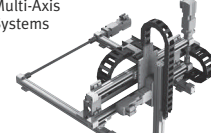
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# design trends

## Birds Eye cooks up steam-in bag for microwave vegetables



Birds Eye Foods' new Steamfresh vegetables provide what the company insists is a can't-miss way to microwave-heat flash-frozen vegetables with perfect results every time in just minutes, without any water boiling or chopping. The precut, frozen vegetables in 12-oz bags come in nine varieties, including Broccoli, Carrots, Sugar Snap Peas & Water Chestnuts, Mixed Vegetables, Super Sweet Corn and Sweet Peas that are now available nationally. The custom film bag becomes a steaming vessel as it puffs up under the pressure of the steam created within when the package is heated in the microwave oven. Through patented steaming technology, a vent called the SteamFast® valve releases built up steam within the puffed bag, allowing the steam to circulate evenly throughout the cooking process. The bag is made with a unique steam channel built into the film and the ends of each package, which are sealed during filling. When the bag is placed in the microwave, steam pressure builds up, and the Steamfresh bag inflates. When the pressure reaches the desired levels, the ends of the channel open and release the steam pressure. SteamFast technology ensures the package maintains pressure during the cooking process and systematically releases the steam pressure during the microwave cooking process. This ensures the vegetables are cooked rapidly and evenly.

Bagstock consists of a reverse-gravure-printed polyethylene terephthalate/adhesive/polypropylene structure from **Excelsior Packaging Group** featuring graphics designed with help from marketing strategy consultancy **Vertis** ([www.vertisinc.com](http://www.vertisinc.com)).

Says Birds Eye senior product manager Josh Weinstein, "Steaming has long been thought of as the gold standard for vegetable preparation because of its inherent health benefits. Consumers will receive perfectly steamed vegetables with such ease and convenience in preparation time, that we believe the Steamfresh portfolio could quickly become a home meal-time staple." Each of the packages serves about four people. Steamfresh has a suggested retail price from \$1.69 for plain vegetables and \$2.29 for mixes.

## McCormick spices up sauces in microwavable retort pouch

McCormick & Co., Inc. is unveiling a new line of sauces called Finishing Sauces in microwavable, retortable, 5-oz pouches. The move is thought to be the first time such sauces are being marketed in a retort pouch in the U.S. The five different varieties include Honey Mustard, Red Burgundy Wine for Beef, Roasted Chicken Gravy with Herbs, Creamy Mushroom and Roasted Beef. Provided by **Ampac Flexibles—Converted Products** ([www.ampaconline.com](http://www.ampaconline.com)), a unit of Ampac Packaging, LLC, the standup pouches comprise a reverse-printed adhesive lamination of high-barrier polyester/oriented nylon/polypropylene. The gusseted structure incorporates no foil, so as to be both retortable and microwavable, and can withstand retort temperatures of 250 deg F.

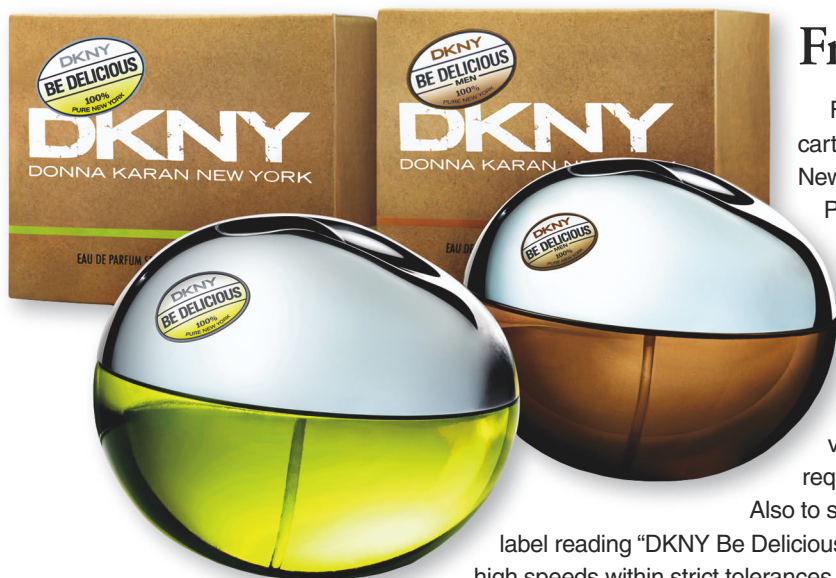


"There are no other wet gravies in flexible pouches [in the U.S.]. Typically these types of products are in glass jars," notes Stefanie Woodhouse, product manager of the Finishing Sauce product line at McCormick.

Converting and printing can sometimes make barrier pouch structures prone to flex cracking, which can sometimes degrade the barrier properties. McCormick wanted an easy-to-use, shelf-stable package, Woodhouse says. "We also wanted the package to have a shelf life of at least twelve months," she adds.

To facilitate ease of use, Ampac developed "cool-grip" heat seals on either side of the pouch. Located on opposing edges of the upper half of the pouch, the grips create an easy way to handle the package after it has been microwave-heated. The heat seals are wide enough to provide an adequate grip but not too wide as to interfere with the opening needed to efficiently fill and seal the pouches.

Ampac has invested in an eight-color **Toshiba** ([www.toshiba-machine.co.jp](http://www.toshiba-machine.co.jp)) sectional-drive gravure press for high-definition printing. The pouches ship in a six-count corrugated display case.



## Fragrance carton is the apple of DKNY's eye

Fresh-picked for Estée Lauder's DKNY Be Delicious fragrance line for men and women, a new carton design conveys an *au naturale* look and feel to support the brand's "apple" theme. Chosen by New York City-based Estée Lauder to develop the secondary packaging for its apple-shaped Eau de Parfum Spray bottles, folding carton converter **Curtis Packaging Corp.**

([www.curtispackaging.com](http://www.curtispackaging.com)) says it spent "many months" evaluating carton substrates to find one that could provide a rugged, recycled look while maintaining color consistency. Ultimately it selected Kraftpak®, a specialty virgin substrate developed by **MeadWestvaco** ([www.meadwestvaco.com](http://www.meadwestvaco.com)). "This unique substrate had the natural kraft look and feel that we were searching for," says John Giusto, vp of manufacturing at Curtis. "We were successful in locating a mill that was able to hold the brown color of the substrate from run to run because of its virgin fiber. Holding a uniform board color was especially important as the background of the carton required a tinted varnish to achieve the desired graphic effect."

Also to support the brand's marketing concept, DKNY asked Curtis to apply to each carton a produce-style label reading "DKNY Be Delicious 100% Pure New York." The challenge for Curtis was to find a way to affix the very small labels at high speeds within strict tolerances while maintaining DKNY's budget. Instead, it eliminated the label, printing and UV-coating the graphic directly onto the carton using a 10-station, 51-in. **KBA** ([www.kba-print.de](http://www.kba-print.de)) Rapida press.



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## design trends personal care

### No pain with 'EZ-Open' bottles



With its uniquely designed bottle, easy-grip cap and no-carton packaging, the Tylenol® Arthritis Pain EZ-Open package is designed just for people with arthritis. Responding to consumer feedback, McNeil Consumer Healthcare in Canada developed the EZ-Open cap, a non-child-resistant closure specifically targeted to customers with arthritis. The bottles of Tylenol Arthritis Pain (acetaminophen) extended-relief caplets feature an outsized, 40-mm cap with large serrations for gripping. The cap incorporates a tamper-evident and oxygen-resistant foil membrane that is induction-sealed to the land finish of the high density polyethylene bottle. A clear, plastic, tamper-evident band is applied over the top edge of the cap and extends down over a bottle flange against which the cap tightens. A non-overlapping, wraparound label can be peeled back to read directions and additional drug facts printed on the underside of the label.

The bottle with the EZ-Open cap is available only in a 100-count size and costs about \$8.70. The EZ-Open caps can also be found on the larger sizes of Regular and Extra Strength Tylenol acetaminophen caplets and EZ Tabs and Motrin IB ibuprofen.

### Method Home Care cleans up with body-wash line in new bottles

A line of gel and cream body washes from Method Home Care, San Francisco, packaged in custom, 15-oz, teardrop-shaped polyethylene terephthalate bottles, is geared toward upscale urban women. It is being sold at mass-merchandise retailers, most notably Target. The line features four varieties—two gels and two cream products—each in a tinted bottle, whose color reflects the contents: orange for Mango Mint; pink for Cassis Flower; green for Olive Leaf; and purple for Lavender Thyme. The body wash sells for \$3.99.



Innovative packaging design is one of the critical elements that drives Method's business, so the company used the services of well-known industrial designer Karim Rashid to create the look for its body-wash line.

The bottles are supplied by **Amcor PET Packaging** ([www.amcor.com](http://www.amcor.com)). This marks Amcor PET Packaging's entry into the personal-care field. "At first, I didn't think we would be a good fit," explains Gerry Chesser, Method's vp of operations. "As a small player, we didn't want to be thrown in with the big boys." However, Amcor recently established the Personal Care business unit as part of its Diversified Products division. "Paul Davis, business manager for the new venture, came to me and told me that he was starting a 'company within a company'—one that was being set up to handle the needs of smaller, personal-care

marketers," he adds.

"They proved they were able to take the design and commercialize it within a very short time frame. It showed their ability to take on a small project and devote resources to it. The passion they showed for the product and engaging in the whole process was amazing."

The new bottles, which have a 24/410 finish, are topped by a two-color, Disc-Top closure from **Seaquist Closures** ([www.seaquistclosures.com](http://www.seaquistclosures.com)). The disc matches the bottle color, with transparent white being used for the closure skirt. The back bottle panel also features an embossed Method logo and a recessed area for the back label. Both the front and back transparent, pressure-sensitive, four-color labels are supplied by **Pamco Label Co., Inc.** ([www.pamcolabel.com](http://www.pamcolabel.com)).

Method received positive feedback on the product and package, Chesser says.

Method says it also chose Amcor for a hand-wash bottle.

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# design trends personal care



## Hair thickener gets a boost from pearlized packaging

Salon Dynamics, Kannapolis, NC, has launched a new Therafuse® root-lifting haircare spray called Boost thickening spray that's designed to build body and volume. The spray comes in a pearlized orange, 8-oz high-density polyethylene bottle molded in a triangular shape and debossed on the sides with the "Therafuse Healthier Hair with Heat" slogan. Designed and marketed in conjunction with **Joni Rae and Associates** ([www.joniraeandassociates.com](http://www.joniraeandassociates.com)), the package is topped with a dazzling copper-colored sprayer and a

clear overcap from **Saint-Gobain Calmar** ([www.calmar.com](http://www.calmar.com)). The easy-to-hold, proprietary bottle, molded by **Matrix Packaging** ([www.matrixpackaging.com](http://www.matrixpackaging.com)), presents clean visuals and a color-matched, back-panel label from **Ampersand Div. of WS Packaging** ([www.wspackaging.com](http://www.wspackaging.com)). The label has a peelable top layer listing product advantages and usage instructions. Underneath is a clear label that lists ingredients, key advantages and other benefits.



## Kids' kit teaches bath-tissue habits

A new, dry bath tissue and moist-wipe solution, Cottonelle® for Kids from Kimberly-Clark Corp., Neenah, WI, uses custom-designed packaging and supporting graphics to teach children good bathroom and hygiene habits. Introduced nationwide in February in grocery and mass-



merchandise channels, the "system" comprises dry, toilet tissue embossed with puppy paw prints that let kids know when to tear and flushable wipes in a kid-friendly container that uses the proprietary Pop-Up® system to ensure one-at-a-time dispensing, as well as vivid graphics accomplished through in-mold labeling—a first for square tubs, K-C says—to keep kids' attention.

"K-C did research with 600 parents of children in the four-to-nine-year-old age group, and we found that almost 60 percent of these parents said that their kids use too much toilet paper and wipes when they go to the bathroom," explains Stuart Schneider, associate marketing director for the Cottonelle brands. "So the thought behind Cottonelle for Kids really was to solve an unmet need for parents."

Underwater adventures led by Cottonelle's iconic yellow Labrador puppy are the theme of vibrant, kid-captivating illustrations used on both the tissue rolls' polyethylene film overwrap and the wipes tub. According to Christine Mau, senior packaging graphics manager at K-C, graphics were adapted from those designed by **FutureBrand** ([www.futurebrand.com](http://www.futurebrand.com)) for a children's moist-wipe product introduced by K-C Europe last year.

The dry, toilet tissue—K-C's two-ply Kleenex® Cottonelle with Ripples®—is available in four-, six- and 12-roll film-wrapped packs printed in six colors. The wipes, in a fresh, watermelon scent, come in a kid-sized, polypropylene tub with a proprietary construction that enables simple, single-sheet dispensing and features a pushbutton lid for easy opening and secure closure. The tub is decorated on four sides with what K-C believes is the first application of a wrapped, in-mold label on a square container.

The Cottonelle for Kids bathroom solution is also being offered in a Trial Kit that includes a single roll of dry bath tissue on a spindle and one container of wipes, both held in a corrugated carrier, for \$2.99.

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# comment

Mary Ann Falkman, Editor



## Packagers rate machinery attributes

When it comes to packaging equipment qualities we love, users agree that high reliability can be a machine's crowning glory. In larger consumer goods companies—those of more than \$5 billion in annual sales—61 percent of users give high marks to a machine's reliability (uptime vs downtime). That's even higher in the smaller firms of less than \$200 million in sales, with 68 percent giving reliability factors their vote. The second best machine attribute, getting 55 percent of the vote from the large companies, is high machine speed. Only 43 percent of the smaller companies, however, rated speed as being very important. These facts come from the "2006 Packaging Machinery Purchasing Process Survey" from the **Packaging Machinery Manufacturers Institute** ([www.pmmi.org](http://www.pmmi.org)). The study was conducted and prepared by Philip G. Kuehl, Ph.D., senior staff consultant at **Westat** ([www.westat.com](http://www.westat.com)).

When this same study was conducted two years ago, only two factors were deemed to be very important, or "Tier 1 level." Those were reliability and safety features. This study has eight attributes in Tier 1, the other six being safety features, machine flexibility and versatility, total cost of operation, innovative machine design, short changeover time and low purchase price. Most packagers were in close agreement, regardless of the size of their company, except when it comes to machine flexibility. On that one factor, the smaller companies gave versatility much more weight than the large companies, probably because they are more likely to have to accommodate shorter runs and frequent package changes.

Tier 2 attributes—meaning those that are ranked as somewhat important—include good ergonomics, small machine footprint, availability of machine diagnostics and short, quick delivery times.

As part of the study, packagers were also asked to rate 17 specific attributes of the machinery vendors. Number one on their list is the availability of problem-solving engineering expertise. Joining that attribute in Tier 1 is availability of spare parts (large companies didn't give that as high a ranking as did smaller companies), training and documentation, aftermarket sales support and overall reputation of the manufacturer. Tier 2 factors include knowledgeable salespeople, installation capabilities, local access to suppliers, technical and engineering services and integration expertise. Of far less importance, ranking only as Tier 3, are plant-visit opportunities, financial size and resources of the manufacturer, customer references, knowledge of the customer's business, length of time in business, personal relationships between vendor and packager, U.S. or Canadian location and manufacturer's website. Regarding the Tier 2 attribute of integration expertise, the packagers said they prefer using packaging machinery manufacturers with full integration services, with independent integrators coming in second. The larger packagers use integration services more often than smaller companies.

*Mary Ann Falkman*

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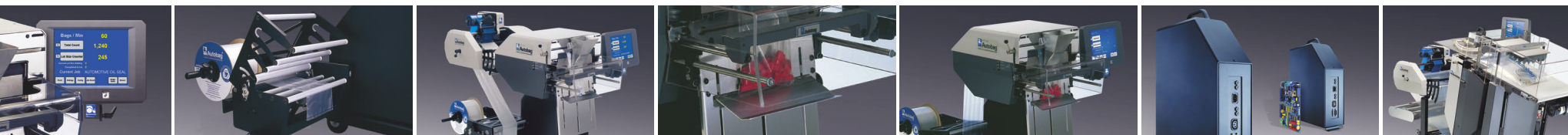




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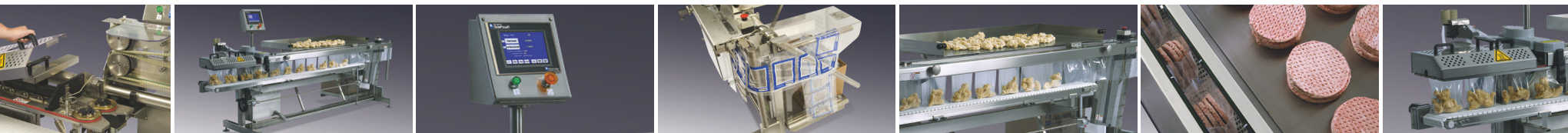


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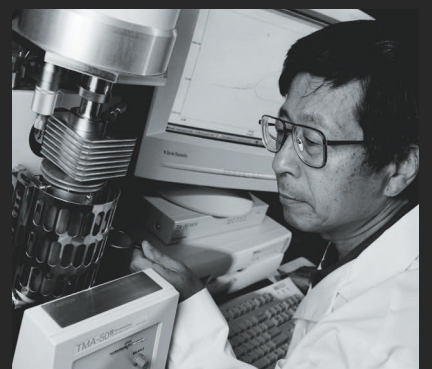
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## new products spotlight

### Filling & Feeding



**Filler** A new, turnkey, integrated filling system is designed specifically for low-alcohol, dairy-based alcoholic beverages. Reportedly incorporating recent advances in Dynamic CIP (clean-in-place) technologies, the system provides—within a compact configuration—a high-performance rotary rinser, a filler and a capper, all in a safety enclosure in what the co. calls a near plug-and-play approach to meeting the growing demand for high-sugar liqueurs and after-dinner alcoholic beverages. External controls can be programmed for specific containers for easy changeover. The Dynamic CIP system activates to solution-rinse the valves and contact surfaces at intervals during the production run, or rinse the bowl, valve and all contact surfaces at product change.

**Fogg Co.**, 616/786-3644.  
**www.foggfiller.com**



**Hff/s machine** In single- and dual-lane configurations, the Integri-Seal is designed for the pharmaceutical industry to produce 4-side-seal packages with secure, sterile seals. For such products as wound dressings, swab sticks, catheters, syringes and sutures, the machine features quick, "hot" changeover, single-point temperature/pressure control, long-dwell traveling cross seal with control and seal validation via a touchscreen and electrical components from Allen Bradley. Prints operation parameters with date/time.

**Circle Packaging Machinery, Inc.** 920/983-3420.  
**www.circlepackaging.com**

**Adhesives bulk feeder** A new version of the 3D Autofill™ bulk feeder automatically transfers hot-melt adhesive from any shipping or storage container to a melting tank. Because this vacuum feeder runs continuously, packaging line operators need not schedule frequent visits to the melting unit to scoop slats from a container to the hot-melt tank. Less scooping means plant personnel can focus on other tasks. The 3D Autofill MK2 feeder also improves plant safety because packing line operators are not exposed to hot, molten adhesive in the melting tank.

**National Adhesives**, 866/266-5565.  
**www.nationaladh.com**



**Shakers** A new family of small electromagnetic shakers, the Impulse™ Compact, is introduced. In sizes ranging from 200 to 400 mm wide up to 1,500 to 2,000 mm long, the shakers are designed for tight-fitting processing and packaging distribution lines requiring precise metering and low-maintenance drives. Said to be ideal for product mixing, ingredient feeding and scale feeding, the stainless-steel shakers start and stop quickly to accurately meter product. Larger shakers up to 610 mm wide and 3,500 mm long are also available, all dust- and moisture-resistant with controls housed in NEMA 4X-rated enclosures.

**Key Technology, Inc.**, 509/529-2161.  
**www.key.net**

**OEM program** An OEM program is instituted that allows all OEMs to purchase from the co.'s standard current product line of prefeeders, centrifugal feeders and labelers. OEMs may buy and sell the co.'s untooled products and will have the added incentive of tier-level discounts. OEMs sign agreements to take part in the program. Each July 1, the co. will review all OEM purchases that have shipped during the previous 12 months to determine the discount tier level, with no minimum purchase required to be an OEM.

**Hopmann Corp.**, 800/543-0915.  
**www.hopman.com**

**Filler** The new Star Auger filler features a servo drive, dynamic weight adjustment, a viewing glass on the hopper and a user-friendly touchscreen. The servo-driven motor makes the Star Auger more accurate than conventional clutch/brake augers or inverted-gear AC motors, the co. says. The motor is a standard feature, as is the dynamic weight-adjustment feature. This consists of a small, side- platform scale, where a package is check-weighed. By pressing the keypad, the Star Auger will adjust the auger screw automatically, so should the weight deviate, adjustments are made automatically. Suitable for powders and small granules, it's available as a standalone machine operated by foot pedal or can be integrated into a system for automatic sequencing.

**Weighpack Systems, Inc.**, 514/422-0808.  
**www.weighpack.com**





# new products applications

## For hot-melt users, a cooler system

Automating case and carton sealing with a lower-temperature hot-melt adhesive is an idea whose moment has come. Pioneering a total system that integrates pellet loading through application, Tampico Beverages licensee Tyler Mountain Water, Paducah, KY, traces its installation to October 2005. Plant manager Sandy Thomas tells PD, "The system has worked very well for us." Others queried verify the merits of the new method that virtually eliminates char and the expenses and downtime that go with it.

The system in use was introduced at a press conference last month, held by **National Adhesives** ([www.myeasypac.com](http://www.myeasypac.com)), a business of National Starch and Chemical Co., at its Bridgewater, NJ, base.

The system is built on the EASY-PAC™ package-sealing solution tradename, which describes what National Starch calls "the first and only 200-degree-Fahrenheit hot-melt adhesive available with an integrated storage,

filling and application system."

National Adhesive will supply the user of the EASY-PAC hot-melt dispensing unit with an integrated, auto-fill vacuum feeder with a storage bin and new hoses, nozzles and modules, at no cost. The equipment remains in place as long as the adhesive is purchased and is backed up with a three-year warranty, the company notes. The new system is aimed at food processing, beverage, personal care, household products, consumer electronics and other applications. With the enclosed, 100-lb hot-melt storage bin feeding adhesive pellets to the enclosed heater tank, the problem of char buildup is reduced, the co. claims.

In Paducah, Thomas says the use of the lower-temperature hot melt versus the earlier 305-deg-F adhesive means startup time savings. "We're up and running in twenty minutes or so," he says.

**National Adhesives**, 866/266-5565.  
[www.myeasypac.com](http://www.myeasypac.com)



## CUSTOM LABELER TURNS NEGOCIANT INTO VIRTUAL VINTNER

San Francisco-based wine merchant Draper & Esquin Wine & Spirits (D&E) is refining quick-turnaround printing technology to become a virtual vintner. Purchasing overage production that area and international wine grape growers cannot sell under their own labels, D&E is turning the wines it blends and bottles into limited-edition offerings under its own, custom and private-label brands.

Rather than trying to buy outside-printed, color labels in runs as small as 1,000 at "horrendously expensive costs," in the words of president Barbara Fortini Medwadowski, D&E brought in a benchtop VP2020 produced by VIPColor Technologies ([www.vipcolor.com](http://www.vipcolor.com)). "I had already gotten bids from outside printers to print 1,000 labels," Medwadowski recalls. "If the wine doesn't sell, the label printing becomes a sunk cost." Printing some commemorative labels on the new machine gave the merchant a return on investment, she says. "And the quality is incredible," Medwadowski adds. The VP2020 offers up to 600×600-dpi print resolution and runs at 0.77 ips with a label up to 6.15 in. wide.

VIPColor Technologies, 800/404-3185.  
[www.vipcolor.com](http://www.vipcolor.com)

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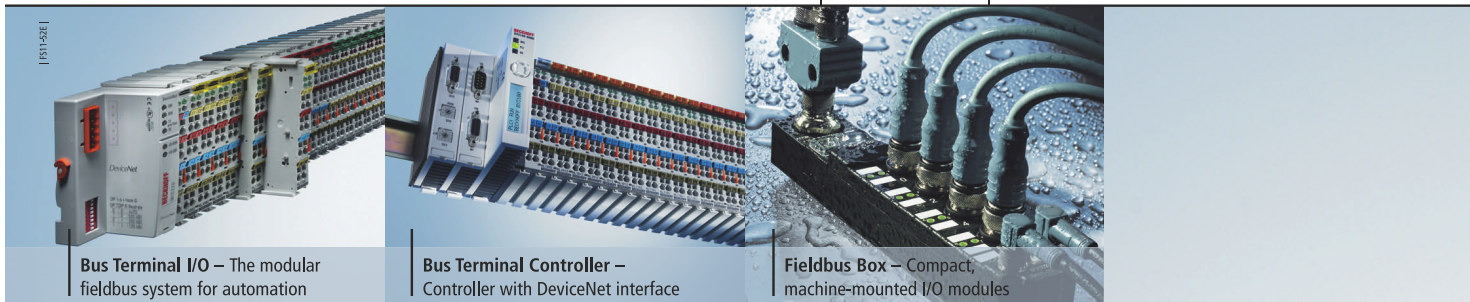
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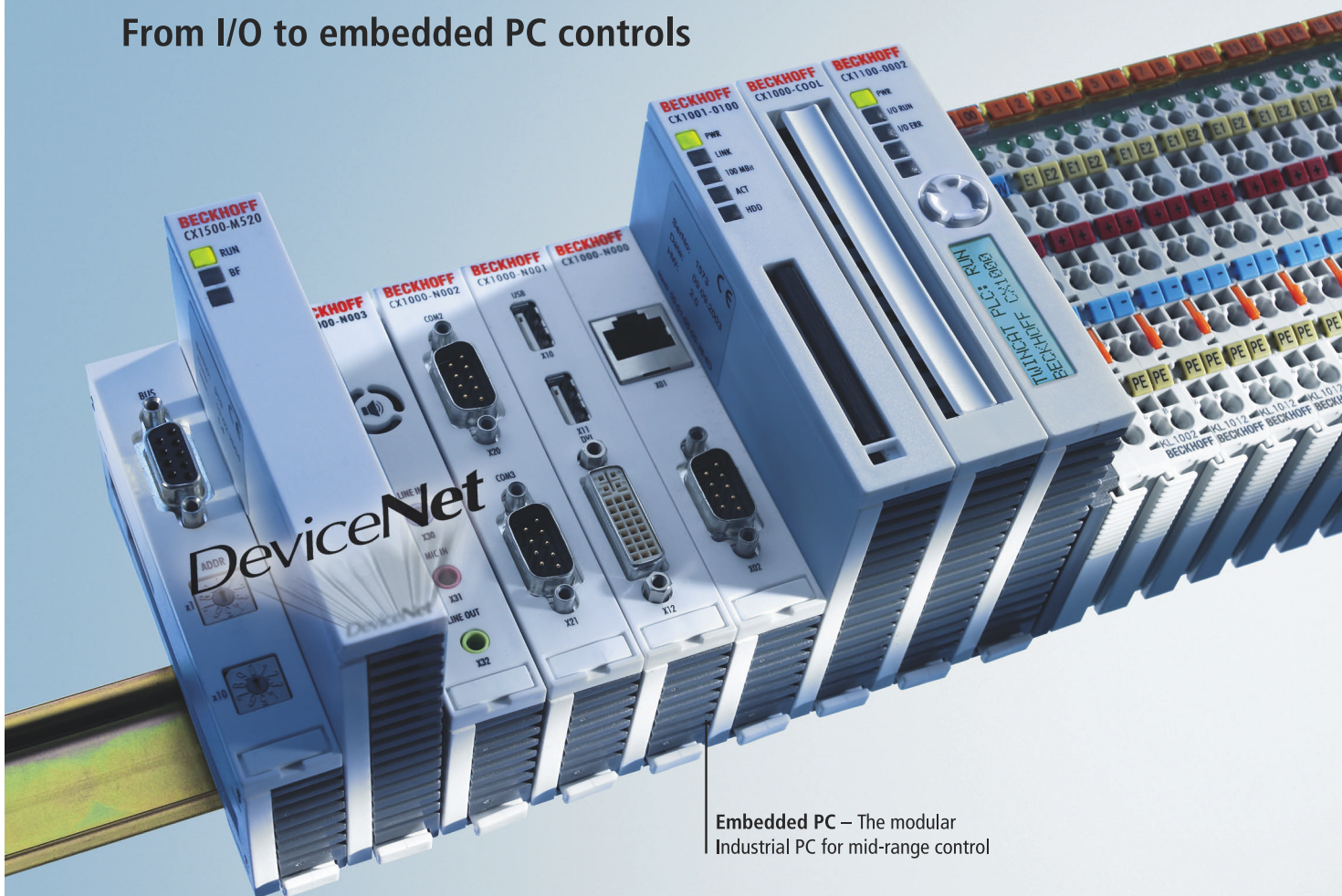


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## Getting value from standards

**M**achine builders and end users of packaging machinery need to be increasingly aware of standards developments in their arena. Beyond simple awareness, however, is evaluation and application of standards to gain value for the business. Each group stands to benefit from today's evolving standards.

