



**BOTTLING:**  
Wrapper bundles  
without trays. **p. 30**



**DESIGN:** Superphood  
'promises' to lower  
cholesterol. **p. 6**



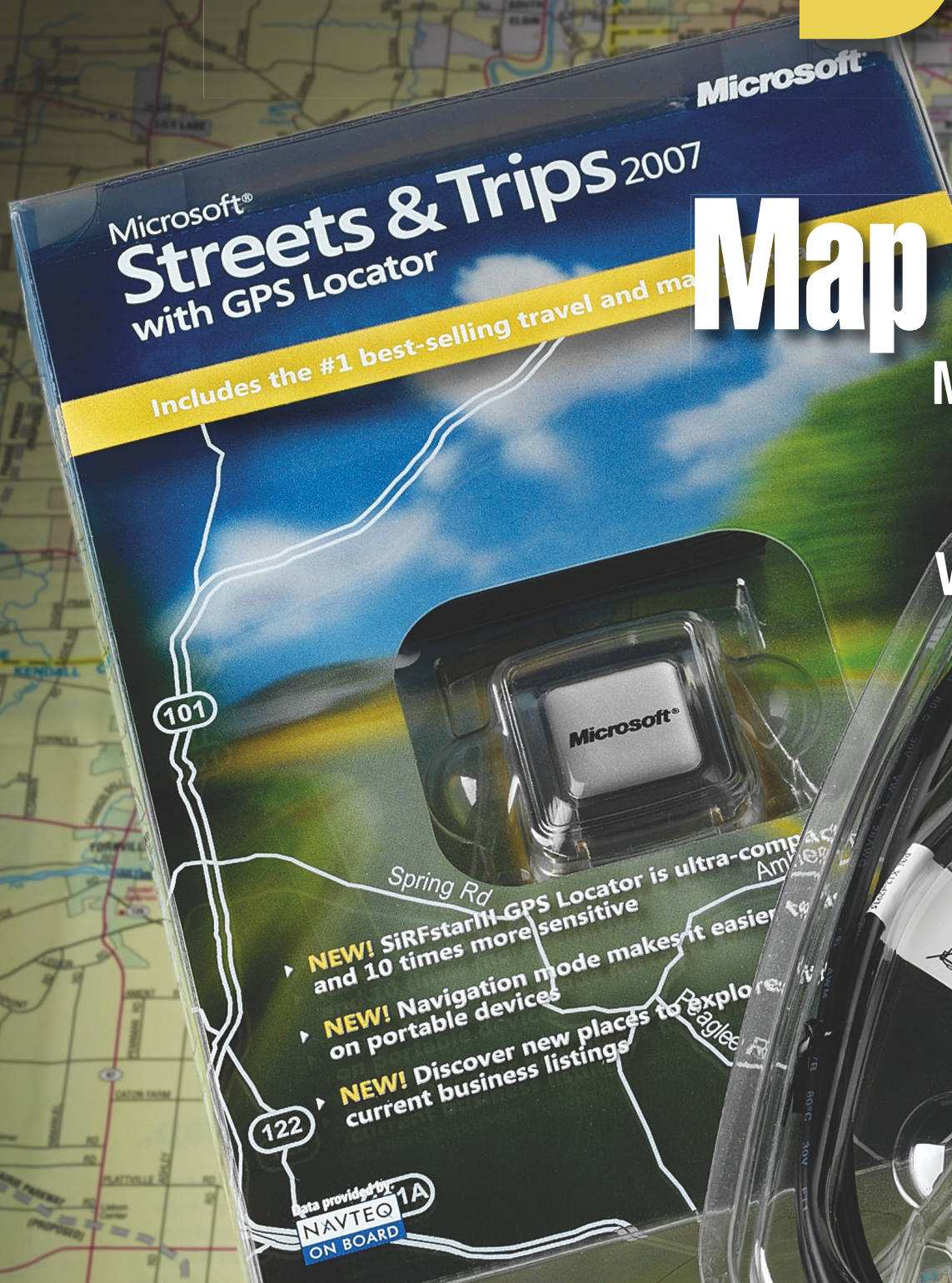
**SUSTAINABILITY:**  
Machinery may play a  
pivotal role. **p. 38**

 Reed Business  
Information®

June 2007

# PACKAGING DIGEST®

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



## Map to success

Microsoft wins with RPET **22**

Finding the ROI in RFID **48**

Vision system ups quality **26**



CLICK HERE TO  
**RENEW**

your FREE magazine  
subscription

CLICK HERE TO  
**START**

a FREE e-newsletter  
subscription

**HITACHI INKJET PRINTERS**

# The quality gem you've been searching for.



## The diamond in the rough...

PXR Series printer offers the lowest operating cost of any Inkjet printer and the highest reliability to insure optimum productivity.



