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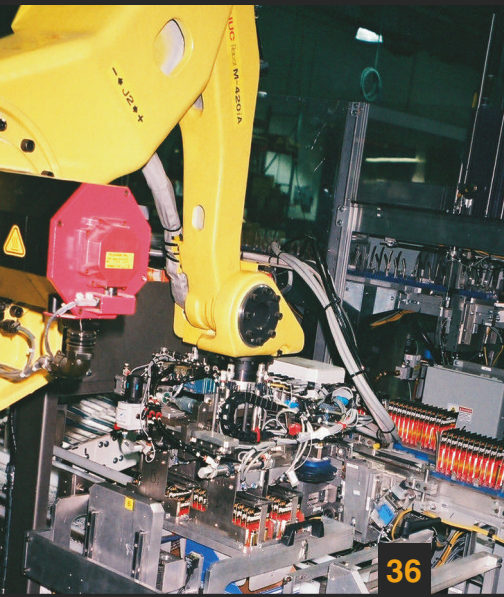
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web exclusives

Distributors award creative packs

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Saks perfects DC flow-through

Read about how Saks, Inc.'s distribution center in Steele, AL, decreases labor-handling costs and cycle times as a showpiece of flow-through ingenuity at www.packagingdigest.com/info/saks06

China's middle class drives growth

For converters, some of the most important numbers are reflected in China's new, burgeoning middle class, says the head of U.K.-based Pira Intl. Read more at www.packagingdigest.com/info/convert

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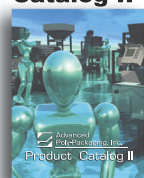
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staff

Editorial/Production Offices

CHICAGO

2000 Clearwater Dr., Oak Brook, IL 60523
630/288-8000 Fax 630/288-8750
e-mail: packagingdigest@reedbusiness.com



Mary Ann Falkman



Lauren R. Hartman

Mary Ann Falkman, Editor
630/288-8748
mfalkman@reedbusiness.com

Lauren R. Hartman, Senior Editor
630/288-8749
lhartman@reedbusiness.com



Anne Marie Mohan



Jack Mans

Anne Marie Mohan, Senior Editor
630/288-8746
amohan@reedbusiness.com

Jack Mans, Plant Operations Editor
630/288-8747
jmans@reedbusiness.com



Lora Lee Gelles



Grant Gerke

Lora Lee Gelles, Art Director
630/288-8566
lgelles@reedbusiness.com

Grant Gerke, Web Editor
630/288-8744
ggerke@reedbusiness.com

Bernard Abrams, Contributing Editor, BernieAbrams001@aol.com

Pauline Covell, European Editor, mediapack@btinternet.com

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

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

Rose Logusz, Classified Production, rlogusz@reedbusiness.com

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

Tad Smith, CEO

Jeff Greisch, President, Chicago Division

John Poulin, Senior Vice President, Finance



Steven Reiss



Bob Heitzman

Steven Reiss, VP, Publishing Director
630/288-8807
sreiss@reedbusiness.com

Robert Heitzman, Publisher Emeritus
630/288-8735
rheitzman@reedbusiness.com

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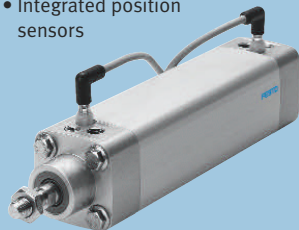
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design trends

V8 juices up a hot-fill bottle for veggie/fruit fusion



Campbell Soup Co.'s V8® V.Fusion™ vegetable and fruit juice combination beverage offers a serving of vegetables and a serving of fruit in one bottle. Spotted among several new products on view at the Campbell Soup Co. booth at the Food Marketing Institute show in Chicago in May, the 100-percent juice beverage is high in antioxidants and comes in three flavors: Strawberry Banana, Peach Mango and Tropical Orange. The juice is available in a clear, curvy, polyethylene terephthalate bottle in a 12-oz single-serve and a 46-oz multiserve size.

Produced by **Amcor PET Technologies** (www.amcor.com), the hot-filled, rib-paneled bottles wear attractive sleeve labels awash in zingy fruit and vegetable graphics that hark

back to the original V8 designs. Created by Campbell's in-house graphics design center, the graphics also include a description at the neck of each label in a band of blue and white, proclaiming, "Full Serving Vegetables" on one side and "Full Serving Fruits" on the other. **Fort Dearborn** (www.fortdearborn.com) furnishes the 50-micron, Hi Shrink polyethylene terephthalate glycol (PETG) film sleeve label, which is presently flexo-printed in 10 colors. **Silgan Closures** (www.silganclosures.com) provides the twist-off caps in red, orange and yellow.

Launched with in-store sampling that began in January and continued through early spring, the 12- and 46-oz bottles are now available nationally for \$1.79 and \$3.89, respectively.



Oval tissue boxes update for spring

Just as it did for the 2005/2006 holiday season, Kimberly-Clark hopes to brighten spring and summer with its fashionable, oval-shaped boxes for Kleenex® tissues. The glittering, oval dispensers were such a success during the winter, that they have been re-introduced for spring in a choice of lighthearted designs in vivid colors. The new designs include a splashy, flower-like motif in tones of either green, pink/orange or blue for one group of containers, a vertical/horizontal line-art creation for another collection and more. The canisters' .016 SBS sidewalls and bases are converted and printed by **Smurfit-Stone Container** (www.smurfit-stone.com) with 50-ga polyethylene on the inside and 50-ga metallized polyethylene terephthalate holographic film on the outside. The sidewalls are sheetfed offset-printed in six colors. **Paper Machinery Corp.** (www.papermc.com) forms the canisters; **Double H Plastics** (www.doublehplastics.com) provides a snap-ring for the dispensing top that it molds of pigmented, color-matched, high-impact polystyrene and adheres to a paper/film window insert.

Clear, handled jug is the cat's meow

Morris the Cat is purring with enthusiasm about Del Monte Foods' latest launched new packaging for 9Lives® dry cat food.

The winner of the Bernard M. Seid Best of Show award in the 2006 **National Assn. of Container Distributors (NACD)** (www.nacd.net)

Package of the Year Awards Competition, the glass-clear polyvinyl chloride container is provided by distributor **All-Pak** (www.all-pak.com), which worked closely with Del Monte to provide several attributes to the package. Designed especially for introduction to the Target store chain, it holds an ample 3.5 lb of nugget-shaped food, so it has a built-in handle for carrying convenience. It's completely clear, so it provides maximum product visibility, has softened sightlines, an oval shape with a sophisticated, rather than industrial look and a value-added cap that doubles as a feeding bowl and a measuring cup, molded with graduation marks for metering out the product. The threaded cap is made from a clarified polypropylene so that consumers can see the food inside as well as a visible giveaway that fits underneath the closure/bowl.

Target likes Target-specific packaging, explains All-Pak's Steve Galligan. "Del Monte wanted to present Target with new, innovative, value-added packaging just for them. So we helped to design the container according to Del Monte's specifications and came up with a cap/bowl on the top that would include the giveaway. Del Monte decided the first giveaway would be a can of cat food. So the feeding bowl had to be designed with a recess that locks the small can in place inside the bowl to prevent movement in shipping."

The feeding bowl/measuring cup snaps over the closure, keeping the inner giveaway secure. Extrusion/blown by **Captive Plastics** (www.captiveplastics.com), the container is labeled with front and back labels featuring the familiar 9Lives graphics. The orange 110-mm PP closure and the clear PP bowl/cover on top of the cap, are injection-molded by **Almega Plastics, Inc.** The awards were announced in April during the NACD's convention in Charleston, SC. For more about these and the rest of the NACD winners, see our website exclusive for July at www.packagingdigest.com/info/nacd2006.



Low-profile 'potion' bottle debuts for yogurt

Direct from the Emerald Isle is a new, 1.8-oz, "squat-shaped," plastic container for the Yoplait Essence brand of yogurt launched last February in Ireland and Northern Ireland by Glanbia Foods. Developed and produced by **Chesapeake Corp.'s** (www.cskcorp.com) operation in Cavan, Ireland, the extrusion/blow-molded high-density polyethylene container features a unique, round-bottomed shape that resembles an old-fashioned medicine or "potion" bottle. The Cavan design team worked closely with the Glanbia marketing team to ensure that the desired shape would allow for efficient filling and sleeve labeling on Glanbia's high-speed production lines. Including the Essence brand, Chesapeake now supplies six distinctive plastic containers for Yoplait yogurt brands in Ireland. The Essence version includes six products with color-coded sleeve labels. The products are formulated to address specific health concerns among Irish consumers such as osteoporosis, high blood pressure, high cholesterol, digestion, weight control and low immunity.

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design trends healthcare

Flavor packs sweeten kids' medicine

Perhaps following Mary Poppins' sage advice about "a spoonful of sugar," McNeil Consumer & Specialty Pharmaceuticals, Fort Washington, PA, has introduced its Children's Tylenol® acetaminophen fever reducer/pain reliever in a new Flavor Creator kit that "allows children to choose a flavor based on their individual preference," relates company spokesperson Bill Pearse. "It's no secret that administering medicine to a sick child can be an overwhelming and frustrating task," he says. "The flavor packets were developed to simplify the medicating experience."

Launched in May, the kit comprises a 4-oz bottle of Children's Tylenol Cherry Blast Liquid Suspension packed in a carton along with a film bag containing 20 0.01-oz, mini stick-packs of sugar-free flavor crystals in Bubblegum (eight packets), Chocolate (four), Apple (four) and Strawberry (four) varieties. Pearse says that Cherry Burst was chosen as the base flavor, as it most universally complements the taste of the flavor crystals. "The typical response is Cherry Blast upfront, with a subsequent rush of the flavor choice from the crystals," he explains. Crystals are made with Splenda® brand sweetener, also from McNeil, along with a number of inactive ingredients.

Conveying a bit of Poppins' magic as well, the outer carton's graphics include a swirl of twinkling stars surrounding an illustration of green Apple flavor crystals being added to the red-cherry liquid medicine.

Children's Tylenol with Flavor Creator has a suggested retail price of \$8.99, which, Pearse says, results in a "modest premium" of 25 cents/dose for the crystals.



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Tooth whiteners get a charge from COC-based blister-film

Remedent, which produces oral care and cosmetic dentistry products, has created a bright idea to whiten teeth in a peroxide-laden foam sponge. With help from innovative packaging, the products, MetaTray™ and iWhite™ tooth-whitening agents, are sold through dentists and over the counter, respectively. The MetaTray sponge is blister-packed in a film made by **Tekni-Plex (www.tekni-films.com)**, based on COC (cyclic olefin copolymer) from **Topas Advanced Polymers' (www.topas.com)**. Developed on a fast track, the blister-pack incorporates the Tekniflex® COC P15P coextruded film grade, a Topas COC core layer and polypropylene. One of the outer layers is a white, low-density

polyethylene laminate, which gives the package a clean look and protects the sponge from light. Sealing the blister is Tekniflex® WSPPE peelable lidding foil, which also contains a peroxide-resistant adhesive. The blister-film's PP layers are inert to peroxide, while the COC core layer provides additional chemical-resistance, a high moisture barrier for extended shelf life and an inherent stiffness that gives the blisters a solid, luxurious feel. Users remove a foam strip from its peelable blister-pack and place it in a dental tray, which holds the strip against the teeth. Peroxide gel in the sponge bleaches tooth enamel discolored by medication, plaque, smoking, food, wear or damage. The bleaching action is fostered by heat

and light, and the temperature is elevated about 10 deg C to double the reaction speed, while a blinking light in the tray catalyzes the reaction. The COC moisture-barrier layer ensures an 18-month shelf life for iWhite and a 14-month shelf life for MetaTray. The PP/COC/PP/LDPE film also forms well on standard thermoforming lines and is claimed to have a broad thermal processing range for both forming and sealing.



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design trends

Mailing gifts of baby clothes is easy

An unusual packaging idea for baby gifts helps the gift-giver connect with the recipient in a personal and emotional way. Kee-Ka, Inc., Brooklyn, NY, markets baby clothes that are already nicely packaged in a mailing box, ready to be sent to a surprised recipient. The buyer only needs to apply the address and postage and drop it in the mail. **Stoffel Seals Corp. (www.stoffel.com)** is a key contributor to Kee-Ka's success. It created a cohesive, flat band that contains a picture of an infant girl and Kee-Ka's logo, "Wearable Greetings," that is wrapped around the mailing box. Stoffel produces the band using a four-color process to create a halftone on uncoated kraft board that is richer and more detailed than a simple, black-and-white representation. The band has an adhesive on one end and Kee-Ka simply wraps the band around the box containing the product and sticks the ends together.

According to James Lowry, business unit manager, Printing & Cohesive Division, Stoffel Seals, "Cohesive bands, manufactured by Stoffel Seals, offer a unique packaging component to bundle and promote your product. They



can be used anywhere, from initial production to final packaging. The strong cohesive we use on these bands adheres only to itself and not to the product. Combined with branding or promotional information, cohesive bands provide tons of selling power with efficient, effective and minimal packaging."

Stoffel also supplies pressure-sensitive labels containing pictures of the products and other labels containing the postage each package requires. "This has been a perfect solution for us," says Joy Swanson at Kee-Ka.

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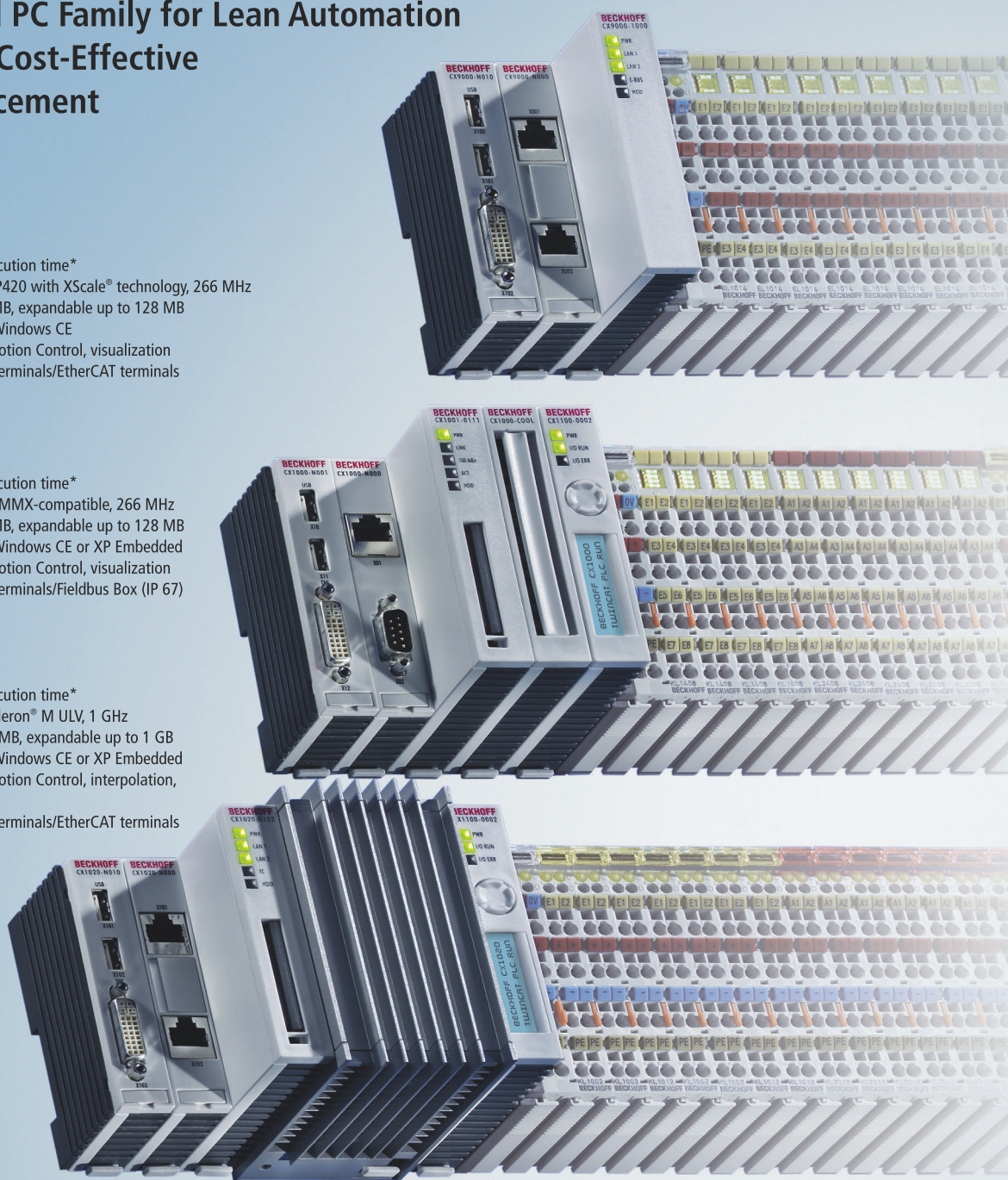
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- 60 μ s PLC code execution time*
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- Operating system: Windows CE
- Application: PLC, Motion Control, visualization
- I/O extension: Bus Terminals/EtherCAT terminals

CX1000

- \$700 (starting)
- 45 μ s PLC code execution time*
- Processor: Pentium MMX-compatible, 266 MHz
- Main memory: 32 MB, expandable up to 128 MB
- Operating system: Windows CE or XP Embedded
- Application: PLC, Motion Control, visualization
- I/O extension: Bus Terminals/Fieldbus Box (IP 67)

CX1020

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*Based upon PLC program with 1,000 lines of code.

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Ice that's not frozen is being introduced by aqualCE, LLC. Hoping to capitalize on the \$9-billion craze around bottled water, aqualCE™ is a brand new, patented product that seeks to stimulate growth in the \$2-billion packaged-ice industry. The product is shelf-stable water in a sealed tray containing 10 cubes that is frozen by the consumer after it is purchased. It offers consumers a convenient new way to have pure, clean ice ready wherever and whenever they need it. "aqualCE™ brings bottled-water quality to ice in conveniently packaged ice-cube trays," says founder and CEO, Peter Moenickeheim. The patented aqualCE is a distinctive, unique, new product that meets growing consumer demand and leverages an important market trend—the continued growth and interest in pure water as a beverage of choice. The trays of aqualCE™ allow consumers to use ice in their beverages with confidence and assurance that there will be no off tastes, odor transfer or contamination. It's also suited for connoisseurs who don't want any off-tastes ruining their drinks. The company is also developing flavored and vitamin-enhanced versions of aqualCE.

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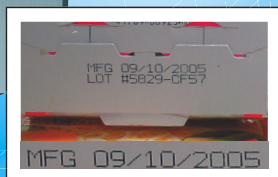
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comment

Mary Ann Falkman, Editor



Package printers: A split personality

As the commercial printing market becomes more competitive, printers and trade shops are looking for new services and markets to boost their revenues and sweeten their bottom lines. Package printing is one such opportunity.

According to a report released recently by TrendWatch Graphic Arts, a sister company to Packaging Digest, the package converting market can be approached in one of two ways: the “toe in” approach, using existing capital investments; or the “full body” approach, adopting packaging-specific workflows, output options and skill sets. These two entirely different approaches come with two vastly different potential returns on investment. Where do printers and trade shops fall along this continuum? “Printers & Packaging 2006” clearly shows that, when it comes to packaging, there’s definitely a split personality.

Quick printers are among the most likely to see opportunities in the package converting market, but they are also the least involved in the market and the least likely to be making packaging-specific investments. On the other hand, trade shops are solidly vested in the packaging market but the majority are using wide-format ink-jet printing rather than offset. Shops with digital printers are not heavily involved in packaging.

The majority of printers in the study say that packaging comprises 25 percent or less of their overall mix, but 10 percent of the converters are doing more than 50 percent of their volume in packaging. A significant number of those companies are using flexographic presses, but large-format printers, in-line flexo and gravure presses are also in use. In addition to folding cartons and labels, many printers are producing blister-packs, flexible packaging and other nontraditional applications.

“Packaging appears to offer significant opportunities for graphic arts firms, which are facing an increasingly competitive marketplace,” notes Heidi Tolliver-Nigro, TrendWatch GA analyst and author of the study. “But the realities of this marketplace mean that, in order to succeed, graphic arts firms must either make an investment in skill sets, workflow and hardware, or have a keen eye for where they can apply existing workflows with only minimal retooling. Clearly, a certain percentage of graphic arts firms have figured out the right balance for their businesses and are capitalizing on the available opportunities, but there are clearly missed opportunities and unrealistic expectations, as well.”

The full 37-page report can be ordered at www.trendwatchgraphicarts.com/ special or by phone at 866/873-6310.

Mary Ann Falkman

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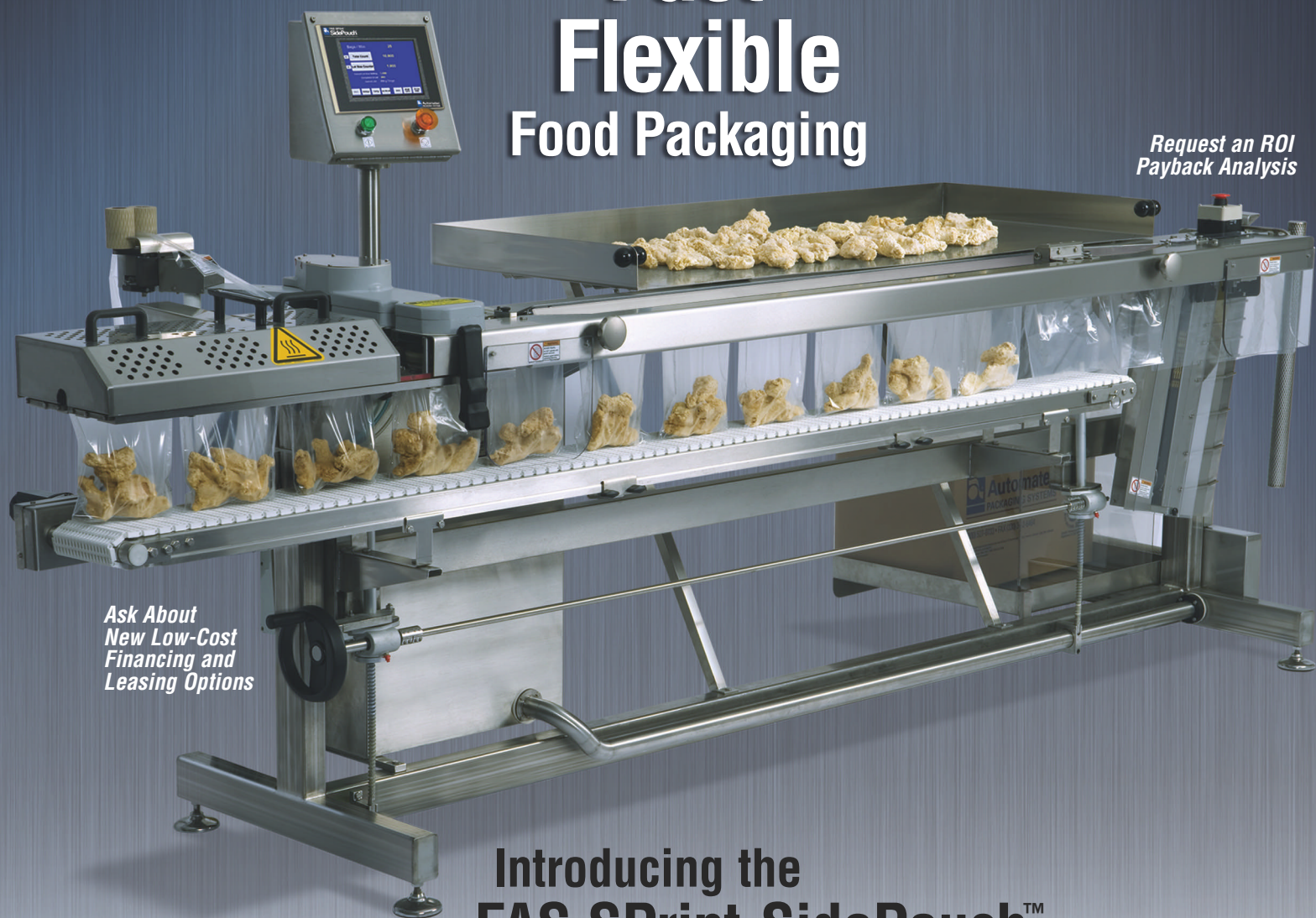


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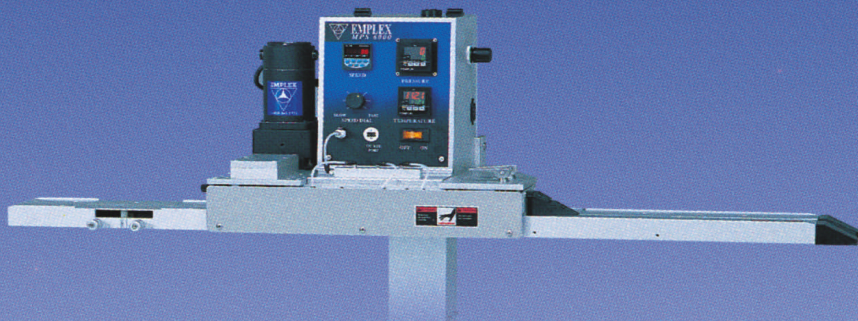
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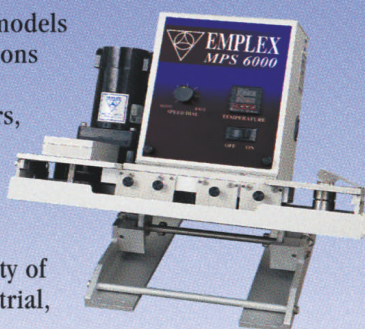


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new products spotlight

RFID products

RFID encoder/applicator An integrated RFID system is introduced to pave the way for compliance while anticipating future needs with integrated software and services. The Cimjet® RFID encoder/applicator automatically encodes and applies RFID tags to cases and cartons for higher throughput via greater tag placement accuracy and data integrity, the co. says. It works in conjunction with the RFID SmartStart™ Desktop, which offers quick RFID mandate compliance and is available in test and compliance package configurations.

Markem Corp., 866/263-4644.

www.markem.com/rfid

RFID coding/labeling A new, dual-technology solution provides users with RFID tags on products and/or verifiable ANSI Grade C or better bar codes while saving on less-demanding, human-readable descriptions and codes that must appear on cases. The IJ3000 controller introduces the flexibility of multiple printing technologies using RFID, while the fully automated PA/5000LT™ RFID adds the capability of RFID encoding. The system includes the patent-pending TampTenna™, the IJ/3000 integrated-valve ink-jet system, the IJ/300 Impulse Jet and the PA/5000LT print-and-apply labeling system.

Diagraph, 800/722-1125.

www.diagraph.com



RFID tagging system The SmartMark customized RFID tagging system is designed to solve the requirements of harsh-environment RFID tag exposure and permanent RFID tag-deployment durability. The co. has partnered with Stratum Global, an RFID applications-solutions provider and systems integrator, to offer a turnkey RFID solution, including hardware, software and SmartMark tags and labels. SmartMark tags are custom-developed to satisfy the requirements of the customer's environment and performance needs. Whatever frequency the application demands, whatever exposure challenges need to be met, be it temperature, chemical, ultraviolet light, moisture or lack of space, SmartMark tags and labels deliver RF data-capture technology to the applications, the co. says.