A significant source of standards and guidelines for packaging-machine automation is the OMAC (Open Modular Architecture Controls) Users' Group, which is an affiliate organization of ISA—The Instrumentation, Systems and Automation Society. A recent development from OMAC's Packaging Workgroup (OPW) is its approval of new PackAL guidelines—an application library (AL) of common software elements for packaging machines.

One user benefit of the library is a common look and feel in software elements for functionality, communication and packaging machine organization, according to OPW. A common way to program different control hardware and packaging machines of various manufacturers should be welcome. It has high potential for cost savings and for short-

ening design projects.

PackAL consists of 23 functions: 13 apply to commonly used machine functions (e.g., wind/unwind, dancer control, registration and indexing); nine to horizontal line communications; and one to the PackML machine state model (PackML, which stands for "packaging machine language," strives to standardize on a packaging-specific vocabulary to describe states and modes of operation, commands and data used with these machines). The latest version of PackAL guidelines is slated for release in April 2006 and will be added to OPW's Guidelines for Packaging Machinery Automation.

Talking the same language is equally important for both machine and human communication. To be fully effective, a critical mass of "speakers" among machine builders and end users is needed. Beckhoff, Bosch Rexroth and Siemens are already onboard, announcing PackAL libraries as additions to their control platforms. More supplier participation can be expected.

Take a look at what the PackAL guidelines have to offer.



**FRANK BARTOS**  
Executive Editor  
Control Engineering

## Why buy new machinery?

**P**ackaging cost reduction is the number-one reason that consumer goods companies invest in new packaging machinery. Increasing functionality ranks second. These facts are gleaned from a study, the "2006 Packaging Machinery Purchasing Process Survey," from the Packaging Machinery Manufacturers Institute, released earlier this spring.

The research was conducted to gain an unbiased and objective understanding of the attitudes and behaviors of packaging machinery purchasers. It follows two earlier, similar studies done in 2003 and 2004 in order to provide any possible trend analysis.

Supply-chain improvements and requirements were rated as the second most important reason for buying new equipment by the largest companies—those of more than \$5 bil-

lion in annual sales—but ranked fifth by other companies. Other important motives for machinery investments include product safety and product-differentiation strategies,

enhanced worker ergonomics, packaging volume or weight reduction, tracking and pricing requirements and shelf-life expansion. Last on the list, regardless of company size, but still of importance, is environmental expenditures.

During the past three years, the greatest motivations for purchasing new packaging equipment were new package designs and new process innovations. Looking ahead over the next three years, these reasons still hold importance, but the very large companies rate package design higher than process changes, which are ranked considerably higher among smaller and mid-size firms.



**JACK MANS**  
Plant Editor  
Packaging Digest



# Make2Pack helps ISA-88 BRANCH OUT

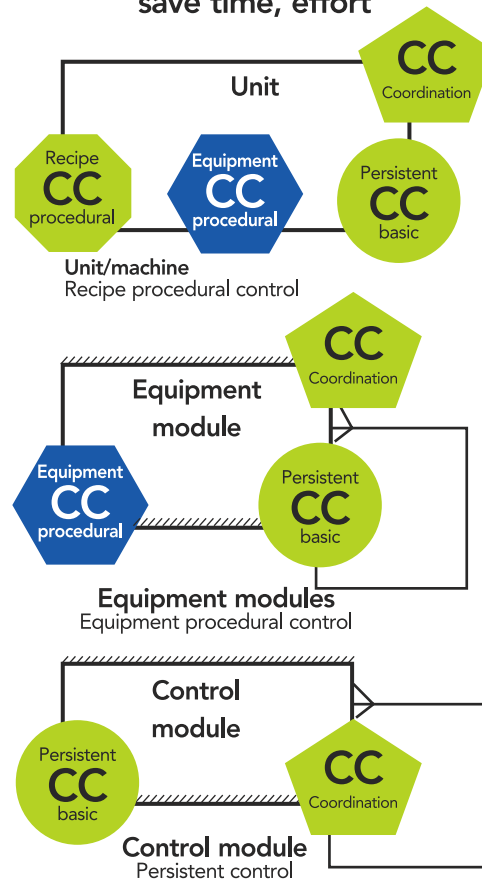
Committee for Make2Pack prepares to transition its work, upgrading ISA-88, clarifying language and making it more useful to all areas of automation, beyond traditional batch-software applications.

**M**ake2Pack is handing off its work to the ISA-88 (SP88) committee, creating the new Part 5 portion of the standard with consistent models for manufacturing and packaging software. Potential savings are 50 percent or more in design, construction and startup costs, say those involved. Standards efforts pay off, with the potential to revolutionize all of automation, adds David A. Chappell, chairperson of Make2Pack. Chappell, of Procter & Gamble, is working on Make2Pack and related software and hardware demonstrations, along with major end users (such as Arla Foods, Coors, Dow, DuPont, Pfizer, SAB) and automation vendors (Elau, Mettler Toledo, Rockwell Automation, Siemens, Wonderware and others).

Beyond the scope of ISA-88 Part 5 (modular concepts for automated control systems), Make2Pack members also plan to recommend revisions to clarify assumptions and vagueness in the definitions portion (Part 1) and make the tone less batch-oriented, offering those using the standard

Make2Pack aims for consistency by identifying four types of control components (CCs, which are software objects or groups of code). CCs work within control modules, equipment modules and units. Persistent control is the most basic, saying, 'do it.' Equipment control is procedural logic that defines 'how to do it.' Procedural recipes contain the instructions of 'what to do' Coordination control offers arbitration, at local and unit levels and beyond. See [www.wbf.org](http://www.wbf.org) and [www.make2pack.org](http://www.make2pack.org).

## Modular software components save time, effort



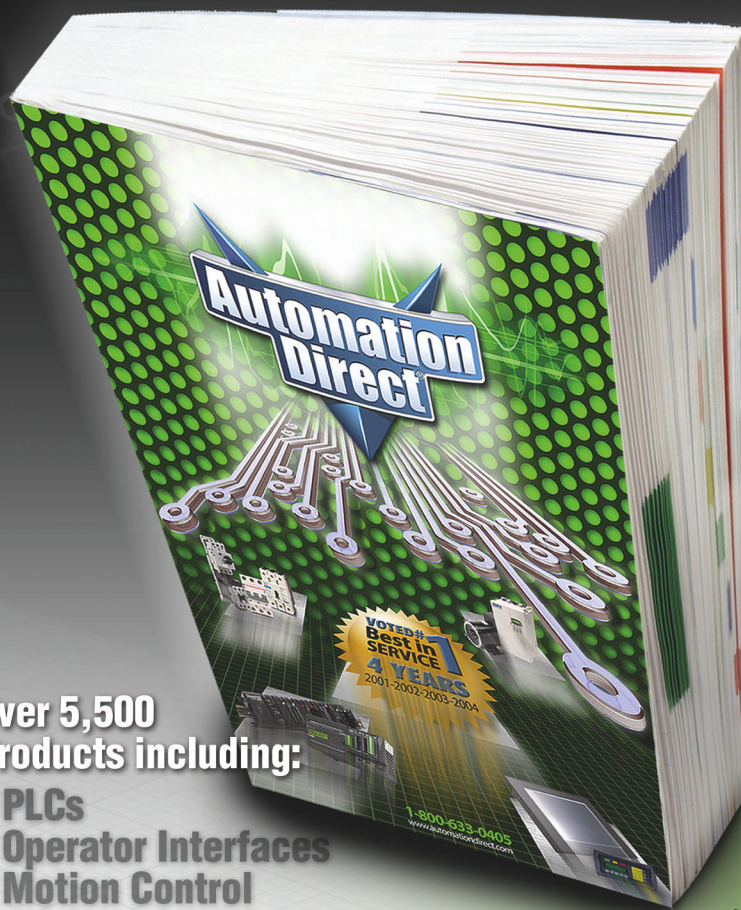
Source: Control Engineering, Packaging Digest, and Make2Pack Committee, [www.wbf.org](http://www.wbf.org)



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## What's Make2Pack?

Make2Pack is a joint working group of WBF—The Forum for Automation and Manufacturing Professionals, the OMAC Packaging Workgroup and the ISA SP88 committee. The charter is to better integrate “making” and “packing.” Members are leveraging ISA-88 batch standards and the PackML state

model to develop ISA-88 Part 5 (work continues to make ISA-88 Part 5 an ISA standard with a vote by early 2007, then fast-track it as an IEC standard). There are ties to the manufacturing execution system (MES) information access and ISA-95. To join, contact David Chappell, via [www.wbf.org](http://www.wbf.org), under working groups.

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more adaptability, including for packaging machines. Not all favor revisiting Part 1 for fear that the standard will be less appropriate for its intended batch origins. But the goal, says Dennis Brandl, SP88 chairperson, is to make the standard more beneficial to all areas of automation, without decreasing usefulness for the batch. Make2Pack also will feed the new Part 6, addressing the recipe phase to equipment interface.

Reasons expressed for the changes and additions underway are that automation requirements are similar across manufacturing; end users have a strong desire for improvements; and some OEMs continue to resist change. OEMs are on notice, however; a March 5 letter from major end users says, in part: “We will evaluate our suppliers’ abilities to deliver such systems based on the draft standard and may give preferences to suppliers who do so.” Modular design saves time and effort because modules can be copied, reused, easily modified or replaced. That includes defining and separating elements of procedure control and basic control (see diagram).

“All control-related sections of the Part 1 standard assume that the process cell in question (physical equipment and related control activities) has been subdivided into well-defined equipment entities such as units, equipment modules and control modules,” Chappell says. Such subdivisions are complex, “highly dependent on the individual requirements of the specific environment in which the batch process exists. Inconsistent or inappropriate equipment subdivisions can



compromise the effectiveness of the modular approach to recipes suggested by this standard,” he adds. Process cell subdivision requires a clear understanding of the purpose of the process cell’s equipment, allowing identification of equipment entities that must work together to serve an identifiable processing purpose. Part 5 is expected to reduce complexities that exist in creating modular designs and will reduce the need for certain highly specialized skills to design and maintain a modular system.

Consistency in software structure and software designs expedites troubleshooting, operations, changeovers and upgrades, Chappell says. Will it lead to interoperable objects of code that could transfer among manufacturers? Discussions have extended to creating a “WBFDigitalDevice” to preserve information through the product lifecycle stages: define, design and develop.

The trend extends beyond Make2Pack and ISA-88. Similar, “bigger-picture” efforts also are under way with OMAC for machine tools

and ISA-95 for higher-level data models and structures across manufacturing. Why? “Current methods of delivering new manufacturing capability limits

**We will evaluate our suppliers’ abilities to deliver such systems based on the draft standard.**

the flexibility and agility required by the modern business supply chain,” Chappell answers. With these upgrades, “Manufacturing becomes a strategic asset with the agility and flexibility to support business needs.”

The Make2Pack group met and reported progress at WBF’s March meeting in Atlanta.

*Mark T. Hoske, Control Engineering, mhoske@reedbusiness.com*

For more information, see the following URLs:

[www.omic.org](http://www.omic.org)

[www.isa.org/standards](http://www.isa.org/standards)

[www.wbf.org](http://www.wbf.org)

For related articles, see:

“Pack Expo 2005: UnifyingPackaging Automation Standards”

[www.manufacturing.net/ctl/article/CA6255529](http://www.manufacturing.net/ctl/article/CA6255529)

“WBF, OMAC, ISA Harmonizing with S88 to Develop New Automation Standard”

[www.manufacturing.net/ctl/article/CA528595](http://www.manufacturing.net/ctl/article/CA528595)

# Soloist™

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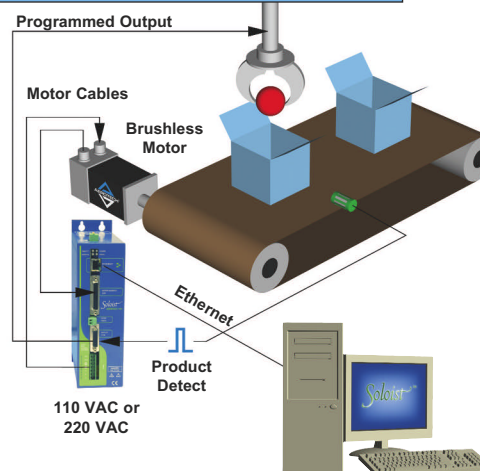


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### Typical packaging application

#### Program Example

```
WHILE DIN(0,2) = 1 'POWER ON
  WHILE DIN(0,1) = 0 'WAIT FOR INPUT
    FREERUN F10 'FREERUN @ FEEDRATE
  WEND
ABORT 'STOP
DOUT 0,1:1 'DROP PART
MOVEINC D100 F10 'INDEX PAST BOX
WEND
```



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# Robot packages POWDER products

A pick-and-place robot at Swiss retail giant COOP packs 20 different bags ranging from 100 to 500 g into cartons at speeds to 88 bags/min. A combination of product delivery and laser sensing eliminates bag collation and a vision system for the robot.

Jack Mans, Plant Operations Editor

With more than 2.2 million members representing more than 60 percent of all Swiss households, COOP is a Swiss cooperative society whose core business is retailing. COOP has various sales formats in the food, nonfood and service sectors and is the second largest supermarket chain retailer in Switzerland, with a 32-percent market share of the country's supermarkets.

In 2005, COOP's production and packaging center in Pratteln was looking for a case packer for pouches of dry products, such as sugar, coffee and baking mixes. "Products in granular and powder form behave as fluids

in bags," says COOP project coordinator Dominik Leder, who is responsible for the planning and implementation of technical projects, as he explains the core problem in optimizing the end-of-line packaging for these products. "We were aiming for a flexible system that can package these products quickly and reliably," he says. Another requirement is a system that can cope with Duopacks (two standard packs fastened together) weighing up to 1,000 g.

The COOP team was anticipating a traditional case packer, but then, a newly developed, robot-based system entered the picture: the RobTeq Speed-Picker from Skinetta Pac-Systems Corp. ([www.skinetta.com](http://www.skinetta.com)), which incorporates a pick-and-place robot from ABB Robotics Div., ([www.abb.com/robotics](http://www.abb.com/robotics)). "We were very skeptical about whether there was a robot system that would even be able to hold our products, due to the centrifugal forces," remembers Leder. "But this unit solved a whole range of problems for us. Above all, the changeover times and maintenance expenses could be drastically reduced." This is because the abrasive, sticky contents of damaged bags cause

The robot is designed for quick and flexible packaging. For example, only the suction cup has to be replaced to run different bags, and this can be done in seconds.





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A rotating brush pushes the bags to one side of the conveyor as they enter the machine, so they are in a straight row. The robot's controller also knows the speed of the conveyor. This establishes the location of each pouch for the robot without requiring a collation system or an expensive vision system.

a high level of wear in conventional case packers, whereas there are considerably fewer mechanical parts in the RobTeq Speed-Picker.

Initially, the way to achieve this was anything but clear. "We were aware that we would have to break away from the norm if we wanted to design a low-maintenance, fast and extremely flexible end-of-line packaging machine. The ABB Flex-Picker seemed to be the new way forward," says Norbert Wörz, head of production development at Skinetta.

The ABB team involved did not wish to rule out the pos-

sibility that the design of such a machine could succeed with the Flex-Picker. However, this was not a certainty. Nevertheless, this spurred on the engineers at Skinetta, which has become a specialist in innovative solutions since the change of management about a year ago. The Skinetta team had a number of problems to solve, the main one being the inertia of packing the bags. "It is as if you were to attach a heavy stone to a long rope and then pull quickly on the rope. Your arm accelerates very quickly and without much effort, until the rope is taut. When you then encounter the gravitational pull of the stone, it initially feels as if the stone is hitting your arm," says Wörz, describing the phenomenon.

To eliminate this problem, Skinetta first had to optimize the suction system on the robot that picks up the bags. The suction performance of conventional systems was insufficient to transport 1,000-g bags reliably and at the necessary speed. To absorb the weight resistance of the content, a special movement curve was calculated for the gripper. Says Wörz, "Only with this combination did we find it possible to place the bags in the cartons at high speed."

COOP liked this concept. "Nowadays, we need to be much more flexible than a few years ago," says Leder. The Pratteln facility stocks five distribution centers, each of which supplies about 1,000 local businesses and shops. Sales are reported to the distribution centers and simultaneously to the Pratteln packaging center via an enterprise resource planning system, and packaging is carried out as required. The number of package sizes is also increasing. "The trend is for package sizes that exactly fill the shelf," explains Leder. Above all, products that have a low demand should be delivered at a precise time and in small quantities.

The packaging center also delivers directly to the shops, bypassing the distribution warehouses. This allows COOP to react quickly to unexpected purchasing trends. The construction of the RobTeq Speed-Picker is designed to accommodate this quick and flexible packaging. Only the suction cup has to be replaced to handle a different package format, and a new locking mechanism makes changeovers easier. Even the mechanical pregroupping of the bags is a thing of the past. The Speed-Picker, which packages up to 88 bags/min, picks up randomly located bags directly from the conveyor, because the ABB Flex-Picker is synchronized with the conveyor belt.



The Skinetta line runs 20 different pouches ranging in size from 100 to 500 g. The pouches are delivered to the operation with the bottom end leading. As they enter the machine, a rotating brush pushes them to one side of the conveyor, so they are in a straight row, after which a laser

sensor detects the leading edge of each pouch. The robot's controller also knows the conveyor speed. This establishes the location of each pouch for the Flex-Picker without requiring a collation system or an expensive vision system. The system can track of up to 256 bags on a conveyor, although the COOP unit has a smaller conveyor.

The robot picks up each pouch with suction cups, while the conveyor continues to move, and places it in the waiting carton, which has been erected in another section of the machine, and delivers it to the robot with the top open and the top flaps held back. Cases contain from six to 10 bags in up to three layers. All of this information is part of the programming of the robot. Because product settles toward the bottoms of the bags, they are thicker at the bottom than at the top. Therefore, to achieve a balanced pack in the cases, the robot turns alternate bags 180 deg so the thinner top sections overlap each other in the center.

A laser sensor inspects the top of the case after it is filled to check for missing or misplaced bags, after which the top flaps are sealed with hot-melt glue. The cases then travel over a checkweigher on their way to palletizing.

The RobTeq Speed-Picker incorporates a Model S7 PLC and a human/machine interface from **Siemens Energy & Automation, Inc.** ([www.automation.usa.siemens.com](http://www.automation.usa.siemens.com)). The PLC stores operating parameters for all of the bags and products in memory, and the operator can select parameters for the products running from the HMI. Packaging plans can also be programmed off-line using MS Excel, and the data can be imported. Says Leder, "Once Norbert Wörz reprogrammed the machine as part of the acceptance procedure, all of our doubts were dispelled."

As mentioned previously, the suction-cup design was critical for proper bag handling, and a number of different designs are required for the range of bags that the unit runs. The good news is that these require only about 30 sec to

change so they do not impact the changeover from one bag to another.

The RobTeq Speed-Picker allows COOP to react to

**We were aiming for a flexible system that could package these products quickly and reliably.**

increasing economic demands. Says Leder, "We have the increasing pressure of cost on the one hand and growing customer demands for more flexibility, speed and quality on the other hand." For example, products run at COOP can also be produced or packaged by other manufacturers. In fact, the center in Pratteln recently lost the task of roasting and packaging peanuts to an independent competitor. "After a



**The robotic packer runs bags weighing as much as 1,000 g at speeds up to 88 bags/min.**

year however, some products have come back simply because our product quality is right," says Leder. Conversely, COOP also packages for other manufacturers, and the facility would like to expand this.

COOP installed the first RobTeq Speed-Picker in July 2005 and has plans for additional units this year and next.

More information is available:

**Skinetta Pac-Systems Corp.**, 574/254-1950.

[www.skinetta.com](http://www.skinetta.com).

**ABB Robotics Div.**, 888/785-3904.

[www.abb.com/robotics](http://www.abb.com/robotics).

**Siemens Energy & Automation, Inc.**, 800/964-4114.

[www.automation.usa.siemens.com](http://www.automation.usa.siemens.com).



# Ten common mistakes in PURCHASING

Buying a piece of automation can be a very long and difficult process. Here is a list of the 10 most common mistakes made when purchasing automation equipment.

The following list was composed by a number of individuals who have both purchased and sold automation equipment.

## 1. No equipment specification

Failure to define your company's expectations with regard to performance, esthetics and hardware preferences will eventually lead to confusion and misunderstandings. A detailed equipment specification will force the project engineer to examine all aspects of the project.

*The following is an outline for a simple equipment specification:*

- Project objective
- Performance expectations (i.e., cycle, time, yield, machine uptime, etc.)
- Preferred hardware list (i.e., PLC, valves, etc.)
- Design requirements (i.e., guarding, wiring, plumbing, etc.)
- Product information (i.e., prints, current process information, etc.)
- Acceptance criteria

## 2. Failure to visit prospective automation houses before the quoting process begins

Often requests for a quotation are sent out to automation houses with very little prior knowledge about the company. A visit to the appropriate supplier early on in the

process can help assure that you are looking at viable solutions and capable suppliers. This visit should also help interpret the quotation much more clearly as a result of having seen the equipment. The price quoted for the equipment will also have more meaning and allow for a better comparison.

## 3. Incorrectly estimating the cost of an automation project

Most of us know of a manager who has presented his supervisor with a proposal for an automation project, sold the idea and grossly underestimated the cost of the project. Now to save face, the manager and his/her subordinates spend their time looking for the right price rather than the right solution. Most automation houses would be willing to supply a rough, budgetary quotation for your consideration. A simple request for a quotation from a couple of automation houses will provide a more accurate cost estimate and may prevent a nonviable project from failing.

## 4. Not enough technical capability in-house to support the machine

Many times, companies purchase a piece of automation without considering the technical expertise required to maintain the equipment on a daily basis. Be sure to consider all the costs associated with new and unfamiliar technology.

## 5. Failure to involve the production staff in the process



The people responsible for ultimately operating a piece of automation can make the machine look good or bad. Allow the production people to be involved with the project early on. Give them an active role and a chance to take ownership.

#### 6. Poor communication with the automation vendor

Even after a detailed equipment specification has been submitted to the vendor, constant, constructive communication must be maintained. Notice how the word “constructive” was used. Simply documenting all conversations and responding to written correspondence for the sake of maintaining good records is not nearly enough. Your company and your chosen vendor must form a team. Review the progress of the project in detail with the vendor at certain points in the project and notify them of any perceived problems as soon as possible.

#### 7. Accepting the automation equipment from the vendor before it is ready

Do not allow the automation vendor to ship the machine before it is ready. Allowing this to happen usually prolongs the automation from performing according to plan and damages the vendor/company relationship, which will cost money in the long and short run.

#### 8. Failure to supply the vendor with up-to-date drawings and parts within specification

Maintaining proper and up-to-date documentation is an ongoing challenge for most companies. Failure to supply the vendor with sufficient up-to-date drawings of the project will cause expensive delays. Even the best automation houses will not always detect nonconformance from the parts to the prints until it is too late, making rework inevitable. Supplying parts that are within specification is also very important.

#### 9. Failure to design for automation

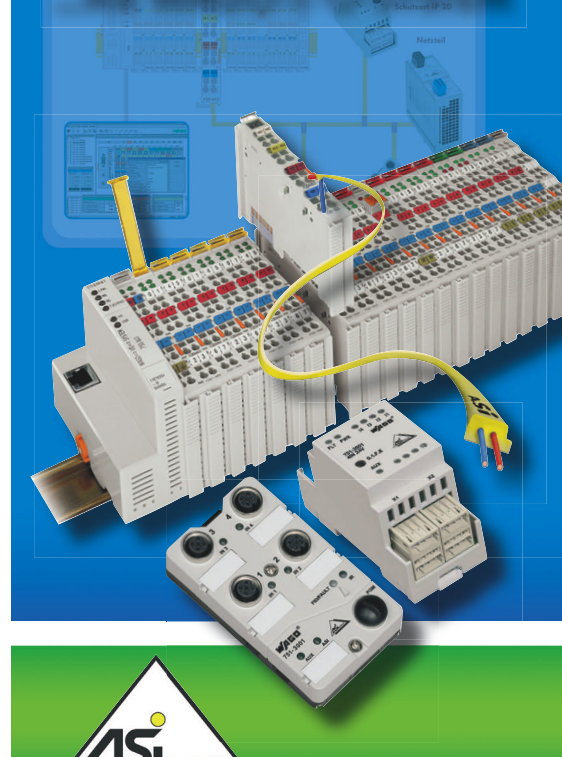
Some products are not designed to be manufactured or assembled automatically. Some process components cannot be fed automatically. When automation is difficult, perhaps a semi-automatic solution would be more feasible.

#### 10. Using the wrong technology for your application

Failure of a project engineer to do his/her homework may result in the least efficient use of equipment. Is there an “off-the-shelf” piece of equipment available for your application? Should you employ flexible automation or hard automation? These are the types of questions that should be answered before building a machine.

— This article was submitted by George E. Martin  
 Director of Product Management-Linear Motion Technology  
 Bosch Rexroth Corp. ([www.boschrexroth-us.com](http://www.boschrexroth-us.com))  
 Linear Motion and Assembly Technologies,  
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EXPERT SPEAKS

# What is a smart SENSOR?

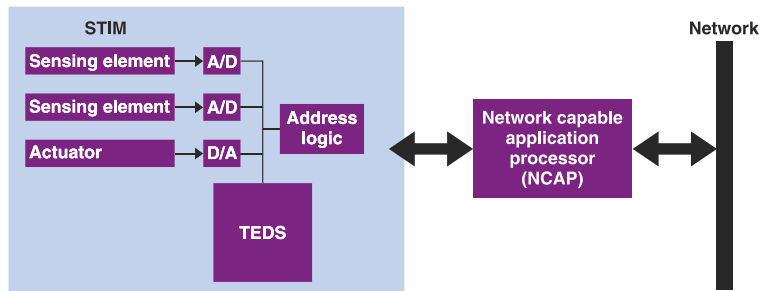
One of the biggest advances in automation has been the development and spread of smart sensors. But what exactly is a "smart" sensor? Experts from six sensor manufacturers define this term. A good, working "smart sensor" definition comes from Tom Griffiths, product manager, Honeywell Industrial Measurement and Control. Smart sensors, he says, are "sensors and instrument packages that are microprocessor-driven and include features such as communication capability and on-board diagnostics that provide information to a monitoring system and/or operator to increase operational efficiency and reduce maintenance costs."