**COLOR**  
HITACHI has gone green to meet new European RoHS environmental requirements.

**CLARITY**  
HITACHI Continuous Inkjet Printer display's a unique 10.4" LCD Touch Screen User Interface Display providing easy operation and maintenance.

**ACUT** above all the others, PXR Series is small and light weight, offering high quality with the best price-point features.

## THE NAME YOU KNOW AND TRUST

Hitachi America, Ltd.; 50 Prospect Avenue; Tarrytown, NY 10591  
Tel: 914-631-0600; Fax: 914-631-3672; [inkjetprinters@hal.hitachi.com](mailto:inkjetprinters@hal.hitachi.com); [www.hitachi.us/ijp](http://www.hitachi.us/ijp)

**HITACHI**  
Inspire the Next



**We started by thinking about how to keep  
the freshness in, and everything else out.**

**Can a box that keeps meat and poultry fresher still be recyclable?**  
We think it can. That's why Weyerhaeuser developed ClimaSeries™  
packaging. It controls moisture that can ruin your shipments, but  
it's 100% wax-free and recyclable. For the best ideas in packaging,  
call 800-TOP-BOXES or visit [GrowingIdeas.com](http://GrowingIdeas.com)



**Weyerhaeuser**  
**Growing Ideas™**



## features

- 22 COVER STORY** Microsoft's GPS locator is on the road to success in RPET pack.
- 30 Water-bottling line** DrinkMore's new wrapper bundles bottles without trays.
- 36 Gear reducers** Woods' gear motors move conveyors efficiently.
- 38 Packaging machines** They may play a much bigger role in going 'green.'
- 44 IBCs for ice cream toppings** Friendly's 330-gal IBCs boost safety and cut labor.
- 50 Nail polish bottling** Art of Beauty polishes up its operation at speeds of 60 bpm.
- 58 Skin Medica's makeover** Revised packs convey scientific benefits.
- 62 Fruitful fig-packs** San Joaquin Fig's new shrink wrapper ups output by 30 percent.
- 65 Packaging, Latin-style** EXPO PACK returns to Mexico City, June 26 to 29.

## new technology

- 26 Automation & Controls** Vision inspection ensures quality of Nice-Pak's wipes.
- 48 RFID Technology** Pinpointing the ROI in RFID generates real returns.
- 49 RFID Sidebar** Wal-Mart's Rollin Ford discusses RFID's parallels with sustainability.

### on the web

#### ► Trends tracked in RFID software

See the results of the Open Source Software RFID survey conducted by Pramari and the University of Arkansas at the RFID Live 2007 conference in Orlando, at [www.packagingdigest/info/pramari](http://www.packagingdigest/info/pramari)

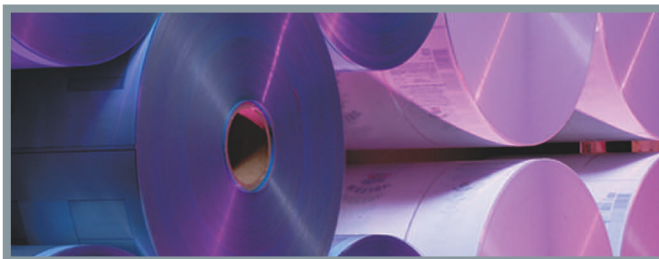
#### ► NACD awards show packages with flair

The National Assn. of Container Distributors' Package of the Year Awards recognize the clever packaging it is involved with that has been released during the year. To view the group for 2007, visit [www.packagingdigest/info/NACD2007](http://www.packagingdigest/info/NACD2007)



# "Smile-Free" PETG

## New PETG LV Eliminates "Smiles and Frowns"



### "Smile-Free" 360° shrink labeling reduces package distortion and material loss.

New advanced labeling technology from Gilbreth will brighten your day. Eastman Embrace LV resin system creates a solution to eliminate unsightly sagging and pull up on your labels.

PETG LV from Gilbreth, will ensure excellence in fit, design, color and form, while offering increased film and automation efficiency. Keep your products competitive in the marketplace with the latest in shrink label technology.