William Frick & Co., 847/918-3700.

www.fricknet.com

RFID tag The new V750 Series, Gen 2 (C1G2) "wave" tag is designed to deliver high-read performance in all UHF RFID frequency spectrums. UHF RFID communication bands are specified for use between 860 MHz and 960 MHz by international standards. Acceptable read/write performance has only been possible through the use of a different tag design optimized for each regional-frequency band. Demand is growing for a single RFID tag that can perform in all UHF RFID frequencies. RFID-fueled global commerce will benefit because product manufacturers can choose just one tag design for use around the world, the co. says.

Omron RFID, 888/303-7343.

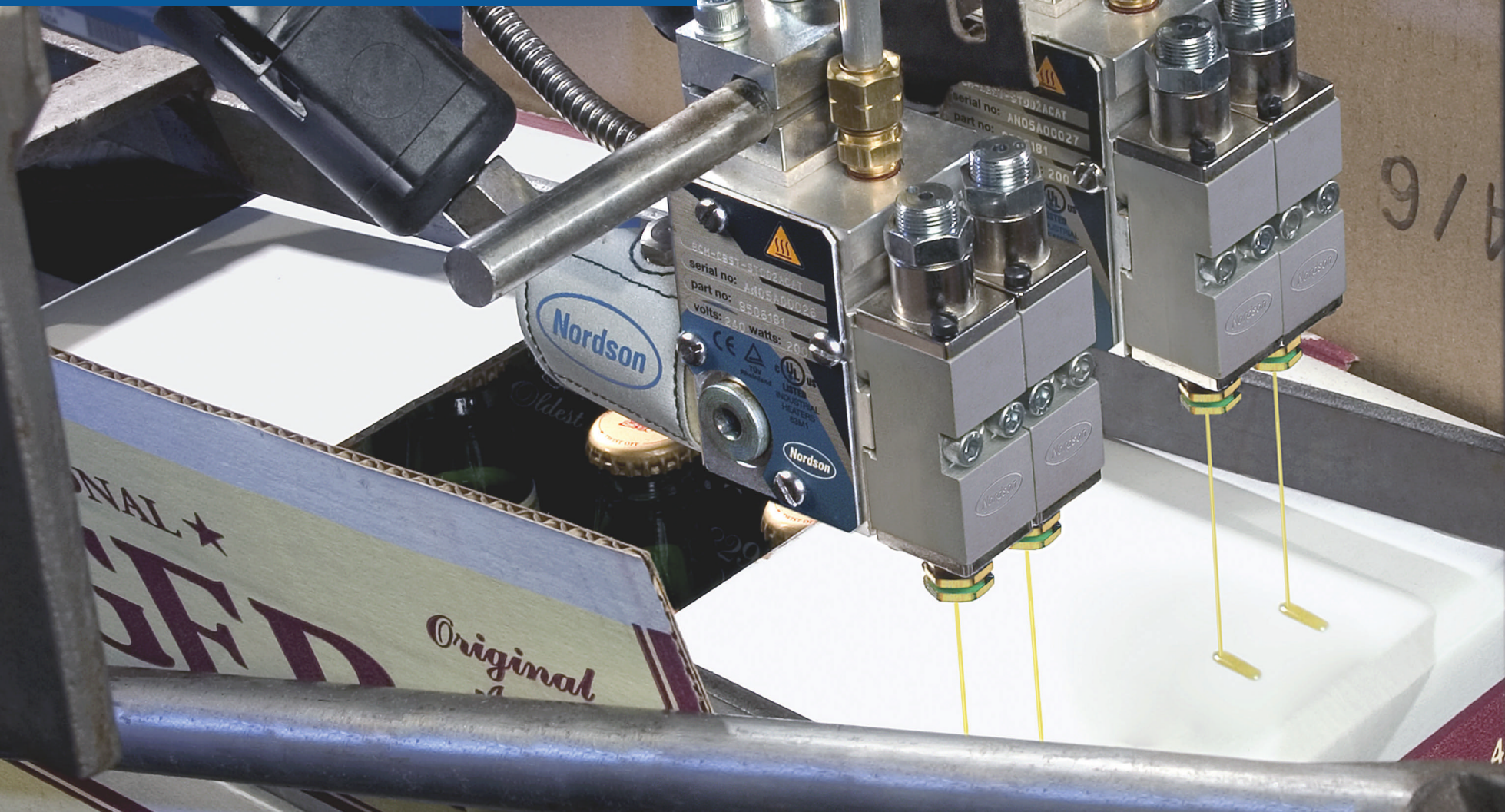
www.omronrfid.com

RFID reader The new INfinity 196 high-frequency reader module addresses a wide array of HF applications, including cashless payments, secure transactions, access control, identity or product verification and item-level tracking in supply-chain applications. The INfinity 196 multiprotocol, embedded RFID reader has been designed in a compact, yet powerful, form factor, allowing for easy integration into hand-held, portable data terminals, mobile computers, cashless payment and fixed terminals and other OEM devices. The INfinity 196 is available in both production-board versions and as part of a System Developer's Kit that allows OEM and third-party developers to exercise the capability of the module and integrate it into a variety of end-user products.

Sirit, Inc., 800/498-8760.

www.sirit.com

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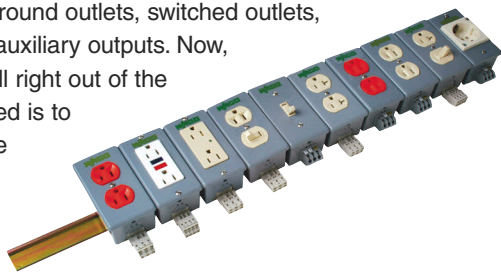
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new products equipment

Outlet box program The co. has expanded its CPO (convenient power outlet) series of DIN-rail-mounted outlet boxes. It reports that varieties have been expanded from simple, duplex outlets to versions that now include surge suppression, GFCI outlets, isolated ground outlets, switched outlets, international outlets and outlets with auxiliary outputs. Now, the CPO series comes ready to install right out of the box, the co. claims, so all that's needed is to mount them on DIN rail and terminate power to the external connectors.

Wago Corp., 800/346-7245.
www.wago.us



Induction sealing The co. reports that its flexible induction-sealing technology may be leveraged into rotary, pick-and-place, pressure-belt and tabletop systems for capless containers and capped containers lacking sufficient torque for traditional induction sealing. Its system is also seen as an alternative to conduction.

Enercon Industries, 262/250-3120.
www.enerconind.com



Flexo printer The co adds the FlexPrint Mini to its series of flexo printers. Said to have an 11½×11½-in. footprint and weigh approximately 150 lb, the printer is available with up to a 600-mm width, can print to 30 cycles/min and features odorless, ammonia-free inks, a self-contained inking system for simplified operation and a Teflon®-coated ink tray for fast ink changeover, the co. says.

Bell-Mark Corp., 973/882-0202.
www.bell-mark.com



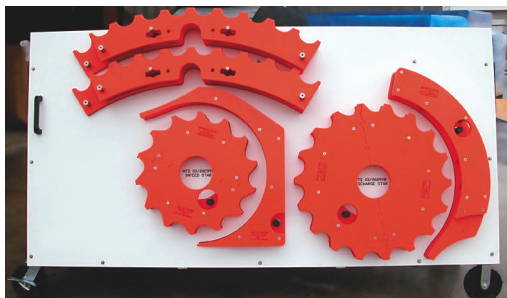
Sensors The co. reports that its PresencePLUS® P4 OMNI with bar code and P4 BCR vision sensors now read dot-peened bar codes. With a dot-peened Data Matrix® bar code applied directly, the co. notes, manufacturers needn't worry about a label falling off, and adds that the sensors, in standard and high-resolution, 1.3-megapixel models, read even partially damaged bar codes and read virtually any surface when used with appropriate lighting.

Banner Engineering Corp., 800/809-7043.
www.baneng.com



Parts cart A transportable parts cart conveniently stores container-handling sets, the co. notes, keeping all parts together and clearly labeled. An open design provides a visual guide, with an enclosed compartment for additional storage of timing screws, change parts and other components.

Morrison Container Handling Solutions, 708/756-6660.
www.morrison-chs.com



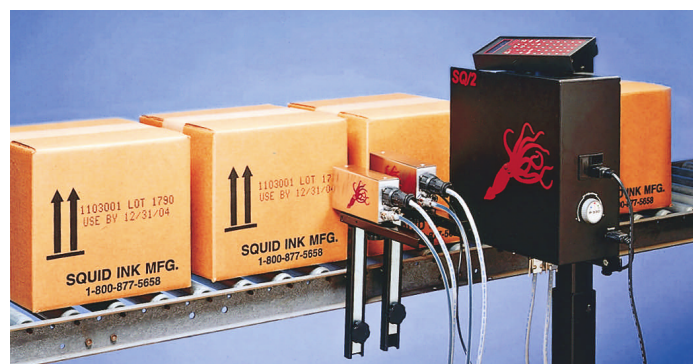
Baggers The new Autobag® AB 180 OneStep™ and AB 255 OneStep™ both offer bagging flexibility by positioning the PI 412c imprinter directly over the next bag to be loaded, thus printing and indexing in a single step, the co. explains. Designed for short production runs, spare parts distribution, build-on-demand and other operations, the technology reportedly ensures accuracy and efficiency in applications requiring frequent product and label changeovers. The AB 180 handles products in bags up to 11×25-in.; the AB 255, in vertical or horizontal configurations, handles bags from 16×27-in. Both are rated to 30/min, printing codes at up to 12 in./sec.

Automated Packaging Systems, 888/288-6224.
www.autobag.com



Robots Built to offer high-speed, flexible automation through a wide range of application requirements are the new four-axis RS series SCARA, six-axis TX series of low- to medium-payload and RX260-RX270 heavy-payload robots. Systems integration is simplified by the use of a common PC-based controls platform for the complete robot line, the co. notes, with the controller communicating via a vision system or external devices through a Serial port, Ethernet or fieldbus.

Stäubli Robotics, 800/257-8235.
www.staublirobotics.com



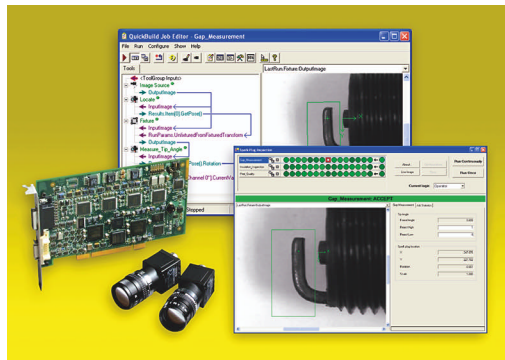
Printing system The new SQ/2® ink-jet printing system delivers high-quality dot-matrix characters on a variety of products at a cost-effective price, the co. says. The system consists of a user-friendly device, a system controller and the option of one or two printheads, and it uses the co.'s patented microchanneling technology that eliminates the need for fluid valves. Customers can choose three different print sizes: 0.75, 0.5 or 0.375 in. The system prints up to 200 ft/min.

Squid Ink Manufacturing, Inc., 800/877-5658.
www.squidink.com

Software The co. releases its TIPS® System software version 7.0 on the Microsoft Windows XP Embedded Platform, which it describes as powerful and highly scalable. The co. says the software provides maximum performance for mission-critical applications and a real-time, global view of a packaging line, with standards-based architecture designed to work seamlessly with equipment and allowing users to leverage existing technology investments.

SYSTECH International, 609/235-8408.
www.systech-tips.com

new products equipment

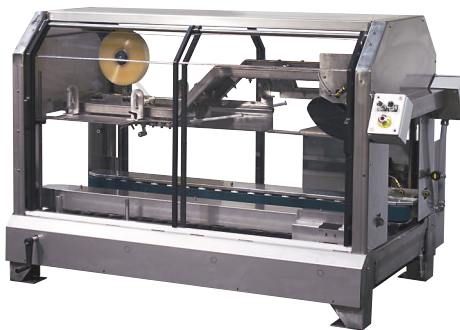


Software New features aimed at accelerating the development of PC-based machine-vision solutions for the most challenging automated inspection and QA applications are announced for the co.'s VisionPro® systems. A complete set of interactive tools for creating vision applications without programming includes the QuickBuild environment to quickly define image acquisition, vision tools and accept/reject criteria; the Communications Explorer to send inspection results to I/O lines; optional scripting to extend QuickBuild without programming the entire application; and a wizard to automatically generate a runtime application with an operator interface in a matter of minutes, the co. claims.

Cognex Corp., 877/264-6391.
www.cognex.com

Certification The co. has earned certification to use EPC Gen2 RFID inlays from both Avery Dennison and Alien Technology. The co. converts its own SmartTrak brand of RFID smart labels, and says it will use Avery's Gen2 Runway and other Avery inlays, plus Alien's Gen2 Squiggle inlay with its smart labels.

Weber Marking Systems,
800/843-4242.
www.webermarking.com



Case sealer The co. cites its new case sealer, the Model CS40-T, as a fully guarded, robust sealer capable of top-sealing cases with p-s tape at speeds to 40/min. The mechanism, reportedly packaged in a very small footprint, is produced in a mild- or stainless-steel construction and is recommended for virtually all types of production facilities.

Pearson Packaging Systems,
800/732-7766.
www.pearsonpkg.com

PDF software To help create PDF files for designing and printing packaging, the co. debuts PA:CT. Said to provide users of its ArtPro™ or Nexus™ instant access to clear information about a file and its history, the software incorporates certified PDF technology from Enfocore to deliver quality, extended rollback possibilities and session comparisons to track or alter every change made to the original file.

Artwork Systems, Inc., 215/826-4500.
www.artwork-systems.com

Motors As an alternative to servos in the small- to medium-capacity range, the co. offers its AS1xxx stepper motors with nominal current ratings from 1 to 5 amps and torques in a 0.38- to 5-nm range. The co. says in conjunction with the KL2531 and KL2541 stepper-motor I/O bus terminals and TwinCAT® automation software, the axes can be easily integrated into an application without remote amplifiers and requiring fewer components.

Beckhoff Automation LLC, 952/890-0000.
www.beckhoffautomation.com



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new products materials

Flexible packaging

PLA shrink film The co. adds a new shrink film, EarthFirst® TDO from Plastic Suppliers, made with Natureworks® polylactic acid (PLA) corn-based resin, to its lineup. The co. says the environmentally friendly, compostable heat-shrinkable film is suitable for any shrink-sleeve label project, citing its excellent machinability, clarity, printability up to 10 colors by gravure or modified flexo processes. Offers up to 75-percent shrinkage.

Seal-It, Inc., 800/325-3965.

www.sealitinc.com

Plastic Suppliers, Inc., 800/722-5577.

www.plasticsuppliers.com



Paperboard carrier A promotional 6-pack bottle carrier is developed to position the co's Kraftpak® unbleached, uncoated paperboard as an ideal packaging substrate among a growing class of craft and microbrewers. In an attempt to vividly illustrate the material's versatility, durability and capacity to present high-quality graphic treatments, the co uses its .022/63# folding carton board for the carrier with designs by Gil Shuler Graphic Design that's then offset-printed and die-cut by Cadmus Specialty Packaging Group to show off advantages of low-density, high-strength virgin paperboard. The advantages cited include comparable stiffness and superior tear strength at a much lower basis weight than competitive paperboards and added strength needed in high-moisture environments. On the conceptual carrier, highlighted sections draw attention to Kraftpak's key attributes including reliable converting performance, 2-ply design facilitating excellent printability and natural rich, brown appearance that projects an image of authentic character, the co. notes.

MeadWestvaco Corp., 843/745-3108.

www.meadwestvaco.com

Gil Shuler Graphic Design, 843/971-1216.

www.gsgd.com

Cadmus Specialty Packaging Group,

704/583-6601.

www.cadmus.com

Aromatic labels Co. reports its Rub 'N Smell shrink labels visually and aromatically distinguish packages from other category offerings without opening the

packages or compromising the products. Providing an aromatic preview are tiny fragrance beads embedded in the film, the co notes, which remain dormant until

activated by a light, gentle rubbing motion. Fragrance released is said to quickly dissipate, with successive rubbing leaving the aroma-release feature unimpaired and printed graphics unaffected.

Gilbreth Packaging, 800/630-2413.

www.gilbrethusa.com



Rollstock Aimed at processors of value-added meats and specialty cheeses is Cryovac® Rollshrink. For use with Multivac® R150, R250 or R550 systems, Rollshrink reportedly combines the skintight appearance of a bag with the loading and productivity efficiency of a rollstock, imparting a crystal clarity and vibrant gloss that make it visually appealing to retail customers. The co. says its high vacuum delivers maximal product freshness. During packaging, its bottom web forms a pocket when product loads; the top web is applied and is vacuum-sealed.

Cryovac Food Packaging Systems, 800/845-3456.

www.cryovac.com



Retort bottle Reportedly suitable for shelf-stable, low-acid, dairy-based beverages and RTD coffee is a new, panel-less retort bottle. The co. says the container protects products from oxygen, stands up to rigorous retort sterilization processing without internal panels or ribs and keeps contents shelf-stable at ambient conditions. The bottle, with an easy-open and reclosable induction-sealed closure, is available in various colors. Has excellent clarity and a curved shape.

Sonoco, 843/383-3332.

www.sonoco.com



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Testing a servo-based approach to filling equipment

A new design that is said to significantly reduce mechanical components and thus assembly time for filling equipment while boosting performance and reliability is being tested in a joint program.

With a new machine jointly developed and refined by **Mitsubishi Electric Automation, Inc.** (www.meau.com), its distributor, **SunSource** (www.sun-source.com), and **Elopak, Inc.** (www.elopak.com), an approach using a servo motion control system is in its advanced stages.

Built in Elopak's Spikkestad, Norway, facility and in limited production at a Swedish beta test site, the prototype P-S50S gabletop carton-filling machine incorporates Mitsubishi's Q Series automation platform and MR-J2 Super servos. These reportedly join seamlessly in a multiprocessor system integrating complex servo motion with machine logic control.

"Our goal," says Elopak project engineer Kenneth Poublon, "was to reduce assembly time and material costs in manufacturing the machine by simplifying its operations. After carefully evaluating several servo and motion-control vendors, we chose Mitsubishi Electric's Q Series automation platform because it integrates several types of automation processes on the same system."

Mitsubishi says that substituting servo components can simplify machine construction, unlock performance gains, add reliability, improve flexibility and extend maintenance intervals. Mitsubishi motion-control specialist Leroy Bowman notes, "By seamlessly integrating sequence control, complex servo-motion profiles, continuous process control, operator touchscreens for setup and easy adjustments for varying product viscosities, much of the traditional mechanical components and their associated issues can be eliminated from the machine."

As a cited example, one processor can coordinate 32 servo axes, each performing complex motion profiles. Another handles high-speed standard I/O and heat-sealing temperature control, while a third can serve as an Intel-based Windows PC running third-party software for data collection and reporting to the customer's enterprise system, all in a modular rack-based system with a 4×17-in. footprint.

Mitsubishi Electric Automation, Inc., 847/478-2100.

www.meau.com

Elopak, Inc., 248/486-4600.

www.elopak.com

SunSource, 888/786-7723.

www.sun-source.com

HEINZ SOUPS TRAVEL WELL IN SHELF-STABLE CUPS

Reportedly expanding its soup-to-go concept from the U.K. and Australia to Spanish and French markets, H.J. Heinz, based in Pittsburgh, is introducing microwavable, shelf-stable soup cups into greater international distribution.

The 300-g cup, holding soup varieties including gazpacho and vichyssoise for Spanish and carottes citronnees for French consumers, is thermoformed by **EDV Packaging** (www.edvpackaging.com), using a coextruded PP/EVOH/PP structure with a tapered, fluted wall that offers some insulation during consumption and resists deformation in processing. The white cup, measuring 89½ mm dia and 95 mm high, is said to combine barriers with UV inhibitors that provide excellent thermal stability through the sterilization process. The shelf life of the product is a reported 12 months.

The cup is heat-sealed with a peelable, clear lidstock with a printed shrink-sleeve label and a stacking overcap with splash guard and drinking spout for consumption convenience.

EDV Packaging, 305/728-1342. www.edvpackaging.com

Turning robots, conveyors into quick-change artists

Maximizing their potential for output with robotic precision, some machines from **AMF Automation Technologies** (www.amfautomation.com) are gaining the flexibility to become quick-change artists.

AMF's VersaPak gantry robot series and VersaTrak collation conveyors are incorporating Allen-Bradley's ControlLogix controllers and Ultra Series servo drive from **Rockwell Automation** (www.rockwellautomation.com) that reportedly enable end-users to change load parameters in minutes.

The VersaPak gantry robot is rated to 60 picks/min, handling products from 2 to 32 in. long, with a payloads to 100 lb. Its modular design is based on a belt-driven system with fixed motors that can be customized to fit most packaging applications.

The VersaTrak collation conveyor accompanies the loader with dual, servo high-speed indexing and adjustable flight spacing to group packages consistently. The loader uses Ultra Series servo drives that integrate with ControlLogix controllers through a Sercos fiberoptic interface to simplify setup, commissioning and diagnostics. Ultra drives support high-resolution feedback encoders to

Continued on page 45



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Packing nature's candy

Harry and David preserves the quality of its fragile, perishable pears and other fruit products from the tree to the table, thanks to a mobile, automatic case sealer that accepts a wide range of case sizes and can function outdoors.

Lauren R. Hartman, Senior Editor

Preserving produce quality is key for Harry and David, one of America's premier gourmet food-gift companies. For more than 70 years the Medford, OR-based company has offered luscious fruit, decadent desserts, floral gifts, home decor, elegant confections and savory treats expertly prepared using the finest of ingredients. A self-described "stickler for perfection, every step of the way," the company hand-picks each and every piece of fruit it sells.

Dominating its business, Harry and David is no ordinary mail-order house: It grows its own fruit, bakes its cakes—even makes its own chocolates in its confectionery, with the help of a fervent staff of employees, some of whom have been hand-packing its gourmet gift baskets and hand-tying satin bows for the company every Christmas for more than 45 years (the company also operates its popular Harry and David retail shops scattered across the country).

In 1934, brothers Harry and David first began selling their delicious and rare pears—the gourmet Royal Riviera® variety, specifically—to corporations.

A lot of sealers can do the basic job of taping a case. We needed one that could be moved outdoors.

The gourmet pears are so temperamental; they're only at home in the South of France or in Oregon. When business started to sour during the Great Depression, the brothers went directly to consumers and offered samples of the juicy pears to taste. Harry and David never looked back. Today, Harry



A full compression of a shipping case of pears travels through the sealer just prior to entering the sealing system's tape-head section, above. The beautifully printed shippers, below, convey downline after being taped closed.

and David sells dozens of fruit varieties, including seasonal and regional favorites such as apples, oranges, peaches, nectarines, plums, strawberries, apricots, blueberries, plumcots (a cross between a plum and apricot), figs, tropical fruits of all kinds, and even vegetables. Royal Riviera pears are still the

company's top seller.

The company supports shipments of its exclusive gifts by a most rigid guarantee: "You and those who receive your gifts must be delighted, or we'll make it right, with either an appropriate replacement or a refund—whichever you prefer."





Multicolor-printed, telescoping shippers, top, feature signature Harry and David graphics and a classic style. Compressing the overstuffed cases, above, actually protects the fruit from damage. The tapers have top and bottom cartridges that adjust to accommodate different case sizes. The company packs hundreds of different shapes and sizes of fruit.

The hundreds of different shapes and sizes of produce and other gifts are packed in a wide range of decorative, corrugated, telescoping cases featuring lids printed in multiple colors with Harry and David's signature graphics. While ensuring peak quality of all of its products is no small feat, bringing the crops to market is especially challenging. The company harvests the fruit and packs the fragile, perishable produce, as well as its delicate sweets and other items, wrapping each piece of fruit carefully by hand in gold foil or tissue-like, moisture-resistant film and placing

of carbon dioxide can increase so radically that moisture is produced, causing a rise in humidity in the package's headspace. This encourages the growth of microorganisms that spoil the soft fruit tissue.

In order to protect the physical appearance of its fruit, Harry and David adopted packaging that helps prevent spoilage and fruit-tissue damage. This meant upgrading its case-sealing operation with rugged, automatic Little David Model SP3-FA/HD taping machines from **Loveshaw, an ITW company (www.lovshaw.com)**. The tapers replace staplers that gradually became outmoded as order productivity soon outpaced their capacity, especially during busy holiday seasons. Stapling the shipments closed occasionally ran the risk of damaging the fruit.

According to Chris McGee, Harry and David's product engineering manager, the new SP3-FAHD case-sealing system had to meet a number of the usual requirements, such as a rugged construction and portability and be speedy enough to automatically apply tape at rates exceeding 36 packs/min. The machine's top and bottom cartridges are adjustable to accommodate different shipper sizes, and it can compress cases that are overstuffed to create a full-telescoping-style container that inhibits damage to the fruit inside.

"Our goal is to ship the fruit to our customers so that they can eat it ripe," says McGee. "This certainly is the trick."

But Harry and David also has some rather unusual needs, like going after the best, ripe fruit it can find. "Our business is seasonal, so we need to chase the fruit. When a crop is at its peak, we need to get there quickly and package it right off the branch," McGee says, adding that the company wanted a machine that actually can operate effectively outdoors in the fields, Continued on page 22



Read about how **SARA LEE BAKERY GROUP** keeps its focus on baking, thanks to a customized labeler/tape-seal applicator for a clubstore PET container of mini donuts at www.packagingdigest.com/info/saralee

it into handsomely decorated gift packs.

The packs are then quickly transported from the plant as efficiently and quickly as possible, without damaging the contents. Speed is definitely of the essence to ensure that the crops maintain their peak ripeness as they move from Harry and David's orchards at Bear Creek Operations, Inc. in Medford through the supply chain. However, speed without due care to the harvested fruit can mean sacrificing quality for efficiency. Bruised or otherwise physically damaged fruit is the most obvious consequence, but other dangers also lurk.

Freshly harvested fruit from the orchards and other fresh foods have a short shelf life and constitute active biological systems, so they continue to "breathe" oxygen. The atmosphere inside fruit-filled packages constantly changes as gases and moisture are produced during the metabolic process. This can pose problems if the packaging isn't filled correctly or is made of unsuitable materials. The concentration

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and be shipped to various outdoor packaging sheds across the country, if necessary, depending on where the fruit is being harvested.

The system has to be capable of applying top pressure to the cases to keep the telescoping lids pressed down tightly while tape is applied to the leading edge, bottom and trailing edge. Flexibility is also a must, says McGee. The taper has to accommodate a wide range of package sizes and configurations.

It's a tall order to satisfy Harry and David's requirement of being able to "chase the fruit," from region to region when crops are at their peak,

Loveshaw agrees. But it can be done, with the addition of forklift pickup channels at the bottom of the machine that allow it to be lifted from any of its four sides, and its sturdy frame helps prevent damage when it's moved.

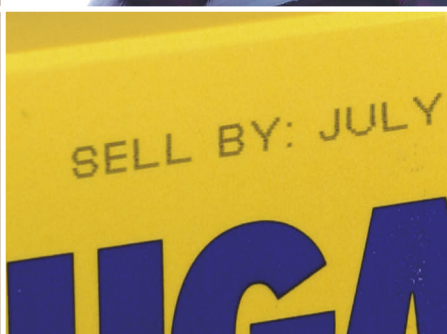
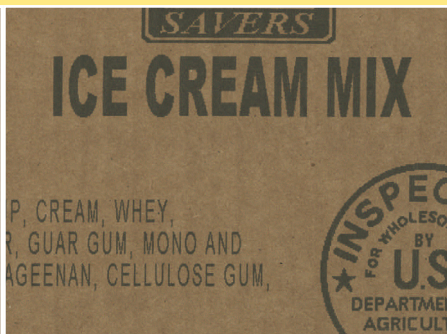
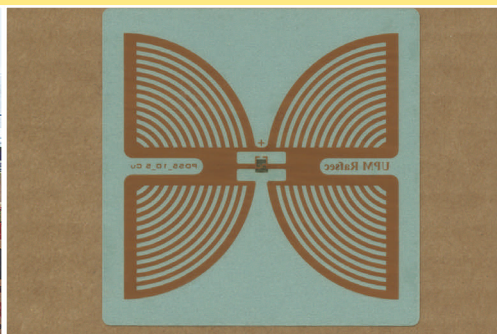
According to Loveshaw engineers, Harry and David's project is the first where one of their machines has been



Line supervisor Ernie Pritchett looks at one of the mobile tape-sealing machines that can be transported and operated outdoors.