## No failure to communicate

"The benefit of the smart sensor," says Bill Black, controllers product manager at GE Fanuc Automation, "is the wealth of information that can be gathered from the process to reduce downtime and to improve quality." David Edeal, Temposonics product manager, MTS Sensors, expands on that: "The basic premise of distributed intelligence is that complete knowledge of a system, a subsystem, or a component's state at the right place and time enables the ability to make 'optimal' process-control decisions."

Adds John Keating, product marketing manager for the Checker machine vision unit at Cognex, "For a [machine vision] sensor to really be smart, it should not require

## Sensors under IEEE 1451



Under IEEE 1451, a sensor is divided into two parts. A Smart Transducer Interface Module (STIM) contains the sensing element, the appropriate signal-conditioning circuits and an A/D converter, plus a Transducer Electronic Data Sheet (TEDS), a memory chip that identifies the type of sensor, its make and model, its calibration information, its scale factor and more. The STIM connects to a network-capable application processor (NCAP) that provides an interface to a communications network. (Illustration courtesy of Kang Lee, National Institute of Standards and Technology)



the user to understand machine vision.”

A smart sensor must communicate. “At the most basic level, an ‘intelligent’ sensor has the ability to communicate information beyond the basic feedback signals that are derived from its application,” says Edeal. This can be a HART signal, superimposed on a standard 4-20 mA process output, a bus system or a wireless arrangement. A growing factor in this area is IEEE 1451, a family of smart transducer interface standards intended to give plug-and-play functionality to sensors from different makers (for more on this subject, see this article online at [www.controleng.com](http://www.controleng.com)).

#### Diagnose, program

Smart sensors can self-monitor for any aspect of their operation, including “photoeye dirty, out-of-tolerance or failed switch,” says GE Fanuc’s Black. Add to this, says Helge Hornis, intelligent systems manager, Pepperl+Fuchs, “coil-monitoring functions, target out-of-range or target too

close.” It may also compensate for changes in operating conditions. “A smart sensor,” says Dan Armentrout, strategic creative director, Omron Electronics LLC, “must monitor itself and its surroundings and then make a decision to compensate for the changes automatically or alert someone for needed attention.”

Many smart sensors can be re-ranged in the field, offering “settable parameters that allow users to substitute several standard sensors,” says Hornis. “For example, typically, sensors are ordered to be normally open [NO] or normally closed [NC]. An intelligent sensor can be configured to be either one of these kinds.”

Intelligent sensors have numerous advantages. As the cost of embedded computing power continues to decrease, smart devices will be used in more applications. Internal diagnostics alone can recover the investment quickly by helping to avoid costly downtime. —Peter Cleaveland for *Control Engineering*

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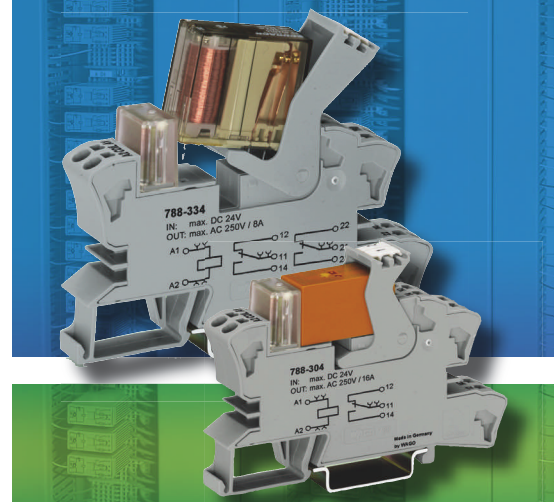
ProLinX Plus wireless gateways allow users to connect various field devices using networks or protocols and share data between devices. ProSoft Wireless Protocol (PWP) allows sharing data “over the air,” in a secure way between different industrial networks and protocols.

**ProSoft Technology,** 661/716-5100.  
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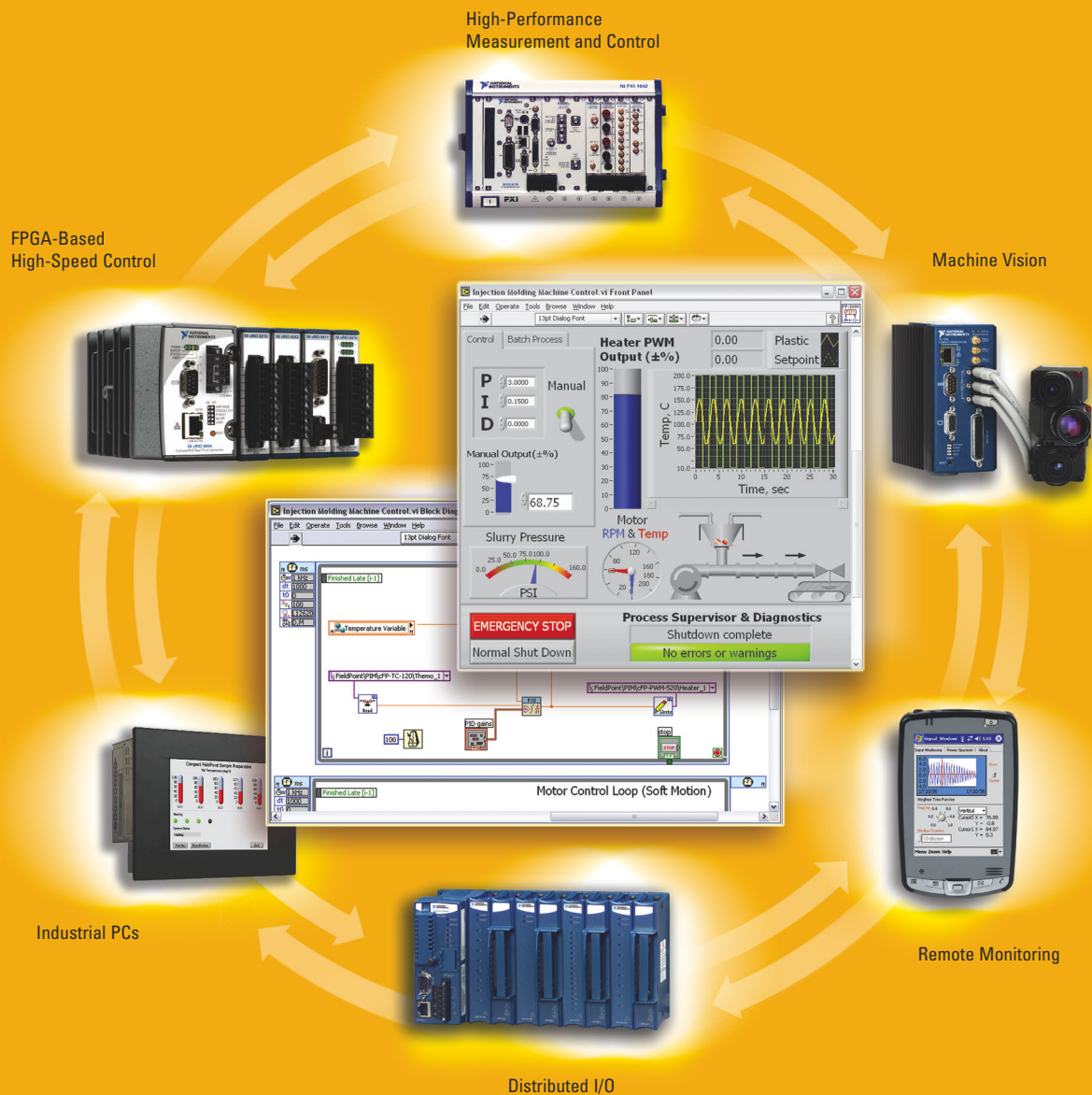
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# new products equipment

**Metal detector** A line of metal detectors and in-motion checkweigher systems is designed to improve production-line quality control in the food and pharmaceutical industries. Combining the co.'s proven designs in metal-detector technology with the accuracy and flexibility of Thompson Scale checkweighers, the systems are available in many configurations to cover capacities from 0.002 to 200 lb (1 g to 90.7 kg) with speeds from 40 to 350 units/min., it is reported.

**Eriez Magnetics**, 888/300-3743.

[www.eriez.com](http://www.eriez.com)

**Thompson Scale Co.**, 713/932-9071.

[www.thompsonscale.com](http://www.thompsonscale.com)

**Bagger** The new intermittent-motion TG450 vf/f/s bagger handles a maximum bag size of 17.7×23.6-in.

in a single pull, the co. says. LE and L versions feature clutch-brake film transport with pneumatically operated jaws. Model LD is equipped with a servo-driven film transport and servo-driven cross-sealing jaws. All have standard self-centering transport belts. LE and L use the Allen-Bradley ControlLogix with a PanelView 1000

touchscreen, with LE fitted with

its CompactLogix and a PanelView 400.

**Sandiacre Packaging Machinery**,

+44 (0) 115 967 8787.

[www.sandiacre.com](http://www.sandiacre.com)

**Case erector** Developed for applications in the 30- to 40/min range, the new Model 390 case erector is said to combine power and affordability. Its magazine holds up to three stacks of case blanks, cutting time between refills; dual, spring-loaded grippers ensure

proper feeding of warped or band-marked cases. A cam-operated opening arm securely erects and holds as

inner flaps are folded. During transfer, an outer-flap closing is powered by a continuous-motion main-drive motor with sealed bearing linkage.

**A-B-C Packaging Machine Corp.**, 800/237-5975.

[www.abcpackaging.com](http://www.abcpackaging.com)

**Checkweigher** The LCW Series checkweigher line has been built to operate in demanding, multi-shift production environments typically found in North and South American food and contract-packaging facilities. The heavier-duty construction provides greater reliability and run time in more arduous, 24/7 plant conditions, where line speeds of 300 to 400 packs/min are typical. Another key feature of the LCW checkweigher series is that the PC-based user interface is capable of monitoring up to six separate production lines simultaneously. This is done by providing multiple-lane transport

systems and employing up to six separate loadcells to weigh the different products simultaneously. The new line relies on industry-standard components, as well as Allen-Bradley PLCs. The LCW Series has been designed to meet UL approval, ensuring that the checkweighers meet high electrical standards.

**Loma Systems, Inc.**, 630/681-2050.

[www.loma.com](http://www.loma.com)

**Controller** The newly designed CMS-100 CosmoNet is said to be an advanced, single-axis stepper-motor controller that provides high-speed microprocessing capability from a fully integrated USB 2.0 logic controller. Its primary function is to program and employ local network connectivity between the user PC and the motor-control system. No external power supply is needed for CMS-100, which reportedly is compliant with all industry-standard NEMA-sized step motors of 2-phase and 5-phase types.

**Nyden Corp.**, 408/232-7700.

[www.nyden.com](http://www.nyden.com)



**Compressor rings** A reportedly improved material is offered for piston and pressure packaging rings used in the third stage of reciprocating compressors for PET bottle equipment. The co. maintains that the third stage requires more maintenance attention than the rest of the compressor. Many, it says, get less than a six-month service life from their third stages, and frequent repairs increase annual maintenance expenses and cause lost production from downtime. The co. offers a service life guarantee of 12 months, improved rings and a non-water-cooled packaging case "that eliminates maintenance."

**PET Compression Service**, 281/795-0954.

[www.petcompression.com](http://www.petcompression.com)

**Band sealer** Featuring easy visual access to its automatic band-tensioning system, the new OK Supersealer SB3 band sealer is reportedly equipped with the most accurate and quick-setting heater block gap available. The machine is designed for applications including meat and poultry, and is said to stand up to aggressive, cold and wet environments. A lift hood gives easy access to the interior.

**O/K International Corp.**, 508/303-8286.

[www.okcorp.com](http://www.okcorp.com)



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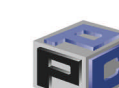
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# new products equipment

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**Cryovac Div., Sealed Air Corp.,**  
800/391-5645.  
[www.sealedair.com](http://www.sealedair.com)



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**Verification labeling system** Designed for pharmaceutical and other applications, the Hawk IIT™ Model CVC-302 CE is equipped with the manufacturer's exclusive SelfSet™ technology, enabling automatic setup in minutes with memory storage of up to 50 jobs, setting the labeler for bar codes, and label and container sizes. If the code stamp differs from memory data, the machine will stop immediately. Other features include bar-code and label-size verification, bottle diameter and missing-code sensing, automatic rejection and automatic adjustability of label sensor sensitivity. It will even automatically increase the space between packages on the conveyor to prevent missing labels caused by container crowding. Servo-motor drive delivers reliability, dispensing labels at speeds to 2,800 in./min at an accuracy of ± 1/32 in.

**CVC Technologies, Inc.,**  
877/282-7333.  
[www.cvcusa.com](http://www.cvcusa.com)

**Hot-melt guns** The new NC-24 series spray and extrusion hand guns for hot-melt adhesive are molded with high-temperature nylon handles that reportedly are rugged, lightweight and remain cool during operation. Another feature is a 360-deg ball swivel, providing an ergonomic, user-friendly hose/gun connection. A selection of extrusion nozzle sizes and styles is available.

**Shure-Glue Systems, Inc.,**  
513/874-5581.  
[www.shure-glue.com](http://www.shure-glue.com)







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# new products equipment

**Shrink wrapper** The FIL series of total-closure shrink wrappers accommodate a variety of products, including paper rolls and stacks of knocked-down corrugated boxes. The equipment provides total-closure wrapping through the use of f/f/s modules (forming heads). It features in-line production suited for large, heavy or over-length products, such as rolls of paper. It has production rates up to 15 wraps/min, depending on the product's dimensions. The machine uses a single roll of film with no film waste, and it can use registered or randomly printed film. Quick-change forming heads minimize changeover time and maximize versatility. It can wrap with PE or polyolefin shrink film. It uses a PLC with a touchscreen interface for ease of control and quick changeovers.

**Polypack, Inc.**, 727/578-5000.  
[www.polypack.com](http://www.polypack.com)



**Toothed-belt axis** The DGE-RF offers within its flexible design a guidance system comprising precision rollers operating on a hardened steel surface. Said to be ideal for applications requiring high speeds (10 m/sec) for working strokes up to 5 m with low noise, repeatability of  $\pm 0.1$  mm and loads to 600 N, the axis is able to work in a contaminated environment. It is reported to be low-maintenance because roller bearings maintain lubrication better than do typical recirculating, ball-type linear bearings. With minimal friction, there is an internally protected roller guide with integrated grease reserves. Because of mounting options on three sides of the main profile, it adapts easily to the multiaxis modular system.

**Festo Corp.**, 800/993-3786.  
[www.festo.com/us](http://www.festo.com/us)

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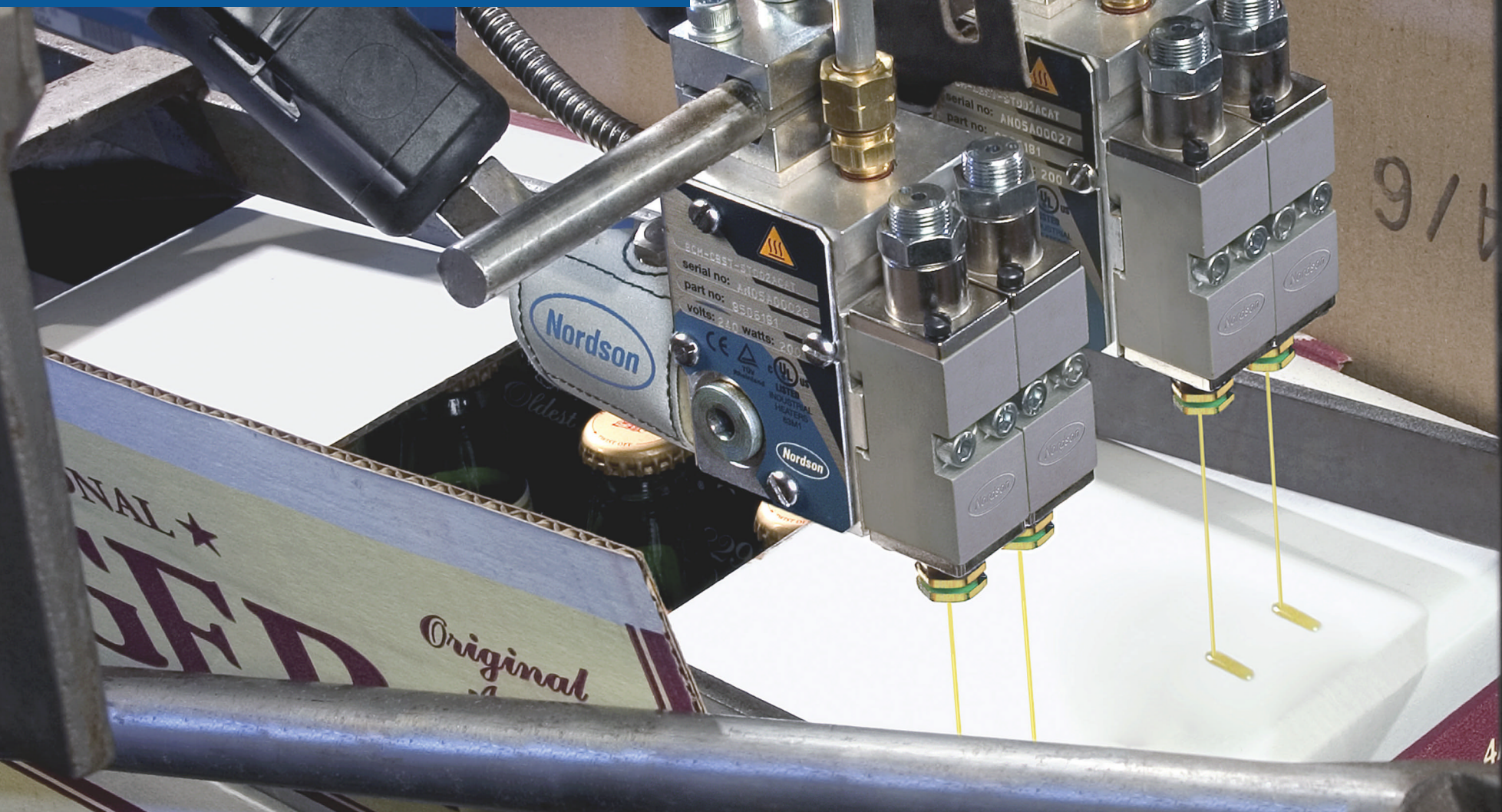


**Dumping station** A manual dumping station with an integral, flexible screw conveyor collects dust from free- and nonfree-flowing materials ranging from large pellets to sub-micron powders, including those that pack, cake, seize, smear, fluidize, break apart or separate. During dumping from bags, boxes, drums or other containers, a high-velocity vacuum fan draws atmospheric dust onto two cartridge filters, accessed easily and replaced rapidly. Automatic reverse-pulse filter cleaning allows continuous, efficient operation. Timer-activated solenoid valves release short blasts of compressed plant air inside filters, causing dust buildup on outer surfaces to fall into the hopper.

**Flexicon Corp.**, 888/353-9426.  
[www.flexicon.com](http://www.flexicon.com)



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# new products materials

## RFID & Smart Packaging

**Self-adhesive temperature labels** Series KS self-adhesive temperature labels can monitor and verify temperature-specific operations, such as climate conditions during storage and transit of products. The labels are available in a variety of temperature points and sizes. An irreversible version permanently changes color to indicate the maximum temperature achieved. The labels can record both Fahrenheit and Celsius measurements, and resist oil, water and steam.

**Dwyer Instruments, Inc.**, 219/879-8000.  
[www.dwyer-inst.com](http://www.dwyer-inst.com)

**Bottles** The Barolo PET cylinder is a 250-mL bottle with a 24/410 neck finish, featuring a gentle, convex profile. When topped with a 2-in.-wide, disc-shaped dispensing closure, the bottle can stand on either its base or its head. Stock bottles are available in clear or cobalt blue versions. Other colors, including dark green, light amber and white, are available upon request.

**Alpha Packaging**, 314/427-4300.  
[www.alphap.com](http://www.alphap.com)



## Pharmaceutical authentication system

Along with Tagsys and SupplyScape Corp., the co. is offering what it says is the industry's first integrated solution to allow pharmaceutical manufacturers to serialize, package and distribute products in a way that enables supply-chain partners to authenticate drugs throughout the supply chain, creating significant barriers to counterfeiting and diversion.

Working seamlessly with most manufacturers' existing infrastructure, the system addresses three critical areas of system integration and deployment: RFID tagging for item-level authentication; packaging-line device management and data capture and authentication services; and e-Pedigree compliance and management. In the first step, Tagsys marks pharmaceuticals with a unique RFID-enabled product identification tag, which can capture information at the individual item level.

The co.'s TIPS® Serialized Product Tracking solution manages all packaging-line devices, including encoding and recording EPC serial numbers to the RFID tags and redundant bar codes. The software verifies all data on the RFID tag and bar code, establishes the parent/child relationships in which the products are placed, such as cases and pallets, and stores the information in a secure database. The software then makes all the data available for the e-Pedigree, authentication and other business and track-and-trace applications. The system handles all the real-time packaging-level business processes, including managing rejects, reworks and QA functions.

Once compiled in the co.'s system, the individual drug information is exported to SupplyScape's software applications, which interoperate with supply-chain partners' applications to manage drug-bottle authentication and pedigree for each drug as it is passed throughout the pharmaceutical supply chain.

**Systech Intl.**, 609/395-8400.  
[www.systech-tips.com](http://www.systech-tips.com)  
**SupplyScape Corp.**, 781/305-8085.  
[www.supplyscape.com](http://www.supplyscape.com)  
**Tagsys USA**, 877 550-7343.  
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# new products materials

**Gen2 smart labels** The co.'s Smart Therm™ labels and cards are now available with Gen2 inlays from Alien Technologies, Texas Instruments and Avery Dennison that are fully compliant with EPC initiatives. Updated production lines, including a preselect quality-control process that sorts out a defective transponder before it is attached to the substrate, replacing it with a good one in a fraction of a second, has enabled the co. to produce substantial volumes of Smart Therm labels with Gen2 inlays with shorter leadtimes, it says. Key advantages of Gen2 inlays include faster read rates, interoperability between tags from other vendors and performance improvements. Tags can be used with expendable or reusable containers, pallets, racks and other supply-chain applications.

**The Kennedy Group**, 440/951-7660.  
[www.kennedygrp.com](http://www.kennedygrp.com)

**Overcaps** New Anocaps are stock round or trifoil fragrance caps for spray applications. Made in a range



of colors and finishes in lengths including 1-, 1 1/4- and 1 1/2-in. with minimum quantity of 25,000, the stock anodized caps are fitted with PP inserts with a hollow-rib design to assure a luxurious feel when the cap is snapped onto the pump. The caps are made in association with Anomatic Corp. in satin, matte or bright finishes with smooth, folded-in edges.

**Rexam Dispensing Systems**,  
860/283-2000.  
[www.rexam.com](http://www.rexam.com)

**Case inserts** To ensure positive component identification and protection, PNP (Part # in the Pocket) labeling technology is offered with case inserts and



totes. PNPs are located in the bottom of a tool or component silhouette pocket or cavity, protected by a clear plastic laminate, and are useful for reordering components or specialty tools, allowing users to know the exact part number to request a replacement.

**UFP Technologies**,  
978/352-2200.  
[www.ufptech.com](http://www.ufptech.com)

**Closure** The combiSwift cap system is a three-part, threaded closure aimed at the aseptic beverage carton market. Under the closure is a flange with an integrated cutting ring that, when the carton is first opened, pierces the aluminum and PE layers easily and cleanly with a single twisting motion, the co. says. The spout system comes with a three-bridge opening guarantee, with the consumer able to see at a glance whether or not the carton's original seal is still intact. To reseal the carton, the cap is simply screwed back on.

**SIG**, 614/876-3700.  
[www.SIGcombibloc.com](http://www.SIGcombibloc.com)

**Smart-labeling system** Pulsline® is an intelligent, tamper-evident and anticounterfeit labeling system that uses a patented, multilayer laminate construction. Utilizing a security thread derived from the banknote industry, it can also be designed to incorporate biocodes, DNA, RFID tags and holograms. When applied to a seal, Pulsline provides evidence of tampering, which can be detected both visually and electronically, ensuring product safety and integrity. It's suitable for pharmaceutical applications, among others.

**Stanelco plc**, 44 02380 867100.  
[www.stanelco.co.uk](http://www.stanelco.co.uk)

**PET jars** Venetian PET jars feature a 70/400 neck that tapers in a heart shape to an oval base.

They're available in 188- and 250-mL sizes.

**Alpha Packaging**, 314/427-4300.  
[www.alphap.com](http://www.alphap.com)



**RFID labels** What is said to be the industry's first 100-percent performance and delivery guarantee is provided for ruggedized RFID labels at a competitive per-label price of 19 cents for a smaller, 50,000 piece order. The guaranteed performance and delivery offer, coupled with the lower order amount and per-unit price, enables users to enter a risk-free pilot program for inserting RFID technology and real-time product tracking capabilities within the supply chain.

**R and V Group**, 423/648-5454.  
[www.randvgroup.com](http://www.randvgroup.com)



**Shrink film** Ease of use is said to distinguish Clysar LE Gold, clear, biaxially oriented, heat-shrinkable film for use under a wide operating range. Reported to create tight corners, strong, durable seals, excellent optics and clean shrink appearance, the film is suggested for use with thick pads of paper, greeting cards and other delicate applications.

**Bemis Co., Inc.**, 888/425-9727.  
[www.clysar.com](http://www.clysar.com)

**Wrap stripper** A holder with a carbon-encased blade safely strips the outer wraps from CDs and DVDs. In two versions, the alternative to knives and other tools apparently has an open end for entry of the CD; as it is pulled out, the blade slits the film and other materials. Said to be marketed after three years of development and testing, it's produced in blue, green, pink, orange and red.

**LPS, LLC**, 323/363-2272.  
[www.thecdstripper.com](http://www.thecdstripper.com)

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# new products materials

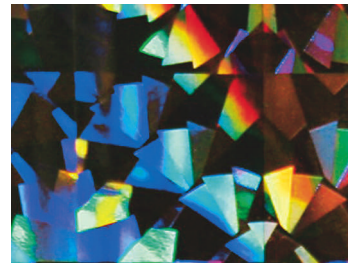
**Zipper** Called the Degradable™, a zipper said to be suitable for food and nonfood use is made of a proprietary blend of pro-oxidant catalysts and a PE copolymer. In a press-to-close configuration, it is capable of breaking down through physical or biological processes, including heat, moisture, UV light or microorganisms. The zipper reportedly requires no applicator setup.

**Zip-Pak, an ITW co.,** 800/486-6973.  
[www.zippak.com](http://www.zippak.com)



**Holographic foils** Produced with a method that reportedly eliminates shim lines, Light Line Select holographic stamping foils are now available off-the-shelf in five designs in silver. For widths under 620 mm, no seam is visible in the foil's travel direction, either, the co. says.

**Leonhard Kurz GmbH & Co.,**  
+49 911 71 41 9638.  
[www.kurz.de](http://www.kurz.de)



**Shrink film** Embrace High Yield shrink film, now available in North America, is recommended for light-sensitive products, including dairy and beverages, because of its intrinsic UV-blocking capabilities. In a white opaque micro-voided film, it can have a specific gravity below 1 g/cc—a density property facilitating label separation in the PET recycling stream. Attributes reportedly include soft hand and low noise quality for greater shelf appeal.

**Eastman Chemical Co.,** 423/229-2000.  
[www.eastman.com](http://www.eastman.com)



**Lidstock** Thick-gauge lidstock, Flexi6864, is a polyester/foil/heat-seal coated PE for physically demanding pharmaceutical and medical-device applications. It's reportedly engineered to heat-seal to thermoformed trays made of materials including Barex® AN, amorphous PET, crystallized PET, high-density PE, vinyl and PP.