Let us provide you with a free quote. **Call: 800.630.2413**

- Lower Shrink Force
- Increased Automated Efficiency
- Sustainable
- NO MD Shrink
- Eliminates "Smiles and Frowns"
- Stability and Durability Equal to PETG

# GILBRETH

- Short Lead Times
- Unparalleled Quality and Service
- Complete Project Management
- Innovative Label Solutions
- A Pioneer in Shrink Film Printing

**EMBRACE LV**  
shrink film

# departments

- 6 DESIGN TRENDS** Packaging that stands out.
- 12 COMMENT** Packaging machinery demand to level off.
- 15 NEW PRODUCTS EQUIPMENT** Labeling & Printing.
- 18 NEW PRODUCTS MATERIALS** Bottles & Closures.
- 38 AUTOMATION & CONTROLS**
- 41 NEW PRODUCTS Equipment** Marking and Coding.
- 56 SYSTEM INTEGRATION** What do integrators do?
- 54 SUSTAINABILITY** Carbon will soon be regulated.
- 73 INFO SHOWCASE**
- 72 NEWSMAKERS**
- 76 MARKETPLACE**
- 79 AD INDEX**
- 80 ONPD.COM**



## staff

### Editorial/Production Offices

2000 Clearwater Dr., Oak Brook, IL 60523

630/288-8000 Fax 630/288-8750 e-mail: [packagingdigest@reedbusiness.com](mailto:packagingdigest@reedbusiness.com)



**Mary Ann Falkman**, Editor  
630/288-8748 [mfalkman@reedbusiness.com](mailto:mfalkman@reedbusiness.com)

**Lauren R. Hartman**, Senior Editor  
630/288-8749 [lhartman@reedbusiness.com](mailto:lhartman@reedbusiness.com)

**Jack Mans**, Plant Operations Editor  
630/288-8747 [jmans@reedbusiness.com](mailto:jmans@reedbusiness.com)



**Anne Marie Mohan**, Senior Editor  
630/288-8746 [amohan@reedbusiness.com](mailto:amohan@reedbusiness.com)

**Grant Gerke**, Web Editor  
630/288-8744 [gerke@reedbusiness.com](mailto:gerke@reedbusiness.com)

**Lora Lee Gelles**, Art Director  
630/288-8566 [lgelles@reedbusiness.com](mailto:lgelles@reedbusiness.com)

Bernard Abrams, Contributing Editor, [BernieAbrams001@aol.com](mailto:BernieAbrams001@aol.com)

Seth Rosner, Webmaster, [seth.rosner@reedbusiness.com](mailto:seth.rosner@reedbusiness.com)

Joy Tan-Pipilas, Production Editor, [mtan@reedbusiness.com](mailto:mtan@reedbusiness.com)

Quentin Brown, Production Manager, 630/288-8433, [qbrown@reedbusiness.com](mailto:qbrown@reedbusiness.com)

Mark DiVito, Group Research Director, [mark.divito@reedbusiness.com](mailto:mark.divito@reedbusiness.com)

Lauren Franco, junior web producer [lauren.franco@reedbusiness.com](mailto:lauren.franco@reedbusiness.com)

Rose Logusz, Classified Production, [rlogusz@reedbusiness.com](mailto:rlogusz@reedbusiness.com)

Mary Ann Brockway, Ad Services Coord., [mbrockway@reedbusiness.com](mailto:mbrockway@reedbusiness.com)

Tad Smith, CEO

Jeff Greisch, President, Chicago Division

John Poulin, Senior Vice President, Finance



**Steven Reiss**, VP, Publishing Director  
630/288-8807  
[sreiss@reedbusiness.com](mailto:sreiss@reedbusiness.com)

**Robert Heitzman**, Publisher Emeritus  
630/288-8735  
[rheitzman@reedbusiness.com](mailto:rheitzman@reedbusiness.com)



### DOES YOUR LINE EVER JAM?



### EVER WANT TO KNOW WHY?

"This piece of equipment paid for itself with our first use of it on can line C7. You can't make up lost production and this technology helps us put a halt to lost production."

Don Stevens  
Packaging Equipment Specialist  
Miller Brewing

See how hundreds of plants have used 20/20 Hindsight's family of high-speed video recording systems to troubleshoot production issues. Trial one today. Call 800-556-9009 or visit us at the site below.