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built "to-go." Says McGee, "The tapers have been built to be structurally strong, with forklift access and supports."

Harry and David has since purchased 10 of the c-clip-style Little David taping machines in various versions and installed them on packaging lines at the Medford facility. They are also used at many of the company's outside pack locations around the country. "The outside locations can include packaging sheds at the orchard locations, as well as indoor packaging facilities where the fruit is sent. But we use the machines indoors whenever possible," McGee says.

He adds, "There are a lot of sealers that can do the basic job of taping a case. But we needed one that could be moved. We also needed one that could prevent the trailing edge of our overstuffed cases from springing up, in response to pressure applied to the fruit."

The trick is in the filling of the cases. It's hard to believe, but the telescoping cases must be overfilled, McGee explains, because it's part of a protective packaging strategy that actually keeps the fruit from getting bruised. "There's a foam pad in the bottom of each case and one that's placed over the top of the fruit to protect it," he says. "Between the pads, the fruit sits snugly in corrugated dividers. The top foam pad protrudes slightly over the rim of the case, which is why the case is overfilled. The idea is to have the case top press down and trap the individual pieces of the fruit between the two foam pads with enough pressure to keep the fruit from shifting around and getting scuffed and bruised."

Adding to this challenge, Harry and David needed a machine that wouldn't jam—a problem with overfill applications, McGee points out. Jams can significantly slow down production, which is deemed "unacceptable" by Harry and David.

While some of the production lines still rely on manual taping, the Loveshaw tapers are positioned at the end of five different packaging lines that pack fruit and foods like sausage and cheese and other assorted items the company classifies as "banquet products," between the telescoping lid formers (these and other case-erecting equipment is from SWF Companies [www.swfcompanies.com]) and the

hand-palletizing stations. The cases are provided by various sources, including **Weyerhaeuser** (www.eyerhaeuser.com). To find a way for the tapers to compress the cases' telescoping lids consistently and evenly as the 2-in.-wide, clear, pressure-sensitive tape from **Intertape Corp.** (www.intertapepolymer.com) is applied, Loveshaw's engineers designed the SP3-FA/HD for Harry and David with a single, 18-in.-wide conveyor belt that transports each filled, "uncompressed" case into a top-driven compression section where two more belts along the outer edges of the top of the case press down tightly. Almost simultaneously, two side belts drive the case forward through two bottom-taping heads. Each head first applies tape to the bottom of the case, continues across the bottom and finishes about halfway up the trailing edge of the lid.

Loveshaw also added a linear tucking device to the machines. The device consists of two rods that stroke forward and push firmly against the trailing edge of the case for a tight fit between case bottom and lid. "This feature, combined with the constant pressure exerted on the top of the case, gives us the tight, gap-free taping we asked for. It's really the key to

The lids are then applied to the finished cases, which next pass through the tapers. Case height, length and width can be changed, often in a single shift. "It all depends on which fruit we're packing," says McGee. The SP3-FA/HD machine is adjustable without tools, a benefit McGee says the plant likes. The slide-and-lock construction facilitates changeovers, and a smooth-gliding hand crank adjusts the height of the top compression and the side-driven belts.

As McGee can attest, Harry and

David believes the taping system is the cream of the packaging crop. "The machine adjusts to practically any case size we use in minutes with no tools required," he concludes. "We worked with Loveshaw to develop a taper that fit our extreme production needs and have also found that a slightly smaller version [of the machine, without the infeed compression station] is ideal for transporting on the backs of trucks to various outside packing facilities we have across the country, in California,

Washington, Texas, Idaho and other major fruit-growing regions."

More information is available:

LoveShaw Corp., 800/572-3434.
www.loveshaw.com.
Intertape Corp., 800/474-8273.
www.intertapepolymer.com.
SWF Companies, 800/344-8951.
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With a handwheel on the outside of the machine that facilitates size changeovers, the tapers are positioned at the ends of five fruit- and food-packing lines.

the whole system," says McGee.

The case sealers use native "intelligence" to determine whether sufficient tape has been applied. With every revolution of the clutch roller, a small flap resembling a shark's fin breaks an electron beam. The machine's programmable logic controller (PLC) records the number of breaks throughout the run. Too few breaks in the beam means the wrong length of tape has probably been applied, tripping an alarm and automatically shutting down the machine.

After fruit-packing operators on the lines load the fruit into the bottom of the telescoping cases, the cases convey to a finishing station, where literature and other packaging materials are added.



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The palletizing robot is equipped with a custom-designed, multifunction gripper that uses a single-zone vacuum device along with a pneumatically actuated mechanical side plate to securely grab and transfer the cases, regardless of their size or weight.

Pickles palletized robotically

A new robot automatically palletizes 1,000 cases of pickles, each weighing up to 20 lb, every day at Aliment Putter's Food, Inc.

Aliment Putter's Food, Inc., Sainte-Sophie, Quebec, a well-known eastern Canadian producer of a wide variety of pickled-vegetable products, found itself in a bit of a production pickle. Its manual end-of-line palletizing operation was limiting its processing capacity, particularly during its peak season between July and mid-November, when Putter's typically runs up to 12,000 cases/day, while operating one 10-hr-plus shift, five or six days a week. "Even with three people palletizing, we couldn't take product away as fast as we could produce it," says Putter's owner and president, Alvin Goodz. "Cases weigh up to twenty pounds each. Stacking them onto pallets for shipment is a backbreaking, physically demanding job that was just killing our employees. People were quitting left and right. Nobody wants to work that hard. It was time we bought a robot, so we did, and we've been very happy with it."

In September 2005, Putter's implemented a four-axis Model SP100X palletizing robot from **Motoman, Inc.** (www.motoman.com) into its operation. "People always worry that robots will eliminate jobs, but this robot has actually helped create more jobs in the plant, and we've been able to hire more people as a result," Goodz says. "The palletizing robot works all day long and doesn't break a sweat. It never misses a day, gets tired or takes coffee breaks. It also never asks for a pay increase. It's wonderful."

"Our employees are happier. They're not strained or stressed, now that we have the robot. It creates a better, happier atmosphere. We can now take product away as fast as we can produce it. The palletizing robot does a physically demanding job that people don't want to do, and, as a result, we've actually been able to hire more people for the

The palletizing robot works all day long and doesn't break a sweat. It never misses a day, gets tired or takes coffee breaks. It also never asks for a pay increase. It's wonderful.

processing line and increase production, because the robot can handle it. Consequently, our unit cost has gone down."

Established in 1948 with only two or three employees, Putter's is a family-owned business that now employs 50 to 60 people during peak season, when it produces primarily pasteurized (cooked) products that do not require refrigeration, such

as dill, gherkin and bread-and-butter pickles; hot banana peppers; sweet pimentos; and sauerkraut.

Putter's also does a lot of transformation work during the off-peak season. The transformation process involves removing products from barrels, where they have been soaking or fermenting in brine solution, and packing them into jars of various sizes. Off-peak, the company employs about 30 people and produces nearly the same volume per shift, but it processes more of these unpasteurized (uncooked) products that do require refrigeration, such as original (kosher-deli style) dill pickles, dill tomatoes, pickle relish and deluxe mix.

All products produced by Putter's are approved kosher. They also are Canadian Food Inspection Agency (CFIA)-certified, as well as U.S. Food and Drug Administration (FDA)-approved. In addition, Putter's is currently undertaking the stringent process of obtaining Hazard Analysis and Critical Control Point (HACCP) certification.

The company's products are distributed under the Putter's Food label to retailers and wholesalers in Canada and the U.S. and are also sold under eight to 10 private labels. Sales are split about 50/50 between Canada and the U.S., Goodz says.

Putter's packages the company's 18 different products into 500- and 750-mL, 16-oz and 1-, 2- and 4-L jars. It uses seven different sizes of corrugated cases, with dimensions ranging from 6.75 to 12.625 in. wide by 12.25 to 17 in. long by 5.75 to 10 in. high. All of the cases come with dividers, some of which are

loose, while others are preglued into position. Jars are machine-labeled and packed into cases by hand, after which the cases are sealed with tape prior to being palletized.

Cases of product enter the robot cell via a single-lane, powered infeed conveyor. Sensors on the conveyor indicate that the cases are in the

proper location and are ready for robotic pickup. The four-axis Motoman SP100X robot has a 220-lb payload and a 360-deg work envelope with a 129.6-in. reach and a repeatability of ± 0.02 in.

The XRC 2001 robot controller provides overall control of the robotic palletizing cell, but Motoman integrated a low-cost Zen controller from **Omron Electronics, Inc.** (www.omron.com/oei) to run the conveyor photoeyes and gate system as well as the operator pushbutton stations. Changeover between product types is easy. The operator simply selects a different program using the robot's teach pendant, and the system is ready to run the next batch.

The palletizing robot is equipped with a custom-designed, multifunction gripper that uses a single-zone vacuum device along with a pneumatically actuated mechanical side plate to securely hold and transfer the cases, regardless of their size or weight. "With the setup we have that uses both vacuum and side-plate grippers, the robot will never drop a case," Goodz says. "Someone would have to turn off the air hose. It wouldn't be the robot's fault."

The robot gripper picks up the smaller, lighter cases, which weigh eight to 38 lb each and palletizes them at a line rate of 10/min. The robot palletizes the tall, narrow, 20-lb cases, which contain two 4-L or 1-gal jars each, two at a time. Even though the robot carries a 40-lb payload each pick cycle, the palletizing rate for these heavier cases is twice as fast (20/min). The line rate is faster with the 4-L jars because it takes less time to fill and label the larger containers than it does to fill and label multiple smaller jars.

The robot stacks the cases onto wooden pallets located in one of two palletizing stations called Side A and Side B. Each pallet layer for the various products contains 10 to 21 cases, and the stacking patterns vary. The robot does not palletize mixed loads of product at this time. Products run in batches, and only one type of product is packed on a pallet. Full pallets are removed by forklift and are replaced with empty pallets, while the robot continues to palletize cases in the other station. Full pallets are shrink-wrapped in another area of the plant prior to shipment.

Putter's provided the workcell guarding for the cell. The guarding includes safety fencing and light curtains to protect personnel from entering the robot's work envelope during operation. **Yaskawa Motoman Canada** (www.motoman.com) provided



Cases of product enter the robot cell via a single-lane, powered infeed conveyor. Sensors on the conveyor indicate that the cases are in the proper location and are ready for robotic pickup.

says Bruce Clifford, the YMC senior application technician who did the initial programming. "If these pallet variations or facility issues had caused any real problems, we could have added a sensor to the gripper to check the height of the pallet prior to stacking the first layer, but it was not necessary."

Says Goodz, "My son, Howard Goodz, the company's production supervisor, handles any programming touch-ups we need. He studied and learned the basics, and he's gotten pretty good at it. We didn't take advantage of Motoman's formal training classes, but they are probably a good idea. In fact, I think everybody should take a programming course before they buy a robot to see if they can handle it."

"This was our first robot, and it's been a good

experience. We're still learning what the possibilities are with the robot. What we have is a relatively low-cost, basic system, but it has the flexibility to allow us to add a second infeed

conveyor as well as automatic pallet feed and product feed, so it is a solution that can grow as the company grows. The Motoman robot has been very reliable. It just keeps working. At the beginning, when we were first getting up and running, we called for a little technical help. Once we got it up and going, we've never had a problem with the robot. The actual financial payback will take a couple of years or so, but in terms of peace of mind, the robot has already paid for itself.

"We're currently thinking about getting another Motoman robot to put the jars into the cases. We're especially interested in automating packing of the four-liter [1-gallon] jars that weigh ten pounds each. Case packing these large jars by hand is exhausting, and it puts a lot of strain on the operators' arms and wrists, especially at the line speed that we run. This packing application will be a good one for a robot, especially since it will be packing the two large jars into cases that already have preglued dividers."

More information is available:

Motoman, Inc., 937/847-6200.

www.motoman.com.

Omron Electronics, Inc.,

847/843-7900. www.omron.com/oei.

Yaskawa Motoman Canada,

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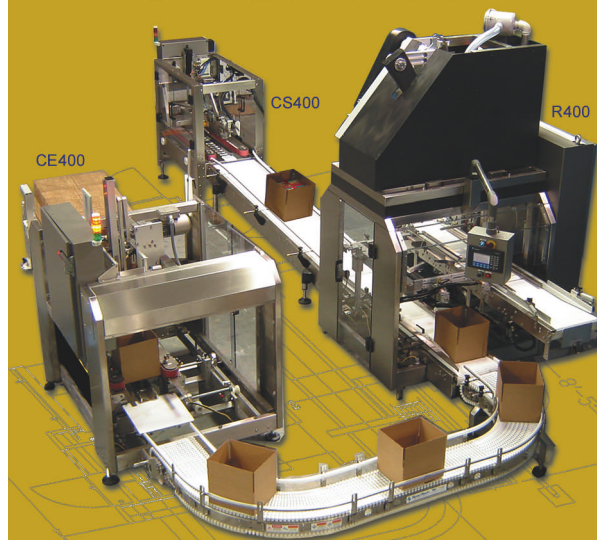
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Servos increase case-packing efficiency

A side-loading case packer at H.J. Heinz in Leamington, ON, packs six- and 12-oz cartons of baby cereal on edge or on the label panel. Servo technology minimizes downtime, boosts flexibility and eases floorspace use.

Jack Mans, Plant Operations Editor

The H.J. Heinz plant in Leamington, ON, is Heinz's only plant in Canada and produces most of Heinz's Canadian retail consumer products. In 2005, the marketing department requested a packaging change from a 12-pack configuration for dry baby cereal to both six- and 12-pack configurations. However, existing case-packing equipment at the plant could not run at the required cycle rate to produce the six-pack configuration at production speeds, so it was decided to investigate new equipment for this application.

"The plant received capital approval for this project in May 2005, and RFQs [Request for Quotes] were written for equipment to support our requirements and were distributed to multiple vendors," says Adam Schiefer, Heinz's project manager, engineering. "By August, we worked this down to three OEMs, and when we visited these companies, the equipment at **Trinamics, Inc. (www.trinamics.com)** seemed to be more innovative. They had a very good knowledge of marrying the mechanics with servo controls, which is what we wanted to use. Pneumatic cylinders just do not have the same finesse as a servo, and the people

at Trinamics seemed very comfortable with going the servo way. John Cavallin, their chief engineer, has a remarkable mechanical aptitude and was very confident in applying the servo/mechanical mix."

Heinz ordered a Model TR616SL side-loading case packer from Trinamics in September 2005, and



For more information about case packing, visit Packaging Digest's **CARTON, CASE INFO CHANNEL** at www.packagingdigest.com/info/cartoncase.

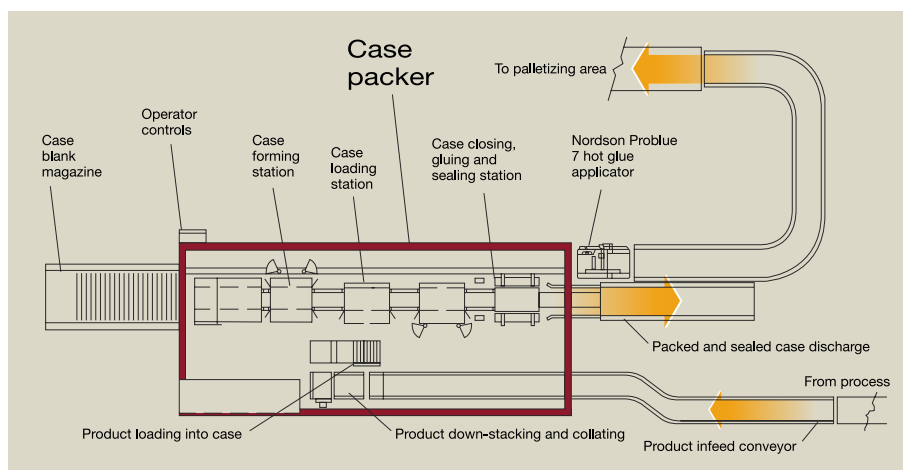
it was delivered January 16, 2006. The equipment ran in full production January 23 and was exceeding production standards by January 25. "We assembled the equipment internally upon its arrival at our facility, and I then had two technicians from Trinamics on site to verify assembly was correct and start commissioning the equipment," says Schiefer. "At startup, we had a problem with the servo drives, but the team from Trinamics worked diligently around the clock and resolved this problem. We ran the line at half the production speed for the next two days for equipment commissioning; by day three, we were at full production capacity and exceeded production standards. We've exceeded standards almost every

production day since then."

The Trinamics TR616SL side-loading case packer installed in Leamington merges case-packing and case-erecting technology into a very compact and versatile packaging center. The small footprint of the unit makes it an ideal solution for applications with limited floorspace or requiring rapid changeovers. A feature of the TR616SL that was very important to Heinz is the ability to pack cartons on edge or on the label panel within the master-shipper case. On this machine, the changeover is accomplished using a simple selector switch. Heinz packs 8 and 16-oz cartons in either a 1×6 on-edge pack pattern or a 3×4 on-label panel-pack pattern, so this capability was a necessity.

The TR616SL utilizes the latest servo technology to provide the flexibility that it inherently offers. The servo technology minimizes downtime by enabling easy recall of preset, stored values and by eliminating operator tweaking following changeovers. Standard features, such as a large-capacity, powered case magazine, a fully integrated case erector and an integrated hot-melt sealer section, increase flexibility and facilitate more efficient utilization of labor, floorspace and packaging resources.

Continued on page 28



The case-packing line, above, merges case-packing and case-erecting technology into a very compact and versatile packaging center. The side-loading case packer, left, utilizes the latest servo technology, which minimizes downtime by enabling easy recall of preset, stored values and by eliminating operator tweaking following changeovers.



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We ran the line at half the production speed for the first two days for equipment commissioning, and by day three, we were at full production capacity and exceeded production standards. We've exceeded standards almost every production day since then.

The cartons are received from upstream equipment in a single file laying flat on the label panel with the wide face leading. After the cartons transfer onto the packer's infeed conveyor, a gap is introduced to identify and count individual cartons. A carton-holdback assembly on the infeed conveyor provides additional control, if required. The infeed conveyor delivers the cartons to a servo-indexing down stacker that rotates downward to receive the cartons and collates them into the pack pattern of either a six-pack or a 12-pack.

The down stacker then rotates upward and transfers the assembled cartons onto a servo-driven, rotating transfer assembly that moves the cartons from the

down stacker to the case-loading station. The transfer assembly rotates the collated pack pattern 90 deg after accumulation and prior to loading the cartons into the shipping case. Once the pack pattern has been accumulated and servo-transferred to the case-loading station, the overhead, servo-driven sweeper assembly pushes the cartons from the transfer carriage into the waiting case. The sweeper assembly is mounted on precision slides and includes quick-change pusher faces.

Case blanks are loaded into a 72-in-long, powered magazine and are indexed forward, on-demand, to a pick-off assembly, where they are extracted from the magazine and deposited on the indexing carrier-chain



The case packer has been designed and engineered for rapid changeover. Many parameters are servo driven, and their presets are recalled through the human/machine interface.

of the packer. After servo-indexing forward from the magazine, the case is opened positively using two opposing vacuum cups located on either side of the case. One cup fastens to the bottom major panel, while the second cup fastens to the top minor panel. The case blank is then positively formed through a 90-deg arc around the manufacturer's case joint. After the flaps have been formed and preconditioned, a horizontal servo-ram assembly pushes the cartons sideways into the case.

As the case exits the loading station, the side flaps are sequentially closed, and hot melt adhesive is applied to the top and bottom flaps using a ProBlue 7® adhesive melter unit from Nordson Corp. (www.nordson.com).

The TR616SL case packer has been designed and engineered for rapid changeover. Single-point adjustments and handwheels facilitate a rapid, three-dimensional changeover. Many parameters are servo-driven, and their presets are automatically recalled through the human/machine interface. The transfer patterns can be cross-referenced with a product stock-keeping unit and can be easily altered. Additional profiles for new products can be easily added if required at some later date. "The worst-case changeover from the eight-oz carton (1×6 pack)

Adhesive melter provides optimum casing

To ensure an optimum gluing operation on its Model TR616SL side-loading case packer, such as that installed at H. J. Heinz, Leamington, ON, Trinamics, Inc. uses ProBlue™ adhesive melters from Nordson Corp. to apply glue to the case flaps. The ProBlue, which is Nordson's newest line of adhesive melters, features piston pumps for performance and accuracy and controls that are specifically designed to be easy for the operator to understand and use. This includes an intuitive graphic operator interface that displays system status at a glance and continuously updated temperature monitoring.

"We didn't consider anyone else for this operation," says John Cavallin, Trinamics' chief engineer. "Nordson has been our internal standard since we started the company."

The ProBlue melter can be equipped with two, four or six glue guns to apply glue depending on the application. These are easily installed by plugging them into a manifold on the side of the chamber. Trinamics chose a two-gun system—one for each flap—with dual nozzles on each gun for the machine at Heinz. "These laid down two streams on each flap, which provides smoother gluing and faster setup time," says Cavallin.



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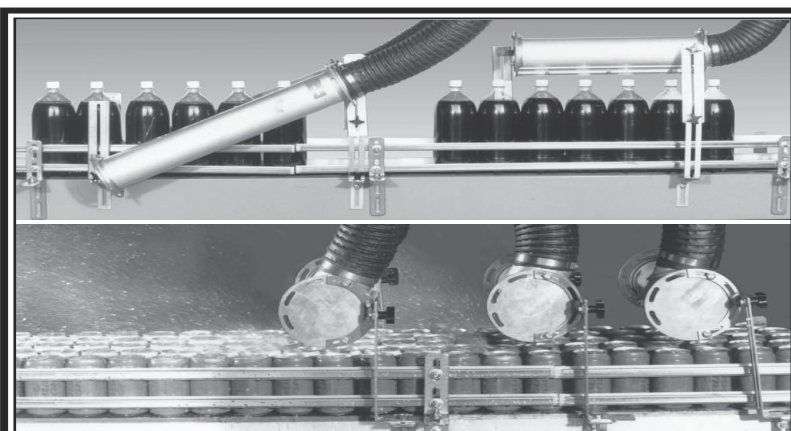
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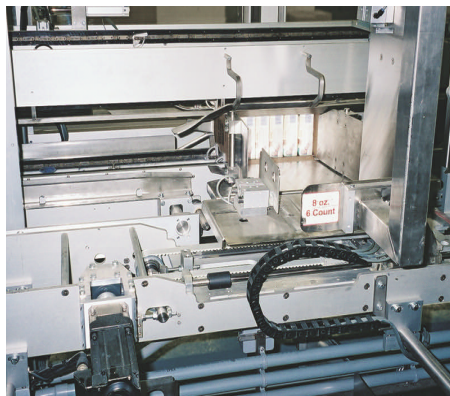
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Sealed cases leaving the case packer, above, travel past an ink-jet printer, and then travel around a U-turn and are conveyed to the palletizing area. Once the carton pack-pattern has been accumulated, below, it is servo-transferred to the case-loading station, and the overhead, servo-driven sweeper assembly pushes the cartons into the waiting case.



to the sixteen-oz carton (3×4 pack) takes approximately fifteen to twenty minutes,” says Schiefer.

Components of the case packer include an Allen-Bradley ControLogix® PLC with Ethernet capability, Allen-Bradley servo drives and Allen-Bradley PowerFlex 4® AC drives, all from **Rockwell Automation** (www.rockwell.com) and pneumatic components from **Festo Corp.** (www.festo.com/us/dge). Sealed cases leaving the case packer travel past a Marsh ink-jet printer from **Videojet Technologies, Inc.** (www.videojet.com), and then travel around a u-turn and are conveyed to the palletizing area.

The TR616SL packer is an extremely rugged machine, designed to operate in a 24/7 environment. Product transfers include precision-hardened slider rails and preprogrammed sweep patterns. The hardened linear-transfer assemblies and servo-driven product sweeps offer a great deal of flexibility and smooth, rapid and repeatable travel characteristics.

The machine is designed to load cartons in a safe and controlled means. The entire case packer is enclosed by compact, vertically elevating safety doors of stainless steel with clear Lexan® panels for easy viewing.

“To date, the machine has worked extremely well for us,” says Schiefer. “The people at Trinamics are very professional to work with, and their field technicians are very diligent, as I stated earlier when we had the servo problem, and the two technicians worked around the clock to get the equipment running. The only mechanical problem we have had to date has

been when a coupling broke, and we did not have a comparable coupling in our stock. Trinamics expedited the shipment of a heavier-duty coupling, and their technician was on site that afternoon to replace the faulty coupling. We were back in production the following morning. If we required another machine, we would not hesitate to work with Trinamics.”

More information is available:

Trinamics, Inc., 519/942-2442.

www.trinamics.com.

Festo Corp., 631/435-0800.

www.festo.com/us/dge.

Nordson Corp., 770/497-3700. www.nordson.com.

Rockwell Automation, 414/382-2000.

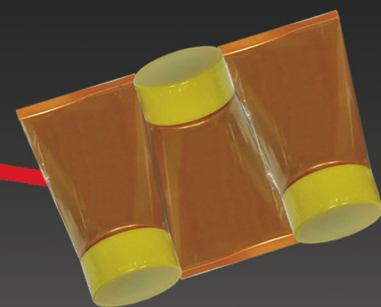
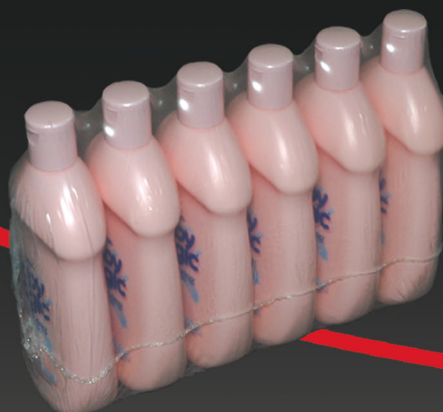
www.rockwell.com.

Videojet Technologies, Inc., 630/860-7300.

www.videojet.com.

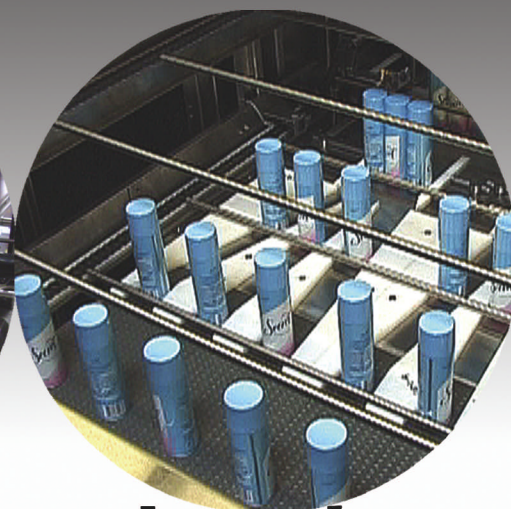
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Consumer convenience, healthier choices reign

From Grab-n-Go soups to portable peanut butter and hard-to-resist veggie choices, this year's Food Marketing Institute show proves the power of the consumer in demanding, ease-of-use foods.