**Ampac Flexibles,**  
847/639-3530.  
[www.ampaconline.com](http://www.ampaconline.com)



**Biodegradable plastic** Ecovio® biodegradable plastic for packaging has been formulated from 45 percent polylactic acid (PLA), a material derived from corn and developed by NatureWorks LLC, and 55 percent Ecoflex®, a petrochemical-based biodegradable material from the co. The material is scheduled to launch in

Europe this spring. The plastic's applications include flexible films for carrier bags and food packaging for yogurt and other products.

**BASF Corp.,** 973/245-6000.  
[www.basf.com](http://www.basf.com)

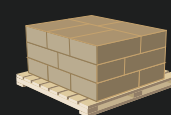
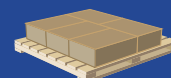
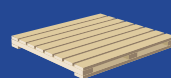
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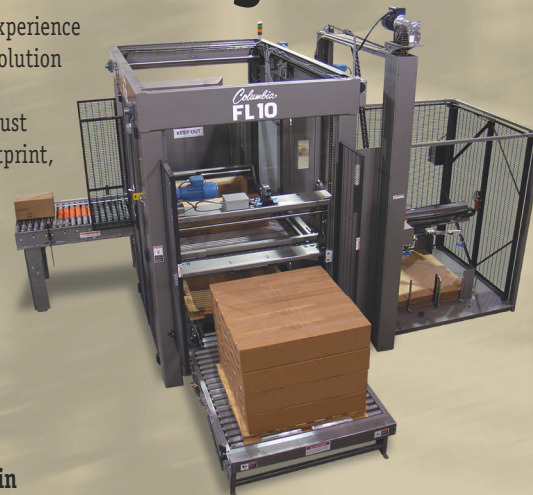
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[www.QuickLabel.com](http://www.QuickLabel.com) or call 877-757-7978.

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## 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.

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## 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.

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# Automation beautifies Shiseido's shipments

Bernard Abrams, Contributing Editor

**T**here are at least two kinds of innovations. The first is superimposing technology onto an operation that works elsewhere. The second involves tailoring an approach to a specific problem, with the solution often carrying implications for actions beyond the changes that are made.

At the massive distribution center of Shiseido Cosmetics (America) Ltd. in Oakland, NJ, blazing the second trail is proving far more efficient and profitable. Since implementing a program to reduce manual involvement in domestic and international

Automating multilabel application at Shiseido's distribution center results in much higher output with fewer hands.

shipments, the DC is seeing major gains.

One is a nearly ninefold boost in throughput during highest-demand seasons. A second is savings that repaid some 40 percent of equipment costs during the first four months after implementation of the program, PD learns from David T. Brandes, executive director of distribution, during a recent visit to the center.

Merchandise processed at the center is received

from several sources, including the Shiseido facilities in Japan, the marketer's manufacturing/packaging site in E. Windsor, NJ, and Davlyn Corp., a wholly owned Shiseido private-label subsidiary in Monroe Township, NJ.

"It arrives," Brandes explains, "in master shippers in a dozen different sizes and configurations." Guided by an internal bar-code spot label listing specific product, the shipper is dollied to a rack separated by spacious aisles in the center's 180,000 sq ft of space.

"Picking shippers from the racks to fill orders is handled well enough by four to six people during normal months," Brandes says. "That changed during high-demand periods, when we brought in up to thirty

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part-time workers to supplement the regular force."

Not only were aisles cluttered with lift trucks moving wooden pallets as workers off-loaded shelves, but also each shipping container needed one to three labels applied before it could leave the center.

"This was a special problem," comments Nancy Pry, Shiseido's executive director of distribution, "because we want to be certain that each shipment leaves the center within twenty-four hours of order receipt."

The three labels are the Uniform Code Council's Code 128, an RPS/FedEx label required by the parcel carrier and a unique content label that identifies order information and staging locations for the completed shipment.

All of these shipments go throughout the U.S., along with private-label work for two other companies that extends them internationally. Given all of these requirements, with the additional crew during peak periods, output reached about 1,800 labels, or 600 shippers a day.

Another complication, Brandes says, is the need for exact placement of each label. "For some of our customers, having a label placed just a few inches from the required spot would lead to chargebacks of up to seventy-five dollars per shipper, adding to the large costs we were encountering with the part-time crew."

Looking for a way out of this periodic bind, Brandes called in **Labeling Systems, Inc.** ([www.labelingsystems.com](http://www.labelingsystems.com)) and systems integrator **Atlantic Handling Systems** ([www.atlantichandling.com](http://www.atlantichandling.com)) to meet with an internal project team to develop an optimal solution. The first



A new tote-sorting and labeling system at the **CVS DISTRIBUTION CENTER** in Somerset, PA, saves \$100,000 annually in reduced trucking costs. Learn more at [www.packagingdigest.com/info/cvs](http://www.packagingdigest.com/info/cvs)

meeting occurred in April 2005, just as the center was coming off a spring-shipment peak for summer merchandising of Shiseido's products.

Early on, it was decided that a print-and-apply approach would work most effectively, and weekly meetings involving Atlantic president John Cosgrove, senior project manager Daniel H. Sweetman and Labeling Systems (LSI) executive vp Jack Roe reviewed all phases of design, integration, installation and startup.

As built just-in-time for the autumn busy season last year, the new line begins with an ergonomic footswitch-operated lift table made by **Southworth Products Corp.** ([www.southworthproducts.com](http://www.southworthproducts.com)) set against a wall in a wide aisle opposite the rows of

racks. Operators roll fork trucks of skids to the table, unloading shippers that they feed onto a **TGW-Ermanco** ([www.tgw-ermanco.com](http://www.tgw-ermanco.com)) zero-pressure accumulation roller conveyor set for a 105-ft/min travel rate.

The shipper flow is initiated by a **SICK, Inc.** ([www.sick.com](http://www.sick.com)) photoeye sensor as the first case arrives. The shippers travel onto a 6-ft-long Ermanco metering belt, which simulates each shipper using speed differential.

Once they are properly gapped, the shippers move onto a 90-deg Ermanco Lineshaft shaft power curve through a fire-door portal into the 1,680-sq-ft processing/palletization area. At the portal, there's a 1-ft-long breakway conveyor for times when the door needs to be closed.

Past another 13-ft-long Ermanco conveyor with skewed rollers that shifts the cases to one side and another Sick sensor, there's a smooth transition to a 17-ft-long conveyor with rough-top belting. Opposite this is a pair of LSI's Model 20.62TB label printer/applicators.

Running off custom application software, the machines are based on LSI's Series 20 print-and-apply platform and use its air cylinder tamp/blow applicator. The thermal-transfer printer uses **Zebra Technologies**

Continued on page 30



Using a foot-pedal-operated lift table, an operator shifts cases onto a powered roller conveyor.



Turning through a portal on a 90-deg power-shaft conveyor, the cases feed to a skewed conveyor that shifts them to one side.



A narrow conveyor keeps cases gapped as they pass the printer/applicator for one to three labels.

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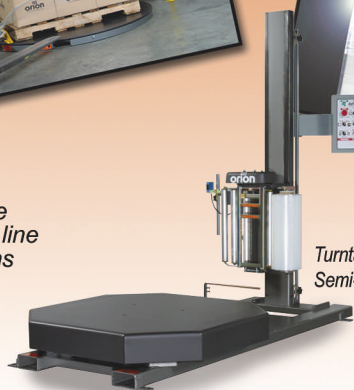


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([www.zebra.com](http://www.zebra.com)) print engines, each machine offering 50 recipe storage locations and adjustable product sensor delays.

In operation, one of the printer/applicators can apply two or three labels, with the second machine used as a backup for replacement of the continuous web of pressure-sensitive label stock or of the ribbon. With synchronized conveyor speed and heavy-duty tamp/blow applicators, the machines print and place the labels accurately and securely.

Following placement, the shippers travel over another Lineshaft 90-deg power curve past a SICK scanner, which inspects for the accuracy of labels against programmed data, as well as for accurate location on the shipper. If there is any variance, the shipper kicks onto a right-angle, pop-up urethane-belt transfer to a gravity roller conveyor and then to the reject table for examination and, if needed, reprocessing.

The other shippers move along a SICK sensor-activated, 57-ft-long zero-pressure accumulation conveyor

coordinated with the rate of movement set at the top of the line. Alongside this horseshoe-configured line is an area capable of holding up to 40 wooden 48×40-in. pallets. Completed cases are loaded off the conveyor to these pallets.

A sign on a stand at the top of each row coordinates with a wall-mounted flowchart. This enables the line supervisor to chart hour-by-hour the progress of each order through the DC.

As pallet loads move out of the area, they are shifted by lifttruck to the shipping area for a last inspection,

unitization and shipping.

One measure of the effectiveness of the new installation is that with just full-time crews, Shiseido processed 250,000 cases in the first five months of operation, including the pre-holiday period, comments Brandes. "Chargebacks were at virtual zero," he adds. "There was no cluttering of the aisles as people frantically tried to pick



Cases, manually off-loaded at the foot of the line, are transferred to stations in a 1,680-sq-ft accumulation area adjacent to the line.

and move orders."

The record for one day in the busy season is 5,300 cases, with the staff working a flexible schedule, but no more than six people picking and packing.

Brandes notes, "We're still in a learning curve, making refinements that will help our output increase as we go along. But even at our current rate, thousands of dollars have been saved through this program. We projected a full payback within a year, and that prediction seems to be holding."

To this, Nancy Pry adds that the new system has vastly improved overall efficiencies, including shipping turnaround time to customers. "In the long term, we would like to incorporate the print-and-apply concept to label our boxes on the picking line as well as full-case shipments," she says. "This process should also be automated."

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# Laser-scored pouch stands up under testing

Ampac Flexibles, Converted Products Division outsources testing of new laser-scored, standup pouch technology to gather statistical data on the pack's barrier capabilities.



When preparing to commercialize newly developed, boundary-pushing food-packaging structures, packaging suppliers must engage in a significant amount of testing before the first sales pitch is even made. Recently, U.S. standup pouch provider **Ampac Flexibles, Converted Products Division** ([www.ampaconline.com](http://www.ampaconline.com)) needed to test a new laser-score feature it had developed to provide packagers with an easy-opening option.

While many converters and food manufacturing plants usually have some on-premise analysis capability, there are many tests that are not run frequently enough to justify the required capital expenditure for specialized instrumentation equipment. This is the situation in which Ampac found itself, so the company hired **Mocon, Inc.** ([www.mocon.com](http://www.mocon.com)) to provide the necessary testing services.

Ampac Flexibles, a division of Ampac Packaging LLC, is a diversified, flexible packaging company with nine operating sites in North America and Asia, including the standup pouch operations of the recently acquired Kapak Corp. The company's converted products division offers up to 10-color flexo and eight-color, two-sided gravure printing, solvent and



Gleukos, Inc.'s new glucose-based sports beverage breaks from the pack in a flexible, standup pouch from **AMCOR FLEXIBLES** that includes electric graphics on a metallized film. Find out more at [www.packagingdigest.com/info/gleukos](http://www.packagingdigest.com/info/gleukos)

solventless laminations, and a wide variety of custom and stock premade pouch designs with laser scoring, fitments and zippers.

In order to provide leading-edge pouch technology, Ampac recently invested in a laser suitable for scoring nonretort laminations. Laser-scored pouch laminations tear across neatly and provide an

attractive, parallel, front and back opening.

"Films don't always tear in a linear fashion," explains Tobin Haas, director of technical services, Ampac Flexibles, Converted Products Division. "Frequently, the user is left with a jagged or nonparallel front and back edge. From a marketing perspective, this is usually unattractive and can result in product spills—particularly if the package contains more than one serving and is meant to be reclosed."

During scoring, when the laser penetrates a lamination that contains both transparent and nontransparent layers, the laser is absorbed by some layers and not by others. The key is to affect the structure so that it provides a clear tear across the affected path, but not to the degree that the barrier properties of the package are compromised.

Because of the potential for the barrier to be affected during scoring, before Ampac began promoting the easy-open capability to packagers, it wanted statistical data that would show that the

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benefits of laser scoring could be introduced without disturbing the lamination's barrier properties. That's when it turned to Mocon's testing and consulting laboratory.

Primarily known for its testing instrumentation—which includes permeation, gas and headspace analyzers; aroma and off-odor instruments; gauging instruments; leak and burst detectors; seal strength testers; and other equipment—Mocon also offers testing and consulting services.

According to Mocon, although there are many analytical service options available to packaging professionals, its laboratory can provide a unique perspective because the tests it performs are conducted with instrumentation that it has manufactured. Equally as important, the company adds, is that it understands the science of developing and interpreting test data, which puts it in an exceptional position to perform and interpret tests with confidence and accuracy.

## Positive test data now enables the company to discuss with its customers the benefits of laser scoring, armed with independent statistics.

In addition, because it develops testing equipment, Mocon notes that it can test customers' packaging with the very latest instrumentation, including units that have not yet been commercially released.

"Our facility not only houses the largest permeation test lab in the world, but also the most sensitive and repeatable equipment available," explains David Farmer, account manager for Mocon. "The other thing that distinguishes us is that we don't limit ourselves to oxygen and carbon dioxide testing. We can test virtually any permeant, through any barrier."

Mocon also follows the parameters set by ASTM Intl. ([www.astm.org](http://www.astm.org)) standards, so that data is comparable from one lab to another or from converter to packager. According to the company, its permeation units are the only instruments that comply with ASTM D-3985 and F-1927 standards, which are, respectively, the Standard Test Method for Oxygen Gas

Transmission Rate Through Plastic Film and Sheeting Using a Coulometric Sensor, and the Standard Test Method for Determination of Oxygen Gas Transmission Rate, Permeability and Permeance at Controlled Relative Humidity Through Barrier Materials Using a Coulometric Detector.

The barrier properties for Ampac's laser-scored standup pouch lamination were tested at an outside laboratory to provide the company with statistical data on the pouch integrity.



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Mocon's testing and consulting services for films or finished packages (flexible, semi-rigid or rigid) include:

- Odor analysis, capable of isolating the slightest trace of off odors, as well as desirable flavors.

- Permeation analysis, including oxygen and moisture vapor-transmission rates (also nitrogen, helium, argon, etc.). Mocon's in-house permeation lab determines the gas-transmission rate that will be harmful to a client's product, which is the first step in predicting shelf life.

## Laser-scored pouches **tear across neatly** and provide an attractive, parallel, front and back opening.

- Organic migration of scalping analysis, which is critical in identifying flavor loss or scalping in food and beverage products.

- Dissolved oxygen in liquids product, which determines the volume

of dissolved oxygen in a liquid, such as oil-based products.

- Active packaging analysis that measures the efficiencies of oxygen scavengers and dessicants.

In Ampac's case, Mocon tested a

variety of pouch structures and thicknesses over a period of several months for both oxygen and moisture vapor-transmission rates.

"Basically, we challenged the pouch by introducing the permeant to its exterior," Farmer explains. "Then we swept off the inside volume and sent it to a detector, so that any oxygen or moisture vapor that found its way into the package was measured. That's how the total permeation was calculated."

The end result for Ampac is that positive test data now enables the company to discuss with its customers the benefits of laser scoring, armed with independent statistics. "We now have the data that will allow us to offer packagers the latest easy-opening feature for standup pouches," Haas says. "This enables us to offer structural alternatives that not only achieve desired barrier parameters, but also provide consumers with a more attractive, more functional way of accessing the contents."

Further, the company was able to execute the testing without spending capital expenditure funds on equipment that would be used infrequently.

"It really boils down to the quantity," Farmer relates. "If a company has a significant amount of testing volume, then it typically makes more sense to purchase the equipment. But it's usually not a good idea to buy equipment if it is going to sit idle for most of the month."

Sometimes a company with its own testing capability will choose to have testing done externally just for the added credibility or to meet increased throughput needs that can be provided by an independent lab.

"In many cases, a client may not be using the proper barrier for their product," Farmer explains. "That's when they can work with our consulting services to help determine exactly what is required. For example, if the packager requires a sixty-day shelf life, and the test data shows that their packaging is providing a 120-day shelf life, fine-tuning the structure can result in cost-savings. Conversely, if they are under-packaging and providing a thirty-day shelf life when they really need sixty days, our data will help direct them to an improved structure."

"By outsourcing the package evaluation process to Mocon, packagers can shorten their 'speed-to-market' cycle with a high degree of performance confidence."

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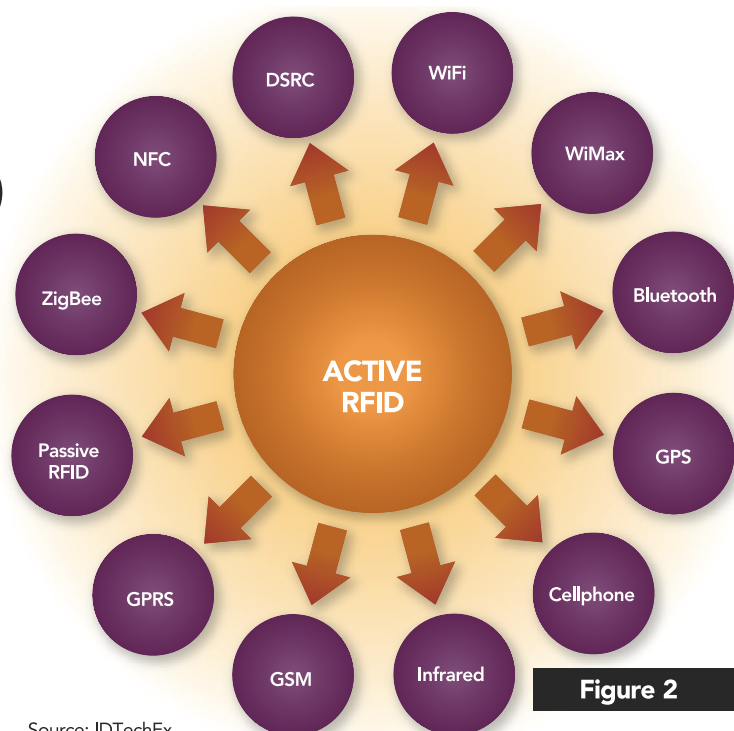
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# Users power up active RFID

Active radio-frequency identification, or RFID that has a power source in a tag, is becoming a rapidly growing 'sleeper' technology. A summary of a market study from 2006 to 2016, and the factors driving active RFID, are included in research that analyzes the findings and sales of active systems.



Source: IDTechEx

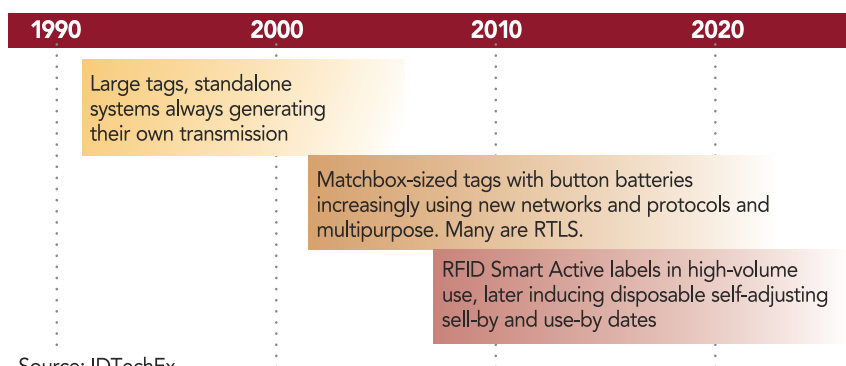
Figure 2

Dr. Peter Harrop, Chairman, IDTechEx

*The full, 326-pp. Active RFID study is available in a printed format, an electronic format or both, from IDTechEx (www.idtechex.com).*

Radio frequency identification where there is a power source in the tag is called active RFID. It was something of a backwater, with frequent, million-dollar sales only being achieved with tags that act as car-clicker immobilizers and with \$30 tags and their sophisticated systems for tracking key military vehicles and assets. No longer. Several applications have been above \$100 million, and active RFID is currently responsible for more than 20 percent spent on RFID technology. Research has determined that the value of sales of active systems, including the tags, will now grow very rapidly from \$0.55 billion in 2006 to \$6.78 billion 2016. From this research, we have constructed forecasts

Figure 1



Source: IDTechEx

usefully segmented by frequency, application and many other parameters.

The factors facilitating the growth include three primary technologies: Real Time Location Systems (RTLS); disposable RFID sensor systems, including ones in the form of Smart Active Labels (SALs); and sophisticated, multifunctional devices. These technologies will serve the burgeoning market demand for tracking, locating and monitoring people and things, driven by security, safety, cost and other factors. Active RFID will create a competitive advantage in consumer goods, combat the new terrorism, other crime and threatened epidemics of disease and will serve consumers and governments demanding better service, more information, food traceability and condition monitoring. The safety of construction and the risk of natural disasters will be monitored by Ubiquitous Sensor Networks (USNs) as a form of active RFID, and they will assist and monitor the increasing number of elderly and disabled.

These needs have been building for some time, but two new facilitators combine to make active RFID a much more practicable solution. They are:

- The reduction in cost and size of active tags and systems. With lower power circuits, even printed batteries are gaining a place. In the future, miniature fuel cells, printed photovoltaics [technology that produces electric power directly from the sunlight—common application is in solar-powered pocket calculators (including the new power-storage photo capacitors)], better batteries and printed transistor circuits will also be used. This will overcome the constraints of tag life, cost, performance and size.

Continued on page 38



Read about how **Pacific Cycle** pedaled ahead of Wal-Mart's mandate with a successful RFID tagging program at [www.packagingdigest.com/info/pacific](http://www.packagingdigest.com/info/pacific)

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# RSI Array Print System with Hewlett-Packard Inkjet Technology Helps Fast Tag Launch New Product for Hospitality Industry



Flexible numbering system facilitates custom designed, multi-part luggage tag.



Picture a family arriving early at a four star hotel and checking their bags with the bellman. Instead of having to keep track of several baggage claim stubs, thanks to the new MultiTag developed by the Fast Tag Division of Beekley Corporation, guests need only deal with a single stub for as many as five items. Each MultiTag provides a stub and individual cohesive tags to be wrapped around luggage handles—all with corresponding, crisply-printed, easy-to-read numbers.

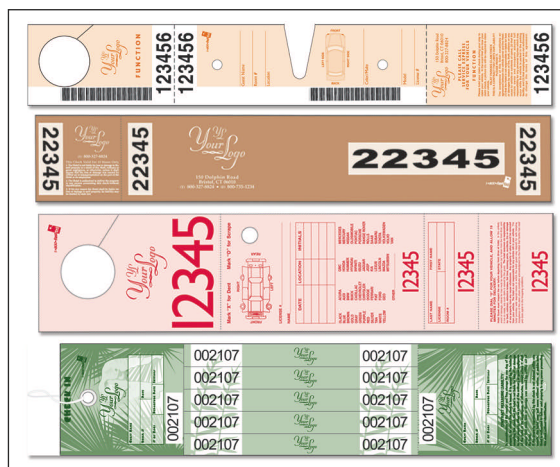
MultiTags are popular with high-end venues including golf courses and valet parking systems intent on building their brand image. The custom-printed tags are manufactured by Fast Tag using the RSI Print System's Array Print System that takes full advantage of Hewlett-Packard thermal inkjet technology.

In the past, numbering was done by an expensive mechanical contact printer as the tags came off a web printing press. Fast Tag realized that much greater marking flexibility and numbering capacity were needed to maximize the value of the tags to their customers.

Although a competing piezo inkjet system with a "durable" print head was also considered, Fast Tag selected the RSI and HP solution.

Glue from the label stock can get on the web and production managers were concerned about the high

cost of cleaning or replacing the \$4000 piezo print head if this should happen. If glue gets on the RSI system, the low-cost, snap-in HP cartridges with integral ink nozzles can easily be changed out. Fast Tag management also considered that the HP cartridge system has virtually no moving parts and would be maintenance-free compared to the piezo printer.



RSI's Array Print System uses HP cartridges to print clean, solid numbers and bar codes on custom-printed tags.

Included in the control system is RSI's Windows XP-based Array Software.

"Being able to input variable data, or have it feed from a database, makes the system easily changeable to fit specific customer needs," said Paul Critchley, Fast Tag engineering team leader. "In the Fast Tag

Division, we earn our customers through our ability to customize our products to help them brand their businesses. The RSI system we installed helps us to do just that."

The RSI Array Print System prints on the 11 in. wide web of 100 lb. tag stock downstream from the press. It incorporates three print heads which can each print two inches wide. Each head contains four 1/2 in. HP cartridges.

"Fast Tag expressed an interest in future upgrades to expand print capability," notes Jim Constantine, eastern regional manager for RSI. "With our system they can easily add an additional 1/2 in. to 10 in. of print as needed. Such a seamless upgrade is only made possible by the flexibility of our software and the versatility of our printhead configurations."

The HP cartridges print clean, solid numbers and bar codes and the HP inks provide a high-density black that was important to Fast Tag. Printing in other desirable colors, including red, can be done simply by changing cartridges.

RSI Print Systems manufactures industrial print systems based upon Hewlett-Packard inkjet technology for markets that include web applications, secondary packaging, harsh environments, Kraft bags and building materials.

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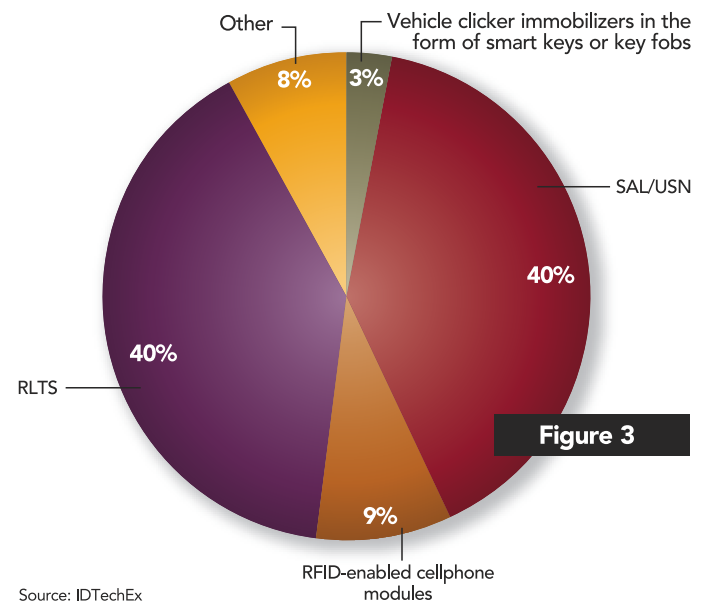
• Availability of open standards—notably the new ISO 18,000 EPC Types 3 and 4 and IEEE 802.15.4. There is now considerable activity in leveraging many newly popular forms of short-range, wireless communications, particularly WiFi, ZigBee and Near Field Communication (NFC) as in the popular new RFID-enabled mobile phones.

We can see three phases in the evolution of active RFID in Figure 1. Illustrated in Figure 2 are systems, devices and interfaces that are now—or soon will be—used by active RFID or combined with it in portable devices.

Likewise, other system combinations and

alternatives are now becoming available, including Ultra Wide Band (UWB) active RFID and Near Field Electromagnetic Ranging (NFER).

Frequencies can be varied. At present, frequencies in the range 315 to 433 MHz and 2.45 GHz are the most popular for active RFID. The 2.45-GHz frequency will be increasingly important because of its suitability for RTLS and because of the increased leveraging of ZigBee, WiFi and Bluetooth technology in active RFID. But 13.56 MHz is the frequency for NFC and semi-passive RFID sensor devices.