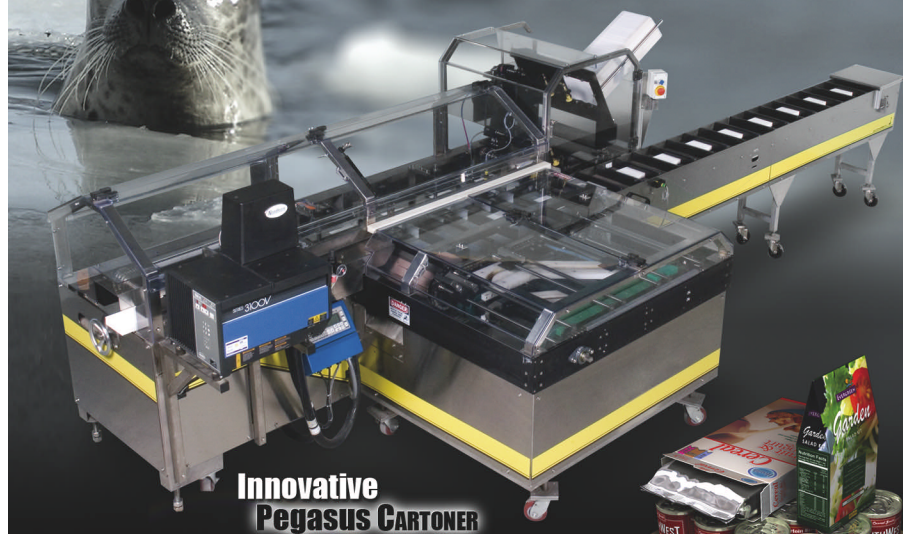
**20/20 HINDSIGHT**

[www.2020HindSight.com](http://www.2020HindSight.com)

Monitoring  
Technology



Look to **ECONOSEAL** for **affordable**  
**CARTONERS, TRAYFORMERS, and CASEPACKERS!**



**Innovative  
Pegasus CARTONER**

**ECONOCORP**

Automatic or Manual Loading  
Glue, Tuck, or Tape Closure  
Handles Paperboard and Corrugated  
Simple, flexible, compact  
Easy to use and maintain  
PMMA Certified Service and Support

Phone: 781.986.7500  
[www.econocorp.com](http://www.econocorp.com)  
[info@econocorp.com](mailto:info@econocorp.com)

with Speed and Range  
cartoning up to 7,200 cartons per hour  
sizes: min 3/4 x 3/4 x 3" · max 12 x 4 x 12"  
trayforming up to 1,500 trays per hour  
sizes: min 4 x 3 x 1" · max 15 x 12 x 5"  
casepacking up to 600 cases per hour  
sizes: min 8 x 6 x 4" · max 24 x 16 x 18"

**ECONOCORP INC**

72 Pacella Park Drive, Randolph, MA 02368 · USA · Fax: 781.986.1553

# new products equipment

## Vivo! Photo-Quality Digital Label Printer

5,000 Labels? This Afternoon? No Problem!



The Vivo! electrophotographic label printer offers photo-quality label printing at high-speed, and is designed for businesses that require moderate or high volume production of photo-quality labels. For printing private label and special version product labels in short-runs, the Vivo! digitally prints labels at a speed of 2 linear inches per second in 600 dpi CMYK color. Cost-effective for production quantities up to 15,000 labels per batch. The Vivo! is a toner-based electrophotographic printer, similar to a laser printer, and prints onto paper and synthetic label materials. Printed labels are extremely resistant to fading, abrasion, and moisture.  
**QuickLabel Systems**, 877-757-7978.  
[www.QuickLabel.com](http://www.QuickLabel.com)

## Fastest Industrial Color Label Printers



QuickLabel's QLS-8100 Xe, QLS-4100 Xe, QLS-3000 Xe, and QLS-2000 Xe digital color label printers produce color labels faster than any other tabletop printers on the market. These offer the greatest ability to rapidly process and print variable content, where successive labels have totally different text, graphics, and barcodes. Print as fast as 7 linear inches per second in 4 Spot Colors or in CMYK Process Color at 300 dpi resolution onto labels and other rollstock up to 8.3" wide. Use Custom QuickLabel® software or print from other software using the Windows® driver.  
**QuickLabel Systems**, 877-757-7978.  
[www.QuickLabel.com](http://www.QuickLabel.com)

## Label & Ink Supplies



QuickLabel® manufactures labels, inks, and thermal transfer ribbons for every label printer brand. We have labels in 1000s of shapes and sizes, and dozens of materials and price ranges. We'll drop-ship to your customer or deliver to meet your own needs.  
**QuickLabel Systems**, 877-757-7978.  
[www.QuickLabel.com](http://www.QuickLabel.com)