Lauren R. Hartman, Senior Editor,
Anne Marie Mohan, Senior Editor

Supermarkets will be offering lots of healthy and tasty choices for hungry consumers. As our editors scoured the aisles of the Food Marketing Institute (FMI) show last month, they snatched up individually wrapped chicken, peanut butter in single-serve cups, energy drinks, retort pouches and ethnic cuisines, among many other new products. Here's a closer look at what ended up in their baskets.

Vacuum-pack makes fresh vegetables, fast

Making fresh, steamed vegetable preparation a four-minute affair, Del Monte Fresh Produce N.A., Inc., Coral Gables, FL, is offering three varieties of fresh-cut veggies (1) in vacuum-packed trays that extend the shelf life of the product while eliminating the need for preservatives, additives or other chemicals. Relates Matt Smith, vp of marketing for Del Monte Fresh Produce, "Consumers are looking for convenience, and these days, microwavable meals are a common offering on supermarket shelves. The new film and packaging system offers a quick way of cooking vegetables with superior results."

Included in the new Del Monte Fresh Microwave and Serve Vegetables line are Baby Carrots; Vegetable Medley, with baby carrots, broccoli and cauliflower; and Mixed Vegetables, with baby carrots, cauliflower and sugar peas—each in a 6- and 12-oz version. The colorful, fresh-cut vegetables are packaged in a plastic tray and film-lid combination from Cryovac

(www.cryovac.com) and have a 10-day shelf life, excluding production time. While Del Monte Fresh Produce will not reveal the exact construction of the packaging materials, the company does say that the "skin-tight" vacuum-pack is designed so that when the vegetables are microwave-heated, the film will inflate and create a "steam dome," allowing the contents to cook evenly. "The result is a fragrant, flavorful product," notes Smith.

The company relates that the product was in development for six months, with the greatest challenge consisting of "getting the right mix of flavors to offer consumers a good value," Smith says. "Then we had to determine the correct product weight and the corresponding package to tie it all with the proper microwavable cooking times and offer the product at a competitive retail price." He adds that packaging requirements included a quick cooking time, a good shelf life through the normal cold chain to stores and "a superior eating experience for consumers."

Labeling of the product is done with a paperboard sleeve that covers roughly one-third of the tray, allowing complete visibility of the vacuum-packed vegetables. Graphics, created in-house by Del Monte Fresh Produce, are designed to reinforce the "fresh" concept, as well as highlight the product's quick, four-minute prep time.

First test-marketed for six weeks in Midwest groceries, the line was officially introduced on June 1, with national expansion continuing throughout 2006. Prices are \$1.99 for the 6-oz version and \$2.99 for the 12-oz size.

Single-serve vegetable sides provide an 'entrée' to healthy eating

There's no excuse for skipping your veggies, with simple preparation and individual portion sizes now provided by new Green Giant® Just for ONE!™ vegetables (2) from General Mills, Minneapolis. Scheduled for launch later this month, the 4.25-oz, single-serve side dishes include two varieties: Broccoli & Cheese Sauce, and Niblets® Corn & Butter Sauce. And, says George Tuskiewicz, packaging technology leader for General Mills, "the packaging system is perfect for potential line extensions."

Just for ONE! is General Mills' solution to consumers' search for convenient, healthy, portion-controlled side dishes and snacks, Tuskiewicz explains. "More and more consumers want healthy foods, but they need to be won over by something else at the same time, such as convenience."

The vegetable dishes are individually packed in a custom, square, polypropylene container—from a proprietary supplier—that features two compartments: a larger one for the frozen vegetables and a smaller one for the cheese or butter sauce. A clear polyethylene terephthalate extrusion-coated film, also from a proprietary source, covers the tray and is peeled back during microwave heating. Cooking time is just two to two and a half minutes in the microwave.

Sold in four-packs, the vegetable trays are held in a .016 solid unbleached sulfate paperboard sleeve that includes photography of the finished dish, along with an image of the product's namesake—the "Jolly" Green Giant. General Mills says the suggested retail price for the 17-oz four-pack is \$3.79.

Smucker's hopes consumers will go nuts for portable peanut butter

Planting its peanut butter firmly in the portable products arena, The J.M. Smucker Co., Orrville, OH, has introduced its creamy Jif® spread (3) in convenient, 2.25-oz, single-serve cups for snacking. In a nutshell, Jif To Go™ was developed to meet consumers' growing desire for healthy snacks packed for on-the-go use, according to Smucker's marketing materials, distributed at the show.

With this new, single-serve, shelf-stable version of its popular Jif peanut butter, Smucker's is hoping that "choosy moms" will choose Jif To Go for their family's lunch boxes, backpacks and gym bags. While the company would not disclose information on packaging materials or suppliers, PD has learned that the clear-plastic, thermoformed cups—packed six in a paperboard sleeve for retail—are supplied by **Winpak Portion Packaging (www.winpak.com)**. Bold and bright, Jif's trademark graphics of red, blue and green stripes and its white logo are printed on the cup's peelable foil lidding, which is easily removed for convenient consumption.

Also printed in a pattern of red, blue and green stripes, the paperboard sleeve, from **Rock-Tenn Co.'s (www.rocktenn.com)** Nicholasville, KY, folding carton plant, includes an illustration of the peanut-butter spread being used as a dip for apple slices and celery. Other items suggested for dipping include crackers and pretzels. Die-cuts on the sides and bottom of the sleeve enable consumers to see the portioned product.

While retail prices may vary for the multipacks, depending upon location, PD found the new Jif To Go in a Chicagoland grocery store for \$3.24.

To-Go pouch heats up SoupMan's sales

Look out Seinfeld fans, no soup for you! SoBe Beverages is back this year with The Original SoupMan, a line of fresh soups in flexible packaging (4) for supermarket sales made with the recipes of the Soup Man, made famous on Seinfeld episodes for blasting some of the characters and refusing to serve others. Al Yeganeh, a real New York soup chef, who opened a small storefront soup shop on 42nd Street in that city, soared to national recognition on Jerry Seinfeld's TV show in a 1995 episode. On the show, Yeganeh wouldn't always sell patrons like George, Elaine and Jerry cups of his flavorful soup.

John Bello, who sold his SoBe company to Pepsi in 2001 and became chairman and chief operating officer of Soup Kitchen Intl., says the SoupMan venture is "the perfect marketing storm." Notes Bello, "The iconic brand already exists in AL, and the marketplace is ready for a super-premium soup with the emerging

health consciousness, and that's coming together with a very talented marketing team led by me and others."

The soup is available in the refrigerated deli sections of grocery stores in a clear, 15-oz, gusset-bottomed, standup pouch that sells for \$4.99 to \$6.99. Five soup flavors include chicken vegetable, Al's garden vegetable, turkey chili, seafood bisque and jambalaya. Yeganeh's devoted soup fans, or "soupies," can vote online for the next soup flavor they want on the shelf. Sorry, but the Elaine character on Seinfeld will just have to step to the back of the soup line—so far there's no mulligatawny version of the soup currently available in the pouches. Word is that Bello expects to have at least 50 or 60 of The Original SoupMan franchise restaurants by year's end.

The company expects that the retail Grab-N-Go pouches of soup will heat up the market. Since its launch last May, The Original SoupMan line of soups has found its way into 14 states and about 1,100 stores across America, including Marsh Supermarkets in Indiana, Price Chopper, Giant, A&P and even Loblaw's in Canada. All of the soup is produced and packaged under strict supervision by Yeganeh to assure the products consistently adhere to his high standards. In fact, PD learns from Soup Kitchen Intl. that he specifically wanted a clear pouch material so that the ready-made soups inside could easily be seen. The company reports that the consumer response, which was gathered from in-store demos and event-based tastings, shows that consumers love the fact that they can see the soup in the package. The franchises are provided with some 45 soup varieties in 8-lb bags available in rotation.

Like a secret soup recipe, Soup Kitchen Intl. won't reveal packaging details or suppliers. "Consumers also tell us that because the package can stand up well, it's a space-saver in the refrigerator—it can be 'wedged' into tight spots," says Bello. "We have also learned that consumers like to take the packs to the office and to parties and find it easy to open."

Tyson wraps up more packaging innovations

Tyson Foods, Springdale, AR, rolled out several new items, including what it's calling Trimmed and Ready™ products, which will be introduced in June along with individually wrapped Tyson boneless, skinless fresh chicken breasts (5). The latter has a resealable outer bag that holds fresh chicken breasts that are then portioned inside so the user can take out only what's needed and refrigerate or freeze the rest. "We developed this product for the sixty-six percent of



5.



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consumers who buy fresh, boneless, skinless breasts and freeze them for later use," says Bill Lovette, Tyson senior group vp of Poultry and Prepared Foods.

Approximately 45 percent of consumers who buy boneless breast meat are feeding one to two people. "We think the bag-in-bag product will drive incremental volume by increasing household penetration among light users who would prefer individual portions," Lovette says. "At the same time, heavy and medium users of fresh chicken can trade up for the added convenience of freezer-ready." Each portion-pack resists leakage, prevents mess and is easier to thaw. It's also ideal for those who don't like to handle raw chicken.

While Tyson is keeping packaging specifics and suppliers close to the vest, the **Cryovac Food Packaging Div. of Sealed Air Corp. (www.sealedair.com)** offers a "saddle-type" chicken portion-pack that closely resemble this one, as do a few other suppliers. Tyson says it anticipates extending the individually wrapped concept to other products.

What's more, Tyson displayed a new family combination pack of fresh beef chuck roast and fresh-cut vegetables, including celery, carrots, onion and potatoes (6). Launched in 2005, the combination kit is also available in a pot roast, a beef kabob and a fajita version. The compartmented, outer container for the vacuum-packed meal components is a double-windowed, die-cut corrugated carton. The package presents the familiar Tyson branding and graphic elements in a red color scheme. This convenient kit allows consumers to create homemade meals with ease, by combining a pork shoulder butt roast, traditional roasting vegetables and seasonings in one handy package.

"In today's busy, activity-filled world, consumers are looking for great-tasting products that are versatile and fit their lifestyles," according to the National Pork Board, which honored the package with its Consumer's Choice Pork Award. The products rolled into supermarkets in December.

New Orleans-style meals in 60 seconds

The need for even more convenience never ceases to be a packager's goal, and Zatarain's from McCormick's U.S. Consumer Products Div. has gone one step further in its quest to provide consumers with foods that are ultra-convenient to serve. It has already developed packaging for ready-to-serve rice dishes; now it's unveiling a line of ready-to-serve rice-based meals that contain the meat—there's nothing to add. Zatarain's Ready-to-Serve Complete Meals (7), which also include rice, come in 6.5-oz, standup, retort pouches. McCormick's Laurie Harrsen says the products are shelf-stable for 12 months and can be heated in the microwave for a mere 60 sec. The high-barrier, nonfoil pouch contains one of five entrées that include tender, long-grain rice, red beans and meat such as sausage, seasonings and vegetables—all with a New Orleans-style twist. Continued on page 32

Did you know?

Lower sodium, sugar, fat and calories, higher protein and nutrition and 100-percent juice: These were some of the many healthful benefit statements seen on package labels displayed at FMI this year. The growing concern about childhood obesity and health problems in America seem to be reaching food packagers, and it's starting to have an effect. Dean Foods offered plenty of samples of its white milk Chugs—not of chocolate milkshakes. CPG companies are stressing nutrition, with more water drinks, more fruits and vegetables, fewer calories and smaller portions. For CPG packagers, changes are in the works to make further regulations unnecessary, while still ensuring their products are appealing to kids to buy. For Kraft Foods, this means changing sugar and calorie content in products, without changing the products all that much. According to Kraft, which exhibited more than 60 new products at the show designed to address these needs, consumers are looking for innovative products that meet their needs for health and wellness, convenience and a premium taste. "The consumer is at the core of all our new product innovations at Kraft," says Brian Driscoll, senior vp of customer development for Kraft North America Commercial. "By leveraging our proprietary technologies and the scale of our company, we are developing great foods and beverages that help consumers around the world eat and live better."



7.

Orleans-style flavor. The packaging helps make dinner for one or a hearty office lunch in a snap, with nothing to add and no prep time. Unlike ready meals in other packaging, these pouches, which are notched on the top for easy-tear access, can be placed directly in the microwave and need no defrosting like a frozen meal would. Obviously, the convenience of the pouches and the quick, easy, heat-and-eat attributes and bold flavors of the products will be welcome additions to the ready meal market. The products comprise Jambalaya with Sausage, containing seasoned sausage and ham; Red Beans & Rice with Sausage; Dirty Rice with Pork; Sausage & Chicken Gumbo; and Blackened Chicken with Yellow Rice.

Harsen describes the high-barrier pouch material as a nonfoil structure designed for microwavability. It contains two oriented films—one made of polyester and the other of polyamide—as well as a PP sealant film. The polyamide contributes excellent flex-crack-resistance, she tells PD, while the PP provides strong seals that are able to withstand the temperatures and pressures that build up during retorting.

Suggested retail prices for the new Zatarain's Ready-to-Serve Complete Meals range from \$1.99 to \$2.39. Available in the rice aisle of grocery stores nationwide, the single-serve pouches are decorated similarly to Zatarain's products in paperboard cartons and heat-and-eat rice pouches. Harsen indicates that the pouch supplier and other specifics are proprietary. However, the retortable pouch structure seems to be growing in popularity for a number of food products from various consumer goods packagers.

Authentic Asian cuisine caters to the mainstream market

With packaging graphics tailored to appeal to younger, "food adventurers," or "those folks who are used to eating bolder flavors and ethnic dishes," the new Thai Thai line of frozen, microwavable meals (8) pairs authentic Thai cuisine with a Westernized marketing approach, explains David Light, national sales manager, retail programs, for distributor Capt'n's Pack Products. "You can see by the style of the logo that the product line is intended to be a mainstream item; it's not intended to go to an ethnic market," he says. "But it's a little bit of an adventure into the

culinary world."

The Thai Thai line is manufactured in Thailand by CP Foods-Aquaculture Business, which Light says is the largest protein company in Asia. Since last September, CP Foods' U.S. distribution subsidiary, Capt'n's Pack, Columbia, MD, has been making five of the line's numerous soup, curry, noodle and stir-fried frozen meals available to U.S. retail businesses, including select Wal-Mart stores, Shaw's Supermarkets, Acme Markets, Harris Teeter and soon, Safeway. Because CP Foods faces regulations prohibiting the import of pork and chicken to the U.S., the five items distributed here are shrimp-based. These include Pad Thai Kung—or stir-fried noodles with prawns—Shrimp Green Curry with Rice, Shrimp Red Curry with Rice, Sweet & Sour Shrimp with Rice, and Tom Yum Kung (prawn soup). Light adds that two new items will be introduced in the third quarter of this year.

Capitalizing on U.S. consumers' desire for convenience, as well as their growing interest in Southeast Asian cuisine, Thai Thai items are packaged in microwavable bowls encased in stylized, paperboard sleeves with Asian-influenced graphics. For example, incorporated in the product logo and throughout the sleeve graphics is an illustration of a red pepper.

"People tend to identify bolder, spicier flavors with foods from Southeast Asia," notes Light. The pepper is also cleverly used on the front of the sleeve to provide a "spiciness scale" for each product variety. One red pepper signifies a "mild" flavor, while three indicate a "spicy" flavor.

Paperboard sleeves, enticing with rich, full-color photography of the prepared dish, feature two square corners and two rounded, providing another cue to the foods' Asian origins.

According to Light, the Thai Thai line has been very successful in the markets in which it has previously been introduced, including Asia, Southeast Asia and Europe. In the U.S., he says, "retailers recognize that there's a lot of growth in this category, and that this is the place to be." As for U.S. consumers? "Admittedly, demos and taste-testing opportunities have been beneficial," he says. "This is one of those products that, once people try it, they love it."

Prices for the frozen meals vary from the \$3 range to the low \$4 range, Light adds.



8.

Market study provides insight on the Hispanic shopper

Distributed at the FMI Show, a new report from Unilever entitled "Winning the Hispanic Shopping Trip" examines the Hispanic shopper's activities, reviewing more than 3,600 diaries and store receipts, to provide retailers with practical, in-store solutions to meet the Hispanic shopper's needs and expectations.

U.S. Hispanics—a diverse ethnic group comprising immigrants or descendants of immigrants from more than 20 different Spanish-speaking countries—are the largest minority group in the country, at 42.7 million, according to a May 2006 report from the U.S. Census Bureau. Furthermore, with a 3.3-percent increase in population from July 1, 2004, to July 1, 2005, Hispanics are also the fastest-growing group, with births now accounting for a larger percentage of growth than immigration.

In terms of their purchasing power, the Food Marketing Institute reports that in 2004, U.S. Hispanics represented \$686 billion—an amount that is expected to reach \$1 trillion by 2010. Says Michael Polk, president of Unilever U.S., "Retailers have an important opportunity to build their business amongst Hispanic shoppers. The Unilever study shows that the Hispanic consumer is less-satisfied with their shopping experiences than is the general market consumer. We're confident that the insights in this study will help retailers develop more specific actions as they look to build their strategies for reaching these increasingly important shoppers."

The new research focuses on four of the largest Hispanic markets in the U.S.—Houston, Los Angeles, Miami and New York—and includes 799 participants, about 90 percent of which were born outside of the U.S., either in Mexico, in Central or South America or in the Caribbean.

The study reveals that because food plays such a dominant role in a Hispanic woman's life, all shopping activities are highly planned. "From family to community, food for Hispanic Americans has an emotional and cultural significance that extends beyond eating," says Mike Twitty, senior group research manager, Shopper Insight, Unilever U.S. "Hence, the Hispanic shopper thinks about every aspect of food shopping and preparation."

Although much has been said about how different Hispanic shoppers are from each other depending on their countries of origin, this study points out that while they may be different in the foods they want, they're the same in their shopping behavior. This includes the frequency and type of shopping trips they take.

Routine trips are not characterized by any specific item; Hispanic shoppers have different routines for different product categories, but they happen where consumers find the convenience and service appealing. The study also warns that the Hispanic consumer is a highly food-involved, smart, efficient and value-oriented shopper; one that retailers ignore at their own peril.

Additional key findings include:

- The Hispanic shopper makes fewer quick trips than the general market consumer (44 percent versus 62 percent).
- Nonfood items drive quick trips for the Hispanic shopper.
- Hispanics perceive store-made foods as more upscale and a "treat" to make them feel good about themselves.
- When Hispanics shop at healthfood stores, they're willing to pay a price for the ready-to-eat, organic foods and quality produce that may be hard to find elsewhere.
- Hispanic women are significantly more aware (by a 48-percent to 36-percent margin) of "specials" before going to the store than are general-market shoppers. Even within the store, Hispanics' awareness of specials is higher than the general market shoppers'.
- Nearly one in four Hispanic shoppers walk or take public transportation (22 percent) compared to just one in 33 of general market consumers. Geography is responsible for choice, as is value.
- The Hispanic shopper knows her needs beforehand, hence a full 56 percent of her trips are routine, versus 26 percent in the general market.
- The Hispanic shopper may spend less per routine trip, but a full 54 percent of her total grocery spending occurs on routine trips versus 22 percent in the general market.
- More dramatic: Only 2 percent of the Hispanic shopper's trips are urgent, versus 19 percent for the general market—that's one in 50 versus one in five.



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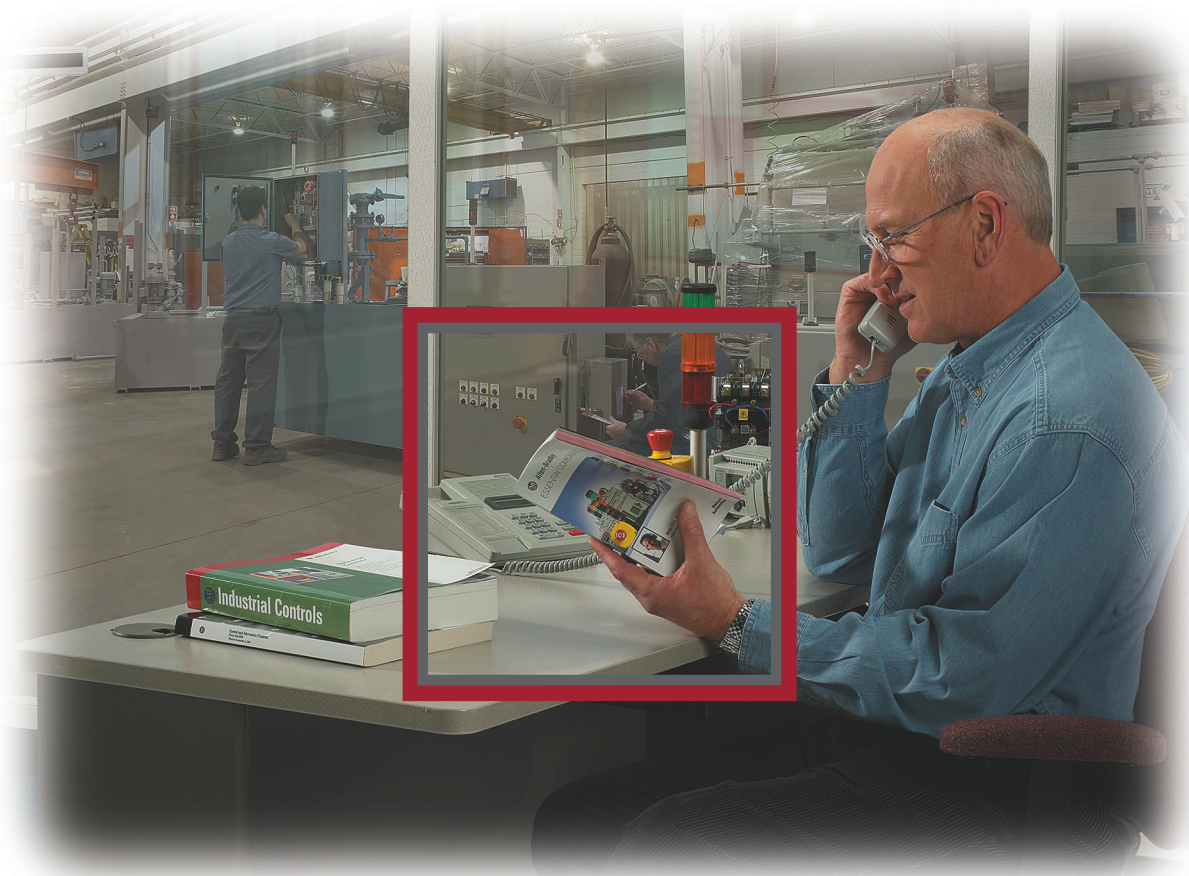
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Eatin' your way through NRA

New products were hot items at the huge National Restaurant Show in Chicago. Convenience and ease of use were other key drivers for this year's attendees.

Jack Mans,
Plant Operations Editor

Herb and spice flavors in a liquid form

In response to American diners' growing passion for sophisticated flavors and to chefs' desire to freely create in the kitchen, Torani/R. Torre & Co., South San Francisco, has introduced a groundbreaking product line of concentrated fresh herb and spice flavors in a liquid, nonsweet form.

Torani Pure Flavor is made with all-natural flavors sourced from around the world and includes water, gum arabic, citric acid and a small amount of preservatives to retain the flavor intensity.

Torani Pure Flavor gives chefs, mixologists and baristas the freedom to experiment with abandon and create



signature dishes and drinks to set their menus apart from the competition. "Americans are becoming increasingly savvy about gourmet ingredients and global influences. They are seeking

exciting flavors, and this is a new tool to help chefs and mixologists meet their customers' demands," says Melanie Dulbecco, Torani's CEO. "Torani Pure Flavor gives them the freedom to create with flavor. It helps them deliver to guests on their promise of an extraordinary, memorable taste experience."

Ideal for an enormous variety of applications, from savory to sweet, from starters to desserts and from cocktails to alcohol-free drinks, Torani Pure Flavor's six initial flavor varieties include Ancho Chile, Basil, Cilantro, Garden Mint, Lemon Verbena and Thai Ginger. The company is continuing to develop and test additional flavors and plans to launch two to six more innovative varieties in 2006.

"Torani Pure Flavor bypasses the challenges of fresh herbs and spices, including perishability, inconsistency, extensive prep time and seasonality," says Dulbecco.

Torani Pure Flavor is very intense; it takes only about one tablespoon per 2-lb batch to infuse flavor during cooking and a ½ teaspoon per 8 oz of beverages. The cap on the bottle allows for easy control of product flow, depending on the application. For drops, dial the nozzle way back; for a steady stream, open it up. Torani Pure Flavor is shelf-stable for one year.

Saxco International, Inc. (www.saxcointl.com) to supply round, 750-mL and 1-L bottles for the four introductory flavors—traditional, passion fruit, mango and pineapple. Saxco is a distributor for **Anchor Glass Container Corp.** (813/884-000), which produces the bottles. The bottles are sent to **Serigraphie Richford, Inc.** (www.serigraphierichford.com), another Saxco vendor, which acid-frosts them to give them their distinctive appearance. The multicolored, pressure-sensitive labels for the bottles were created by **Digital Graphics of Trinidad** (868/625-3331) and are printed by **Cameo Craft International** (www.cameocraft.com). A plastic capsule with a heat-shrinkable sleeve finishes off both sizes.

"We were delighted to have played a part in the introduction and marketing of this exciting new series from Angostura," says Jerry Maya, Saxco regional sales manager. "We think these new drinks are going to gain notoriety and momentum rapidly."

PlateScapers are as practical as they are pretty

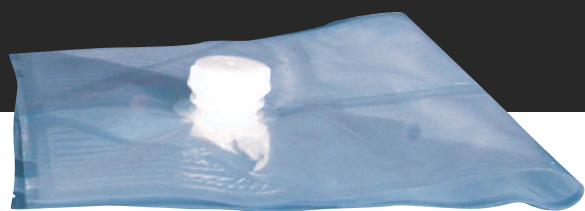
Smucker's® PlateScapers® dessert toppings make for a picture-perfect ending to any meal. The easy-to-hold, contoured bottle and unique



applicator tip, which controls product flow, make it easy to create dessert masterpieces for any skill level. Available in five delicious flavors—chocolate, vanilla, chocolate fudge, caramel and raspberry—PlateScapers toppings are specially formulated for smooth and easy decorating. They make plate designs easy for pantry and wait staffs and provide a simple way to enhance desserts such as cakes, pies, ice cream, specialty beverages and more.

Bottles of chocolate, raspberry and vanilla contain 19.5 oz of product, while the bottles of chocolate fudge and raspberry flavors contain 19.2- and 19.25 oz, respectively.

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¹ Costs less than most comparable rigid containers.

² Seamlessly replaces many rigid packages, including cube-shaped inserts, in most fill lines, including all manual operations.

Punch up flavor with Caribbean Club

Angostura Group of Trinidad, West Indies, has introduced Angostura Caribbean Club, a new series of rum punches in four distinctive flavors that contain 17 percent alcohol. "The new Caribbean Club rum punches are being targeted at both male and female consumers in their late-20s and beyond and are being marketed throughout the islands in duty-free tourist shops and cruise ship terminals," explains Peter Traboulay, product development manager for Angostura. "Following that, the new rum punches will make their



way to the U.S., first in Florida, and then in selective other states nationally. The company will also continue to freshen the new series by adding additional tropical flavors over time."