Source: IDTechEx

## Integrated RFID tag development

Sweden's **Cypak AB** ([www.cypak.com](http://www.cypak.com)), Stockholm, is developing a radio-frequency identification (RFID) tag that will have a clock, a microprocessor and sensors integrated into one piece of silicon, according to a report from **Pira Intl.'s** ([www.pira.co.uk](http://www.pira.co.uk)) RFIDBase News e-letter. Cypak's tag should be ready in the third quarter of 2006. The tag will reportedly be used in various smart-packaging applications Cypak is developing, including a diagnostics kit that tests blood for diabetes.

Says Stina Ehrensvärd, vp of marketing and founder of Cypak, the chip will be integrated into boxes for a major, international logistics company when development is complete.

Cypak developed the chip to cut the cost of the technology and to make the chip smaller. The tag will also consume less power—packaging will have a shelf life of five years and an operating life of three years. Cypak notes that the RFID chip is designed to attach to a conventional or printed battery and contains sensors and antennas printed on the packaging with conductive ink.

Ehrensvärd says the company is evaluating various screen-printing methods for production, as well as ink-jet printing. She adds that marketing the technology will be a challenge. "The integrated, smart-packaging solution is halfway between a computer and ordinary paperboard packaging," she says. "Although it only costs a few dollars [U.S.], it's cheap for computer technology, but expensive for paper."

The Pira article adds that until the tags are developed, companies using Cypak's smart solutions are using RFID tags in trials that have the same functionality as the new tag, but aren't contained on one piece of silicon.

**Cypak AB**, 46 (0) 8 545 00 835.  
[www.cypak.com](http://www.cypak.com).  
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Figure 4

APPLICATION	LOCATION	TAGS
Military	Assets, consumables, conveyances, vehicles	Smart seals, RTLS, RFID with sensing
Smart and Secure Tradelanes global initiative	Intermodal containers, etc.	Smart seals and RTLS
Other logistics	Items, assets, conveyances, vehicles	Active, active with sensing, RTLS, SAL
Passenger transport/automotive	Vehicles, premises and computer access, vehicles, ticketing, assets	Key fobs, etc., active with sensing, RTLS, SAL
Prison (correctional facility) and parole service	People	Smart wrist and ankle bands
Consumer goods and retail	Items, assets, conveyances, vehicles	SAL e.g., self-adjusting, use-by date, in-transit condition monitor
Air industry	Items, assets, conveyances, vehicles, people	Active, active with sensing, RTLS, SAL
Postal and courier	Assets, consumables, conveyances, vehicles	Smart seals, RTLS, RFID with sensing
Healthcare	People, assets, conveyances, vehicles	Active, active with sensing, RTLS, SAL
Secure access/other security and safety	Various	Various
Animals, farming, research, libraries, archiving, leisure, manufacturing, financial, other	Animals, people and things	Condition monitoring tags, asset tags, RTLS, etc.

Source: IDTechEx

The forecast indicates that the global RFID active-tag market (including semi-active and semi-passive) will be very different from the past. Sales will rise rapidly, driven by the many technical advances and the further doubling and tripling of the number of companies and users participating in the field. In the next decade, most of the active RFID market will be in the automotive,

transportation, logistics, healthcare and military sectors. Systems will be responsible for a much larger part of the whole investment than tags, in continuing contrast to the situation with passive tags.

In 2016, the relative importance of the sectors by value in billions of dollars will be as shown in Figure 3, the total market being \$6.78 billion.

Sales will rise rapidly, driven by the many **technical advances** and . . . the number of users in the field.

Some substantial opportunities in the next 10 years for active RFID systems—including tags—are illustrated in Figure 4 (these are quantified in the new report, “Active RFID 2006-2016.” Additional details and examples of location and tracking of conveyance, packages and assets receiving the most attention, can be viewed on an additional chart, Figure 5, along with this article, on our website at [www.packagingdigest.com/info/RFID0506](http://www.packagingdigest.com/info/RFID0506)).

With of all this potential, it’s little wonder that the number of users and suppliers of active RFID has doubled in the last year. Many of these companies have not been associated with RFID in the past.

More information is available:  
IDTechEx, 305/572-7831. [www.idtechex.com](http://www.idtechex.com).

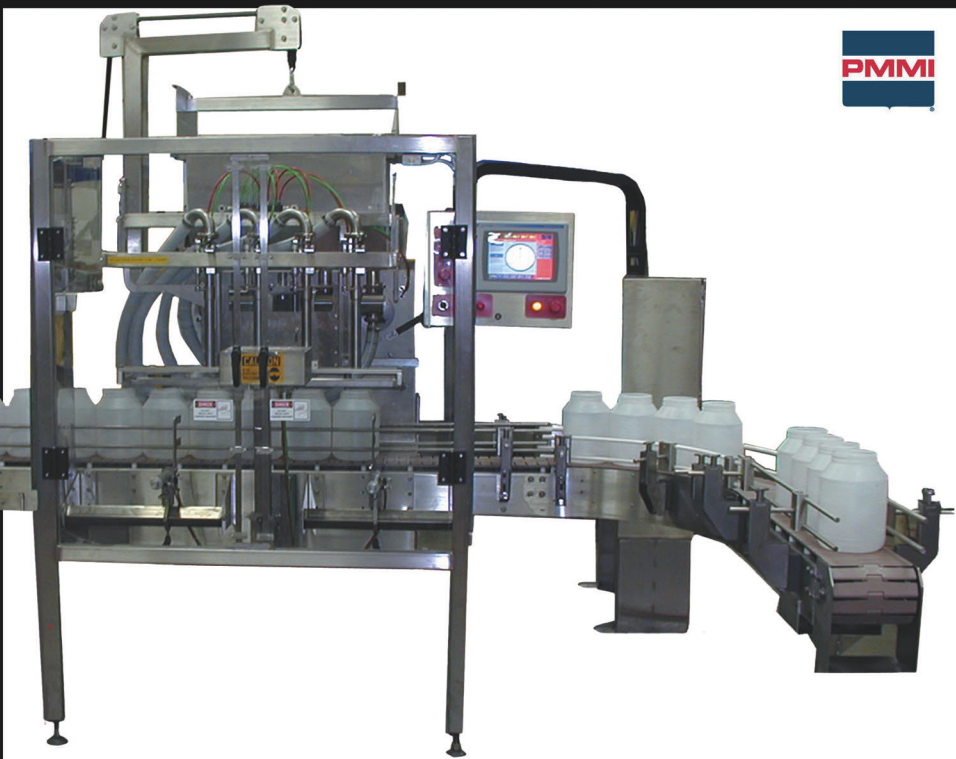
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# Rigid plastic packaging portrays infinite variations



C.

## variations

From secure to easy-open, colorful to scented, rigid plastics will shine at PACK EXPO Intl., Oct. 29 to Nov. 2 at McCormick Place in Chicago.



A.

Plastics' versatility and adaptability have touched virtually every aspect of our lives. And when it comes to packaging challenges in particular, plastics can often provide a solution, due to the myriad of physical properties and performance benefits available from different formats and structural options.

The growth of the rigid plastic packaging industry proves this theory. Rigid plastic packaging was calculated to be an \$84 billion market in 2004 by Pira Intl. ([www.pira.co.uk](http://www.pira.co.uk)). That is forecasted to grow to \$115 billion by 2009. It is a huge, diverse and vibrant segment of the total packaging industry.

The exhibits at PACK EXPO Intl. 2006 ([www.packexpo.com](http://www.packexpo.com)), to be held Oct. 29 to Nov. 2 at Chicago's McCormick Place and sponsored and produced by the Packaging Machinery Manufacturers Institute ([www.pmmi.org](http://www.pmmi.org)), will certainly reflect the latest trends in this expansive market segment. Show visitors can expect to see displays of a wide variety of rigid plastic packaging from practical, tamper-evident blister-packs to colorful, eye-catching containers that are equally practical and important as workhorses that support branding—the lifeblood of sales.

According to Ross Bushnell, senior vp of sales and marketing for Silgan Plastics Corp. ([www.silgan.com](http://www.silgan.com)), the first question that every user of rigid plastic packaging—of all packaging, in fact—asks today is, “How can you distinguish my package from the others on the shelf?”

“Others on the shelf” increasingly are store brands, which are not only growing in number, but also tend to resemble nationally branded products in terms of package colors, shapes, etc. Beyond that, neighbors on the shelf may be competitors' rigid packages or they may be standup pouches, canisters, retorted pouches, etc.,

as brand owners go farther afield in their own search for a unique look.

For rigid plastic packaging (A), the answer to that ubiquitous question varies, Bushnell says. The use of shrink labels is rising dramatically. In-mold labels are appearing on packages in market segments beyond the laundry detergent aisle where they began. Tactile finishes are being added to molded bottles, and screen printing is being used specifically to reflect a tactile sense. Molded containers are taking on new shapes that are both ergonomic and visually dramatic, including new types of dual-chamber bottles in various shapes and sizes.

The trend is toward greater visibility, more impactful shelf presence and a stronger dose of “here I am, pick me up” and hopefully “take me home.”

Bushnell has been part of another recent trend that does not involve the actual package itself, but how companies that make packages are evolving. As the search for brand differentiation becomes more complex, makers of rigid plastic packaging must be able to integrate skills and capabilities that were formerly the province of separate units into the production of each package.

Bushnell says, “We now go into meetings about new packaging asking more questions and exploring entire product and package options rather than just recommending our particular part of the package.”

One of the fastest-changing packaging types is the blister-pack. The most common blisters are mass-manufactured to hold over-the-counter medications, toys, tool parts and a myriad of other objects. But custom-designed blisters, both plastic-to-plastic and plastic-to-card, are rapidly diversifying in both their use and their design.

The “bulletproof” blister of a heavy, welded, two-part construction will be presented at PACK EXPO by SCA Consumer Packaging ([www.sca.com](http://www.sca.com)), formerly the Alloyd Company, as a way to rescue valuable, pilfer-prone products from locked showcases to hang openly for consumers to examine (B). The secure blister holds the product, printed information and an electronic article surveillance (EAS) tag that lets consumers see the product up close.

But some marketers have begun to realize that “complete” security can be self-defeating for a brand. Consumers may want to actually touch a product in addition to seeing it—although, without giving it away to a light-fingered pilferer. As a response, SCA has introduced a new line of custom High-Vis Retail Paks (a name it's in the process of trademarking), including the Promo-Label Pak, the Multi-Pak and the Trapped Try-Me Pak, which will also be displayed at PACK EXPO. The latter allows a consumer to reach through an orifice and touch the soft-grip pen inside, but the package stays sealed.

Each option is specifically designed to help the customer achieve a primary packaging goal. Other new blister-packs holding less expensive and therefore less targeted products enhance consumer access by using backing cards with cutaway corners. Still others offer even greater access and double as home-storage units with reclosable, die-cut flap openings in the backing card.

“The new approach,” says SCA marketing director Ken Sullivan, “is that rather than

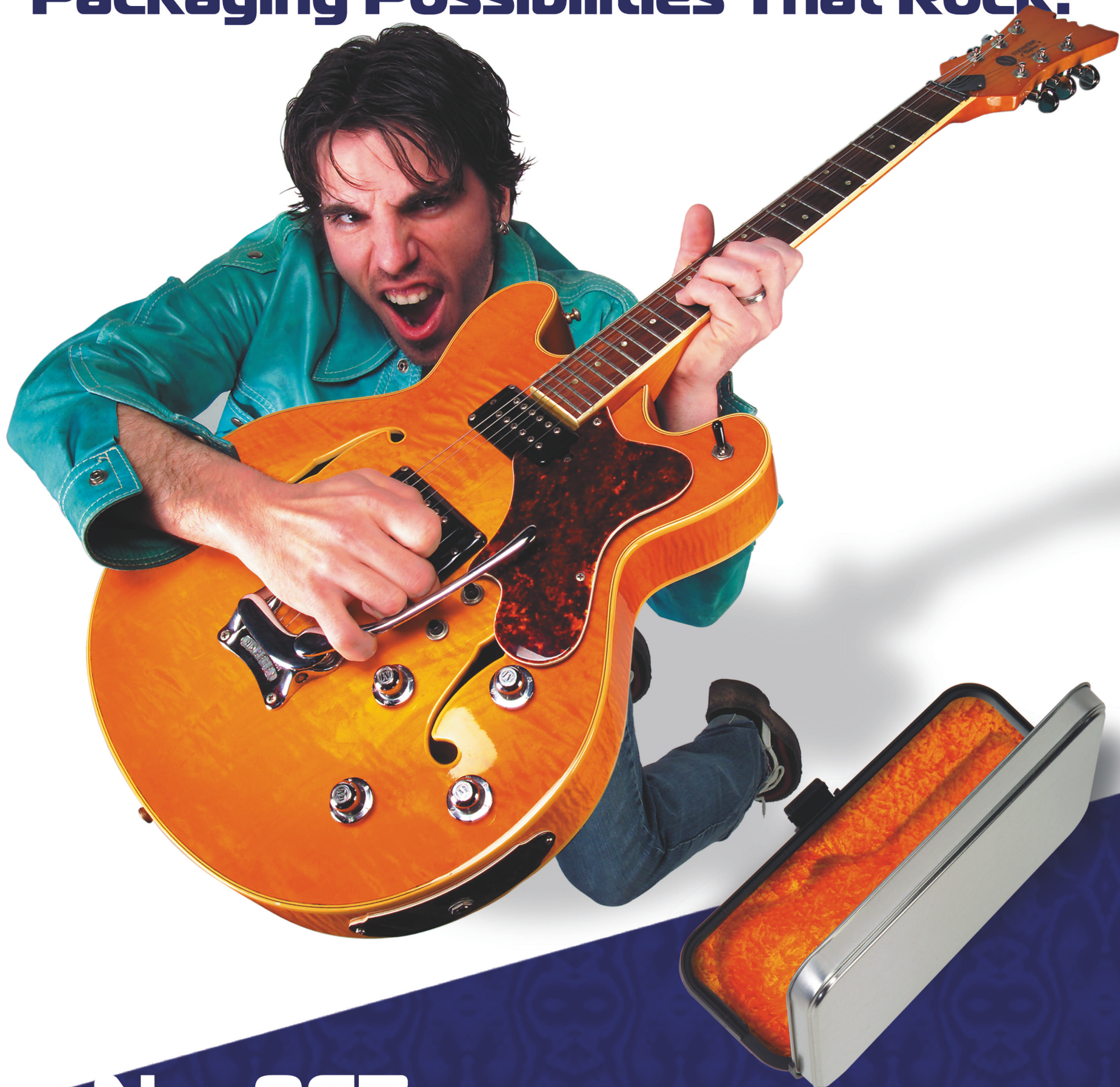
Continued on page 42



B.



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D.



designing a clamshell or a blister to fit the physical product, we focus on the goals of the package. Does the marketer want better security, branding differentiation, access that will let the consumer touch or try the product or after-sale convenient storage? The answer then guides the design.”

**N**othing is traditionally more “basic” than the food containers in the deli aisle (C), virtually one step up from the ones we use at home. But that, apparently, is changing. “We now see a growing demand for convenient food packaging in the deli

case that still protects food but gives it some brand pizzazz,” reports Michelle Schmitt of **Berry Plastics Corp.**

([www.berryplastics.com](http://www.berryplastics.com)). In response, Berry has introduced its new Imedge® Squares line of containers, ideal for the both storage convenience at home and shelf presence in the grocers’ cold case.

The 8-, 12-, 16- and 48-oz containers feature a square shape (as their name reflects), both for more efficient refrigerator storage and to better display the in-mold labeling Berry has adopted for crisp, vibrant graphics. In-mold labels, most commonly used on

laundry detergent bottles, usually offer eye-catching visuals that eliminate the possibility of label wrinkling, tearing or misalignment, which can undercut brand image presentation.

Imedge Squares also satisfy another growing trend that Berry says it sees in the retail and foodservice sectors that indirectly affects shelf presence: tamper-evidence. The Imedge Squares incorporate a molded-in break-tab that clearly indicates if a product has been tampered with. The containers are molded of polypropylene, which Berry reports is quickly becoming the material of choice for disposable packaging, since it’s durable and still economical.

**F**ull-body shrink labels hit the big time with single-serve milk drinks that became popular in the 1990s. Packagers realized that the little plastic drink bottles were here to stay, and that shrink labels offer a cost-effective way of decorating them.

**Gilbreth Packaging Systems** ([www.gilbrethusa.com](http://www.gilbrethusa.com)) specializes in shrink labels, and its multicolor, special-effect labels have brought many a bottle to life. But new techniques have taken Gilbreth beyond printed color (D).

“We will have a lot to show visitors at PACK EXPO,” says Gilbreth’s product development manager, Theresa Sykes. “Some things will be visual effects—a sleeve printed with large-particle metallic ink, for instance—that really ‘pop,’ and a color-changing ink that varies as the consumer passes the package and changes on different-colored substrates.”

Other news will include tactile ink finishes that give a package a rough or a soft feel, and a “rub ‘n smell” feature that lets a label emit an appropriate scent when rubbed in a certain spot.

“Chemicals are encapsulated in the ink,” Sykes says. “When the ink is rubbed, the scent escapes.”

Only taste and sound are left to future innovators.

To browse these and other new rigid containers and materials that make products pop, visit McCormick Place during PACK EXPO Intl. 2006. Or, contact the show department at 703/243-8555; fax 703/243-8556; or e-mail [expo@pmmi.org](mailto:expo@pmmi.org).



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# Country Bob's relishes its 'steak' in IBCs

To jazz up its steak sauce, the bottler's special liquid concentrate from French's Flavor Ingredients arrives in 330-gal, bag-lined bulk totes that need no assembly, prevent the concentrate from settling and cut loading time and labor costs by up to 15 percent.



The 330-gal bag-lined tote is used to ship a secret liquid spice concentrate from French's Flavor Ingredients to Country Bob's facility, where the tote is used as a mixing vessel.

Lauren R. Hartman, Senior Editor

**A** saucy improvement to its bulk-packaging operations has given an important advantage to Country Bob, Inc., which uses ingredients from French's Flavor Ingredients to make a tangy, all-purpose sauce. Adopting the ReadyFill® intermediate bulk container (IBC) from International Paper's ReadyFill Systems Div. ([www.readyfill.com](http://www.readyfill.com)) to ship the sauce ingredients has saved big in terms of labor and time, and it actually prevents the liquid concentrate ingredient from settling during shipment.

Country Bob Edson is a real person who, in 1968, perfected "the sauce of his dreams," after years of giving his homemade steak and burger sauce to friends and family. Edson began selling the all-purpose sauce in 1977 and in 1982, established Country Bob, Inc. in Centralia, IL. The company is dedicated to offering its great-tasting, quality All Purpose Steak Sauce, which is now available in 13-oz

polyethylene terephthalate bottles among other containers. Today, Country Bob's distribution has magnified regionally. The sauce is available in the Midwest, the South and in most Wal-Mart Super Centers nationwide. The company also makes products including a barbecue sauce, a hot sauce and a seasoning salt.

Suitable for steak, burgers, other meats and French fries, the flavorful sauce is made with a liquid spice concentrate from French's Flavor Ingredients, Springfield, MO, a division of Reckitt Benckiser, Inc. The secret spice ingredient of the finished product formula now arrives in the 330-gal IBC. Country Bob's is able to mix it with other components inside the IBC and dispenses the blend for each batch into the rest of its sauce formulation prior to bottling (the PET bottles are provided by Alcan Packaging [[www.alcanpackaging.com](http://www.alcanpackaging.com)]). Without proper mixing, the seasonings in the concentrate can settle over time and in-transit, and may not be evenly dispersed in the product. Previously, Country Bob's used 55-gal

Continued on page 46

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drums to mix the concentrate ingredients prior to dispensing. That is, until it heard about the ability to mix the product in the larger, disposable, bag-in-box IBCs.

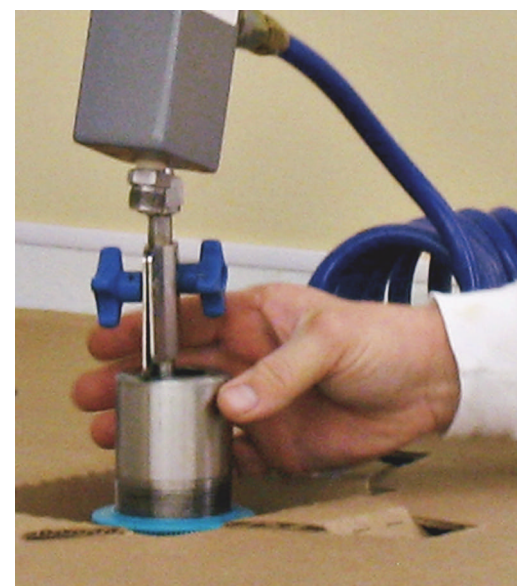
Supplied to French's Flavor Ingredients, the IBC, as its name implies, is ready-to-fill on arrival, bonded to a heat-treated pallet certified by the International Plant Protection Convention. Constructed of an outer shell incorporating eight to 10 plies of corrugated, the ReadyFill has an inner top cap from which a form-fitting

polyethylene film liner from CDF Corp. ([www.cdf-liners.com](http://www.cdf-liners.com)) is suspended and to which a fill spout is welded to facilitate hands-free filling. To fill the IBC, an operator removes the corrugated top cap and removes a newly improved tamper-evident seal with a tear-away tab on the top fill spout. The operator also removes a 2-in.-dia cap.

A fill hose is connected to the valve, or the operator can position a filling probe, and the filling process begins. The bag liner opens and expands inside the box. When the liner is full, the

operator tightens the cap. The corrugated container is also fitted at the bottom side with a built-in ball valve with a tapered sump designed to facilitate product evacuation.

French's Flavor Ingredients uses a bag liner made of three plies of linear low-density polyethylene, though other liner structures are available, including those with metallized polyester or barrier ethylene vinyl alcohol layers. The filled IBC isn't banded to the pallet, but is covered with the corrugated overcap, secured with a protective, double-sided



A valve is attached to the spout on the top of the large tote to dispense the steak sauce's secret ingredient: a liquid spice.

release tape.

Country Bob's was interested in evaluating the bulk tote to reduce production costs and waste in its processing operation, as well as to facilitate mixing and prepare the sauce before bottling. So IP worked with French's Flavor Ingredients to set up a trial demonstration of how to effectively mix the concentrate blend inside the bag-in-box IBC, recalls Mark Jones, general manager of International Paper's

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**It takes less time to unload these containers from trucks, and there are fewer changeovers associated with the manufacturing process, so there's less downtime.**

ReadyFill Systems. "It was a combined decision for the two companies to convert to IBCs," he says. "French's shared with us Country Bob's challenge, and as a result, we arranged a trial to demonstrate how to mix the product in an IBC. Country Bob's then trialed the ReadyFill IBCs in its own facility and, given the trial's success, wanted to make a change."

Capable of being stacked three-high, each of the ReadyFill IBCs has more than 30,000 lb of compression strength and is able to transport the equivalent of six 55-gal drums of product. Since the switch was made last August, Country Bob's has reaped a 10- to 15-percent savings in labor. Says Reed Malekovic, vp of operations, "It takes less time to



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unload these containers from trucks, and there are fewer changeovers associated with the manufacturing process, so there's less downtime. We save about fifteen percent in mixing and setup."

Country Bob's now handles one container at a time instead of six, so saves time unloading. In addition, the collapsible IBCs save 50 percent in warehouse space and allow for a 28-percent drop in floorspace usage where the product is stored, Malekovic says.

After mixing the liquid spice concentrate using a **Pulsair** ([www.pulsair.com](http://www.pulsair.com)) pneumatic liquid mixer, Country Bob's meters a precise amount of the blend for each batch from the IBC, which is pumped into a process kettle. Once in the kettle, it's mixed with the balance of sauce ingredients. Bottling of the finished sauce is then performed on an automated filling line equipped with an **MRM Elgin** ([www.mrmelgin.com](http://www.mrmelgin.com)) filler.



One side of the IBC has a ball valve on the bottom with a tapered sump to facilitate evacuation of the liquid concentrate blend.

"The move to this container has reduced storage space needs by about fifty percent, which has been an incredible benefit," Malekovic says. "Before we used the IBCs, we had to dump the concentrate into each batch using the drums. With the IBCs, we just set the metering controller to dispense a desired amount into each batch and walk away. We use one IBC per day of production and receive up to nine."

After the sauce is emptied from the container, the company removes the inner liner for disposal and collapses the corrugated outer container for recycling with other corrugated materials.

Malekovic reports that French's Flavor Ingredients has experienced some improvements from moving to the IBCs, mainly due to reduced packaging and filling labor on their end. "We made them aware for a couple of years, that if the spice we purchase from them were available in an IBC, we'd buy it."

**B**ecause of the direct benefits ReadyFill offers French's Flavor Ingredients and its end users, French's Flavor Ingredients has converted all of its other tote requirements to the ReadyFill IBCs, according to Jones.

Adds Kent Caplinger, director of industrial ingredients at French's Flavor

Ingredients, "Staging a filling line used to require more handling and labor, including setting up the containers and manipulating their liners into position before filling. With the ReadyFill, we work more efficiently by using the IBCs with a specially designed, proprietary filling system. Now, we fill the IBCs using an automated filler and a filling lance, which reduces air entrainment."

The ReadyFill IBCs also help French's improve efficiency as it dispenses products from the container. Unlike liners that collapse as the product

is released during dispensing, the form-fitting ReadyFill liner is suspended inside the container at the top from a die-cut inner top cap that engages the fill spout. The bottom is secured using a corrugated cassette that drops down into the bottom of the IBC during container manufacturing. "The liner design helps customers with their manufacturing processes," echoes Tracie Bonner, packaging engineer for French's Flavor Ingredients. "It doesn't get in the way of the bottom valve—helpful with thicker mustards and barbecue sauces."

#### More information is available:

**International Paper's ReadyFill Systems Div.**, 800/386-6210.

[www.readyfill.com](http://www.readyfill.com).

**Alcan Packaging**, 773/399-8000.

[www.alcanpackaging.com](http://www.alcanpackaging.com).

**CDF Corp.**, 800/443-1920.

[www.cdf-liners.com](http://www.cdf-liners.com).

**MRM Elgin Corp.**, 732/564-0400.

[www.mrmelgin.com](http://www.mrmelgin.com).

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# Cross-docked DC eliminates hang-ups

A new, cross-docked distribution facility for Belk, Inc.'s department stores moves merchandise more quickly to stores and lowers distribution costs.

**W**ith 215 stores in 14 southeastern states and \$2.3 billion in sales, Belk, Inc., the largest privately held department store chain in the U.S., faced a logistical challenge: Ninety-seven merchandise-receiving points and multiple manual handlings of merchandise were slowing down its supply chain. "Our logistics network was very lethargic, fragmented and extremely costly," says Belk executive vp James Harvey. "We were very slow to get merchandise from our vendors to the store shelves. Competitors were getting the same merchandise from the same

vendors to their store shelves before we were. We needed to speed up the logistics chain and drive our operations to a floor-ready environment."

Belk, a 130-yr-old, moderately-to-better-priced

chain based in Charlotte, NC, does about 85 percent of its volume in men's, women's and children's soft goods, primarily apparel. The chain also features smaller bridal, home, shoe and accessories departments.

After some research, Harvey and a team of Belk executives concluded that one highly automated, cross-docked distribution center, located in an area central to all 215 stores, would make the distribution process faster and more efficient, cutting freight costs and allowing Belk to minimize merchandise handling. The company chose Blythewood, SC, as its distribution location, its decision influenced by local government cooperation and the availability of an abundant, high-quality workforce there.



FKI Logistex also equips a new \$7.75-million automated distribution center for **MICHAELS STORES** that allows the arts and crafts merchandise retailer to pick, pack and ship up to 15 truckloads per day. Learn more at [www.packagingdigest.com/info/michaels](http://www.packagingdigest.com/info/michaels)



Belk, a 130-yr-old, moderately-to-better-priced chain based in Charlotte, NC, does about 85 percent of its volume in men's, women's and children's soft goods, primarily apparel.