## Barcode Printers with Lifetime Warranty



QuickLabel's Pronto! family of barcode labels printers make it easy to print single-color product labels and shipping labels. Sold with Lifetime Warranty, QuickSwap™ Loan, Repair & Replacement Service, and 24-hour Customer Support.  
**QuickLabel Systems**, 877-757-7978.  
[www.QuickLabel.com](http://www.QuickLabel.com)

## Label Printing Services



QuickLabel offers two services: the QuickPrint service, using QuickLabel's short-run label printers with fast turnaround and low minimum order quantities, and the QuickFlex service, using flexographic presses.  
**QuickLabel Systems**, 877-757-7978.  
[www.QuickLabel.com](http://www.QuickLabel.com)

# Print Your Labels Out-of-the-Box

## Zeo!

Inkjet Digital Color Label Printer



**Hello. :-)** Do you have great ideas for custom product labels that your customers will love? An idea for a new product, or a "new look" for the labels on your existing products? Wouldn't it be great to be able to see your new labels printed right away, in the exact quantity you need? The good news is that you can, with the Zeo! inkjet label printer.

You can use the Zeo! to print your own custom labels in minutes – right out-of-the-box – in fantastic Zeo-istic Color™. Print as much or as little as you need, whether it's one label or 1,000 labels. Print on any label shape or size. Print 150+ labels an hour! The Zeo! is fun to use, and backed with our Lifetime Warranty and 24/7 Customer Support.

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

**QUICK LABEL SYSTEMS**

The Labels You Want When You Need Them®

Inkjet  
Technology by  
**hp**  
invent



Little label printer, big ideas™ :-)

# design trends

## Cubed container takes top award



Taking top honors in the **National Assn. of Container Distributors' (www.nacd.org)** 2007 Packaging Awards Competition, EcoLab, Inc.'s ProForce® all-in-one cleaning products packaging was designed with sustainability in mind. The 1.5-gal high-density polyethylene container—used for the company's Multipurpose and Bath & Bowl cleaners, sold at Sam's Club—was designed with load-locking nubs at the top that fit into corresponding indents on the package below, eliminating the need for shipping cases. The package's six components, which include a 16-oz spray bottle and spigot nested into the container's side, were supplied by **TricorBraun (www.tricorbraun.com)**. To learn about the rest of the NACD winners, go to [www.packagingdigest.com/info/NACD2007](http://www.packagingdigest.com/info/NACD2007).

## CleanStrip helps consumers keep their sheets together

Office-paper suppliers have found a new way to keep their film-wrapped reams easy for consumers to manage after opening, while ensuring their branding message survives. The CleanStrip™ ream wrap package from converter **Coating Excellence Intl., LLC (CEI [www.coating-excellence.com])** incorporates a tear strip about 0.25 in. from the top of the package that allows consumers to easily open the ream and store unused paper.

"CleanStrip allows easy opening of film-wrapped reams while not tearing the wrapper, leaving it intact to contain and protect the paper if only some of the 500 sheets are put into the printer or copier," explains CEI president Michael Nowak. "In addition, CleanStrip leaves the paper supplier with a billboard telling the consumer what brand to buy to replace the used-up ream."

Introduced early last year at Office Max, CleanStrip packaging is now being used for all film-wrapped office papers from Office Max, Staples and Wausau Papers (Astrobrights® line), as well as for some select products from Xerox and Office Depot.

CEI converts the film wrappers at its plant in Wrightstown, WI, using a **Windmoeller & Hoelscher (www.whcorp.com)** 10-color Astraflex® flexo press and a **Nordmeccanica (www.nordmeccanica.com)** laminator. Using the OfficeMax® Multipurpose paper package as an example, Nowak says the wrap is constructed of 120-ga biaxially oriented polypropylene/print/adhesive/120-ga BOPP. The tear strip is added to the film during rewinding using a proprietary applicator system.



## Unilever's 'superphood' aims to lower cholesterol

To grow sales and cement future development, food companies are launching more functional, "pharmaceutical" foods or "superphoods" with healthful claims. One example is a new yogurt-based product from Unilever, which hopes that Promise activ™ SuperShot™, with a "shot" of yogurt, will captivate health-conscious consumers with its assertion to lower cholesterol. Packaged in a petite, 3-oz container, the product has a June introduction date. Like Unilever's Smart Balance Omega Plus Buttery Spread, which contains Omega-3 fatty acids that also claim to reduce cholesterol, the mini yogurt drink was also formulated with special ingredients. SuperShot's 2 g of natural plant sterols are said to be clinically

proven to help actively remove cholesterol as part of a diet low in saturated fat and cholesterol. The product's mini-package format comprises a foil-sealed plastic bottle available in a four-bottle pack that's unitized by an artfully printed paperboard sleeve. The drinks come in three flavors—strawberry, peach and raspberry—and are retail-priced at about \$3.99.