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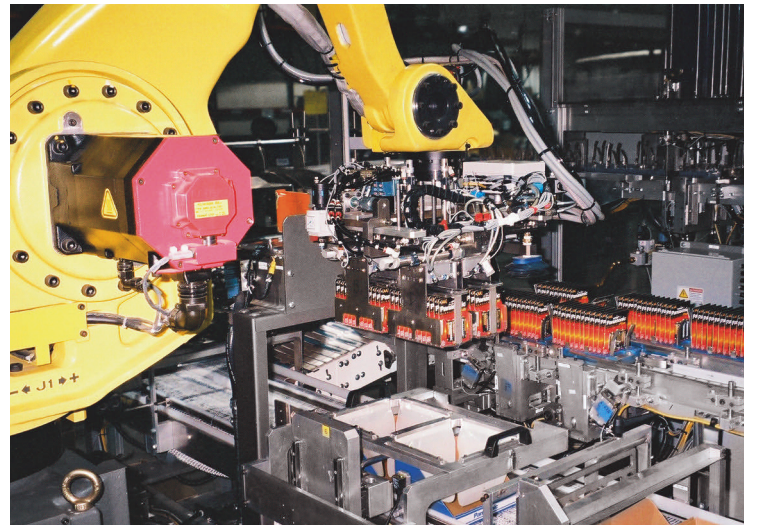
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Juiced-up battery packaging

A new robotic packaging and palletizing operation at Panasonic Primary Battery Corp. of America automatically packs all 15 of the company's different retail alkaline battery blister packs into display trays and also palletizes the shipping cases.

Jack Mans, Plant Operations Editor

Panasonic Primary Battery Corp. of America's giant facility in Columbus, GA, is the only plant in the U.S. producing the company's AAA, AA, C, D and 9-volt retail alkaline batteries. The company had been packing the batteries in single-face corrugated cases for shipment to customers. In 2004, the marketing department decided that they wanted to add a new Panasonic product in which batteries were placed in trays that could be put directly on store shelves. The Columbus plant was tasked with coming up with a system that could do this both accurately and efficiently. "After considering the alternatives, we decided that an automated system that transported blister-packs of batteries through the packaging process in plastic, thermoformed inserts and incorporated a robot to do the final packaging presented the optimum arrangement," says engineering manager Larry Brooks. "We had seen some very impressive, custom-designed equipment



The robot picks up the blister-packs with parallel plates that close on the two sides of the packs. The robot then rises, swings over the display trays and descends to deposit the battery packs through oscillating funnels into the display trays.

from **Langen Packaging, Inc. (www.langeninc.com)** in Europe, so we contacted them to discuss the project. There were a few times when they shook their heads at some of our ideas, but they never really resisted anything, and they were great to work with. They built some mockups of the equipment about a year ago, and we

Continued on page 38

Packaging Solutions

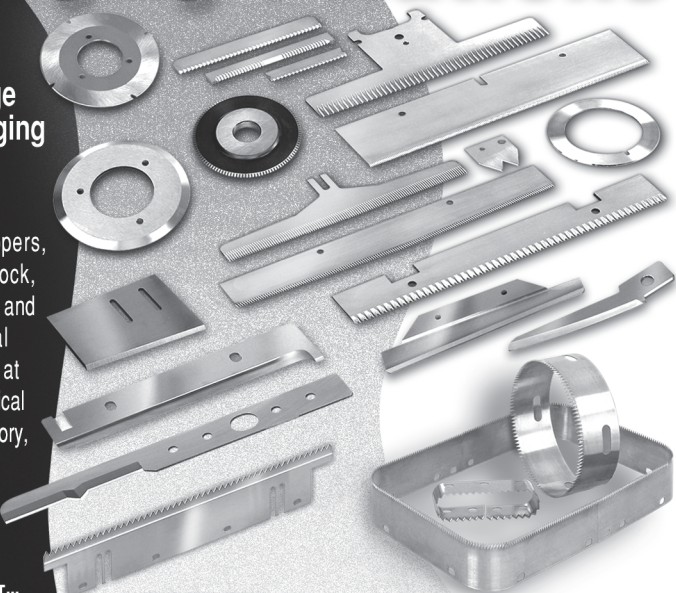
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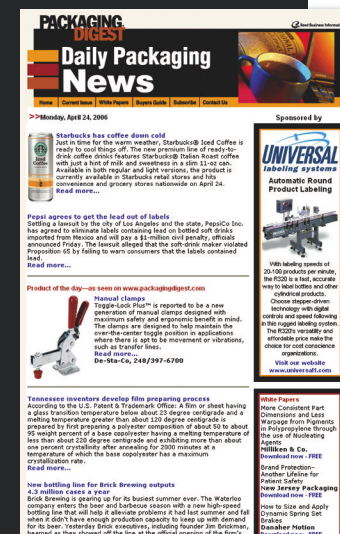
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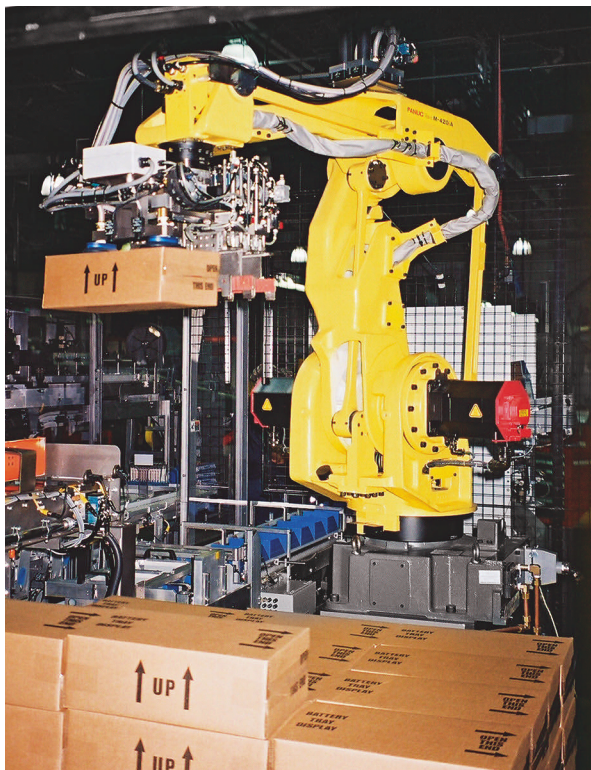
installed the finished line this spring.

A key element of the LRC-700 system is a robot from **Fanuc Robotics of America, Inc.** (www.fanucrobotics.com) that performs a dual function. On one hand, it loads battery blister-packs into the corrugated display trays, and on the other hand, it palletizes the shippers into which the trays are packed. "This dual operation was essential to the economics of the robot," says Brooks. "We had originally thought of the robot as only packing the blister-packs into the display trays, but that would have only utilized part of its time. By having it also palletize the shippers, we utilize more than seventy-five percent of its time, and that helped justify its cost. Langen was a little concerned about the dual-purpose robot, but they came through like a champion. Their programmer, a gentleman named Wen Chen, did a marvelous job."

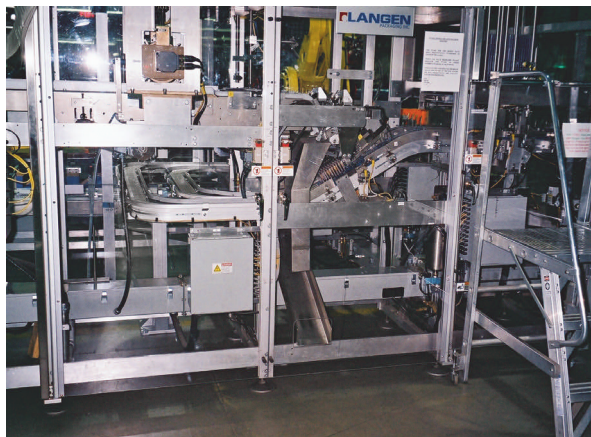
The LRC-700 system is designed to run 15 different styles of battery blister-packs: five AAA styles, six AA, two 9V and one each of C and D batteries. The blister-packs are produced on another automated piece of equipment, which is attached to the LRC-700 by a conveyor system. To start the packaging operation, the blisters are conveyed beneath two parallel, vertical starwheels, one on each lane, which space the packs for processing. The blisters reach the starwheels randomly, and a sensor tells the wheel that a blister is present. The servo-driven wheel then indexes to release the blister into a flight of the downstream conveyor. The starwheels seem simple, but, in fact, their design is critical to the operation.

"The vanes on the starwheels must have the proper shape and angle to exactly match the blisters, so they don't damage or squeeze the blisters," says Brooks. "Different settings are required for each blister-pack, and the spacing of the vanes around the wheel must also be adjusted to match each blister."

The blister-packs are loaded into plastic-tray inserts that are transported through the machine in pucks on two parallel conveyors. Each Panasonic blister-pack configuration of batteries has its own plastic-tray insert, but they all fit into the same pucks, thus eliminating the need to change the pucks. The conveyors are designed in a continuous racetrack pattern. The pucks are loaded with the blister-packs,



The robot also palletizes corrugated shippers containing the display trays of batteries. This dual function of the robot is essential to the economics of the robot.



Individual blister-packs are loaded into plastic-tray inserts that are transported to the robot on pucks. The pucks then enter the loading zone, where the conveyor travels down a decline. The pucks are slowed down, and the blister-packs drop into the grooves in the plastic-tray insert. After the proper number of blister-packs are loaded into the insert, the pucks are released and travel around a U-bend on one of the parallel conveyors to the robotic tray-loading area.

transported to the robotic packager and then come back around to pick up the next load of blister-packs.

The blisters leaving the starwheels are inspected by a vision system from **DVT Corp.** (www.dvtsensors.com) that verifies the polarity orientation in the package, as well as checks for missing batteries. Before the puck enters the blister-loading station, it stops beneath a feeder that sets a clear plastic tray into the insert. The tray contains grooves into which the bottom flanges of the blister-packs are loaded. During *Packaging Digest's* visit, the line was assembling groups of 12 blister-packs containing four AA batteries each, so the inserts had 12 grooves. Different battery configurations and sizes require different plastic-tray inserts.

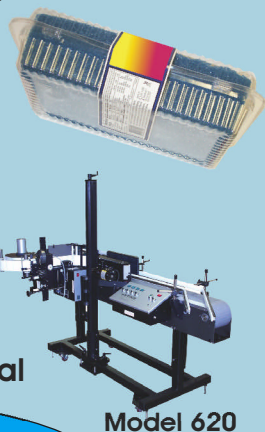
The puck then enters the loading zone, where the conveyor travels down an incline. At this point, the puck is slowed down, and the individual blisters drop into the grooves in the plastic-tray insert. After the proper number of blister-packs are loaded into the insert, the puck is released and travels around a U-bend on one of the parallel conveyors to the robotic tray-loading area. E-series servo drives with FM-3 control modules from **Emerson Control Techniques** (www.emersonct.com) are incorporated into the starwheels and the puck-handling system.

A reciprocating model GF42 tray erector/feeder from **Specialized Packaging Machinery, LLC** (www.spgroup-inc.com) withdraws individual display-tray blanks from a magazine and erects them. Side belts discharge the trays into a lugged conveyor, and a servo-driven main drive indexes them to the robotic loading station. The LRC-700 actually loads two display cases—one behind the other—on each conveyor simultaneously. During *PD's* visit, the plant was running cartons containing two sets of battery packs side-by-side, so at this point, the robot descends and picks up four sets of blister-packs—two sets from each conveyor—and places them side-by-side into the trays. The end effector that picks up the blister-packs consists of parallel plates that close on the two sides of the battery packs, including the plastic trays. After gripping the battery packs, the robot rises, swings over the display trays and descends to deposit the battery packs through oscillating funnels into the display trays.

The LRC-700 system also runs display trays

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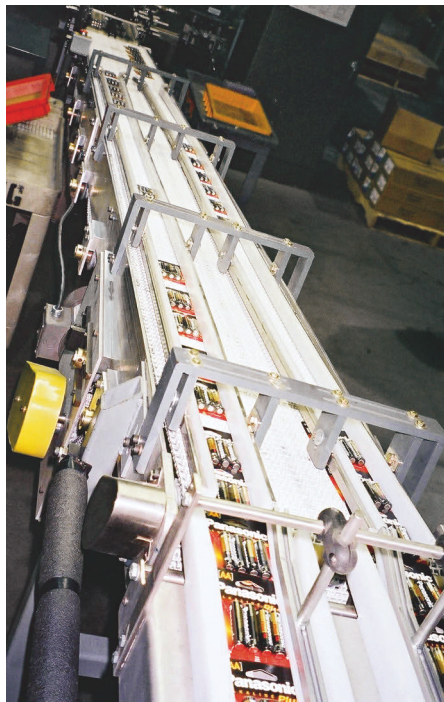
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Blister-packs of batteries are delivered to the LRC-700 system in two parallel lanes on the infeed conveyor.

containing only one row of battery packs. In this case, the battery packs are delivered to the robot on one conveyor, and the robot picks up two sets (for the two trays) at a time rather than four, and place them into the trays. After the blister-packs have been removed, the pucks travel back around the racetrack and repeat the loading process.

The display trays leaving the packer travel over a checkweigher from **Alpha Checkweighers** (www.alphacheckweighers.com), which is part of **All-Fill, Inc.** (www.all-fill.com). The electronic control system for the checkweigher includes an alphanumeric LCD display plus an individual LED weight display, up to 25 programmable product setups, sample and hold display functions, automatic setup of static and dynamic calibration, startup and dynamic self-diagnosis with error messages, auto zero

are conveyed back to the robot, which has a second system consisting of vacuum cups on the same end-effector as the tray-loading system. Between loadings of battery packs into the display trays, the robot picks up the shipping cases and automatically palletizes them. Sensors on the battery-pack and shipping-case conveyors detect when product is present and initiate the two robotic cycles.

"Installation and startup went very well," says Brooks. "Langen had a startup crew here for a week, and then two of their technical people came down to help us start the system, which took another week. The system currently is a key piece of equipment in filling our Panasonic orders and maintains a high level of run time and efficiency."

More information is available:

Langen Packaging, Inc., 905/670-7200. www.langeninc.com.
Alpha Checkweighers, 610/524-7350. www.alphacheckweighers.com.
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Labeling Systems, Inc., 201/405-0767. www.labelingsystems.com.
Loveshaw, an ITW Company, Little David Products Div., 570/937-4921. www.loveshaw.com.
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In addition to manufacturing some of the most sophisticated packaging equipment around, **LANGEN PACKAGING** also is big in the rebuilding and renting markets. Read how popcorn producer Great Lakes Packaging is renting rebuilt Langen cartoners at www.packagingdigest.com/info/popcorn

to compensate for product spillage and digital automatic feedback control to the filler. The standard statistical data package for the checkweigher includes counters for each weight zone and total count, average and standard deviation on the last group of 50 packages.

Out-of-spec trays are rejected as they leave the checkweigher. Acceptable trays are conveyed to a manual packing area, where they are packed into corrugated shippers, which are taped shut by a Little David top taper from **Loveshaw, an ITW Company, Little David Products Div.** (www.loveshaw.com). A labeler from **Labeling Systems, Inc.** (www.labelingsystems.com) applies labels to the shippers, after which they



Pouching output improves 70 percent

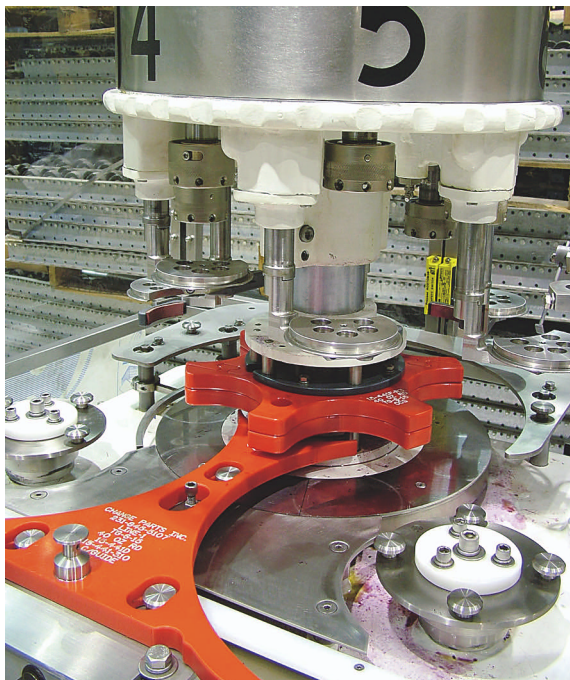
Ann's House of Nuts makes a sweet deal when it buys new horizontal form/fill/seal equipment to pouch its salted nuts, dried fruits and fruit-and-nut mixes.

Ann and Edward Zinke founded Ann's House of Nuts in 1973 on their household kitchen deck. From this humble beginning, the company has grown to become a major international manufacturer of nuts, dried fruit and related snack items.

As reflected by the company's trademarked motto, Quality You Can See™, Ann's House of Nuts aims to deliver the best-quality nut and dried-fruit products at reasonable prices. The company's products, ranging from nut and fruit mixes, dried apricots and honey nut crunch to roasted, salted cashews and chocolate-dipped pretzels, are carried by major retailers, mass merchants, clubstores and grocery stores throughout the U.S. The company also exports its quality nut and fruit products to retailers in Canada, the U.K., Mexico and the Caribbean.

Over the years, Ann's House of Nuts has expanded its operations to include two production facilities in Jessup, MD, and Robersonville, NC. Despite its rapid growth during the past decades, the company has maintained its core dedication to quality. To uphold this goal, the nut and fruit snack provider has consistently incorporated innovative technological solutions to preserve product excellence while also increasing efficiency and contributing to bottom-line gains.

After a successful visit to the last **PACK EXPO International** (www.packexpo.com), Edward Zinke



The largest nut roaster in the world uses new technology, top. The capper received extensive rebuilding to meet production requirements, above.

purchased horizontal form/fill/seal equipment that has helped Ann's House of Nuts increase output for its packaged nut and fruit products by approximately 70 percent.

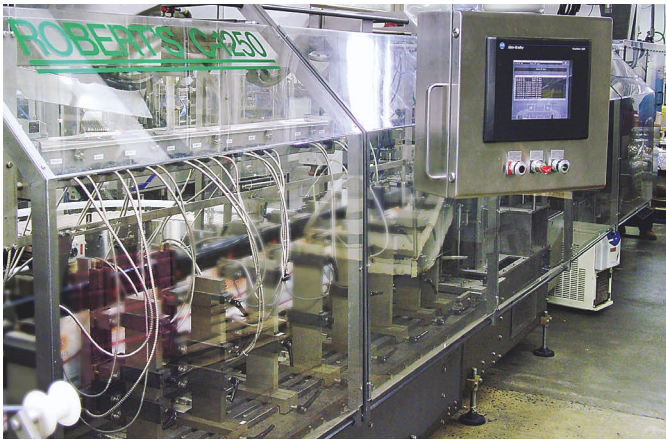
Prior to Zinke's visit to PACK EXPO International, the hf/f/s equipment Ann's House of Nuts used in its production facilities posed considerable operational challenges. One piece of

equipment was running pouches at speeds up to 25-percent slower than what was guaranteed by the manufacturer upon purchase. In addition, in spite of the manufacturer's guarantee, the machinery wasn't designed to fully withstand a washdown.

"Our existing equipment was very inefficient," notes Zinke. "For example, we needed to devote a significant amount of time and manpower to manually wash down the equipment in order to meet sanitation standards."

As demand for Ann's House of Nuts' quality products increased, Zinke realized that new, automated equipment was needed to streamline the company's packaging processes. After reviewing the latest technologies and meeting with technical experts from exhibiting companies during PACK EXPO International, Zinke purchased a C-1250A high-speed hf/f/s system from **Robert's Packaging, Inc.** (www.robertspackaging.com). Versatile and flexible, Robert's C-series continuous-motion f/f/s machines are, in effect, many systems in one. They can be configured to produce a large variety of pouches for virtually any need and help cut packaging costs and increase production efficiencies, while improving quality.

Unlike their experience with the company's previous f/f/s equipment, which required up to six weeks to become operational, engineers at Ann's House of Nuts were able to install the Robert's C-1250A without external assistance and began



The new hf/f/s equipment can produce a large variety of pouch configurations for Ann's House of Nuts.

running it immediately. Within one week, the machinery was operating smoothly at a packaging rate of 130 to 135 units/min, which is 44- to 50-percent faster than the company's previously fastest f/f/s equipment. The addition of the C-1250A has ultimately enabled Ann's House of Nuts to boost output of its packaged nuts and fruit snack items by between 68 and 71 percent.

"The new Robert's packaging system has enabled our company to meet the needs of our customers more effectively," says Zinke. "The system is also easier to operate and maintain, and changeovers take between fifty-eight- and seventy-five-percent less time than they did for our older machinery. By using the C-1250A, operators with less experience can take part in our form/fill/seal packaging efforts for the first time."

Ann's House of Nuts was also able to find additional technologies to help optimize its operations as a result of Zinke's attendance at PACK EXPO International. After meeting with technical experts from **Heat and Control, Inc.** (www.heatandcontrol.com) during the show, Zinke purchased a customized HWF-5428 HeatWave® fryer to obtain completely uniform cooking for his company's nut-roasting operations. The machine is currently the largest nut roaster in the world, featuring a breakthrough design that cooks with curtains of clean, filtered oil to maximize product quality.

Zinke also met with representatives from **Change Parts, Inc.** (www.changeparts.com), which performed an extensive rebuild of the capping equipment that Ann's House of Nuts used for packaging snack-nut items in rigid polyethylene terephthalate containers. The proprietary, new design currently allows the capping machinery to meet the company's production requirements more efficiently.

"The HeatWave fryer and redesigned capping machine will be valuable additions to our processing and packaging efforts," remarks Zinke. "PACK EXPO is the only place where

we could have found so many solutions to our previous production challenges."

Zinke says he will return to PACK EXPO International this October with members of his staff to review the latest packaging innovations and to build relationships with existing retail customers.

"PACK EXPO is a terrific

place to get acquainted with a lot of packaging technologies and ideas all at once," comments Zinke. "I'm definitely going to bring a team of employees to research how the latest

innovations in packaging machinery and materials can help our company maintain and surpass the rates of growth that we have achieved every year since we started thirty-three years ago."

More information is available:

Change Parts, Inc., 231/845-5107. www.changeparts.com.

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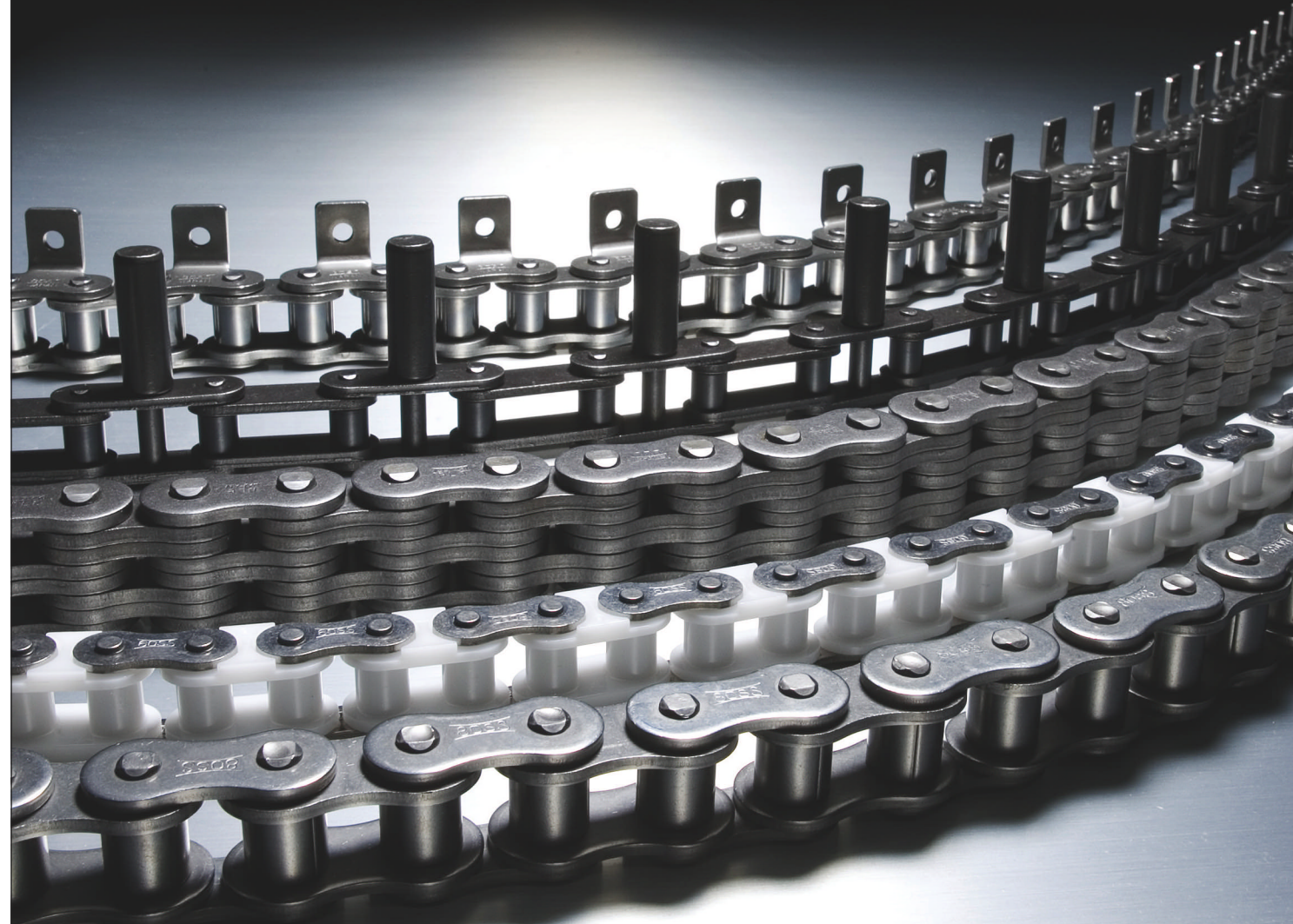
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The in-line, fully-automatic induction sealer, above, allows Renfro Foods to anticipate additional growth expectations for years to come. It seals larger, foodservice jars and jugs in sizes from 1 to 5 gal.

Renfro dishes up induction sealing

Family-operated condiments manufacturer Renfro Foods seals the deal with the addition of its third induction-cap sealer to handle a surge in foodservice production of salsas, sauces and relishes. The in-line unit seals 63- and 110-mm caps at faster speeds.



Lauren R. Hartman, Senior Editor

Renfro Foods is a family-operated business that began in 1940. Today, its zesty products include a variety of 26 salsas, sauces and relishes, available in supermarkets, gourmet and gift shops and fruit and vegetable stands in the U.S., Canada, Denmark, Mexico and the U.K. Renfro Foods also contract-packages a variety of sauces and relishes for foodservice accounts, including restaurants and other entities.

Named Vendor of the Year in 2005 by Wingstop Restaurants Inc., Fort Worth, TX-based Renfro Foods supplies Wingstop's private-labeled sauces in plastic gallon-sized

containers with wide-mouth, 110-mm caps and in F-style handled jugs with 63-mm caps. Both packages are induction-sealed. Over the last decade, Renfro Foods has experienced a great boost in production volume for this portion of its business and had to make some additions to its sealing operation.

The company first invested in induction-cap sealing in 1995, when it purchased a Compak Jr.™ portable tabletop machine from **Enercon Industries** (www.enercondind.com) to seal salsa containers it copacks in slant-handled jugs with 63-mm caps.

Renfro Foods evaluated several equipment brands at the time and identified Enercon as a market leader, says company president Doug Renfro. With help from Enercon's local equipment distributor representative **R.P. Anderson Co.**

(www.rpanderson.com), which offered a great deal of local expertise, Renfro Foods was able to conduct sealing demonstrations with the Compak Jr., which "sealed the deal." Weighing only 14 lb, the self-contained sealer proved to be a powerhouse. Soon, it was pulled into service sealing entire truckloads of Renfro Food's containers.