In the pre-Blythewood environment, merchandise from around the world was shipped to Belk's deconsolidation facility in Charlotte. Shipments were unloaded and reorganized into 215 store piles for store delivery, then reloaded onto delivery trucks for shipment to the 97 receiving stations (91 stores received goods directly, and six small DCs handled the rest). Shipments were again unloaded and manually processed when they arrived at stores, where they were received, checked, marked and put on store fixtures. "That would mean that a carton could be handled as many as eight to twelve times before getting to the store floor," notes Harvey.

Says Steven Maisch, regional sales manager for FKI Logistex  
Continued on page 50



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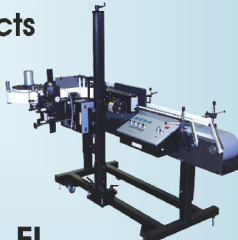
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(www.fkilogistex.com), who worked with the vendor team to outfit the new Belk DC, "What cross docking does for Belk is to lower the cost of its inventory and to speed up its supply chain so that merchandise moves more quickly from its vendors to its stores."

"Cross docking is a flow-through process that also reduces freight costs, since it enables distribution centers to consolidate and ship merchandise right from their vendor delivery trucks virtually straight to their stores."

To begin the process of selecting

vendors for the 300,000-sq-ft Blythewood facility, Harvey drew from his retail background, using consultants to help sort through the capabilities of a half-dozen material-handling vendors. "I also spent a lot of time looking at how other companies were doing this, including some of the best in the business—Federated, Wal-Mart, Best Buy, Kohl's and Saks Fifth Avenue," says Harvey, who chose Atlanta-based engineering consultants DCB and Company (www.dcbandcompany.com) as the engineers for the project. DCB, in



Belk chose Blythewood, SC, as the site for its new 30,000-sq-ft facility, consolidating 97 receiving locations into one.

turn, recommended W&H Systems (www.whsystems.com) as the project's material-handling vendor. DCB and W&H, an FKI Logistex Buschman systems integrator, began working with Belk in the fall of 1998.

Notes Ron Quackenbush, executive vp of W&H Systems, "Belk has gone from minimal cross docking to a totally new environment, where more than ninety percent of their inbound goods are directly cross-docked, greatly increasing the service level to their

**Floor-ready vendors' shipments flow through the facility in seven minutes and are staged for the next store delivery.**

stores." The Belk installation features two FKI Logistex Buschman UniSort® X sliding shoe sorters with 33 diverts and almost 35,000 total ft of conveyor, including 26,000 ft of FKI Logistex Buschman Gravity™ roller conveyor and 3,500 ft of the company's Accuglide™ zero pressure accumulator conveyor.

Harvey knew that consolidating his 97 receiving locations into one would not be an overnight job. He decided that flexibility was a key to the project's success. "I wanted a flexible and adaptable system that could interface with our existing systems," he says. Those systems include warehouse-management software from Manhattan Associates (www.manh.com) and legacy Belk systems.

W&H also had to design a flexible receiving dock able to receive both conveyable and nonconveyable merchandise. On the conveyable side of the equation, the goal was to design an automated, inbound sortation that

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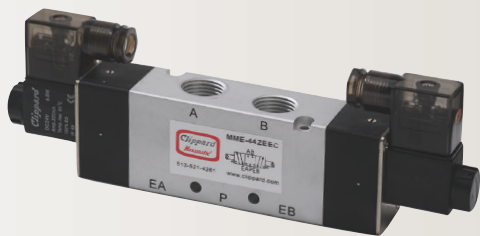


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Two sliding shoe sorters offer throughputs of more than 250 cases/min, allowing Belk to keep a fast pace of items moving across the cross-docked warehouse.

would allow cases to flow directly from the trailer either to processing or to cross-dock to shipping. Nonconveyable merchandise, mostly atypical items or items from smaller vendors, is still primarily handled by Belk staff manually through its shipment.

Harvey also decided that it was important for Belk to move its supply chain as close as possible to a 100-percent floor-ready environment. Using standards passed by the retail industry in the early 1990s, floor-ready vendors transmit their goods' detail information electronically in advance and also provide necessary additions, such as correct hangers and human-readable price tickets. While some industry leaders, such as Wal-Mart, receive as much as 97 percent of their goods floor-ready, Harvey is very encouraged by the progress Belk is making. "Before we opened the Blythewood distribution center, three percent of our goods were floor-ready," he notes. "Now, that number is ninety percent."

With Belk's new DC, all of the company's retail merchandise now comes to Blythewood from its worldwide vendor base. In the new, highly automated environment, shipments are unloaded quickly—floor-ready vendors' shipments flow through the facility in seven minutes and are staged for the next store delivery. "In the previous environment, the time from the vendor to the fixture was approximately eighteen to nineteen days," says Harvey. "In the new environment, it's less than seven days."

"What that gives us is more than one week additional selling time," known in the industry as "cycle time," says Harvey. "In the old environment, all cases had to be opened, checked off a manifest in the case, a hanger may need to have been changed [from wire to plastic], and the item probably needed to be price-marked."

**B**uilt and commissioned in 10 months on a fast-track schedule that stayed on budget and on schedule, the Blythewood facility was opened in August of 2000.

The new facility, which did not use any existing equipment from the other locations, has proved a tremendous success. Harvey says that Belk's new FKI Logistex Buschman equipment has performed with virtually no downtime since the commissioning of the installation, and he's incredibly excited about his company's progress since that time.

"The ROI on the initial investment was a pleasant surprise to everyone," adds Harvey. "And the actual ROI has fully exceeded anyone's expectations."

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The expansion of Gehl's Guernsey Farms, Inc.'s dairy foods' business necessitates the implementation of an enterprise resource planning system to streamline operational efficiencies, optimize planning and inventory levels and enhance customer service.

# ERP system supports Gehl's Guernsey's growth

Anne Marie Mohan, Senior Editor

From a three-room operation delivering milk and cream locally in 1894 to a 500,000-sq-ft plant churning out 11 million servings of shelf-stable dairy products per week today, Gehl's Guernsey Farms, Inc., Germantown, WI, has grown by adapting and modifying its business when required to deliver the best-quality product in the most efficient manner possible. "Most people hate change," says Andy Gehl, president of Gehl's. "I firmly believe that change is a requirement, and a necessity."

"Every company that I have ever seen is either moving forward or backward. Very few companies stand still, and if they do, they can only stand still for a very short time before they start going backward. At Gehl's, we partner with suppliers that are committed to constantly moving forward."

Because if they are not moving forward, that impacts our ability to move forward."

In the late 1990s, Gehl's was on the cusp of great expansion, but Gehl—joining his father in the family-owned business after years in the IT industry—recognized that the company's lack of



In 2004, **GEHL'S GUERNSEY FARMS** expanded into single-serve pudding cups packaged with a state-of-the-art aseptic filling line. Read about it at [www.packagingdigest.com/info/gehls04](http://www.packagingdigest.com/info/gehls04)

computerization could jeopardize that growth.

"While we did have some software running here prior to Ross," he says, "it was truly bad news; it was just a step up from doing things manually."

After months of evaluating available enterprise resource planning (ERP) solutions, Gehl selected the iRenaissance ERP software suite from Ross Systems,

Inc. ([www.rossinc.com](http://www.rossinc.com)). Installed at Gehl's module-by-module since 1999, the system was chosen because of its ability to manage process manufacturing environments such as Gehl's, spanning the enterprise, from manufacturing, financials and supply-chain management to customer-relationship management, performance management and compliance. "The biggest benefit by far of the Ross ERP system has nothing to do with any one of the individual modules," explains Gehl. "It is the integration of those modules into a single entity that allows the information between the modules to flow freely that is the real advantage."

Gehl's manufactures specialized, aseptic dairy-food products, including private-label puddings, nutritional drinks and cheese sauces, for more than 100,000 U.S.

Continued on page 54



From having only 50 finished-goods skus in 1999, the company now handles around 200, as well as 200 ingredients, 300 different packaging materials and 200 dispenser components.





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stores, restaurants and concessionaires. In 1996, when Gehl began considering ERP systems, the company was just one-third of its present size, with 80 employees and a "relatively small" stockkeeping-unit count of 50 items, "but of those, only ten or fifteen were truly high-volume," explains Gehl.

Until that point, communication between individuals in the company with purchasing, accounting and logistics information was fairly smooth. "When you're a small company, you're able to condense a lot of information into a single person, and into a single 'brain,' and that works really well," notes Gehl. "As you grow, all of a sudden, you start to fracture, and you start to have all these local areas of expertise, and they don't always integrate well." In this environment, information existing within one department often was not visible to the rest of the organization.

In terms of computerization, while some departments were utilizing software programs, many tasks were still being performed manually. For example, audits were done manually, requiring the resources of as many as seven people and taking up to three hours to complete. Then, after the team created the audit report, it still had to double-check the information for accuracy.

Without spreadsheets or other tools to track inventory, the company was also forced to perform manual, physical inventories anywhere from once a day to once a month, depending on the item. This process also presented potential pitfalls to customer service. "Without the ability to accurately track



With the ERP system, information is now shared enterprise-wide throughout all of Gehl's departments

inventory, we would commit to orders and not have complete assurance that the inventory was available to fill all requests," says Gehl. "In addition, inventory was often overlooked if it was hidden outside the direct line of sight, and expired products cost us money in unusable product, as well as shipping and handling fees for returned goods.

"What happened as we grew is that we started to get so many balls in the air, and the way that we compensated was to buy in bigger quantities so we could buy less often. When you buy in bigger quantities and buy less often, your inventory goes up, and your warehouse space goes up."

Illustrating the risk of this type of inventory-management method is an incident that occurred at Gehl's before implementation of iRenaissance that Gehl says was the "final nail in the coffin." Assured of continued business from a major new customer, Gehl's stocked its warehouse with a year's worth of product labels valued at more than six figures, only to find after three months that the customer wanted to change the label. "From that point on, it was all computerized," says Gehl. "Now, we never have more than a six-week inventory of labels on hand."

Installation of computers, servers and the iRenaissance software system at Gehl's began in early 1999, with one or two implementations added each year since. The system currently in use is v. 5.7, Service Pack 2, run on clustered Oracle ([www.oracle.com](http://www.oracle.com)) servers. According to Gehl, what sets Ross apart from its competitors is the fact that it allows its users access to the underlying code. "This has allowed us to understand the system better, understand why things work a certain way," says Gehl. "It also allows us to tie in third-party pieces of software where necessary, integrating them directly into the Ross system, which has just been phenomenal."

The full iRenaissance ERP suite comprises modules for financials management, including budgeting, accounting and reporting capabilities; manufacturing-operations applications for recipe and formula management, work orders, product costing, maintenance, materials planning, inventory control and production; and quality control management,

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including batch scaling, date-code tracking, shelf-life expiration dating, lot tracing and yield-optimization capabilities. Other modules provide logistics, supplier and customer management, as well as integrated regulatory management capabilities that allow users to streamline their compliance efforts.

According to Gehl, features such as inventory control have been essential to his company's growth in recent years. From having only 50 finished-goods skus in 1999, the company now handles approximately 200, as well as 200 ingredients, 300 different packaging materials and 200 dispenser components. "All told," he says, "we're right around 1,000 items in inventory that are actively moving on a high-volume basis. Without the ERP system, we just couldn't manage. Or, we'd need so many people to keep track of inventory that it would throw off our entire structure."

In the case of audits, not only does the software system save time over the previous, manual method, but more importantly, it has also enabled Gehl's to retain a major customer. As Gehl explains, audits are performed twice yearly to simulate emergency recalls. A mandate by one of Gehl's larger customers required that the audits take a maximum of one hour to complete. "With Ross, we're now down to about twenty-five to thirty minutes," says Gehl. "In this particular case, the software allowed us to keep a customer that we otherwise would have lost."

Another advantage of the system is its ability to keep Gehl's in the forefront of changing technology and emerging standards. Areas where Ross has steered



the company in new directions include the adoption of electronic data interchange (EDI) systems and bar-code scanning for internal use, which respectively eliminate human input errors in job orders and help track inventory throughout the plant.

Since implementing the iRenaissance ERP system, Gehl's has seen its annual sales triple and its workforce expand from 80 to 230 people. And, while Gehl is not comfortable with attributing all of this success to the Ross software suite, he does concede that it has been instrumental in allowing the company to grow without losing control of its inventory, management and production. "We could not have grown to the level we are at now without a robust system like iRenaissance focused on addressing the unique needs of our industry," he says. "iRenaissance has allowed us to conduct business with

**In this particular case, the software allowed us to keep a customer that we otherwise would have lost.**

large retail and fast-food customers, expanding our operations and product lines."

He concludes: "As a manufacturing company today, you have to compete not just locally, but also globally. A lot of that comes down to efficiency; you have to be the best in class in every facet of your business. I firmly believe that you cannot do that today without high levels of automation and computerization. As a small company, it's difficult to devote a lot of resources in those areas, so you have to partner with companies that you feel are going to make good decisions and will keep you world-class."

"When we picked Ross, we knew that they had a good product, but we had no clue whether they would still have a good product in ten years. We've been very lucky in the fact that they still have a good product, and we're still very happy with it."

**More information is available:**

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# Corrugated brew carton celebrates Canadiana

The Robert Simpson Brewing Co. Ltd. launches its handcrafted, premium beer in sturdy, sumptuous corrugated cartons from Smurfit-Image Pac that raise a glass to the brand's Canadian origins and traditional brewing methods.

Anne Marie Mohan, Senior Editor

From the natural spring water, select grains of malted barley and premium hops used in its recipe to the shimmering, gold-foil, maple-leaf pattern on its packaging, new Confederation Ale from The Robert Simpson Brewing Co. Ltd. of Barrie, ON, pays homage to Canada and to the "spirit of the country's appreciation for fine beers." Named after Canada's 1867 celebration of independence and unity, Confederation Ale was launched in December 2004 in Ontario and has since taken home honors for both the beverage and its packaging.

Says Peter Chiodo Jr., president of Robert Simpson, "The whole idea behind the brew was to create a brand that encompassed every element of beer culture and the processes of the brewery, right through to the packaging. In fact, the packaging is the pinnacle of the product, because in order to differentiate ourselves as a new brand in a really hyper-competitive market, we had to be able to stand out."

Giving the premium ale the desired shelf presence is a gorgeously printed, foil-laminated, corrugated carrier from Smurfit-Image Pac, a div. of Smurfit-MBI ([www.smurfit-mbi.com](http://www.smurfit-mbi.com)) that beckons to consumers with its rich, red-and-gold color scheme, along with beer lore designed to enhance the fine-beer drinking experience.

Robert Simpson, described on its product's packaging as a "picturesque brewery nestled in historic downtown Barrie," takes its name from the town's first mayor, who took office in 1836 and was a "renowned brewmaster," says the company. Mayor Simpson, according to Barrie history, built one of the nation's first steam kettles on the shores of the town's

Kempfenfelt Bay—a tradition that Robert Simpson Brewing Co. follows. But it wasn't just the scenery and the allure of Mayor Simpson's craft that motivated the company to launch a handcrafted beer; it was the opportunity to partake in the booming microbrewed beer segment, which Chiodo says is growing at an annual rate of 26 percent.

The company's first offering, Confederation Ale, is a light, cream ale that Chiodo describes as a "stepping-stone beer," from which the company can develop other styles. During its first year on the market, the

beer sold out eight times, according to Chiodo. In 2005, it was recognized with a gold medal for Best in Category in the Canadian Brewing Awards. Presently, the beer is available in 243 locations in Ontario.

Critical in establishing Robert Simpson's reputation as a premium, upscale microbrewer has been the sophisticated packaging for its Confederation Ale. The beer is presented in 12-oz green, longneck glass bottles from Anchor Glass (813/884-0000) that are cartoned in a glossy, richly decorated corrugated container. In development for approximately 18 months, the packaging displays a painstaking attention to detail. "I think I spent four days of my life just tweaking the design of the box hand holes," joked Chiodo, during a recent visit with PD.

Graphics for Confederation Ale's labels and cartons were designed by Zimmerman Rose Columbus, Inc. ([www.zrcinc.com](http://www.zrcinc.com)), also of Barrie, which incorporated the Canadiana theme throughout using a pattern of overlapping maple leaves, along with line art of four 19th-century brewers, including Mayor Simpson, pictured third from the left. Brewing culture is commemorated through copy, including tips on how to pour the perfect pint, the finer points of tasting premium beer and beer-volume conversion rates from metric to imperial sizes. A detailed description of the recipe and process for brewing Confederation Ale is printed on the bottom of the carton.

Additional copy on the top of the carton explains how to use the Brewmasters Thermometer™, located on the back of each bottle. Printed onto the label, the thermometer uses a special, low-temperature, thermochromic ink from Chromatic Technologies



The single-face corrugated rollstock travels through the single-face laminator to be joined with the litho-printed label.

Continued on page 58





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([www.ctiinks.com](http://www.ctiinks.com)) that turns from white to blue when the beer reaches the "optimum beer-serving temperature" of 38 deg F. The bottle's front, back and neck labels—in gold, metallized foil—are converted by **Printera Corp.** ([www.printera.com](http://www.printera.com)).

But consumers' first "touchpoint," with the product, as Chiodo calls it, is the litho-printed, corrugated carton, and so it had to be meticulously executed. To take the carton from Zimmerman's design concept to the final package, Robert Simpson chose Smurfit-Image Pac, due to the corrugated converter's creativity.

**S**murfit-Image Pac, Ontario, located in Toronto, is one of three Image Pac facilities established in the early 1990s to produce corrugated consumer packaging and point-of-purchase displays. Smurfit-Image Pac's plant, which manufactures preprint, postprint and litho-laminated corrugated containers, encompasses 200,000 sq ft and has an annual capacity of 46,000 tons. Originally a producer of brown-box shipping containers only, the division has invested nearly \$20 million over the past several years to transform itself into a producer of high-end graphics specialty corrugated packaging.

Relates Wally Petrac, manager of corporate marketing and design for Smurfit-MBI, "Previously, we had some multicolor equipment in our facility, but we invested in more state-of-the-art equipment because our clients were asking for greater shelf impact.

"Everyone on our plant floor, from our press

operators on up, understands that ultimately what we're producing is going to be on a retail shelf in a retail environment, so consistency and quality are critical."

Among the plant's major pieces of equipment are a 300-ft-long, 87-in. corrugator from **BHS Corrugated** ([www.bhs-corrugated.de](http://www.bhs-corrugated.de)) that can produce E-, B-, C-, EC- and EB-flute corrugated sheet, and a 63-in. Asitrade single-face laminator from **Bobst** ([www.bobstgroup.com](http://www.bobstgroup.com)), producing B-, E- and M-flute. While preprinted flexo and litho labels are done by outside sources, Smurfit-Image Pac provides multicolor flexo postprint services via a seven-color, 50×80-in. Masterflex 203-A matic flexo press from Bobst and a 48×87-in., five-color Rotaflexo 2000 press from **Cuir CCM S.A.** ([www.cuir.com](http://www.cuir.com)).

Other equipment includes three specialty gluers and three folder-gluers from Bobst that allow the company to produce four- or six-corner packages, as well as pregled hynes bottoms for self-forming cartons.

Unique to Smurfit-Image Pac, explains Petrac and sales manager W. Jeff Abbott, are the variety of complementary services provided by the division that enable it to act as a one-stop shop. The kraft and white rollstock materials used to produce the corrugated sheets are custom-made by Smurfit's mills in the U.S. and Canada, while prepress work—including artwork, color separations and proofs—is done in-house by the company's Image Pac Graphics division at its design centers in Vancouver and Toronto.

Also speeding project turnaround, Smurfit-Image

Pac operates its own steel-die department to manufacture job-specific dies for its die-cutting machines on-site. Finally, it retains a one-third ownership in **SCI Canada** ([www.flexoprint.com](http://www.flexoprint.com)), which supplies its preprint customers with multicolor, flexo-printed rollstock for conversion to corrugated containers at Smurfit-Image Pac.

"For the client's benefit, we try and control as much as we can here, so that if there is any disruption in the manufacturing process, we can react as quickly as possible," says Abbott.

**I**n the case of the Robert Simpson beer carton, Smurfit-Image Pac's involvement ran the gamut from helping to finalize Zimmerman's graphic design to developing the carton's unique structure.

The Confederation Ale carton, in six- and 12-pack sizes, is constructed of 29 ECT E-flute corrugated, with a kraft inside liner and a litho-laminated label. The cartons are a nonstandard size, with a glued manufacturer's joint and a full-flap, "123" bottom feature. As mentioned, the die-cut hand holds were designed to offer the greatest ease in carrying and to prevent the flaps from rubbing against the bottle necks.

As Zimmerman neared the end of the design process for the carton's artwork, the designer, along with Smurfit-Image Pac and **Annan & Bird Lithographers** ([www.annan-bird.com](http://www.annan-bird.com)), which supplies most of the litho-printed labels for Smurfit-Image Pac, consulted to ensure that the graphics could be



Following die-cutting, two-up (12-pack) sheets are carried through a prebreaker, far left, that prebreaks the nicked cartons to keep productivity high. After glue is applied to the cartons' manufacturer's joint, pressure is added via a roller.

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reproduced. Relates John Bird, vp of operations for Annan & Bird, "The biggest challenge [of this project] was working with Smurfit and the designer to come up with graphics that would achieve the results they were looking for, but still be reproducible on press."

According to Chiodo, much trial and error was involved in the selection of



The Brewmasters Thermometer uses a thermochromic ink to indicate the 'optimum beer-serving temperature' of 38 deg F.

materials, ink types and ink colors to get the best "reaction." The final label is a silver, metallized polyester film laminated to a .010 board. The film is printed in a 150-line screen with full ultraviolet inks in opaque white, three process colors and two spot colors, plus a spot UV coating on a six-color KBA Rapida 162a large-format press from KBA North America ([www.kba-print.de](http://www.kba-print.de)) equipped with an interdeck UV dryer.

The litho label is supplied to Smurfit-Image Pac as a sheet that is fed into the Asitrad single-face laminator, where it is adhered to a single-face corrugated board, as the board and flute are constructed.

Once the label is laminated to the board, the material is cut into a four-up (six-pack) or a two-up (12-pack) sheet and is loaded onto a Bobst SPO 160-S Autoplaten® automatic die-cutting press, equipped with a Dynaload automatic loader and a Dynabreak prebreaker that prebreaks the nicked cartons to keep productivity high.

Separated carton blanks are then fed into a Bobst Post 3115 Matic gluer that adds a strip of glue along the outside of the manufacturer's joint. Glued cartons are bundled via an EAM-Mosca ([www.eamosca.com](http://www.eamosca.com)) SX-1000 strapper.

Last year, Confederation Ale's elegant carton was presented with a gold award in the Brand Marketing Category in the Packaging Association of Canada's ([www.pac.ca](http://www.pac.ca)) National Packaging

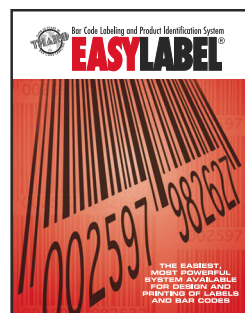
Competition. In addition, its unique, temperature-sensitive label took home a gold in the Labels category in the same event. According to Chiodo, the meticulous care taken in the design and execution of Robert Simpson's debut ale was well worth the effort.

"You have to be passionate about your packaging because it displays your product," he says. "Confederation Ale is a premium beer, so when it came to packaging, we had a little more of a margin to work with. This has allowed us to have an unbelievable presence in the market."

#### More information is available:

**Smurfit-Image Pac, a div. of Smurfit-MBI**, 416/259-8421. [www.smurfit-mbi.com](http://www.smurfit-mbi.com).  
**Anchor Glass Container Corp.**, 813/884-0000.  
**Annan & Bird Lithographers**, 800/565-5618. [www.annan-bird.com](http://www.annan-bird.com).  
**BHS Corrugated Maschinen und Anlagenbau GmbH**, 49 (0)96 05 91 92 10. [www.bhs-corrugated.de](http://www.bhs-corrugated.de).  
**Bobst Group USA, Inc.**, 973/226-8000. [www.bobstgroup.com](http://www.bobstgroup.com).  
**Chromatic Technologies, Inc.**, 719/592-1557. [www.ctiinks.com](http://www.ctiinks.com).  
**Cuir CCM S.A.S.**, 33 (0) 3 21 69 25 25. [www.cuir.com](http://www.cuir.com).  
**EAM-Mosca Corp.**, 800/456-3420. [www.eamosca.com](http://www.eamosca.com).  
**KBA North America, Inc.**, 800/522-7521. [www.kba-print.de](http://www.kba-print.de).  
**Packaging Assn. of Canada**, 416/490-7860. [www.pac.ca](http://www.pac.ca).  
**Printera Corp.**, 416/299-0303. [www.printera.com](http://www.printera.com).  
**SCI Canada**, 905/858-8855. [www.flexoprint.com](http://www.flexoprint.com).  
**Zimmerman Rose Columbus, Inc.**, 705/735-6800. [www.zrcinc.com](http://www.zrcinc.com).

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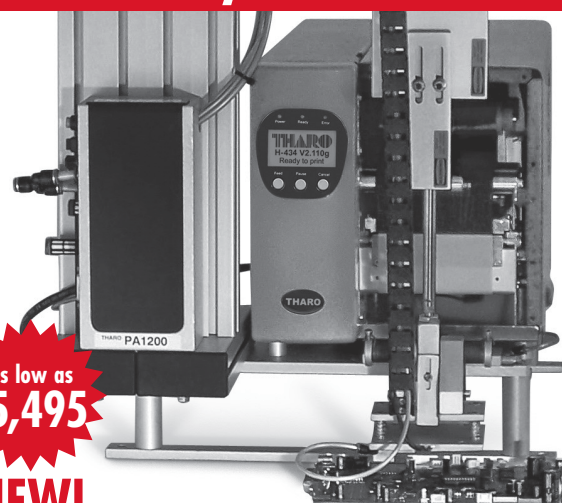


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# New DC systems cut loadout time

Automated case-handling systems at Smith's Dairy cut time to load trucks by 40 percent, improve efficiency.

Jack Mans, Plant Operations Editor

In one way, Smith's Dairy, Orrville, OH, is like a lot of old-time, family-owned dairies in North America. It is closing in on the century mark in age, and it has enjoyed tremendous growth at the expense of efficiency. In another way, it is unlike most dairies, because its production facility and its cold room are on opposite sides of town, a couple of miles apart.

When Smith's plant manager Karl Kelby contacted Richard Dauphin, vp of American Conveyor ([www.americanconveyor.net](http://www.americanconveyor.net)), he explained that the dairy was searching for a more efficient way to load trucks and decrease the time required for loadout.

"There was more than the distance factor that made this a challenging application that not just any manufacturer could take on," says Smith's project manager Dean Reed. "We were manually loading trucks at our production facility and then manually unloading them at the

cross-town cold-storage facility, where our hybrid product-handling system included an aging crane and three levels of storage that were more than maxed out. We knew that the vendor we chose would need to work with a half-dozen third-party vendors, including two software companies, an electrical contractor, an independent building consultant and our team, which included company president Steve Schmid, vp of production Eddie Steiner, Kelby, engineering and maintenance supervisor Dave Baumgartner, warehouse manager John Dodds and myself, acting as project manager. The vendor would also have to integrate equipment like the palletizer and the bossy-cart (or milk cart) accumulation system that was not manufactured by them, into the overall system. Then,



Bossy carts are either stored on the floor or are placed into 10 automatic storage lanes. The lanes move the carts forward to the unloading dock for picking an order.



For more information about case-handling systems, go to Packaging Digest's **PACKAGE HANDLING INFO CHANNEL** at [www.packagingdigest.com/info/packhandling](http://www.packagingdigest.com/info/packhandling)



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Two de-unitizers separate stacks of cases into a single file, after which the cases are conveyed to 16 high-volume accumulation conveyors for order picking.

they would need to agree to be held responsible for the overall system's performance, and American Conveyor did just that."

Dauphin says, "We are used to solving unusual problems for both large and small dairies; that's what we do. But the logistics here made this a challenging project. By the time the project was finished, Smith's expanded its cooler by 35,000 square feet, and we designed, built and installed three unitizers, four de-unitizers and more than 5,000 feet of conveyor, which we seamlessly integrated with a palletizer and a bossy-cart accumulation system from third-party manufacturers. Seamless integration was important, as the performance warranty for the entire system was on our shoulders." The unitizer is a machine that combines stacks of plastic cases containing product into groups of stacks called blocks. This is done so that clamp trucks can handle more than one stack at a time. At Smith's, stacks that are typically six cases high are unitized into blocks containing nine stacks.

American Conveyor assigned sales engineer Steve Winning to the project, and Smith's accepted his 29th design, which included converting its manual-loading operations at the production facility into a unitizing operation, where cased products, including fluid milk and specialty products, are unitized, scanned and loaded by clamp trucks onto trailers for transfer to the cold-storage facility across town. American Conveyor also designed and installed two separate systems at the cold-storage facility. One receives stacked product from the production facility, and a second handles picking and loadout. The total project cost more than \$3 million.

After unloading at the cold-storage facility by clamp trucks, the cased products are scanned and then put into short-term floor storage in the new cooler, either in nine-stack blocks or on 16 high-volume accumulation conveyors for order picking. The accumulation conveyors are fed from two of the new automatic de-unitizers. When inventory-control software determines that replenishment of a picking lane is

required, the system sends a signal to the clamp-truck operator to deliver a particular product from floor storage to the designated de-unitizer. After the operator places the product on the de-unitizer infeed, he scans in the block, and the control system sets all the divert gates on the conveyors, so stacks are directed to the assigned lane.

Lower-volume products received at the cold-storage facility are fed into a de-unitizer that automatically converts the blocks into a single file of stacks and moves them onto a conveyor, where the

product count and bar code are input by the clamp-truck operator. The product count is verified by a sensor on the conveyor, and the control system tracks the product to a divert point. The lowest-volume product is re-verified, recounted and then sent to the floor-storage area. Medium-volume product, after being re-verified and recounted, is sent to a palletizer, which places it on captive pallets that are introduced into one of two pallet lanes feeding the crane for storage in the high-rise pallet-storage system.

Continued on page 62

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Product is automatically loaded onto bossy carts at the production facility, after which the carts are loaded onto trucks and delivered to the new cooler for storage and loadout. The carts are manually received and either stored on the floor or placed into one of 10 automatic cart-accumulation storage lanes. These lanes move the carts forward to the loading dock for picking an order. After an order is picked, the operator pushes a button to release one cart for loading on a truck. The system then automatically moves the remaining carts forward to keep product available to the operator. This greatly reduces the distance the operator has to walk and has been a major element in reducing loadout time.

The order-picking system is a separate system, independent of the incoming-product handling system, thus allowing simultaneous operation without risk of mixing products. There are four distinct picking operations: a low-volume, floor-stored pick area; two medium-volume, pallet-stored pick areas; and the high-volume, lane-stored pick area. Each picking area has a stack-accumulation conveyor at its discharge that allows the pick operators to pre-stage product on a track that comes to a common merge point for the order checker to merge, check and release the orders to the loadout.

The high-volume picking operation, which consists of the sixteen storage lanes previously mentioned, is an addition to the operation. These lanes end adjacent to a picking conveyor. The stacks are faced up to the picking conveyor, with the end stack accessible to the pick-platform operator. When the operator pulls that stack onto the picking conveyor, another stack is automatically advanced to take its place, allowing the operator to rapidly pick orders. Up to 16 products are available to the picker in a space of only 35 ft.

Once the orders are picked and come to the order checker, the various components of the order are merged and sent to one of two order-staging conveyors. Each conveyor can hold a complete trailer load of product,



Medium-volume products are automatically palletized, and then placed by a crane into a high-rise storage system.

and the system is designed for a third staging conveyor to be added in the future. The staged product then comes to a three-way merge/divert point, where the load-out operator can select the track that delivers the order to the appropriate truck. This allows Smith's to load as many as three trailers simultaneously. Before the new system was installed, only one trailer could be loaded at a time.

All conveyor drives and devices are controlled by a single Allen-Bradley programmable-logic controller from Rockwell Automation (www.rockwell.com), which was provided by

American Conveyor. The system was integrated with the existing warehouse-management system from HighJump Software (www.highjumpsoftware.com). The integration allows Smith's to have the product automatically directed to the appropriate storage system, to keep track of product inventory and location, to manage the product orders and picking and to direct it to the appropriate truck for loadout. Communication between the HighJump software and the Allen Bradley programmable logic controller required the use of third-party software provided by Citect, Inc. (www.citect.com/contact-us/north-america.html).

Smith's Reed and American's Winning agree: "The same volume of product that took twenty-seven hours before the installation of the new system now takes only sixteen hours."

## More information is available:

**American Conveyor Corp.**, 718/386-0480.  
www.americanconveyor.net.  
**Citect, Inc.**, 770/521-7511.  
www.citect.com/contact-us/north-america.html.  
**HighJump Software**, 952/947-4088.  
www.highjumpsoftware.com.  
**Rockwell Automation**, 414/382-2000.  
www.rockwell.com.



Pallet containing 12 6-high stacks is conveyed to the crane infeed, where it will be placed into storage.



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# Packaging plays to a full house at EastPack 2006

show preview

Nearly 1,500 exhibitors and 30,000 attendees are expected to take part in the annual EastPack tradeshow, June 6 to 8, at New York City's Jacob K. Javits Convention Center.

The East Coast's largest annual packaging and processing tradeshow, EastPack (www.eastpackshow.com) will return to New York City's Jacob K. Javits Convention Center, June 6 to 8, along with expanded pavilions for co-located events Medical Design & Manufacturing (MD&M) East and the Automation Technology Expo (ATX East). Also joining the event lineup is the Atlantic Design & Manufacturing tradeshow.



Expected to draw approximately 1,500 exhibitors and 30,000 buyers, the expositions will house 10 special-feature product pavilions, three of which will be located within EastPack.

At the Medical/Pharmaceutical and Nutraceutical Packaging Pavilion, attendees will be able to view specialty processing equipment; medical-grade materials and supplies; disposables packaging; trays and kits; blister-packs; tamper-resistant/evident containers; labeling and bar-coding equipment; contract manufacturing services; quality control instruments; and testing, inspection and sterilization services.

To help packagers explore strategies to gain a competitive edge and find the right partner to handle their packaging needs, show manager Canon Communications LLC

(www.canontradeshows.com) this year will debut a new Contract Packaging and Outsourcing Services Pavilion. This

Continued on page 64

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area will feature contract packagers, manufacturers and outsourcing service providers supplying a host of services, including packaging, labeling and filling; logistics, warehousing and distribution; testing and compliance; R&D, engineering, design and consultation; and more. Notes Canon, the pavilion will offer solutions to implement fixed-cost recognition in

design, manufacturing, packaging and distribution and to increase speed-to-market and overall efficiency.

For the cosmetic, fragrance and personal care packaging industries, the Cosmetic & Personal Care Packaging Pavilion will showcase a spectrum of services and supplies. Among them will be stylized bottles, jars, pouches and tubes; specialty labeling; innovative design services; coatings, colorants and finishes; closures, valves, pumps and sprayers; and ties, ribbons and other accessories.

Packagers may also be interested in visiting ATX East, which was held for the first time last year. The event, which Canon says is expected to "increase significantly in size" this year over 2005's inaugural event, will offer information on the latest technological advances in custom automation and assembly, robotics, control software, motors, drives, motion control and more.

Also relevant to packagers, an expanded MEDPAK pavilion in MD&M East will display the latest packaging equipment, materials and

services for medical products.

Other enhanced pavilions include PrecisionTec, which will feature suppliers of CNC machine tools, machining centers, EDM, laser equipment and custom metals processors; Medical Electronics, serving the \$18-billion medical electronic equipment market; and Quality, where attendees will see a full array of testing and inspection products and services, including optical and laser inspection equipment and more.

New to the expositions is the MicroNanoTec Pavilion, where attendees can see current and next-generation technology at the micron and molecular or nano level for the design and development of medical devices. Exhibitors in this section include suppliers of micro-electro-mechanical systems (MEMS), micro components and subassemblies, nano-scale materials and components, molecular analysis instruments and more.

Show hours are from 10 a.m. to 4 p.m., Tuesday and Wednesday, and from 10 a.m. to 3 p.m. on Thursday.

For information on registration and other event details, contact Canon at 310/445-4200, or visit the show's website at [www.eastpackshow.com](http://www.eastpackshow.com).

The following EastPack exhibitors have a marketing message in this issue:

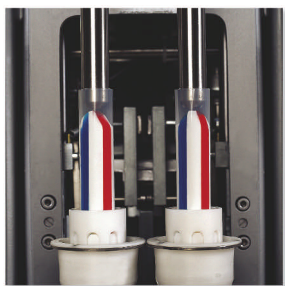
Advanced Poly-Packaging, Inc.—Booth 4439: p. 4.  
All Packaging Machinery Corp.—Booth 4433: p. 62.  
AMS Filling Systems, Inc.—Booth 4429: p. 3.  
Auto Labe Booth Mfg. Co.—Booth 4557: p. 48.  
Automated Packaging Systems, Inc.—Booth 4517: p. 13, 77.  
Caplugs/Niagra Caps & Plugs—Booth 4221: p. 63.  
Cognex Corp.—Booth 3338: p. 61.  
CVC Technologies—Booth 4701: C-3.  
First Choice Packaging Solutions—Booth 4213: p. 70.  
Hitachi America Ltd.—Booth 4000: p. 1.  
Imaje USA—Booth 4533: p. 30.  
Kaufman Container—Booth 4239: p. 51.  
Markem Corp.—Booth 4209: p. 10.  
Morrison Container Handling Solutions—Booth 4470: p. 46.  
OptiLogistics, Inc.—Booth 4565: p. 69.  
QuickLabel Systems, An Astro-Med Product Group—Booth 4511: p. 27.  
Rollon Corp.—Booth 3125: p. 16.  
RSI Print Systems—Booth 4045: p. 37, C-4.  
Tharo Systems, Inc.—Booth 4264: p. 59.  
Videojet Technologies, Inc.—Booth 4501: p. 21.  
VisiPak—Booth 4152: p. 20.  
Wexxar Packaging, Inc.—Booth 4609: p. 33.

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- Servo motor systems available



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- Cartoners available for all fillers
- Kits for rapid size changeovers

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Sales Fax: (908) 707-0073 ♦ After Sales: (908) 707-8782 ♦ Web: [www.norden-pac.com](http://www.norden-pac.com)





# new products equipment

**Vertical bagger** The VPL-400 vertical bagger incorporates modern linear servo-drive technology. The stainless-steel VPL-400 allows the operator to set functions, such as sealing time, sealing pressure, cooling time, speed and all jaw movements, both vertical and horizontal, for highest performance, flexibility and top seal quality. Changeovers are simple and very quick, and the VPL-400 features a user-friendly control system. The unit can handle bag widths from 3 1/2 to 15 3/4 in. with a maximum bag length of 23'10/16 in.

**Rovema Packaging Machines, North America,** 770/513-9604.

[www.rovema.com](http://www.rovema.com)



**Load-transfer stations** Multiple load-positioning capabilities have been added to the co.'s Load Transfer Station (LTS) line. This new feature allows users to transfer loads that need to be inset, overhung or flush with the edge of the go-to pallet. This new addition provides an inset or overhang up to 1.5 in., giving users the option of keeping their loads centered during a pallet exchange. The load-transfer station reduces work-related injuries to warehouse personnell and associated insurance claims, reduces costs by streamlining shipping and receiving operations and improves plant and process cleanliness. The LTS line optimizes a facility's lift-truck productivity, reduces labor, shipping and damaged product costs and prevents injuries, with various models to best suit the user's needs.

**Columbia Machine,** 800/628-4065.

[www.loadtransfer.net](http://www.loadtransfer.net)

**Information sharing** An open, standard network connection designed to provide quicker access to safety data is established. The co. adds Ethernet/IP networking connectivity to its Allen-Bradley GuardPLC line of safety controllers. The goal is reportedly to help OEMs and end users to cost-effectively share safety-related information between safety and standard control systems. Both GuardPLC 1600 and 1800 controllers can now leverage the Ethernet/IP open networking protocol, which extends standard, unmodified Ethernet TCP/IP using an open, industrially proven protocol at the application layer, with Ethernet/IP allowing users to control, configure and collect data over the same network, the co. says. This then permits users to easily deliver control system information throughout the enterprise, the co. adds.

**Rockwell Automation,** 800/223-5354.

[www.rockwellautomation.com](http://www.rockwellautomation.com)



## Integrated control loop

The new EZ-ZONE™ ST integrated control-loop solid-state controller offers complete thermal system control in a single-package solution. EZ-ZONE ST is the first product design to combine a PID temperature controller, a solid-state power controller, a properly sized heatsink, an over/under temperature safety limit, a definite-purpose mechanical contractor/disconnect, current measurement and digital communications in one package, the co. says. An intelligent, remote user interface can also be incorporated with the product. EZ-ZONE ST is modular and scalable, allowing the end user to pay for only what is needed.

**Watlow,** 800/928-5692.

[www.watlow.com](http://www.watlow.com)

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# new products equipment

**Shrink wrapper** The Omni™ shrink-packaging system uses plug-and-play infeed modules that optimize flexibility and efficiency for companies that require versatility on their packaging lines. The key to the new platform is simplicity and versatility, the co. says. Omni's plug-and-play infeed modules can be changed over for new product runs in less than 10 min. The system is designed to accept a variety of infeed modules. These infeed modules are cost-efficient because they represent only 20 to 30 percent of the cost of acquiring a completely new shrink-packaging system, the co.

claims. Omni's state-of-the-art touchscreen control instantly recognizes a new infeed module and automatically reconfigures the wrapper at the touch of a button. In addition, customers can program up to 100 package recipes, enabling the operator to simply and quickly repeat package-size changeovers. The unit is available in right-to-left or left-to-right configurations.

**Sealed Air, Shrink Packaging Div.,**  
877/742-6554.  
[www.shanklincorp.com](http://www.shanklincorp.com)

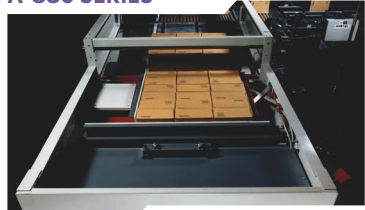


## A-910 SERIES



- Speeds up to 125 cases per minute
- Ideally suited to high-speed single-line applications
- In-line pattern formation

## A-880 SERIES



- Speeds up to 75 cases per minute
- Handles unusual-sized or packaged products
- Single- or multi-line applications

## A-780 SERIES



- Speeds up to 50 cases per minute
- Parallel infeed and discharge arrangement
- Compact footprint

## A-680 SERIES



- Speeds up to 60 cases per minute
- Floor-level infeed palletizers
- Used for end-of-line applications

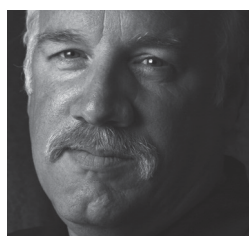
## ROBOTIC PALLETIZERS/DEPALLETIZERS



- Articulated-arm robots and gantry robots
- Handles multiple package types
- Total systems integration and control solution

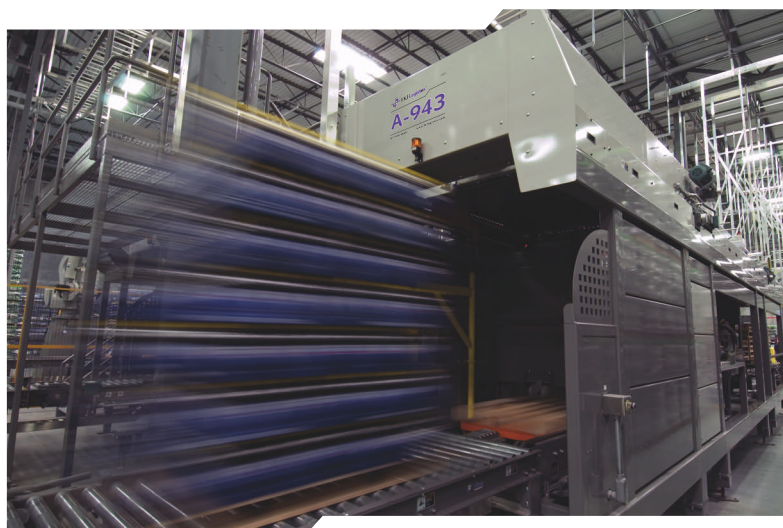
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President  
Champion Packaging & Distributing Inc.

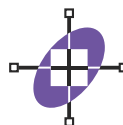


## A-940 SERIES

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- Gentle product handling
- Exceptional durability and reliability
- Ideal for high-speed beverage applications



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**Injection-molding cell** A fully automated, standard injection-molding cell for small parts is the result of the cooperation between injection-molding machine manufacturer Boy Machines, Inc., robot supplier Stäubli Corp. and plant manufacturer Schleicher GmbH. These companies are presenting a turnkey system in which a robot not only performs easily handled tasks but also handles all the downstream processes.

The fully automated, insert-molding machine opens up new possibilities for the plastic processing industry, say the companies, which claim that when it comes to product selection, the processor is surprisingly flexible. Due to its modular design, the system can be modified within a short period of time. The mold and, if necessary, the automation module can be exchanged during this process for a virtually unlimited number of combinations.

The maximum size of the parts depends on the clamping force and the tie-bar spacing of the insert-molding machine. A key element in this system is the BOY 55 VV insert-molding machine. The second key element is the Stäubli TX60 6-axis robot. Due to its compact design, the robot can move within the cell without restrictions. In addition, the high-performance TX 60 robot offers precision as well as speed. Schleicher, the system manufacturer, focuses on changeover times, as well as on process and cycle times.

**Stäubli Corp.,** 800/257-8235.

[www.staublirobotics.com](http://www.staublirobotics.com)

**Boy Machines Inc.,** 610/363-9121.

[www.boymachines.com](http://www.boymachines.com)

**Schleicher GmbH,**

0049 9644/9208-0.

[www.schleicher-gmbh.de](http://www.schleicher-gmbh.de)

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# new products equipment

**Servo drive** Aimed at bridging the gap between sophisticated servo technology and general-purpose drives is the Model 94 SimpleServo® drive. Said to be characterized by first-rate performance, high accuracy and

unmatched simplicity, the

drive is also claimed to be priced below comparable servo products available today. The servo has 16-bit torque and velocity control input, with an electronic programmable module (EPM), which is a specially designed plug-in

memory chip, suggesting that servo control parameters need only to be configured once and then can be transferred to other of the same controllers without having power applied to them. Uses include CNC, semi-conductor and electronic assembly units.

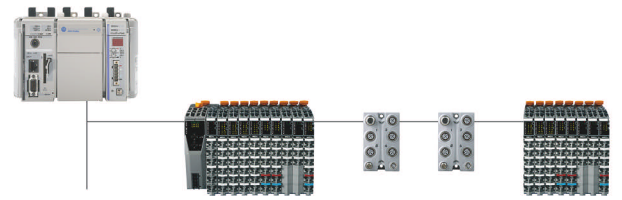
**AC Technology Corp.,**  
800/217-9100.

[www.actech.com](http://www.actech.com)



**Bus controller** The new X20 bus controller is made up of a base module, a supply module that supplies the voltage for the entire system and a fieldbus interface. Designed for modular flexibility, the controller is seamlessly expandable with IP67 modules and valve-manifold connections. With exchangeable fieldbus modules, it facilitates fieldbus interfaces for most standard fieldbuses and real-time Ethernet. It has a bus-independent backplane and offers a separate supply for I/O and system. Removable terminals allow the system to be wired without electronic modules. The controller does not need to be programmed in order to transfer or receive I/O data on the fieldbus, and it can be configured on the fieldbus master.

**B&R Industrial Automation Corp.,** 770/772-0400.  
[www.br-automation.com](http://www.br-automation.com)



## Quick-locking connections

Speedcon quick-locking M12 connection system technology is available for the co.'s sensor/actuator boxes (SACBs). A half turn makes the connector secure, water-tight and vibration-resistant between cord sets and devices, reducing installation time by 90 percent, the co. reports. The new SACBs integrate a metal threaded slot, are completely potted and are IP65/67-rated for harsh, industrial environments. The boxes are available with 4, 6 or 8 slots and with or without LEDs. Additional features include preassembled master cables and pluggable screw connections. The technology is compatible with most M12 connectors and requires no special adapters.

**Phoenix Contact, Inc.,**  
717/944-1300.

[www.phoenixcon.com](http://www.phoenixcon.com)



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# new products equipment

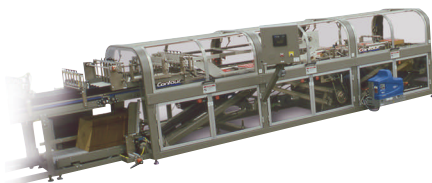
**Miniature push-connect-style fittings** Miniature fluid-power devices include a new line of push-connect-style fittings with a captured O-ring seal design for leak-resistant sealing. The stainless-steel construction withstands corrosive environments as well as applications requiring "clean" components. The fittings also feature a 10-32 thread for use in tight spaces. The installed height is 1/2 in. Initial versions are designed to fit 1/4-in.-OD tubing. In addition to an in-line configuration, elbow, tee and automatic-shutoff versions are soon to be offered, the co. reports. Push-connect-style fittings permit easy tube connecting and disconnecting. They feature O-ring seals for leak-resistant sealing at both the threaded end of the fitting and at the tubing-to-fitting interface. Applications include industrial robots, packaging machinery, lab equipment and more.

**Beswick Eng. Co., Inc.**, 603/433-1188.  
[www.beswick.com](http://www.beswick.com)



**Tray packers** Contour™ T-30 tray packers are designed to maximize convenience and efficiency with an open design for easy access to product, materials and machine components, and the use of appropriate servo technology for machine functions, reducing part costs and maintenance downtime, says the co. Other features include quick-release changeovers for efficient and simple changeovers, a low-level magazine that ensures easy blank loading and speeds to 30 trays/min. The T-30 is a versatile solution as a standalone unit or integrated with a shrink wrapper.

**Douglas Machine, Inc.**, 320/763-6687.  
[www.douglas-machine.com](http://www.douglas-machine.com)



**Mounted bearing units** The Marathon® series of mounted bearing units is developed for applications in food, beverage, meat, poultry and other industries where operations are routinely subjected to washdowns and corrosive elements. With a patented dual-sealing system to promote extended service life and to inhibit potentially damaging contamination, the units are designed with high-quality coated or stainless bearings. Rubber seals are bonded to AISI 304 stainless steel for superior corrosion-resistance, with USDA-approved sealed-for-life lubricants.

**SKF USA**, fax: 215/513-4736.  
[www.mrcbearingservices.com](http://www.mrcbearingservices.com)



**Banding machine** The EZ-100 HS continuous-motion tamper-evident banding machine is reportedly capable of speeds to 500 bottles/min. Currently pending patent approval, the machine has the capacity to band caps up to 50 mm dia. With a single-head design and a small footprint, it can be easily integrated with existing lines. Quick and easy changeover allows for banding of numerous skus. An optional feature allows the machine to operate with modulating conveyor speeds, going faster or slower based on downstream needs. The machine is designed for beverage, water and related industries.

**Axon Corp.**, 919/772-8383.  
[www.axoncorp.com](http://www.axoncorp.com)



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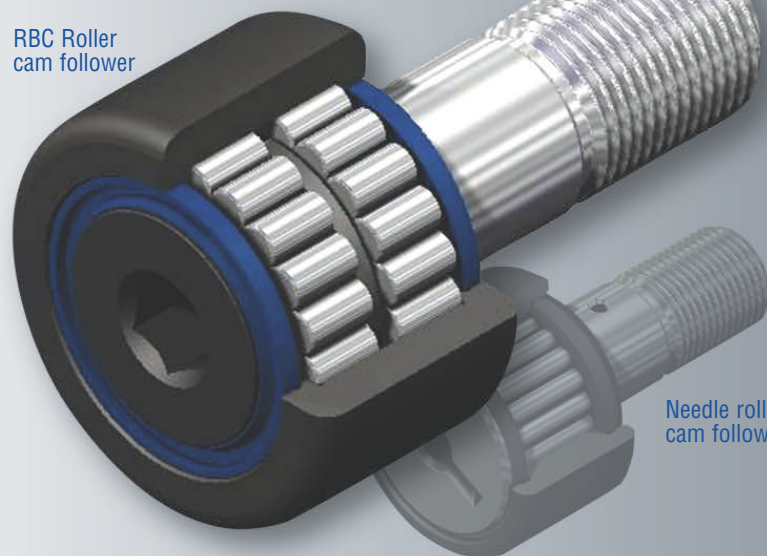
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# new products equipment

## Augmented stretch wrappers

Semi- and fully automatic Wulftec® stretch wrappers can now be augmented with the co.'s wireless RFID reader system to boost the reliability of signal capture. The reader, attached to the machine's film-feeding unit, allows it to read RFID tags continuously as the pallet load rotates during the wrapping process. This reportedly increases the reliability of signal capture by 20 percent—a significant improvement over single-pass portal systems, the co. says. To further minimize incorrect signal capture, the reader stops automatically when the stretch wrapper stops.

**Wulftec International, Inc.**, 877/985-3832.  
[www.wulftec.com](http://www.wulftec.com)

## Manual clamps

Toggle-Lock Plus™ is a new generation of manual clamps reportedly designed with maximum safety and ergonomic benefits in mind. The clamps are designed to help maintain the over-the-center toggle position in applications where there is apt to be movement or vibration, such as transfer lines. In addition, higher levels of reliability reportedly are achieved with the new toggle when moving a fixture from point A to point B or where an entire component is being relocated.

**DE-STA-CO**, 248/397-6700.  
[www.destaco.com](http://www.destaco.com)



## Extraction diptubes

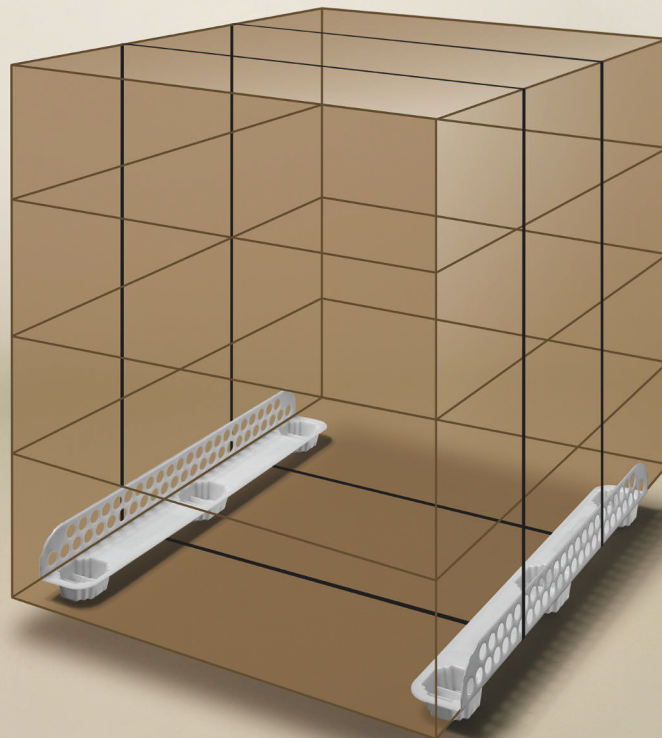
For easy, safe removal of aggressive chemical media from intermediate bulk containers, drums and other rigid units, there is DrumQuik®, a series of extraction diptubes. Using a diptube integrated with a quick-disconnect coupling, the structure ensures reliable connection of liquid lines and spill/fume-free extraction of chemicals in a completely closed system. DrumQuik consists of vent-check seals, multiple port options and automatic shutoff valves, with natural, virgin PTFE, PP and PE material options assuring excellent chemical compatibility and purity, the co. says. Mechanical keying and IdentiQuik™ RFID options prevent misconnections and track chemical inventory, while foot valves and back-flow check valves prevent product back flow that can result in a loss of pump prime during shutdown.