The sealer requires no water or special power, so can be used just about anywhere in a plant location.

Renfro Foods started heat-induction-sealing its containers for a couple of reasons, Doug Renfro says. "Many of our foodservice customers began to refuse accepting glass containers and the freight/shipping costs are lower on plastic because it's lighter. Our finished product in a plastic container averages about

**We can attest, it's a production
workhorse. We seal truckloads of
containers with it.**

thirty-eight pounds gross per case, versus forty-eight pounds in glass."

At first, the company put the Compak Jr. induction sealer into service as a standalone machine for short production runs to provide tamper-evidence and to seal in product freshness. Over the next several years, foodservice product demand grew and the production runs became longer and longer.

Says Doug Renfro, "We used the machine for all of our volume on foodservice, which had reached regular, truckload-sized orders. We laughed when we saw Enercon's description of the Compak Jr. It was designed for laboratory use and short production runs. But we can attest, it's a production workhorse. We started sealing truckloads of containers with it."

Induction sealing became such an integral part of the foodservice packaging



The induction-cap sealer, above left, releases the membrane seal from the cap liner and fuses it to the rim of the jar as the jar passes. The filled, capped and sealed jars emerge from a cooling tunnel that serves both foodservice and retail packaging lines simultaneously but separately, above right.

business that the company invested in a second Compak Jr. in 2004, as a backup to the primary machine.

A specially engineered sealing coil allows the unit to induction-seal closures in various sizes up to 110 mm. To use it, an operator sets the power mode to high or low, sets a timer, places the sealing coil over the closure on a filled container and presses a trigger on the handle of the coil. The timer ticks off the required number of seconds to ensure a strong a secure seal as power is applied into the cap to form the seal. The innerseal from the closure heats



Read about how enrobed chocolate producer AMES Intl. wraps up its jars of sweets, nuts and fruit that are **INDUCTION-SEALED IN-LINE** at www.packagingdigest.com/info/AMES

and releases, fusing onto the mouth of the container for a snug fit.

While the Compak Jr. machines kept up with the faster pace, at the time, Wingstop, one of Renfro Foods' primary foodservice customers, was expanding its product distribution into 25 states.

Renfro Foods saw that a fully automated induction sealer was needed on that bottling line to minimize some of the labor-intensive tasks.

But as Doug Renfro says, the 65-yr-old company soon became rather shoehorned into its production floor plan. "Space is always an issue in our plant," he tells PD. But after discussing with this with Enercon and with R.P. Anderson, he decided that Enercon's automated system, the Super Seal,™ would best meet the line's needs. "It would also allow us to anticipate any additional growth expectations we could have for next several years."

Renfro Foods added the fully automatic Super Seal—its third induction-cap sealer—within the past year. The unit was integrated into reconfigured to run both foodservice
Continued on page 44

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An air-cooled system, the Super Seal operates via a dedicated microprocessor and a controller. With an all-in-one, quick-change sealing head that pivots to allow for sealing bottles and jars with different closure diameters, it features a waterless design and an adjustable "Loss of Seal" indicator that allows users to preset the power level and trigger an indicator such as a stack light, if the supplier power dips below the preset level. Control sets the machine into local/remote and auto/manual modes. The Super Seal also provides adjustable support for easy setup to a variety of container heights.

"With the Compak Jr., we could seal five units or gallons per minute," adds Doug Renfro. "The Super Seal can seal nine containers per minute. That really improved our line speeds and combined with the labor savings we see from automated sealing—it's great."

Doug Renfro says the company is quite pleased with both the Super Seal machine and the fact that it's fully automatic. The Compak Jr. machines are currently used as backups. "Today we use them to seal bottles of our barbecue sauce, a dozen different salsas and several relishes," he tells PD.

The plant has also expanded to include two production lines—one for retail items that fills jars and bottles in sizes from 11.5 to 32 oz and the "workhorse line" that runs the multilayer plastic foodservice containers that are induction-sealed. Both packaging lines merge through the same cooler and then split up again for labeling and palletizing sequences.

On the foodservice line, which usually runs containers from 1 to 5 gal, filling is performed on a single-head **Ideal**



An operator holds one of Renfro Foods' compact tabletop induction-cap sealers, which it uses to seal whole trailer loads of salsas, sauces and other foods.

Mfg. & Sales (www.idealmfg.com) system before the closures are applied by hand. The bulk-sized, multilayer polypropylene/ethylene vinyl alcohol/high-density polyethylene containers with 63-mm finishes are provided by **Alcan Packaging (www.**

Should the business expand...perhaps we will add another shift. The sealers can take it.

alcanpackaging.com). These are capped with closures from **Mold-Rite Plastics (www.moldriteplastics.com)** that feature Safe-Gard™ 102 two-piece pulpboard/foil innerseals from **Unipac Corp., an ITW co. (www.unipac.ca)**. The polypropylene jugs with the 110-mm finishes are molded by **Thomas Plastics** and acquired through **Ryco Packaging Corp (www.ryco.com)**. **Rexam Delta Plastics (www.rexam.com)** furnishes the caps and innerseals.

The filled containers are next placed on a conveyor that leads them beneath the Super Seal induction sealer, which releases the closure liner from the cap and fuses it onto the rim of the container at speeds of about 116 ft/min. Next, with closures and innerseals in place, the containers head into a cooling

tunnel from **I&H [now from Arrowhead Systems (www.arrowheadsystems.com)]** that cools them down to a temperature of about 75 deg F. Two mats and a divider keep containers from the retail and foodservice packaging lines apart but cooled concurrently in the tunnel. As the containers emerge from the cooling tunnel, the lines split up for labeling, case-packing and palletizing sequences. The foodservice containers are labeled by hand, loaded into shipping cases and palletized by hand.

When asked if the company has experienced a return on its induction-sealing equipment investment, Doug Renfro replies, "Here we're pretty informal. We don't calculate ROIs. The Super Seal saved us a significant amount in labor costs, so we're happy. Should

the foodservice business expand much further, perhaps we will add another shift. The sealers can take it."

The company can now concentrate on watching the condiment/sauce trends in upscale restaurants, knowing that within a short time, the trendy flavors there will make their way into consumer households across the country. Next on its product-development menu? Mango Habanera Salsa.

More information is available:

Enercon Industries Corp., 262/255-6070.
www.enerconind.com.

Alcan Packaging, 773/399-8000.
www.alcanpackaging.com.

Arrowhead Systems, 920/235-5562.
www.arrowheadsystems.com.

Ideal Mfg. & Sales Corp., 608/241-1118.
www.idealmfg.com.

Mold-Rite Plastics, 518/561-1812.
www.moldriteplastics.com.

R.P. Anderson Co., 817/279-8370.
www.rpanderson.com.

Rexam Delta Plastics, 714/670-6400.
www.rexam.com.

Ryco Packaging, 972/919-1757. **www.ryco.com.**

Thomas Plastics, 817/921-5275.
Unipac Corp., an ITW co., 905/727-0114.
www.unipac.ca.

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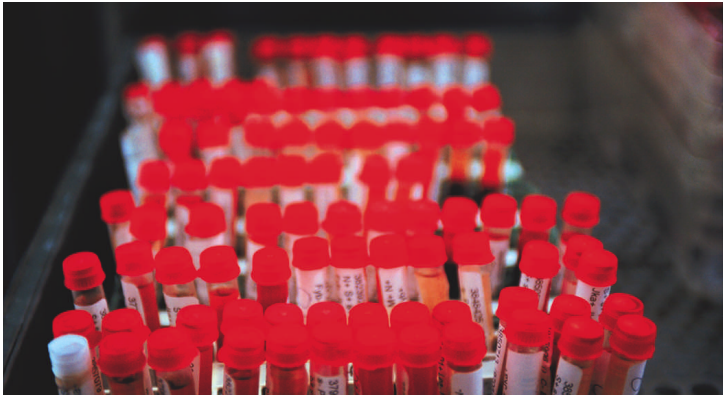
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Secure software used to print patient packaging labels

Citing the critical need for secure, compliant record keeping, Specials Clinical Manufacturing (SCM) of Prudhoe, U.K., which provides a range of manufacturing development and packing services for the clinical trials market, is adopting new software used for the printing of labels for patient packages. The system reportedly manages the printing of patient data, treatment codes, study centers, stratification group and patient visits while ensuring all data are kept secure and traceable for SCM.

The system selected is the Prismo Medica software with ClinTrial module from PRISYMID, Inc. (www.prisymidinc.com), which, the supplier adds, "offers powerful design features and specific functions for printing package labels."

The software is said to provide a validated system that satisfies specific requirements of FDA and the U.K.'s Medicines Healthcare Regional Authority. For FDA, it complies with 21 CFR Part 11 regarding records and signatures.

It is also designed to provide a totally secure environment for label design, approval, automatic gathering of variable data and label printing. The software is also developed, tested and documented in accordance with strict **GAMP (Good Automated Manufacturing Practice)** guidelines and supplied with full life-cycle documentation based on the GAMP "V" model, the supplier notes.

The software reportedly uses high levels of security and data encryption to ensure systems integrity and regulator compliance, and is able to record critical activities, including time and date stamping, and electronically link them to individual users.

SCM packaging manager Elaine Mackie comments, "Initially, there was no suitable system in place for printing labels, especially labels for random studies and projects. We knew, however, what level of quality we required, and the PRISYMID system not only delivered, but also exceeded our expectations."

In addition, she notes that the software "is user-friendly and has a very useful reminder mechanism."

PRISYMID, Inc., 704/409-2351.
www.prisymidinc.com

AMF automates

Continued from page 19

offer optimal system performance.

VersaPak is also equipped with an Allen-Bradley PanelView Plus 700 operator interface and leverages Rockwell Software RSLogix software for sequential and motion-control programming. The integrated system reportedly enhances packaging performance and reduces engineering time. All system control elements not only reside on the same hardware framework, but also within the

same controller.

Notes Timothy Cook, AMF vp of sales and marketing, "Our customers want machines that offer maximum compatibility and flexibility in installation and changeover."

AMF Automation Technologies,
804/342-9711.

www.amfautomation.com

Rockwell Automation, 800/223-5354.

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Restaged bottle gives haircare products a lift

Joico Laboratories, Inc. revamps the packaging for its professional haircare products, introducing a sleek, custom-molded bottle and a color-coding system that helps salon professionals and retail consumers select the best beauty regimen.



Anne Marie Mohan, Senior Editor

With the recent relaunch of its professional series of haircare products, Los Angeles, CA-based Joico, Inc. revels in the commingling of art and science, with formulations and packaging that display equal measures of both. Critical in the planning of Joico's repackaging, says the company's director of marketing, Mary Freeth, was the establishment of a strong salon identity, as well as the creation of clearly identifiable categories to help hairdressers and consumers select the right hair products for specific hair types.

"We felt that we needed to revitalize our business and reinvent ourselves to remain competitive on the shelf," explains Freeth. "Our packaging was more than five years old, so we needed to update our look and modernize our product line. It also was not easy to shop our brand as a stylist or as a consumer. It was a very big line, so it was somewhat unwieldy."

A year and a half later, Joico unveiled an entirely new look and feel for its brand, the showpiece of which is a sleek, custom-molded bottle with a complementary, flush-fitting cap, offered in a range of modern, metallic colors that clearly identify each of Joico's seven haircare solutions. But, as Joico's director of package development, Scott Palmer, relates, the redesign presented many challenges. "The restaging involved obstacles in every direction," he says. The main challenges, he adds, included molding and decorating the asymmetrical package, bringing manufacturing up to speed with the new packages and color matching the lines' metallic hues among a range of packaging materials and suppliers.

For more than 30 years, Joico has been a supplier of haircare products for professional stylists and for sale at chain salons, such as Regis Corp.'s Supercuts, Hair Crafters and Regis Salons. A division of Japanese cosmetics company Shiseido Corp. since 2002, Joico is known for its upscale offerings, which range from shampoos and conditioners to gels, sprays and waxes, among others.

With the launch of its new packaging, Joico took the opportunity to enhance its formulations, where possible. "We took a hard look at our lines from a formula standpoint to determine where we could improve and get better performance out of our



Joico parent company **SHISEIDO** pioneers a label applicator that does the work of five people, even raising output by more than 25 percent. See www.packagingdigest.com/info/shiseido04

products with the new technologies and ingredients that have come into effect over the last few years," says Freeth.

The new product range comprises 107 stockkeeping units—approximately half of which are international versions—that fall under seven categories. These include the K-PAK® line, designed to "rebuild, reconstruct, strengthen and protect" damaged hair; Daily Care; Style & Finish; Moisture Recovery, for dry hair; Color Endure, for color-treated hair; the Body Luxe volumizing and thickening line; and Silk Result®, which promotes soft, silky hair.

As Freeth and Palmer agree, although custom-molded, Joico's product packaging before the redesign lacked the sophistication and modernity needed to convey the company's scientific savvy. A new bottle was required to capture consumers'

attention.

And not just any bottle, says Palmer. "People think that restaging a product just involves changing to a standard bottle with some new graphics," he explains. "But you have to make an investment in your packaging—it's the first thing that the consumer sees. The only way you can stand out is by having a unique package."

For the engineering and creative expertise needed to generate a new bottle design, Joico turned to **DieterBakicEnterprises, Inc.** (www.bakic.com), which specializes in the design and technical development of personal care and cosmetics packaging. Input from Joico's marketing and package-engineering departments, in collaboration with DBE, resulted in around seven package concepts that were then narrowed down to one.

"Some of the more complicated ideas and shapes that we came up with just weren't feasible, manufacturing-wise," says Palmer. Others lacked the necessary stability and functionality—"they were awkward-feeling in the hand," he adds. "In this industry, the hairstylists, who are primarily women, have small hands, so it's always an issue when you are redesigning. You have to make sure that the package feels comfortable when the stylist is holding it, and that it doesn't slip out of their hands."

The final bottle design, in a 300-mL size and constructed of high-density polyethylene, is a slim and sleek column, with the left side running straight up and down, and the right side tapering out at an angle toward the bottom of the bottle, ending in a

curved pinch-off. The dispensing cap, also engineered by DBE and molded by **Rexam** (www.rexam.com), is a two-piece, custom polypropylene closure that fits flush to the bottle on a 27-mm neck finish. The closure is uniquely designed to always orient to the front panel of the package, providing a clean, consistent look when the bottles are on-shelf.

Further differentiating it from competitive haircare products, the new bottle design includes several ease-of-use features. A wide, flat top enables consumers to flip the bottle over and stand it on a flat surface when the product is running low, allowing the last bit of formula to flow to the cap for dispensing. In addition, a lip on the flip-top lid allows the cap to be easily opened with one hand.

From the 300-mL bottle, Joico created a 150-mL version and a 1-L version, as well as a complementary 200-mL bottle. The DBE-designed bottle, made from medium-density PE, stands inverted on its cap, with its left side sloping diagonally upward and its right side straight up and down, so that when the 300-mL bottle and the bottle are placed side by side, they almost “nest,” explains Palmer.

While the bottle uses the same dispensing cap as the 300-mL bottle, the 150-mL version of the new package has a 20/410 neck finish and takes a pump-spray dispenser from **Saint-Gobain Calmar** (www.calmar.com). Calmar’s Mark VI high-mist sprayer and Mark VII sprayer for high-viscosity products are also used with a second version of the 300-mL bottle that uses a 24/210 neck finish. The 1-L bottle size employs the 27-mm orienting neck finish and the custom, two-piece closure.

A third version of the 300-mL bottle was also designed for use with foaming products. This container uses a 43-mm neck finish and an Easy Foamer HH Series foam dispenser from **Keltec Dispensing Systems** (www.keltecby.com). Palmer says this brand of foamer was selected due to its upscale appearance, “which really fits well with the look of the bottle,” he comments, as well as for the smooth movement of its pump during actuation and recovery. The foamer also provides a longer-lasting foam, he adds.

To accommodate the rest of its product varieties, including gels, serums, aerosols and others, Joico selected similarly elegant package formats in stock designs, custom-colored to match the company’s seven product categories.

For its waxes and pomades, Joico uses a 50-mL PP jar from **Rexam Delta** (www.rexam.com) with a continuous-threaded closure. Labels, which include a clear, pressure-sensitive wraparound body label and a round, p-s, extended-text label on the bottom of the jar, are produced by **Info Label, Inc.** (518/664-9411).

Serums are packaged in a 1.7-oz, clear polyethylene terephthalate bottle from **Inoac Packaging Group** (www.inoacusa.com), which also supplies the bottle’s overcap. The treatment pump is provided by **Microspray Delta** (www.microspraydelta.com). Screen printing of the serum bottle is performed at Joico’s Geneva, NY, manufacturing facility, which houses—along with a vast array of blow-molding, labeling, filling and other processing, packaging and decorating equipment—an **OMSO** (www.omso.it/en/) screen-printing press.



The bottle’s closure is uniquely designed to always orient to the front panel of the package, providing a clean, consistent look when the products are on-shelf.

Joico’s aerosol products come in a stock, aluminum bottle in a 350-mL size with an aerosol spray dispenser, supplied by **Chicago Aerosol** (815/634-5100). Products such as gels, hydrators and balms are packaged in plastic tubes from **Tubed Products** (www.tubedproducts.com).

This type of mold construction was very complicated in terms of matching parting lines, venting and parison cutting and control.

As mentioned by Palmer, one of the biggest challenges to Joico’s “extreme makeover” was the difficulty it presented in the blow-molding process. “The molds themselves were not symmetrical,” he explains. “This type of mold construction was very complicated in terms of matching parting lines, venting and parison cutting and control.”

After having been turned down by the blow-molder of its existing packaging, as well as by other plastic-bottle suppliers, Joico turned to DBE to recommend a manufacturer capable of reproducing the unique bottle. **Easy Plastic Containers** (www.easyplastics.com), Concord, ON, proved willing and able to undertake the challenge, and worked with Joico to create preproduction, unit-cavity molds used to produce bottles for stability, environmental and other tests.

Says Palmer, to accommodate the irregular-shaped Joico container, Easy Plastic developed a proprietary method of parison design and control to minimize the gram weight required to achieve a well-distributed bottle. The molder also engineered unique bottom-cutting plates and detabbing fixtures to remove excess parison from the bottom of the bottle and to aid in

bottle molding.

Joico also gives kudos to Easy Plastic for its ability to blow mold the bottles using the heavily pigmented, metallic-colored resins without flow marks.

After blow molding, the next hurdle was decorating, which also required custom tooling. Palmer says the proprietary company chosen to print the bottle developed systems to handle the range of neck finishes on one machine, as well as tooling to locate and position the bottles for decoration without regard to neck finish.

The final challenge, Palmer relates, was matching the lines’ metallic colors from one material to another, and from one supplier to the next. Central to the new packaging’s categorization concept, the colors include subtle, shimmering shades of grey, green, blue, aubergine, rust and gold. The two-piece caps use a bicolor design, where the portion of the cap flush to the bottle uses the same shade as the package, and the flip-top exhibits a darker shade of the same color. To ensure consistency among packaging components and suppliers, Palmer says that once the bottle and dispensing cap colors were

approved at Easy Plastics and Rexam, plastic chips were created for the rest of the suppliers from which to match their components. “The color matching was a very long process,” he says. “But in the end, it turned out really well.”

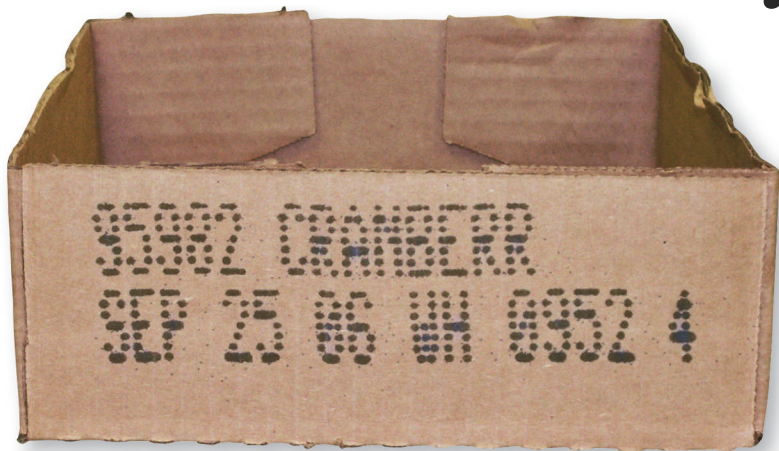
Shipped to distributors in December 2005 and launched on salon shelves last March, Joico’s new packaging is turning heads. “People love it,” Freeth tells PD. “Whereas before, stylists were sometimes hesitant to put the old Joico line on their shelves, now people who have never been interested in Joico before are calling us.”

Remarks Parker, as more and more hair products are becoming available, consumers are becoming more savvy. “Therefore, it is vital for manufacturers to develop packaging that will not only deliver product performance, but also engage the consumer to want to buy their brand over the competition’s,” he says. “We’re very excited with the feedback we have received from our distributors, salons and customers.”

More information is available:

Chicago Aerosol LLC, 815/634-5100.
DieterBakicEnterprises, Inc. New York, 973/473-2995.
www.bakic.com.
Easy Plastic Containers Ltd., 905/669-4466.
www.easyplastics.com.
Info Label, Inc., 518/664-9411.
Inoac Packaging Group, Inc., 502/348-5159.
www.inoacusa.com.
Keltec Dispensing Systems BV, 310 416 32 16 00.
www.keltecby.com.
Microspray Delta s.p.a., 39 02 90 41 461.
www.microspraydelta.com.
OMSO North America, Inc., 859/282-6676.
www.omso.it/en/.
Rexam Delta, 501/760-3000. www.rexam.com.
Rexam, 812/867-6671. www.rexam.com.
Saint-Gobain Calmar, 800/599-2124. www.calmar.com.
Tubed Products, LLC, a sub. of Kerr Group, Inc., 413/527-1250. www.tubedproducts.com.

Traceability coder juices up production



Juice copacker Whitlock Packaging, which ships roughly 1 billion containers a year worldwide from its New Jersey plant, adds an ink-jet case coder that reduces downtime, ups efficiencies and provides product-traceability data.

Lauren R. Hartman, Senior Editor

A traceability coding system that recovers lost downtime for a copacker that processes millions of juice containers is just the healthy boost Whitlock Packaging Corp. needed. After the company installed a new marking system from **Matthews Intl. (www.matthewsmarking.com)**, it began to notice a welcome change to its case-packing operation.

Founded in 1980, Fort Gibson, OK-based Whitlock is perhaps the largest contract manufacturer of noncarbonated soft drinks in the U.S. It has two facilities that package juices, teas and energy drinks in cans, polyethylene terephthalate bottles and aseptic containers—one plant in Fort Gibson and its main plant in Wharton, NJ.

The Wharton operation packs about 200,000 cases a day for owners of some of the most renowned and popular brand names in the country. It has been able to recover about a hour's worth of

downtime experienced before in coding within any 8-hr shift of its daily juice-pack production, thanks to its drop-on-demand, Jet-A-Mark® DOD 5400 large-character ink-jet printers with R44 controllers.

The main plant ships roughly 1 billion fruit juice containers each year worldwide, so ink-jet coding-equipment malfunctions aren't wanted, says Dean Collins, who heads Whitlock's coding operations. "Finally, we have a reliable system with minimal downtime," he points out.

The traceability factor for case and tray codes has become a larger part of Whitlock's quality-assurance program. Whitlock and its customers have become more conscious of providing the market with tamper-evident juice containers free of contamination, as well as the need to keep accurate track of production. Most of the copacker's output of branded juices is in PET bottles and paperboard/foil cartons. Output includes many popular retail orange, grapefruit, cranberry cocktail juices and drinks as well as other juices and iced

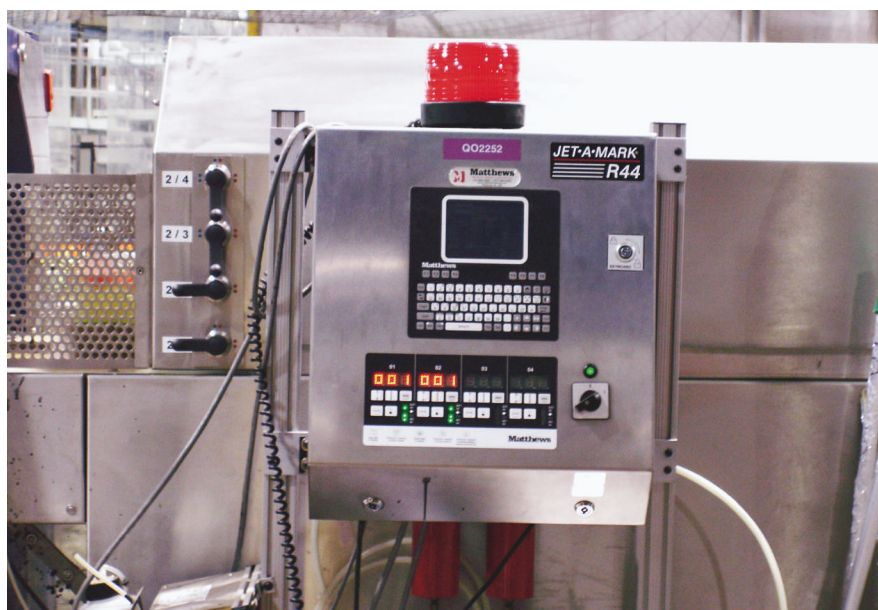
teas. The filled containers, which range in size from 10 to 64 oz, are tray-packed into 8- to 18-in.-long coded trays that are later transferred into marked corrugated cases. The cases convey to a nearby distribution center for eventual shipment to retail outlets across the country and overseas.

The application of the codes to the corrugated trays and shipping cases is part of Whitlock's

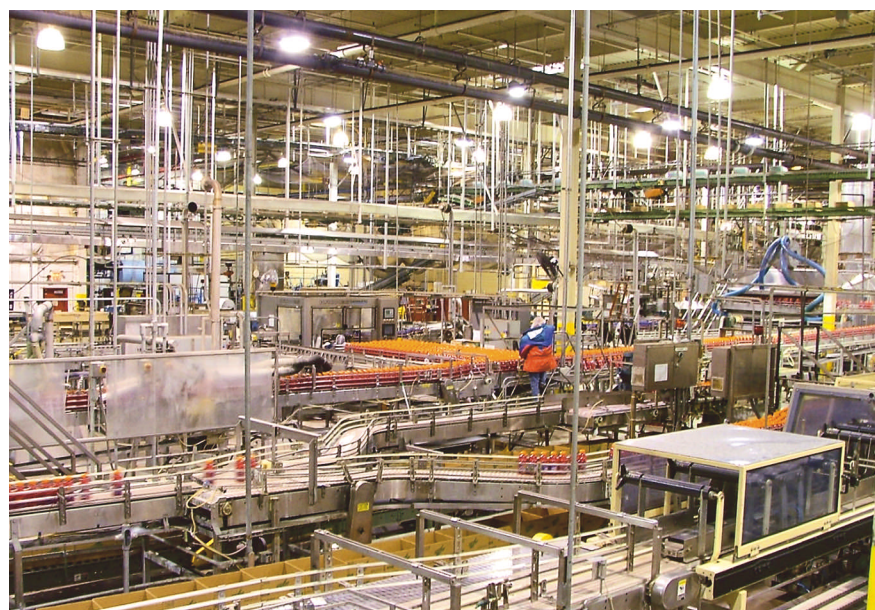


Read about how an **AIRPORT-BASED FRUIT PACKER** boosts customer recognition and plant efficiency by switching from a low-quality marking system to an ink-jet printer that interfaces with the fruit-filled fiberboard cases and uploads up to 1,200 different product IDs at www.packagingdigest.com/info/farmington

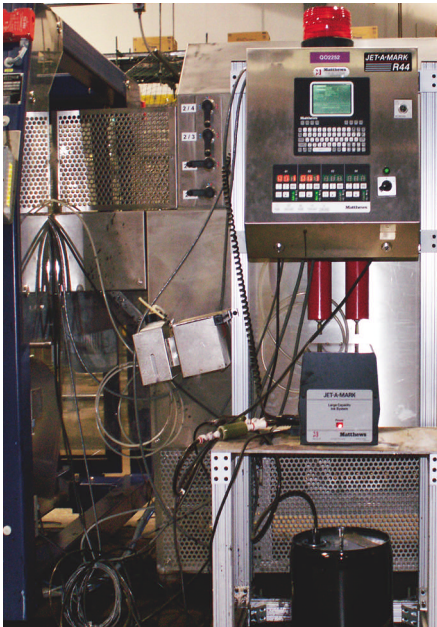
quality-assurance program at the New Jersey operation. Six distinct groups of information ink-jet-printed on the trays and cases include a packing date and military time, a plant code, a production shift number, a product flavor, a best-buy date and, frequently, the case count.