**Colder Products Co.**, 651/645-0091.  
[www.colder.com](http://www.colder.com)

## Collator/cartoner

A new, automated system for collating and packing flowrapped cereal and other confectionery bars is aimed at end-load carton formats. Said to perform with lower machinery costs than robotic pick-and-place systems, plus considerable savings in materials and plant space, the Racetrack cartoner erects, loads and seals end-load cartons at speeds to 400/min in a single unit. Eliminating the need to change carton style or re-originate carton supplies, the system includes a collator/loader with twin servo-driven belts, each with nine pockets, to deliver various product counts, including layered bars, to a synchronized, indexing-motion SL902 carton end loader. Cartons from a motorized magazine are erected by a triple-head rotary feeder and are loaded into the pocketed infeed conveyor by a compact overhead pusher unit, also servo-driven and triple-headed.

**Bradman Lake, Inc.**, 704/588-3301.  
[www.bradmanlake.com](http://www.bradmanlake.com)



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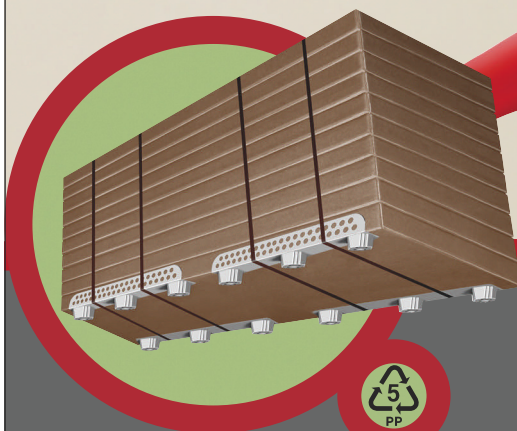
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## new products materials

**Closure** For inverted or upright containers with 33/400 or 38/400 neck finishes, a new, stock, 2.2-in. EasyFlow™ valve-dispensing closure uses a patent-pending, two-material-molded valve engine pairing a flexible dispensing valve and a rigid retaining ring in one component, offering easy insertion in applications with 28 mm or larger. The closure is aimed at a large array of products and viscosities.

**O-I Closure & Specialty Products**, 419/247-8640.  
[www.o-i.com](http://www.o-i.com)



**Spray bottle** Directed at packaging a variety of home, garden and automotive products is a new 22-oz PET sprayer bottle. Made with a 28/400 neck finish to suit most popular trigger-spray dispensing closures, the bottle is made available in order quantities as low as one carton, the co. says.

**Silgan Plastics**, 770/243-5280.  
[www.silganplastics.com](http://www.silganplastics.com)



**Ink** Primarily used for nonporous surfaces, 25YEL is a yellow, pigmented, ketone-based ink with an under 3-sec drying time, depending on the substrate and environmental conditions. It is said to provide a bright, high-contrast opaque mark on dark, colored substrates.

**InkJet, Inc.**, 800/280-3245.  
[www.inkjetinc.com](http://www.inkjetinc.com)



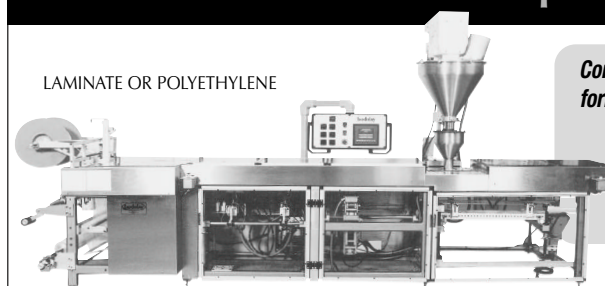
**Label paper** Aimed at the needs of breweries' high-speed bottling lines, a new label-paper grade for self-adhesive applications is being developed. To optimize production capabilities, the co. says it is testing extensively all facets of label production, from printing, lamination and die-cutting through automated application systems. It says it sees the new paper offering a "significant cost savings over film and less price volatility."

**Stora Enso Global Specialty Papers**, 715/345-8060.  
[www.storaenso.com](http://www.storaenso.com)

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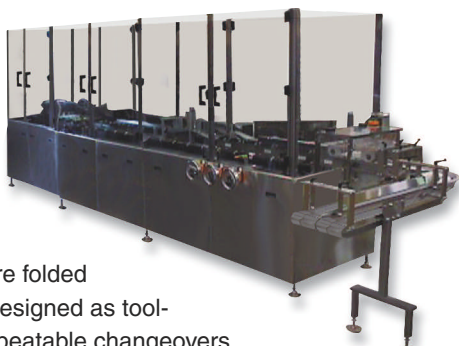
## new products equipment

**Bag printer/dispenser** The GTBD is a taped-bag printer/dispenser designed to offer significant time, labor and cost savings over hand bagging of meat or other odd-shaped products. Sold as a unit or in a bank of up to 14 machines, each with a different size bag so operators may choose the most appropriate size, GTBD prints individual bags on-demand, one at a time, with date codes, product descriptions or other data. It may be ordered with a wet-ink printer, with a 2×2- or a 2×4-in. print area, or a programmable ink-jet printer.

**Greydon, Inc.**, 717/848-3875  
[www.greydon.com](http://www.greydon.com)

**Blister-card machine** A high-speed blister-card machine aimed at pharmaceutical marketing requirements emphasizes modular design and size-change flexibility. One version automatically handles and folds heat-sealed blister-cards; a second saves costs with an in-line, fully automated hot-melt glue alternative. Wallet-style cards are folded at speeds to 300/min, with changeovers designed as tool-less subassemblies, for quick, reliable, repeatable changeovers. All modules and components are cGMP- and CFR Part 11-compliant.

**MGS Machine Corp.**, 763/425-8808.  
[www.mgsmachine.com](http://www.mgsmachine.com)



**Weigh/price labeler** The redesigned WPL-1500x continuous-motion, fully automatic system is directed at use with high-speed wrapping and tray-lidding machinery for the protein industry. With precision digital loadcell and printing options including bottom-label applicators, the machine has a 15-lb weighing capacity (35-lb optional) and is capable of printing 16 in/sec and 150 packages/min. Data are managed using a PC with Pentium technology, as well as wired and wireless Ethernet.

**Ossid Corp.**, 800/334-8369.  
[www.ossid.com](http://www.ossid.com)



### Temperature-measurement system

Developed for refrigerated food applications is the Celsius nondestructive temperature-measurement system. By reportedly yielding consistent accuracy from -22 deg F to +86 deg F within ± 36 deg F, the system manages and controls energy costs, claims the co. Without an intrusive probe, the unit includes a gold-plated chamber to minimize energy absorption and boost accuracy; easy programming for up to 100 products via a control-panel graphic interface; a bar-code scanner, saving operator entry time; and a data download to a Windows NT network via Ethernet or a built-in floppy-disk bay.

**Loma Systems, Inc.**, 630/681-2050.  
[www.loma.com](http://www.loma.com)



**Leak detector** The Leak-Master Inline is offered as a micro leak-detection system for MAP applications with a reported process speed of 15 cycles/min. Said to be easily synchronized with the cycles of packaging machines, the unit is produced in vacuum chamber sizes to 17×25×17 in. It uses CO<sub>2</sub> as a trace gas, testing the newly produced flexible or rigid packages by removing one of them for placement in the chamber. A sensor reacts within seconds to any leakage, the co. says, with an integrated touchscreen control administering all measured results, which can be exported to an MS Excel spreadsheet.

**Witt Gasetechnik GmbH & Co. KG**, 02302-89010.  
[www.wittgas.com](http://www.wittgas.com)

## drying experience



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# new products

## equipment



**Thickness gauges** The MBT™ 7200 and the MBT™ 7400 join a family of thickness measurement products. Said to be capable of measuring all types of nonferrous materials up to 10 mm thick, the sensors are made in a variety of ball sizes. The probes are made through a process called integrated digital signal processing (SIDS), where all measuring signals are created and completely processed inside the sensor. Battery-operated and portable, the

units enable the transfer of stored measurements to other devices via an RS232 port.

**Agr International, Inc.**, 724/482-2163.  
[www.agrintl.com](http://www.agrintl.com)

**RFID label printer** Able to encode and verify RFID labels, the new AP 5.4 RFID printer produces 1D and 2D bar codes, graphics and human-readable copy on label surfaces. The microprocessor-driven unit features detect and reject capability for improperly encoded labels, which are identified via a printed marker. The printer can accommodate 4×2-, 4×4- and 4×6-in. RFID label sizes. Featuring Ethernet, serial and parallel interfaces, the printer can be controlled and operated from a remote PC. An echo-command function displays the same command simultaneously on the printer's display screen and the remote PC's monitor. According to the co., the AP 5.4 RFID can perform most real-world RFID labeling tasks as quickly and efficiently as any RFID printer on the market, but has a lower price than many continuous-duty RFID printers.

**Avery Dennison Printer Systems**, 215/728-8054.  
[www.ris.averydennison.com](http://www.ris.averydennison.com)

**Moisture analyzer** The new Computrac® Vapor Pro® moisture analyzer has won approval and conformity to ASTM method D7191-05, Standard Test Method for Determination of Moisture in Plastics by Relative Humidity, the co. says. Developed as a quick, easy and cost-effective alternative to titration methods, the analyzer was reportedly adopted by ASTM after its most recent round of balloting last fall. The co. notes that many customers have been seeking a reagent-free ASTM method that would allow them to quickly and easily test for moisture in their raw materials and finished products, and sees this as a "safe and cost-effective alternative."

**Arizona Instrument LLC**, 800/290-1414.  
[www.azic.com](http://www.azic.com)



**e-Pedigree software solution** A new software solution, consisting of the ePedigree System, the ePharma Application Suite and the RFID Data Management Server, has been launched to help pharmaceutical companies comply with various state pedigree legislation and to take advantage of current or future investments in RFID. e-Pedigree management enables pharmaceutical companies to create, send, receive, authenticate and digitally sign electronic pedigree documents in compliance with state legislation. The new solution, which enables item-level e-Pedigrees to be linked to an RFID tag on a drug as it travels through the supply chain, provides an added level of granularity and security to the pharmaceutical supply chain, the co. says. The system offers both nonserialized pedigrees to enable regulatory compliance and serialized pedigrees to streamline the supply chain and increase patient safety. The RFID Data Management Server enables the persistence, query and analysis of RFID data with advanced support to correlate RFID events with business activities. The solution integrates RFID data with back-office enterprise systems. The server is powered by a TigerLogic XML Data Management Server and by Sun Java System RFID software.

**Raining Data Corp.**, 949/442-4400.  
[www.rainingdata.com](http://www.rainingdata.com)

## INDUSTRY happenings

Visit [www.packagingdigest.com/info/events](http://www.packagingdigest.com/info/events) for more event information.

**May 7-9 Spring/Midwest Fancy Food Show.** McCormick Place, Chicago. 212/482-6440.

[www.fancyfoodshows.com](http://www.fancyfoodshows.com)

**May 8-9 The PETnology Forum 2006.** Holiday Inn Munich-City Centre, Munich, Germany. 49 (0) 941-8702374.

[www.petnology.com](http://www.petnology.com)

**May 16-18 The Packaging Summit 2006.** Donald E. Stephens Convention Center, Rosemont, IL. 262/782-1900. [www.pkgs Summit.com](http://www.pkgs Summit.com)

**May 17-19 18th Intl. Brand Design Conference.** Marriott Chateau Champlain, Montreal. 617/338-6380. [www.dmi.org/branddesign](http://www.dmi.org/branddesign)

**May 18-19 IoPP Annual Meeting.** Sofitel Chicago O'Hare, Rosemont, IL. 630/544-5050. [www.iopp.org](http://www.iopp.org)

**May 19 Coding, Marking and RFID in Cell Phone Packages Seminar.** Binhai Intl. Exhibition Center, Tianjin, China. 0086 10 6642 2042-241. [www.pdcmag.com](http://www.pdcmag.com)

**May 24-25 China Pack.** Hotel Allegro, Chicago. 207/781-9602. [www.pira.co.uk](http://www.pira.co.uk)

**June 6-8 EastPack 2006.** Jacob K. Javits Convention Center, New York. 310/445-4200.

[www.eastpackshow.com](http://www.eastpackshow.com)

**June 6-8 Global Pouch Forum 2006 & Technology Exhibition.** InterContinental Buckhead, Atlanta. 610/935-2183. [www.packstrat.com](http://www.packstrat.com)

**June 6-8 Sensors Expo & Conference.** Donald E. Stephens Convention Center, Rosemont, IL. 888/552-4346. [www.sensorsexpo.com](http://www.sensorsexpo.com)

**June 12-13 Packaging Services Summit Europe 2006.** Hotel Okura Amsterdam, Amsterdam, The Netherlands. 44 (0) 8846 2700. [www.packservicesexpo-europe.com](http://www.packservicesexpo-europe.com)

**June 15-17 Print + Pack Expo 2006.** Hong Kong Convention & Exhibition Centre, Hong Kong. 852/2865 2633.

[www.printpackexpo.com](http://www.printpackexpo.com)

**June 19 New Technologies in Pharmaceutical Packaging Seminar.** Beidaihe, China. 0086 10 6642 2042-241. [www.pdcmag.com](http://www.pdcmag.com)

**June 19-23 NPE 2006: The Intl. Plastics Showcase.** McCormick Place, Chicago. 800/SPI-0015. [www.npe.org](http://www.npe.org)

**June 20-22 MSU's Universal Package '06.** Henry Center for

Executive Development, Lansing, MI. 517/355-4556.

[www.universalpackage.msu.edu](http://www.universalpackage.msu.edu)

**June 27-30 ExpoPack Mexico 2006.** Centro Banamex, Mexico City. 703/243-8555.

[www.expopack.com.mx](http://www.expopack.com.mx)

**July 11-13 ProPak China.** Shanghai, China. 44/20.7840.2111. [www.propakchina.net](http://www.propakchina.net)

**July 12 Innovative Dairy Packaging Seminar.** Shanghai, China. 0086 10 6642 2042-241.

[www.pdcmag.com](http://www.pdcmag.com)

**July 17-19 Fundamentals of Packaging Technology—Semester 1.** Hilton Minneapolis/St. Paul, Minneapolis. 630/696-4010.

[www.iopp.org](http://www.iopp.org)

**July 19-21 Fundamentals of Packaging Technology—Semester 2.** Hilton Minneapolis/St. Paul, Minneapolis. 630/696-4010.

[www.iopp.org](http://www.iopp.org)

**Aug. 14-16 Fundamentals of Packaging Technology—Semester 3.** Hilton Minneapolis/St. Paul, Minneapolis. 630/696-4010.

[www.iopp.org](http://www.iopp.org)

**Aug. 16-18 Fundamentals of Packaging Technology—Semester 4.** Hilton Minneapolis/St. Paul, Minneapolis. 630/696-4010.

[www.iopp.org](http://www.iopp.org)

**Sept. 11-14 Label Expo Americas.** Donald E. Stephens Convention Center, Rosemont, IL. 262/754-6931. [www.labelexpo-americas.com](http://www.labelexpo-americas.com)

**Sept. 12-13 Biodegradable Plastics in Packaging.** Hotel Allegro, Chicago. 207/781-9628. [www.pira.co.uk](http://www.pira.co.uk)

**Sept. 12-14 HBA Health & Beauty America.** Jacob K. Javits Convention Center, New York City. 212/600-3351. [www.hbaexpo.com](http://www.hbaexpo.com)

**Sept. 26-28 Sustainable Packaging Forum.** Crowne Plaza St. Paul Riverfront, St. Paul. 800/524-7225. [www.packstrat.com](http://www.packstrat.com)

**Oct. 29-Nov. 2 PACK EXPO International.** McCormick Place, Chicago. 703/243-8555.

[www.packexpo.com](http://www.packexpo.com)

**Oct. 29-Nov. 2 CPP Expo.** McCormick Place, Chicago. 201/543-5060. [www.cppexpo.com](http://www.cppexpo.com)

**Oct. 29-Nov. 2 Processing Expo.** McCormick Place, Chicago. 703/761-2600. [www.foodprocessingmachinery.com](http://www.foodprocessingmachinery.com)



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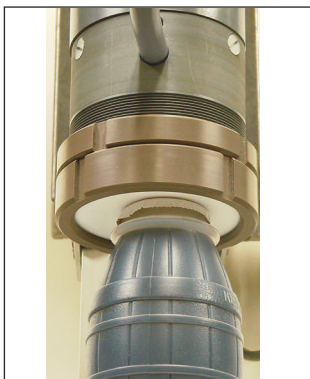
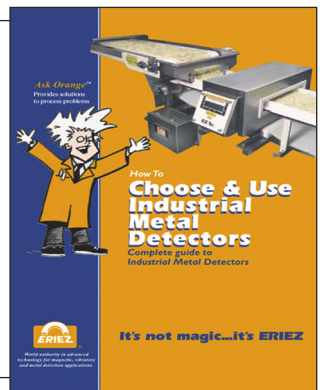
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# newsmakers

## MOVERS & SHAKERS

### Barry-Wehmiller Design Group

appoints David Stahlman to the newly created partner position of CFO & professional development. He has been with the Design Group since 1993.

**Maxcess Intl.** promotes Marcel Hage to the newly created position of president,



Marcel Hage  
President, North America  
and Exports  
Maxcess Intl.

North America and Exports. He joined the company in 2000.

**AEP Industries, Inc.** adds Chris Squier as division manager for its PROformance Films Group.

**Dorner Mfg. Corp.** appoints John

Kuhn food marketing manager.

**HUECK FOILS** names Michael Finnegan director of manufacturing at its Blythewood, SC, facility, Frederick J. Lutz director of sales and service, and Neville Hargrave-Thomas account executive.

Joe Piccione has been appointed president, of **Innovia Films, Inc., Americas**. He was previously president of Filtrona Extrusion.

Bob Pordon, who joined **Bobst Group USA, Inc.** in 1980, is the new CEO of the company. He most recently served as executive vp.

### Hayssen Packaging Technologies

promotes Bob McClellan to product support manager.

**Novapak Corp.** names Richard Davis regional sales manager.

### Sun Chemical

appoints Greg Lawson as president of U.S.

Ink, which is one of Sun's business units. He joined Sun in 2002 as executive vp of U.S. Ink.

**Multivac, Inc.** appoints Brandon White as regional sales manager based out of Salt Lake City.

Mark E. Celmer is named CEO by



Joe Piccione  
President  
Innovia Films, Inc.



Bob Pordon  
CEO  
Bobst Group USA, Inc.

**Multisorb Technologies** in addition to retaining the position of president.

**World Wide Packaging** appoints Colin Clasen to vp/Sales Midwest.

**Uniloy Milacron** names Dave Skala vp and gm of Uniloy Milacron North America; Mark Jenkins to director, Uniloy Services; Rich Smith to director, marketing and sales, Reciprocating Screw Technologies; and Dan Meehling to new business development manager for nonreciprocating products.

## ON THE MOVE

**PakTech** expands its applicator department to provide customers with handle-application equipment.

**Surefill, LLC** starts production at its contract-manufacturing plant in Kentwood, MI.

**Last Exit LLC** forms a new company in Cortland Manor, NY, to supply unique package accents.

With seven months to go before PACK EXPO International 2006 opens, the **Packaging Machinery Manufacturers Institute** expands exhibit space in the Containers & Materials pavilion to meet increased demand.

**HK Systems, Inc.** breaks ground for a

new 87,000-sq-ft manufacturing and distribution facility in Salt Lake City.

The **Packaging & Label Gravure Assn. Global** establishes the PLGA Global Educational Foundation

and elects Bill Klein executive director.

**TGW-ERMANCO, Inc.** opens a new Assembly and Technology Center.

**Crown Holdings, Inc.** increases its capabilities to manufacture specialty beverage can sizes at its plants in Batesville, MS, and Montreal.

**Jettrion, LLC** builds a 35,000-sq-ft headquarters and dedicated ink-jet facility in Ypsilanti, MI.

## BUYING & SELLING

**Alcan, Inc.** sells selected assets of its North American Packaging Plastic Bottle business to **Ball Corp.** for \$180 million.

**AEP Industries, Inc.** acquires Mercury Plastic's Bowling Green, KY, coextruded film plant.

**MonoSol LLC** acquires Greensol S.A., based in Sens, France.

**ABB** and **Tetra Pak** sign a global purchasing agreement for worldwide implementation of ABB's automation products. The contract is for ABB's

Continued on page 79



# marketplace

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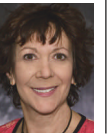
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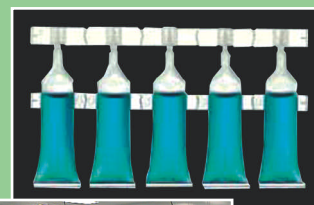
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System 800xA Extended Automation. **Technik Packaging Machinery** signs as North American dealer for ASA Systems of Mainhausen, Germany, which supplies modular-conveyor technology.

CELEBRATING

The **Packaging & Label Gravure Association Global** presents its third-annual Lifetime Achievement Award to Bill Klein, president, Business Factors, Inc., and executive director of the PLGA Global Educational Foundation, Inc. The **National Assn. of Container Distributors** awards its 2006 NACD Achievement Award to Harris A. Smith and its 2006 NACD Supplier of the Year Award to **Seaquist Closures**. The **Foil Stamping and Embossing Association** announces that Thomas J. Cullen, Apex Die Corp., is the recipient of its 2006 Lifetime Achievement Award. Cullen is a 40-yr veteran in the industry,



Bill Klein  
President  
Business Factors, Inc.

including a 25-yr tenure with Master Printers of America..

ACCORDS

**Thermo Electron Corp.** partners with the Department of Food Science and Nutrition at the University of Minnesota in a two-year research project to investigate factors that control food safety and quality. **SYSTECH Intl.** engages **Domino Printing Sciences plc** to deliver full track-and-trace capabilities for pharmaceutical manufacturers. **Toyo Jidoki Co., Ltd.** appoints **Packaging Technologies & Inspection, LLC**, as its U.S. distributor for all TYJ filling and sealing machines.

HAPPENINGS

**The Computing Technology Industry Association (CompTIA)** announces its launch of a vendor-neutral RFID-certification program, developed along with 20 global RFID organizations. **KUKA Robotics Corp.** donates \$1.5 million and a KUKA KR 15SL stainless-steel robot to the College of Computing at Georgia Tech. The gift endows the KUKA Chair of Robotics.

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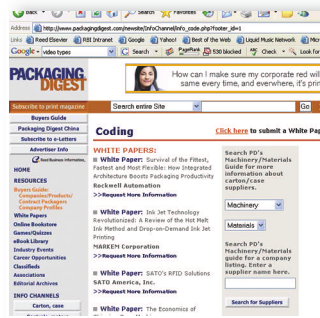
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## Online Exclusive: Healthcare Compliance Packaging Council names winners

Winners for 2005, judged during Interphex, include a new Innovative Design category for packs not yet licensed and the top winner, with an embedded RFID tag for tracking medication compliance.

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# newsbytes

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## Freshness label senses Modified Atmosphere Packaging (MAP) in 2006

A U.S.-based food sensor company is launching two labels that will detect spoilage on meat packaging. One of the labels is designed for modified atmosphere packaging (MAP) and the other, freshQ, will be for standard meat packaging.

## Aseptic bottle combines advantages of carton and plastic

Tetra Pak has launched what it claims is the world's first aseptic carton bottle, a container with a plastic, transparent top.

## Tesco behind on RFID deadline

The U.K.'s number one supermarket, Tesco, says it is no longer on track to rollout radio frequency identification (RFID) in 1,400 stores by mid-2006.

## Fighting obesity, 100 calories at a time

The number of new packaged foods and beverages launched in the U.S. in 100-calorie pre-packaged portions has mushroomed from nine in 2003 to 33 in 2005. Campbell Soup's Pepperidge Farm unit has just announced the launch of Goldfish 100-calorie pouches for "snacking on the go."

## FDA issues draft guidance for safe production of fresh-cut fruits and vegetables

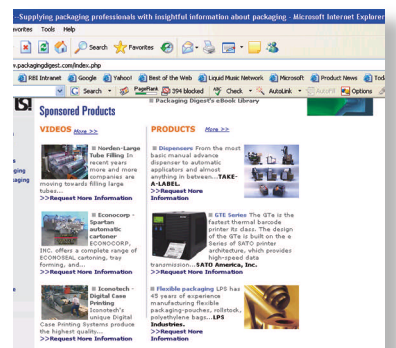
To minimize microbial food-safety hazards common to the processing of most fresh-cut fruits and vegetables in a ready-to-eat form, the FDA has published a draft guidance document for producers of fresh-cut produce.

## Coca-Cola tests soft drinks for benzene

Coca-Cola has said it was testing its soft drinks around the world for benzene, as the group sought to reassure consumers that soft drinks were only a very small contributor to daily benzene intake.

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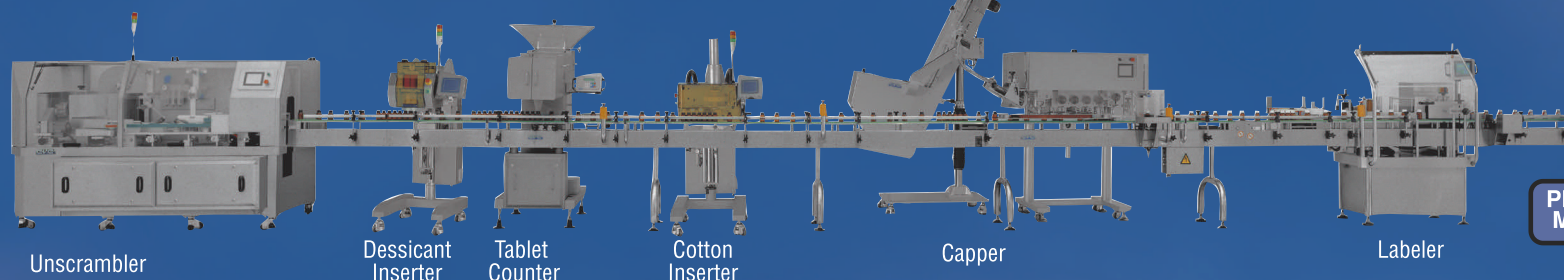
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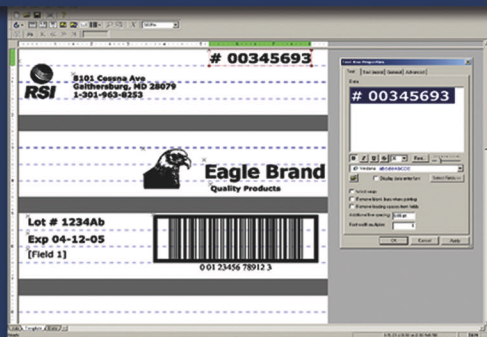
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