The drop-on-demand, large-character bar-code printer comes with a choice of 16- and 32-valve printheads that imprint up to five lines of text and graphics. Six groups of data are printed on the cases and trays, including a the date, the time, a plant code and more.



Whitlock's bustling main plant in Wharton, NJ, packs about 200,000 caes a day of juice and other drinks for some of the biggest brand names in the country. It can't afford coding-equipment malfunctions. Its seven new on-demand coders help combat any problems.



The ink-jet coder, above, applies text and graphics to both sides of the cases. The printheads tilt and are vertically adjustable, so they can work in tight spaces.

"This gives us the traceability data not only important to us, but to our customers," says Collins.

After the primary juice containers are filled, they're tray-packed and the trays are loaded into corrugated shipping cases. The ink-jet coding is applied to both sides of the cases. "We also code the whole tray when it's flat before it's formed," Collins adds. "As the process moves forward, the trays are pushed mechanically by activated moving parts that can vibrate and generate dust. While other coding systems might be bothered by this amount of abuse, the

This gives us the traceability data not only important to us, but to our customers.

5400 isn't affected by it, which makes it a good system for us."

Whitlock added seven DOD systems that print characters from 1/2- to 1 3/4-in. high and up to two lines of text in various fonts that can be selected on-demand. Matthews included the Easy Select® bar-code scanner, which creates and stores setup messages in the controller under one file name.

Once the messages are stored, the system prints a sheet of bar codes with the corresponding file names.

During daily operation, the plant operator can scan the relevant bar codes needed to change a message to be printed. Whitlock is now comfortable with regular programming, so no longer needs the scanners.

The DOD 5400 comes with a

choice of 16- and 32-valve printheads for coding up to five lines of text and graphics with up to 32 dots/in. resolution. The copacker selected the 16-valve version, able to generate character heights from 3/16 to 5 in. using Matthews' valve-jet technology to form printed characters and graphics. With a built-in network, up to 64 units can be linked and controlled

from one keyboard or from a PC, PLC or mainframe. The tiltable action of the printheads works in tight spaces up to 90 deg. Collins says they're also vertically adjustable.

Each R44 controller regulates up to 16 DOD ink-jet printheads and can be equipped with up to four central processing unit modules. Multiple controllers can also be networked to

provide control of up to 64 units. As a packing tray advances, the characters print straight and neatly. "We can now handle any customer's coding demands," concludes Collins.

More information is available:
Matthews Intl., 412/665-2500.
www.matthewsmarking.com.



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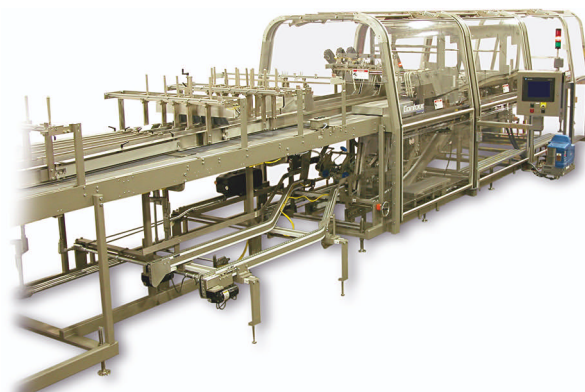
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new products equipment

Servo drive A high-performing servo drive with a simple, robust motion controller is introduced.

The co. says the Model 940 PositionServo drive is available at "an incredibly low price." The model uses a BASIC-like motion-programming language to provide high-performance indexing and positioning, but can also accept traditional drive signals (analog and step/dir) from a motion controller. In addition, Ethernet allows ease of use, high-speed connectivity and low cost, the co. adds, while an electronic programmable module, which is a removable memory chip, is another feature.

AC Technology Corp., 508/278-9100.
www.actech.com



Tray packer Developed to eliminate soft-bottle bridging and to remove gaps that compromise pack-pattern accuracy and continuous product flow is the Contour™ T-75 tray packer with Smartrak™ steady-stream infeed. The co. says the packer's patented, pinless metering unit collates products at speeds 50-percent faster than traditional metering and eliminates the product damage sometimes caused by metering pins, cutting operating costs. Rated to 75 cycles/min, the packer is said to easily handle a variety of configurations without lengthy changeovers, and features a 10-ft ergonomic tray-blank magazine and open design with gull-wing guarding.

Douglas Machine, Inc., 320/763-6587.
www.douglas-machine.com



Modules The co. introduces a new size of CKK and CKR compact modules in 200-mm-wide extrusions using two Size 25 Ball Rail® systems for what it calls the longest lengths, highest speeds and highest payload in the industry. For multiaxis pick-and-place systems in assembly environments, dispensing operations in the medical industry and material handling in the packaging industry, the electromechanical actuators now bring their payload capability to larger-scale operations, the co. says. The modules have a maximum load capacity of 20,000 lb.

Bosch Rexroth Corp., 704/714-8594.
www.boschrexroth-us.com



Encoder The co. introduces what it calls an explosion-proof version of its ROD 420 rotary encoder. Made with a standard, 58-mm-dia housing and an overall 83-mm length, the encoder complies with the requirements of directive 94/9 EG (ATEX 100a), the co. notes, and is available with line counts of 250 to 5,000. The maximum surface temperature is given at 248 deg F, with an additional temperature sensor triggering a warning signal to return the system to a safe operating condition.

Heidenhain Corp., 847/490-1191.
www.heidenhain.com



Printer Asserting the highest printing speed of 1,300 ft/min for one-line printing in its class, the co. unveils its PXR-H Series small-character ink-jet printer. While boosting speed, the printer maintains or even enhances print quality by improving printhead and ink-drop charge/deflection control, the co. adds, with the further claim that the innovative ink-circulation system helps reduce fluid evaporation and achieve a very low cost of operation, with the nozzle and the gutter automatically cleaned before shutdown, saving time at the next startup. Its IJP-RST1 option also means simple Ethernet connectivity for more production efficiency.

Hitachi America, Ltd., 914/524-6615.
www.hitachi.com

Scavenger The Model 4212 Scavenging Initiation System is an automated triggering unit designed to activate on-command the oxygen-scavenging performance of Cryovac® OS films. Helps minimize film waste while significantly improving web handling and print-registration control. The unit automatically adjusts the amount of UV light exposure the film receives. Since its 12 lamps never shut off, maintenance costs are minimized and the useful life of the light available is maximized, the co. says. After operations end, only a 4-ft length of triggered film remains in the system; it may be used up to 30 min after triggering.

Sealed Air Cryovac, 800/845-3456.
www.osfilm.com

Controller Built to offer low-cost, HP-based printing solutions for applications requiring high-resolution and high-quality printing for limited runs is the HSAJet-TCU controller. The co. says the controller is available with or without a display and a keypad, prints with up to two HP printheads and is suitable for tasks including precoding, internal logistics, data documentation and date, lot and expiration codes.

HSA USA, 732/324-0800.
www.hsausa.com



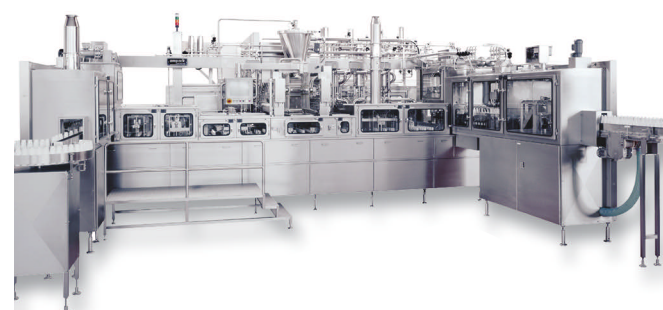
Capper Directed toward maximizing product quality, the co. introduces Equatorque, a servo-driven rotary capper that the co. says improves the precision of the operation. Using Elau brushless servo motors at each capping head, the machine is said to accurately control torque from 0 to 35 lb/in. (4 nm) while handling containers from 30-mL to 5-L capacities with up to 24 capping heads. The co. says on-the-fly torque adjustments may be made without slowing the machine, either by a local operator interface or an optional Ethernet connection, with tool-free changeovers.

NJM/CLI, 603/448-0300.

www.njmcli.com

Elau, Inc., 847/490-4270.

www.elau.com



Filler A linear indexing bottle-filling system that operates at speeds to 54,000 bottles/hr has been introduced. The system features clean (sterile air cover), ultra-clean (full ELL®, extended long life) and aseptic applications with multiple dosing stations for both liquids and particulates to allow for maximal flexibility. Domed bottles feed to an integrated neck trimmer that splices off the heads within the clean area. The bottles are then processed through combination thermal and chemical sterilization and are filled, have a foil lid applied and sealed, and then move to a downstream capper.

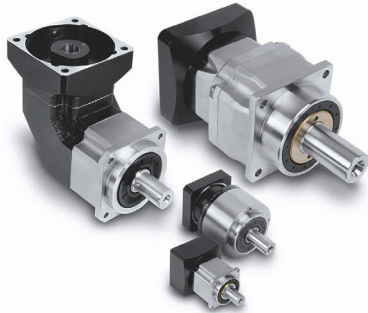
Evergreen Packaging Equipment, 319/399-3306.
www.evergreenpackaging.com

new products equipment

Gearheads Designed for direct attachment to popular servo and stepper motors are new helical, planetary precision gearheads made from stainless steel for high performance. Reportedly incorporating a patented planet carrier design, patented input and output sealing designs and special heat-seal and surface treatments, the gearheads are made in a range of sizes and configurations in black, anodized aluminum for standard applications and epoxy-coated for wet and washdown uses, and are backed by a 5-yr warranty covering seals, bearings and all elements for the gearheads.

Boston Gear, 888/999-9860.

www.bostongear.com



Industrial radios A new line of industrial, wireless Ethernet radio products, the 802.11 a/b/g, is said to be the first of its kind to feature 802.11i/WPA2 security with AES-CCMP and 802.1x security measures. The co. says the simple, IT-friendly, embedded software allows any network PC with a web browser and proper identification the ability to configure the devices. Available in wall-mounted and compact, DIN-rail-mounted versions, the line supports both the 2.4-GHz and 5-GHz bands, the co. adds, with RS-232 and RS-422/485 device servers enabling the integration of serial devices onto the wireless Ethernet network.

Phoenix Contact, 800/322-3225.

www.phoenixcon.com



Filler/capper Developed for a variety of structures, including standup or side-gusseted with a center or corner fitment, the co. introduces the PSG YUE UltraClean™ filling and capping pouch system. It evacuates the pouch with nitrogen, fills the pouch, washes the spout thread and places and tightens the cap to the desired torque. It also comes with a CIP washing device operated from the PLC, with the machine totally encased in a positive airflow system to provide the most sanitary conditions possible. Output ranges from 20 to 160 ppm.

PPI Technologies Global, 941/359-6678.

www.ppitechnologies.com

Conveyors Created for tight product transfer and the ability to fit within space-constrained areas is the 125Z Series of conveyors. Coupled with a 1.89-in. profile, fixed 30- to 90-deg angles minimize the number of required components, the co. says, while the unique Z-Track™ permits control over belt tracking at the angle of incline or decline. Belts of 8- to 24-in. widths are available in lengths to 20 ft, with a snap-in, sealed tail allowing quick belt changes regardless of length or width, according to the co.

QC Industries, 513/753-6000.

www.qcindustries.com



Fillers The co. introduces its Superfiller SR2 and SR4, said to be high-speed, high-accuracy digital fillers and weighers for bulk semi-liquid oils and fats, including shortening and margarine. The co. says that, for both machines, rapid response times provide higher accuracy and less product giveaway.

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

www.okcorp.com

Controller Integration of the co.'s NS HMI and CJ1 PLC enable the co. to debut its NJS series HMI controller in what it calls a single, flexible, cost-effective HMI controller. Eliminating the need and cost of separate display, hardware, wiring and labor needed to connect the two, the new series has separate but integrated processors for display and control tasks so control response isn't compromised by heavy graphic demands, the co. claims. The NSJ, it adds, features built-in Ethernet capabilities, USB and serial programming ports and printer ports, plus a DeviceNet master that reduces I/O wiring to a single, open network cable, with networking and I/O expansion available. Price range is given at \$3,200 to \$4,575.

Omron Electronics, 866/886-6766.

www.omron.com.oei



Picking sensors What is called a low-cost, easy-to-integrate solution for assembly and picking applications, the Pick2Light bin-picking system is said to offer reliable hand detection and a 360-deg-visible job LED. A single-sided retro-reflective light grid reportedly cuts parts and labor costs in half with its external T-slot frame-mounting feature, with each bin requiring one light grid. In a rugged metal housing easily installed and adjusted, the sensors are made in five adjustable heights from 120 to 420 mm for greater flexibility and are protected from reflections and ambient lighting, offering a range of 2 m, the co. notes.

Sick, Inc., 800/325-7425.

www.sickusa.com

Cushion caser The new Pak Tek cushion caser is said to improve reliability using a servo-controlled cushion drop. Promised are more reliability, repeatability and much less maintenance through the co.'s "soft-touch" drop. The servo motor offers far more smoothness and consistency than air controls, the co. notes, eliminating air lines, cylinders and filters and enables the caser to make a quick changeover to corrugated cases and other pack patterns just by flicking on the servo control switch.

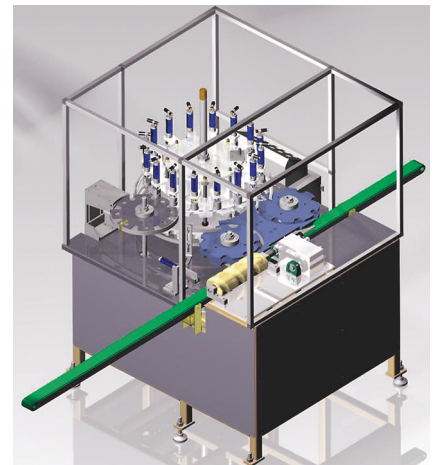
Thiele Technologies, Inc., 612/782-1200.

www.thieletech.com

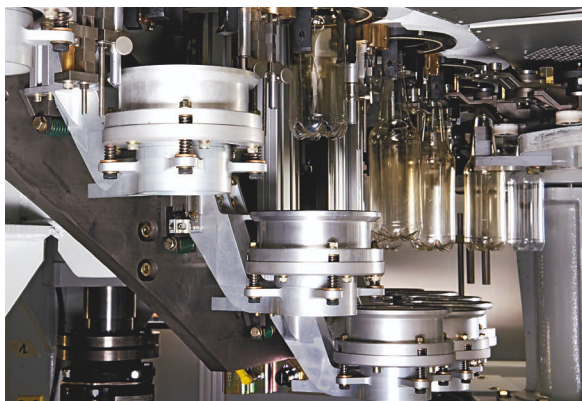
Tube plugger The CMP-16 composite tube plugger is designed to handle paperboard and plastic cans and tubes ranging from 1 to 4 in. dia and up to 14 in. high. The co. says multiple diameters can run on a single machine via simply changed tooling, with a hand crank moving the turret for various heights. The machine is capable of speeds to 10,000 cans/hr, with the co. noting that the machine is best suited to short runs and lower-volume applications. Available are a 20-cu-ft feeder, a set of change tooling and a plug/gluing module.

RND Automation & Engineering, 941/870-5400.

www.RNDautomation.com



new products equipment



Barrier treatment Directed at extending the shelf life of sensitive liquid products, the Actis™ 48 is said to be the world's fastest equipment for applying PET bottle barrier treatment. With output rated to 40,000 bottles/hr, the system deposits a thin layer of hydrogen-rich, amorphous carbon inside the bottle, reducing carbon dioxide loss and entry of oxygen and, the co. adds, can also bring significant material costs savings because bottle weights are lighter. With 48 processing stations, the machine design is based on rotary kinematics, with features including a vacuum system, plasma technology, process time and positive transfer. **Sidel Group**, 33 2 32 85 82 49. www.sidel.com

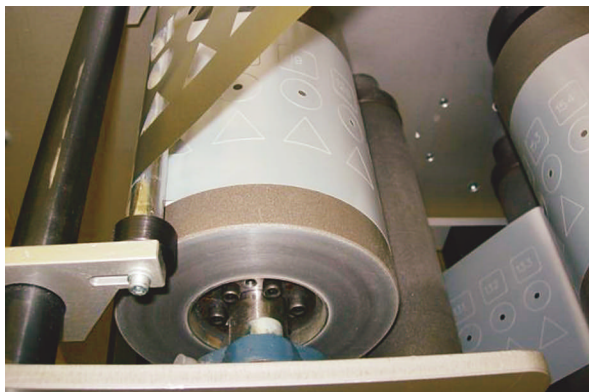


Palletizer The TRP3000 is described as a new robotic bag-palletizing system engineered for precision, high-speed/high-payload operation. Developed in conjunction with FANUC Robotics, the TRP3000 reportedly enables direct labor savings and improved personnel scheduling and use. It also has the flexibility to service multiple production lines and requires minimal programming and maintenance. **Taylor Products**, 888/832-9567. www.taylorproducts.com
FANUC Robotics North America, 800/477-6268. www.fanucrobotics.com

Encoders The co. debuts DGS65 blind, hollow-shaft incremental encoders featuring what it describes as a rugged, IP65/66-rated housing with collets for 6-, 8-, 10- and 12-mm shaft diam. They are said to provide up to 10,000 pulses/revolution for precise, reliable operation in the toughest of environments. The encoders are available with connector or cable outlets and TTL or HTL electrical interfaces. **Sick Stegmann, Inc.**, 800/811-9110. www.stegmann.com



Robot The new Polar robot, reportedly capable of handling payloads to 2,000 lb, is designed specifically to maximize vertical stroke while minimizing ceiling-height requirements. Initially made to be stationary, with a circular work area similar to an arm robot, the Polar is now combined with a mobile base to extend the working envelope to virtually any length, the co. says. **Sage Automation**, 800/731-9111. www.sagerobot.com



Laser cutting The co. introduces laser cutting contract manufacturing services for label manufacturers and other converters. Presented as an alternative to having to invest in equipment, the services are also viewed as an extended production trial of a proprietary, digital die-cutting system for companies considering investments in laser-cutting technology. The co. says it will offer roll or sheet through-cutting, kiss-cutting, scoring, perforating and more with a wide range of materials, with the services available worldwide. **Spartanics**, 847/394-5700. www.spartanics.com

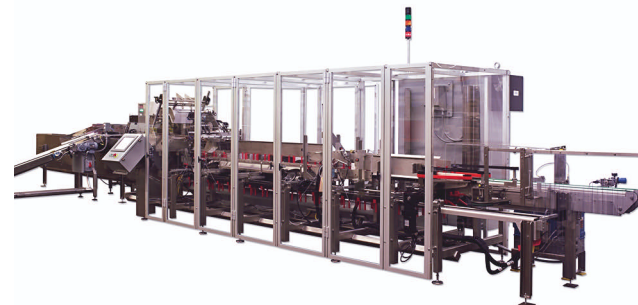
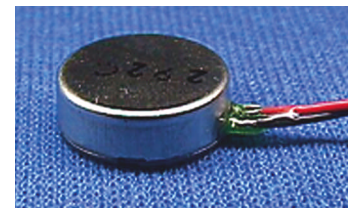
Conveyors

The promise of cutting up to 90 percent in floorspace requirements is made for a new series of stainless-steel, continuous, vertical conveyors. Providing an output rated up to 40 loads/min, the conveyors are produced in a simple, low-maintenance design with a wide selection of standard units from modular components and fully automatic operation, the co. says. Five standard models provide unit-load capacities ranging from 5 to 4,000 lb. **TKF, Inc.**, 513/241-5910. www.tkf.com



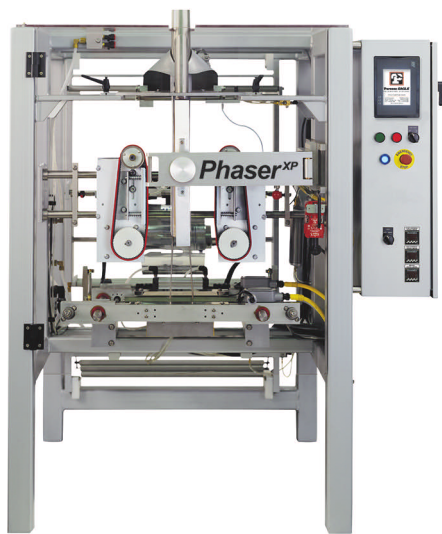
Shrink sleeve The cos. debut their PowerSleeve® Evolution Series of shrink sleeves, which use proprietary technologies to shrink-wrap full or partial-body sleeves at speeds to 48,000 containers/hr. The sleeves are capable of handling from 40- to 185-mm-dia bottles sizes with heights from 40 to 400 mm, with tool-less changeover in as little as 15 min, the co. claims. An adjustable shrinking system includes the PowerSkinner®, which uses infrared tunnels for dry operation, or the PowerSteam®, which shrinks sleeves with steam—a process more appropriate to custom configurations. **Evergreen Packaging Equipment**, 319/399-3306. www.evergreenpackaging.com
Sleeve International, 905/565-0952. www.sleeve.com

Motor The co. introduces the LVB10, a dime-sized, brushless vibration motor that is 0.394 in. OD and 0.134 in. in axial length, with a developed vibration force of 0.063 oz (1.8 g). The co. says it has integrated the drive electronics inside the motor case with two leads exiting to a 3-v DC battery source. LVB10-003 reaches speeds of 13,500 rpm at a 76 milliamp-rated current; LVB10-008 develops 12,000 rpm at 62 milliamps, the co. says, with a brushless design providing long-life operation and minimal electrical noise in sensitive applications. **Nidec Copal (USA) Corp.**, 310/782-6102. www.copal-usa.com



Cartoner The co. debuts the Legend® Series L200, described as a continuous-motion, four-chain carton-transport machine, with carton transport, barrel loader, bucket conveyor, carton feed and minor flap closing driven by servo motors. The co. says pre-engineered configurations mean minimal customization for shorter leadtimes and lower cost solutions, and is offering the series on an overall 24½-in. base frame with a 9-in. center configuration rated to 200/min and a 12-in. center configuration at 160/min, adding optimal flexibility with right- and left-hand access. **R.A. Jones & Co.**, 859/341-0400. www.rajones.com

new products

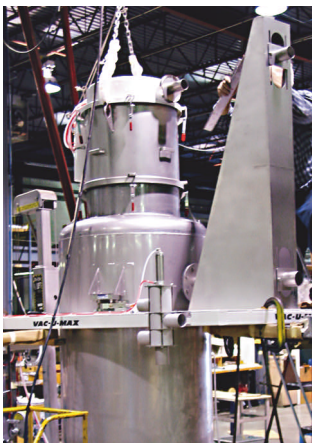


Vf/f/s The new PhaserXP vf/f/s machine is reportedly aimed at short-run, medium-speed bagging operations, combining simple operation with high performance. Features include a redesigned film-roll module for improved changeover access, better tension for reliable output of registered packages at speeds to 60/min and upgraded pneumatic valves and solenoids. It also has LED indicators and IP65 washdown component ratings. It produces package sizes from 2 to 13 in. wide and 3 to 15 in. long.

Parsons-Eagle Packaging Systems, 920/983-7100.
www.parsons-eagle.com

Batch weighing/conveying Designed to deliver powders and granules to process vessels with a high level of accuracy is a new batch weighing/vacuuming/conveying system. The co. says the system allows for greater control of product quality and inventory control of materials, which can be conveyed from drums, bags or sacks. Custom designs are available.

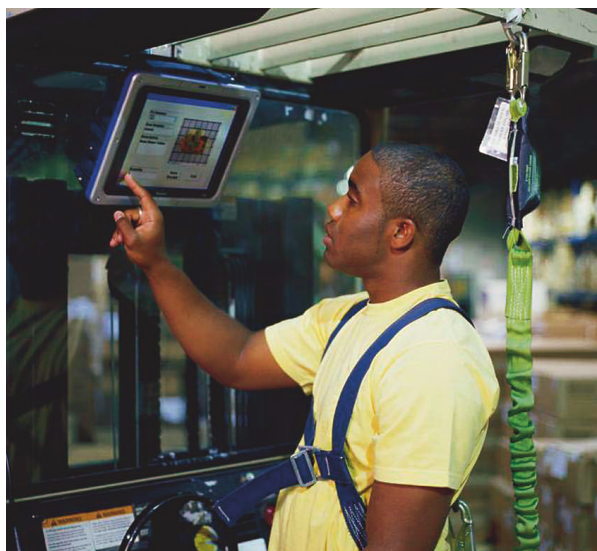
VAC-U-MAX,
800/822-8629.
www.vac-u-max.com



Air pillows

The new AIRplus® Cactus is said to automatically manufacture and transport air pillows, "optimizing production without operator input," the co. says. At the system's core is the Cactus Transport, a floor-mounted blower stand with up to two transport ducts, enabling two different-sized pillows to be used within the system, maximizing film usage and reducing waste. The Excel machine produces the air pillows.

Storopack, Inc., 800/827-7225.
www.storopackinc.com



Computer The co. offers the Intermec CV60 vehicle-mounted computer, ruggedly built with a cast magnesium housing. Designed for real-time data collection in manufacturing, warehousing, distribution and transportation environments, the computer can also be stationary-mounted. Integrated native Bluetooth™ technology means users have fewer accessories to install, fewer cables and minimal tethered wires. It is equipped with an Intel™ P-III ultra-low-power, 800MHz processor, with a choice of Microsoft Windows CE or XP operating systems.

Paragon Data Systems, 800/211-0768.
www.paragonsi.com

Belting The co. introduces what it describes as unique, open-mesh, stainless-steel wire belting, C-CureEdge™ with closed-loop ends that offers faster installation and repair time. At the same time, the product minimizes the accident risk caused by sharp, open ends while eliminating the possibility of snags and tangles. The belts are designed to be sanitary, safe and easy to use.

Wire Belt, 603/644-2500.
www.wirebelt.com

Case closer The 400TTC is an on-demand, automatic top case closer working with either tape or hot-melt adhesive at speeds to 30/min, the co. says. Positive-gripping single-drive side belts are synchronized to assure case squareness and consistent entry. Externally mounted handwheels enable changeover for a wide range of case sizes "in under a minute," the co. claims, for the machine with a 40×72-in. footprint.

Wepackit, Inc., 866/993-7225.
www.wepackitinc.com

Nano-scale markers Package and product authentication through nano-scale markers is achieved via the co.'s special readers. A web-based track-and-trace program is maintained where key product data are stored on a server and updated as product moves through the supply chain. Product is marked with a unique "license plate," which is scanned and attributed to customer shipments. This allows authorized personnel to assure that genuine product gets to its correct destination and that the source of smuggled product is quickly identified. Markers provide yes/no authentication and unique serialization.

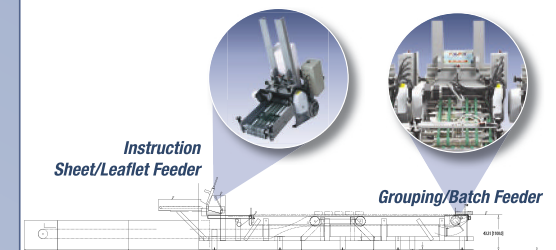
Authentix, 866/434-1402
www.authentix.com

Longford

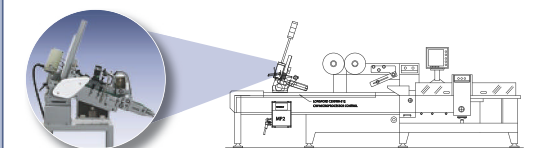
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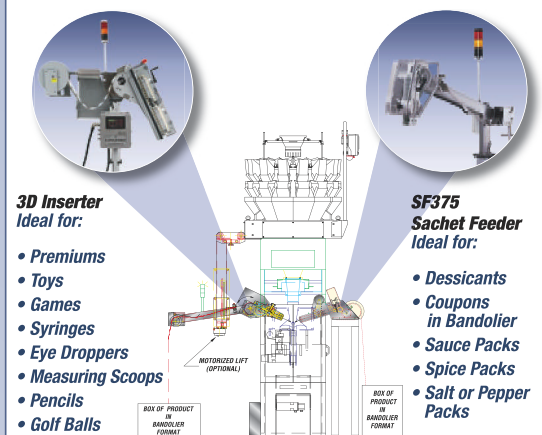


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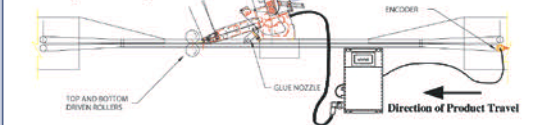


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new products materials

Take-out combinations The co. introduces the Expressions line of 2-pc containers for take-out or on-site serving in fast/casual restaurants. With black bases and clear, leak-resistant lids, the containers can be custom-embossed with what the co. calls only a minimal order requirement. The stackable, nesting components have designs and quality inspired by contemporary chinaware, the co. adds.

Duni Corp., 800/237-8270.
www.duni.com

Temperature-buffering label The Cold Wrap® label has a tactile finish designed to keep beverages colder longer. Set to appear on glass beverage bottles, it was developed to create a barrier between the hand and the bottle. It's made of a lamination of clear and metallized polyester incorporating Outlast® coating technology involving Thermocules™, which are microencapsulated phase-change materials that store, absorb and release heat. The material is shipped to B&H Labeling Systems' bottle-labeling facility for application.

Smyth Companies, 651/643-2235.

www.smythco.com

Outlast Technologies, 303/581-0801.

www.outlast.com

B&H Labeling Systems, 209/537-5785.

www.bhlabeling.com



Snowman tin The Happy Snowman is a decorative tin aimed at holiday packaging uses. The decorative tin in a 2-lb size is 7 3/16 x 2 5/8 in., with a Pat Olson design featuring a smiling snowman with a matching hat and scarf and a little red bird resting on the figure, which has a color-coordinated red body.

Ball Corp.-Steeltin, 800/436-6830.

www.ball.com

Miniatures Soficard® is introduced as a brand-lookalike miniature, a printed card glued around a small spray container. Designed to remind the consumer of the actual retail product, the spray container is produced as the plastic Sofistic® or the glass Sofilux®. The Soficard can be made in a variety of shapes, including square, round or oval, the co. says.

Rexam Dispensing Systems, 914/251-8420.
www.rexam.com



Rx closure A dual-purpose closure for prescription medications carries the 1-Click® tradename. Reportedly injection-molded of HDPE, the closure has a tab on one side that turns and clicks to close but when reversed is senior-friendly enough to warrant the Arthritis Foundation's Ease of Use commendation, the co. notes. Developed for solid pour-and-count medications, the closure fits the amber PP vials from the same co. and is said to be compatible with automated equipment in prescription departments. Another advantage is closure inventory reduction while retaining the patient's option. The co. cites a recent market research study in which nearly 75 percent of respondents rated the dual-function closure as "excellent" to "good."

O-I Prescription Products, 800/321-3391.

www.o-i.com

PS containers Presented as a cost-effective alternative to PVC and PET are containers molded of clarified PS. The co. notes that clarified styrene offers the strength, clarity and flexibility of PVC and PET, but is considerably lighter in weight. The co. says it develops unique and innovative custom packaging, including reusable retail packages, environmental packaging solutions, environmental rigid blisters and a spinning clamshell solution.

AVC Corp., 310/533-5811.

www.avccorp.com



Shipper The TimeSaver 24 is described as a prequalified shipping container for shipping temperature-sensitive products that eliminates the need for expensive and time-consuming testing. The shipper conforms to ISTA 7D summer and winter weather shipping conditions using the same packout configuration, is reusable and is designed to maintain the critical 2-8 temperature range for 24 hrs; there are also 48- and 72-hr versions, the co. reports.

TCP Reliable, 732/346-9200.

www.tcpreliable.com



Adhesive A new permanent/removable mounting adhesive, 8311M-76G, is available on double-coated polyester film. Producing a clean bond, it is used for temporarily mounting foams, polycarbonates, plastics to glass and other hard surfaces, the co. says. The bond strength remains even in direct sunlight, and the adhesive has a 76 gloss-gloss liner coated to ensure flatness and to resist cockling, the co. adds. The exposed side of the 50-ga polyester film is coated with 1 mil of high-gloss, high-tack, moderate-peel, high-shear, acrylic adhesive, and the liner side is coated with 1 mil of low-peel, high-shear, removable acrylic-based adhesive. The product is available up to 54 in. wide.

Adchem Corp., 631/727-6000.

www.adchem.com



Adhesive Ultra Light-Weld 3083 UV-cured adhesive reportedly provides an economical, fast, heat- and solvent-free structural seal that easily and securely bonds PET, RPET and APET clamshell and blister substrates. Available in syringes, cartridges, bottles and pails, the single-component adhesive requires no dedicated package tooling or equipment, the co. says, so package sealing, product changeover and labor costs are kept to a minimum, the co. says.

DYMAX Corp., 877/396-2988.

www.dymax.com

Special-effects film An iridescent, special-effects film called Aurora® LiquidColor™, reportedly designed to enhance a product's physical appeal, offers enhanced physical properties for various applications, including high-end packaging, textiles and glitter. The film is available in red, green and violet, with what the co. calls a near-limitless array of eye-catching design options. Applications include premium cosmetics and personal care products.

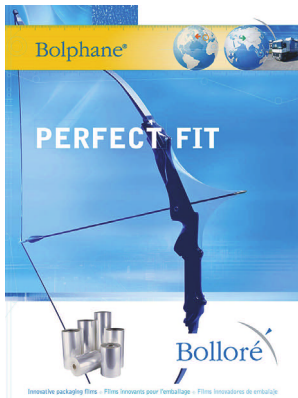
Engelhard Corp., 800/758-9567.

www.engelhard.com/aurorafilm

new products materials

Shrink film Now available is a cross-linked, soft shrink film, Bolphane® BRX. The co. says the multilayer polyolefin combines low shrink force with a high amount of free shrink, resulting in a structure that's soft enough to wrap packages that distort easily, but tough enough to handle irregularly shaped items. Suggested applications include wraps for thin-gauge, printed items, trays and lightweight boxes that are shrink-wrapped and contain products susceptible to high temperatures. The co. cites the film's impact-resistance and ability to form strong, secure seals.

Bolloré, Inc., 800/343-0358.
www.bollorainc.com



Lidding film A transparent, oriented polyester film, extrusion-coated with Allegro® M sealant, is said to seal aggressively through food product contamination. Known as Legato lidding film, it is offered as a lower-cost alternative with improved peelability for applications now using ionomer-based films for tough-to-seal needs. The co. also says that the film can be used to seal to rigid cup or tray structures including HIPS, PVC, APET and PP. Reportedly FDA-approved for direct food contact and suitable for frozen foods, the film is said to have good thermal and dimensional stability and microbial barrier as well as suitability for radiation sterilization, and excellent stress-crack-resistance. It also performs well in the presence of brine solution and residual food particulates.

Rollprint Packaging Products, Inc., 800/276-7629.
www.rollprint.com

Microwavable containers New 16- and 32-oz sizes of squat DELtainer® microwavable containers from Newspring® are offered by the co., which says they're ideal for hot, cold, wet and dry applications. The containers, complementing a size range from 8 to 64 oz, provide temperature-endurance and can be frozen, refrigerated and microwaved without cracking or denting. Other benefits cited include leak-resistant seals, stackable lids and a smooth base and sidewall design for easy, secure label placement.

Pactiv Corp., 800/476-4300.
www.pactiv.com



Holographic overwrap To stop consumers in their tracks, the co. offers XBOSS, a transparent, directly embossable overwrap. The coextruded BOPP film is said to have good surface gloss, clarity and moisture barriers, with a wide sealing range, consistent COF and low contact-pressure seal capability. It is recommended for CDs and DVDs as well as any product that requires enhanced and compelling visual appeal.

Applied Extrusion Technologies, 302/326-5731.
www.aetfilms.com

PEN container

What's described as a pressurized, plastic vessel for personal care products was developed by the co. in conjunction with SeaquistPerfect Dispensing. Blow-molded from polyethylene naphthalate (PEN), the container with a dispenser in the base is powered by a nonflammable, nonhazardous, nontoxic propellant, the co. notes.

Graham Packaging, 717/849-8500.

www.grahampackaging.com

SeaquistPerfect Dispensing, 847/639-2124.

www.seaquistperfect.com



Cup/napkin combination The co. has patented the Smart Cup™ disposable cup for beverages with a folded napkin with a tab in a hollow portion of its base. The napkin releases via the tab or can remain in place to absorb spilled contents of the cup. The combo can be printed with promotional or marketing designs, the co. says, saving the cost of a separate napkin.

IPX Corp., 866/988-0970.
www.ipxonline.com

Vial The co. has developed a sleek, 5-mL glass vial for cosmetics, personal care products and other applications. Designed for its aesthetic impact, the vial is supplied with a "doe's foot" applicator wrapped in a soft, durable cloth. The vial's goal is

to extend the packager's range while maximizing marketability, the co. says.

Continental Packaging Solutions, 888/676-5277.
www.continentalpackagingsolutions.com



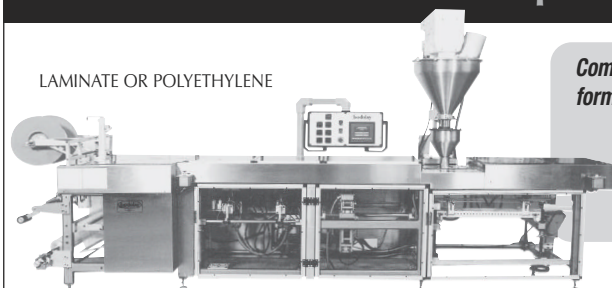
Parchment Acknowledging the growing consumer concern regarding safe food packaging and its impact on the environment, the co. introduces a vegetable parchment made of renewable cellulose fibers. The grease-barrier material, with no chemical additives or loose fibers, is safe for direct-food contact, the co. says, and has natural release properties, shows heat-resistance up to 450 deg F and is a robust, natural barrier that's also biodegradable. The paper is also useful in core and tube structures, the co. adds.

Ahlstrom Corp., 358 (0) 10 8880.
www.ahlstrom.com

Recycled-content pallets The first of a new line of 100-percent-recycled-content products made from recovered plastic film scrap, the recyclable NextLife Pallet™ is built to handle hundreds of use cycles. The co. views this move as creating a closed-loop recycling program using state-of-the-art technology to turn waste into high-quality PCR resins.

NextLife Recycling, 877/698-5433.
www.nextlife-recycle.com

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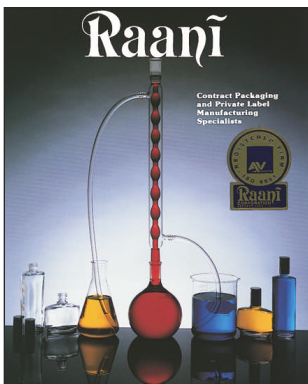
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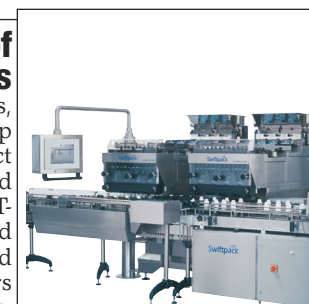


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Take-A-Label, Inc., 800-696-0013, www.take-a-label.com

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new products materials

Security technology

The co. launches Centuria™, described as a cohesive yet dynamic combination of unique packaging design, security materials, anti-counterfeiting and track-and-trace technologies, including RFID, and encompassing all elements of the FDA's anti-counterfeiting guidelines. The Centuria complements the co.'s existing packaging solutions while addressing the critical customer need to keep the supply chain as secure as possible.

MeadWestvaco Healthcare Packaging,
800/864-2685.

www.mwvhealthcare.com

Ampule

The co. introduces pearlized color versions of its patented PE- and PP-blend ampules. Also cited is the capability to manufacture the ampules with raised etching with a customer's name or logotype for instant identification in the marketplace. Designed for cosmetic, personal care, pharmaceutical and toiletry products, the ampule's internal membrane ruptures with gentle pressure, with a second squeeze dispensing product into the integral applicator tip.

James Alexander Corp., 908/362-9266.

www.james-alexander.com



DVD tray

Designed to find a double niche in the home-entertainment market, the Pozzoli Twin DVD tray reportedly helps to condense packaging space on store shelves. The co. is licensed to use the patented twin tray in its DVD packaging in a variety of configurations and says that the tray is a smart, trendy approach for multiple and special-edition DVD sets.

Shorewood Packaging, 212/508-5693.

www.shorewoodpackaging.com

Film

Developed to give label converters an alternative to using expensive UV ink in their label-printing processes, 691V is presented as a UV-resistant overlaminate film. A clear, durable polyester pressure-sensitive adhesive film reportedly containing a polyester UV barrier in the formulation to protect label inks and the base material from deterioration, 691V can be used in conjunction with standard, water-based inks for optimum print-label quality, appearance and durability, the co. says. It comes in 14- and 60-in. web widths, and can be slit to customer specifications in standard roll lengths of 5,000 ft.

Acpo Ltd., 877/412-8273.

www.acpo.com



Water-soluble film

New F-100 edible-ingredient film has been designed to package food ingredients in pouches, offering bakers and other processors a means of using premeasured quantities and helping them save on processing costs, claims the co. The film is also water-soluble and can reduce the risk of packaging materials contaminating food products. The film has been engineered specifically for the unit-dose packaging of flavors, colorants, dyes, enzymes, vitamin fortifiers, conditioners, yeasts and other types of dry ingredients. F-100 is made from edible, cellulose polymers and dissolves completely in cold water. The film can be converted into bags or wrappers on most conventional packaging machines.

MonoSol, LLC, 219/762-8112.

www.monosol.com



Security taggants RxTrackNSecure™ taggants

have been designed to meet a range of needs and can be read from a 20-ft distance with line-of-sight using low-cost, hand-held readers. Can be used for product tracking by lot or by item, says the co. The taggants can also be included in substrates to provide additional layers of security, as well as applied on virtually any substrate, and they are benzophenone-free. Impervious to chemical alterations, the taggants can be customized and licensed to the end user with specialized readers integrated into their data system. This reportedly provides a higher degree of security than solutions with limited features of visual identification under UV or IR.

New Jersey Packaging, 973/808-8000.

www.newjerseypackaging.com

Water-indicating label material

A further extension to the co.'s line of AquALERT™ products, new B-354 AquALERT water-indicating label material provides clear evidence of water intrusion for control of invalid warranty claims, failure analysis, design assistance and service and repair troubleshooting. Applications include those where evidence of interference with water is critical. B-354 AquALERT labels provide evidence of water contact by changing permanently from white to bright blue during contact with any water-based solution. Available blank or preprinted, the labels can be used with thermal-transfer printers using co.'s R6200, R7961 and R4500 series ribbons. They can also be supplied with covert and overt security features for authenticity and control, with custom-indicating colors and designs provided on special request. The labels are available in a variety of standard sizes and are engineered to withstand heat and humidity without any false indication.

Brady Corp., 800/297-5778.

www.bradycorp.com

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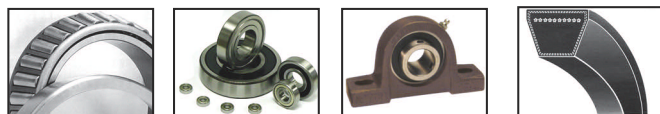
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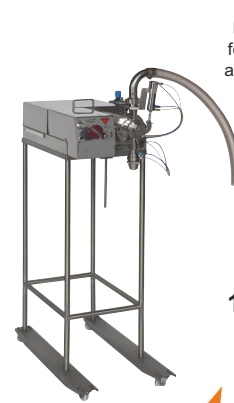
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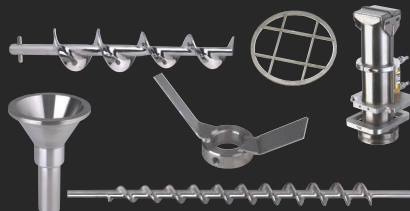
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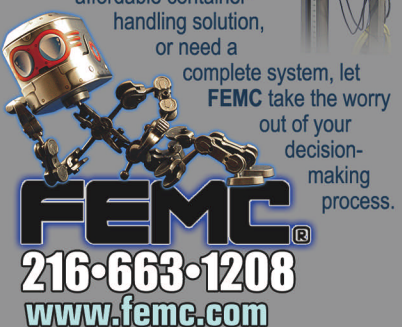


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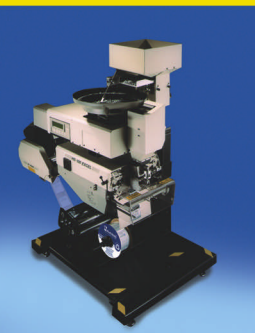
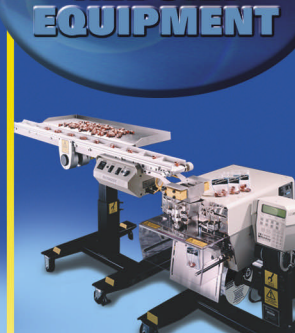
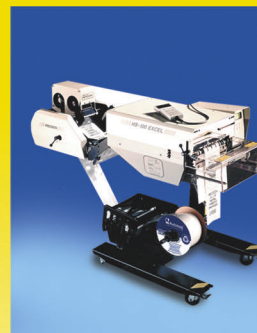
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newsmakers

MOVERS & SHAKERS

Krones, Inc., a subsidiary of Krones AG, names Michael Callahan vp, sales, Central Division.

Beckhoff Automation LLC hires David Samdahl as sales manager for its Central Region.

Dorner Manufacturing Corp. appoints Rob Cotner as global account executive—food markets.

William Morgan, president of **Pneumatic Scale**, a subsidiary of **Barry-Wehmiller Companies, Inc.**, has his reporting relationship redefined so that he now reports directly to Robert H. Chapman, chairman and CEO of the co. This change aligns Morgan's position with that of Barry-Wehmiller's other divisional presidents. Mike Jerger is promoted to vp of operations at **FleetwoodGoldcoWyard**. Michael Bauer, Alan Cheney, Chris Manley and Robert Redman are promoted to managing partners for their respective offices at **Barry-Wehmiller Design Group, Inc.**

Troy Snader, currently gm of **Sandiacre and Rose Forgrove**, also takes the position of vp—global sales. He will be responsible for all new equipment sales for both North America and Europe.

SATO America, Inc. appoints Ron Brown as southern regional sales manager.

B&H Labeling Systems appoints Joaquin Kunkel director of Mexico for B H Labeling Mexico S. de R.L. de C.V.

FKI Logistex® promotes Martin Clark to director

of marketing and business development for FKI Logistex Manufacturing Systems North America and appoints Jerry Woodhouse as managing director, European operations.

Bollore, Inc. hires Charles "Chuck" Beane as business development manager.

Mark Feher joins **Mettler-Toledo Hi-Speed** as business development manager for checkweighing.

Siemens Energy and Automation, Inc. appoints Dennis Sadlowski as COO.



Michael Callahan
Krones, Inc.



Martin Clark
FKI Logistex
Manufacturing Systems
North America



Dennis Sadlowski
Siemens Energy and
Automation, Inc.

Maxcess Intl.

recruits Steve Chapman as the local representative for North and South Carolina.

Curtis Packaging hires Patrick Montero as senior structural designer.

Davis-Standard, LLC appoints Rick Keller to vp of sales for converting systems.



Rick Keller
Davis-Standard, LLC

STUDENTS TOUR ITALIAN PACKAGING COMPANIES

Students traveled to Italy in mid-June to visit the top Italian packaging companies as part of the Italian Trade Commission's fifth-annual Italian Packaging Technology Awards program. Sponsored by the Italian Trade Commission, UCIMA (The Italian Packaging Machinery Mfrs. Association) and the Institute of Packaging Professionals (IoPP), the program comprised a writing competition that asked students at 15 premier North American universities to write a thesis on technical innovations in packaging. The eight student winners are Nicholas Adair, Michigan State University; Nicole Cerrato, University of Florida; Wesley Freimuth, University of Wisconsin/Stout; Alexia Karpilov, Rochester Institute of Technology; John Koontz, Virginia Tech; Lillian Liu, San Jose State University; Dana Mullen, Clemson University; and Josh Taylor, California Polytechnic State University. The trip itinerary included tours and discussions with eight machinery manufacturers in and around Milan and Bologna, including Benco Pack, Cavanna, GD, Goglio, IMA, MG2, Carle & Montanari and Sympak Group-Corazza. For more details, contact UCIMA at 888/ITALTRADE or e-mail info@italtradeusa.com.

BUYERS IN THE MARKET

Illinois Tool Works, Inc. enters into a definitive agreement to acquire CFC Intl., Inc., a worldwide manufacturer of holographic and specialty coated film. Private equity firm **Genstar Capital, LLC** signs an agreement to acquire Fort Dearborn Co. As part of the transaction, Fort Dearborn COO Michael Anderson will assume the role of president and CEO, replacing Richard Adler, Jr., who will maintain a position on the company's board of directors and will serve as an advisor.

Pro Mach, Inc. acquires Allpax Products, Inc. to add retorting and sterilization capabilities to its packaging portfolio.

INDUSTRYhappenings

Visit www.packagingdigest.com/info/events for more event information.

Sept. 11-14 Label Expo Americas. Rosemont, IL. 262/754-6931. www.labelexpo-americas.com.
Sept. 12-13 Biodegradable Plastics in Packaging. Hotel Allegro, Chicago. 207/781-9628. 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.
Sept. 17-20 Material Handling & Logistics Conference. Grand Summit Resort, Park City, UT. 262/860-6546. www.mhc2006.com.
Sept. 25-27 Proof: Market Research & Development for Package Design. Drake Hotel, Chicago. 888/670-8200. www.iirusa.com/packaging.
Sept. 26-28 Sustainable Packaging Forum. Crowne Plaza St. Paul Riverfront. 800/524-7225. www.packstrat.com.
Oct. 2-3 Nova-Pack Europe 2006. The 21st International Conference on PET Containers for Food & Beverage. Hotel InterContinental Praha, Prague, Czech Republic. 609/466-9191. www.schotland.com.
Oct. 3-6 Macropak. Jaarbeurs Utrecht, The Netherlands. 31 30 295 5911. www.jaarbeursutrecht.com.
Oct. 4 Flexible Packaging Assn. Fall Executive Conference. Drake Hotel, Chicago. 410/694-0800. www.flexpack.org.
Oct. 4-6 Paperboard Packaging Council Fall Meeting. Greenbriar, White Sulphur, WV. 703/836-3300. www.ppcnet.org.
Oct. 4-7 DistriPak USA. McCormick Place, Chicago. 800/355-6782. www.distripakusa.com.
Oct. 15-18 Graph Expo and Converting Expo. McCormick Place, Chicago. 703/264-7200. www.gasc.org.
Oct. 23-25 Interbev. Sands Convention Center, Las Vegas, NV. 407/934-4700. www.interbev.com.
Oct. 29-Nov. 2 PACK EXPO International. McCormick Place, Chicago. 703/243-8555. www.packexpo.com.
Oct. 29-Nov. 2 CPP Expo. McCormick Place, Chicago. 201/543-5060, ext. 560. www.cppexpo.com.
Oct. 29-Nov. 2 Processing Expo. McCormick Place, Chicago. 703/761-2600. www.foodprocessingmachinery.com.
Nov. 20-24 Emballage. Paris-Nord Villepinte, France. 33 1 4863 3030. www.emballageweb.com.
Nov. 28-30 PET Strategies. Grand Hyatt Hotel, Atlanta. 800/524-7225. www.packstrat.com.

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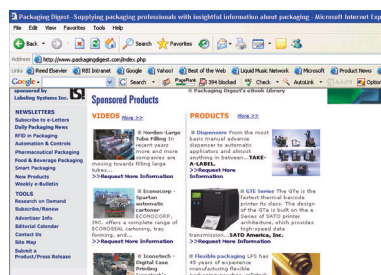
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China: New middle class driving packaging growth

For packaging converters, some of the most important numbers, though, are reflected in the new, burgeoning middle class, says Graham Cox, head of international consultancy for U.K.-based Pira Intl.

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FDA to require drug makers to adopt supply-chain tracking system

The U.S. Food and Drug Administration will require that drug makers document the chain of custody of prescription drug products that go through their distribution systems.

Packaging for snack foods to grow by 3.7 percent

U.S. demand for snack food packaging is projected to increase by 3.7 percent per year to \$5.6 billion in 2010, according to a market researcher.

Printed electronics: Later rather than sooner, says ABI

Printed electronics could eventually change the dynamics of the RFID industry, says industry analyst Sara Shah. "Applied directly to materials such as corrugated cardboard, they would allow manufacturers and distributors to create their own 'smart packaging' and bypass the whole long RFID tag production chain."

Tesco expands RFID trial to milk deliveries

Tesco is adopting RFID tags to track milk deliveries at its distribution plants and stores as part of its ongoing trial of the technology as a means to track its trucks.

U.S. protective packaging demand to reach \$4 billion in 2010

Protective packaging demand is forecast to grow 4.7 percent yearly to \$4 billion in 2010, claims new research from The Freedonia Group.

Kraft asks customers for new products

Kraft has launched a customer-led research and development program, in a bid to re-engage with consumers and tap growing health and wellness trends.

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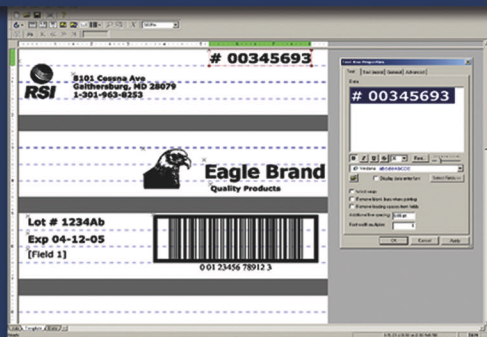
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