"Plant sterols can help reduce LDL cholesterol for most people, when used daily as part of a diet low in saturated fat and cholesterol," says Douglas Balentine, Unilever North America's director of nutrition and health. "This product innovation is an example of our commitment to help people maintain a healthy heart."



## PRECISION CASE PACKING



**NEW SERVO PACKER**  
• High speed performance  
• Fast, repeatable changeover  
• Economical operation

## Rely on the leader in secondary packaging

We've got you covered, with quality, innovation, and service:

- ✓ Proven performance
- ✓ On-time delivery
- ✓ Factory parts
- ✓ Reduced maintenance
- ✓ Expert installation
- ✓ PMMI-certified trainers
- ✓ Competitive pricing
- ✓ 24/7 support
- ✓ Upgrade/refurbish service



For over 66 years, helping our customers to profitably reach their production goals. How may we help you?

800-237-5975  
[www.abcpackaging.com](http://www.abcpackaging.com)



**A-B-C PACKAGING  
MACHINE CORPORATION**

A-B-C Packaging Machine Corp., 811 Live Oak St. Tarpon Springs, FL 34689  
Phone: 727-937-5144 - Fax: 727-938-1239

# PARASTAR

Next Generation PET

A packaging revolution is on the horizon.

Thanks to Eastman's breakthrough IntegRex technology, ParaStar resins can give your brand a whole new level of consumer appeal. They're more environmentally friendly than conventional PET, and because they require less energy in the conversion process, they can help protect your bottom line.

The future of packaging deserves a Next-Generation Resin.

At Eastman, the future is now.

Visit [www.ParaStarResins.com](http://www.ParaStarResins.com) to make the future happen today.



**EASTMAN**

# design trends

## Shapes are changing in glass

The winners of the **Glass Packaging Institute's (www.gpi.org)** 2007 Clear Choice Awards favor curvy new structures, sparkling clarity and bold graphic statements for maximum sales impact. Announced May 7, during the Food Marketing

Institute show in Chicago, the winners recognize 11 brands with expanding the frontiers of glass packaging design and honor a national restaurant chain with a recognition for Outstanding Sustainable Practices. The winners, by category, include: an amber, pub-style



bottle for Anheuser-Busch's Michelob AmberBock from **O-I (www.o-i.com)**

and **Saint-Gobain Containers (www.sgcontainers.com)** and an intriguing and elegant 24-oz "bullet-style" bottle for Michelob Celebrate beer from Saint-Gobain; approachable but sophisticated bottles with twist-off closures from **Vitro Packaging (www.vitro.com)** for Sonoma Vineyards wines from Rodney Strong; for food, a new jar shape with an elongated neck from Saint-Gobain for La Familia DelGrosso pasta sauce, with an embossed metallic label from **Gamse Litho (www.gamse.com)** and an elegantly designed cap from **Crown Closures (www.crowncork.com)**; in carbonated beverages, Hank's Beverage Co.'s Hank's Gourmet in a craft beer-style bottle from Saint-Gobain; a retro 1930s-style, green bottle design from Vitro for Mountain Valley Spring Co.'s spring water in the noncarbonated beverages category; a sculpted, crown-shaped decanter with a fire-polished crystalline finish from Vitro for Diageo's Crown Royal XR, in distilled spirits; an upscale jar from Saint-Gobain showcasing Unilever's Bertolli organic pasta sauce in the organic food category; for flavored alcoholic beverages, Diageo's Captain Morgan Parrot Bay drinks in O-I's stepped-shouldered bottle design, wearing a cleverly decorated, clear label from **Spear (www.spearsystem.com)**; in the organic beverages group, Frutzzo organic pomegranate Acai juice in Vitro's custom, eye-catching, pinch-waist, contoured bottles with closures from Crown; in cosmetics and fragrances, the sleek, round OS Signature bottle from Vitro for Procter & Gamble's new OS Old Spice fragrance, topped with a large, flush-fitting sprayer button in silver; and winning for overall package design, Brown-Forman's Gentleman Jack Rare Tennessee Whiskey in a premium, showcase bottle from O-I with a curved shoulder and an embossed decoration reminiscent of the Jack Daniels heritage.

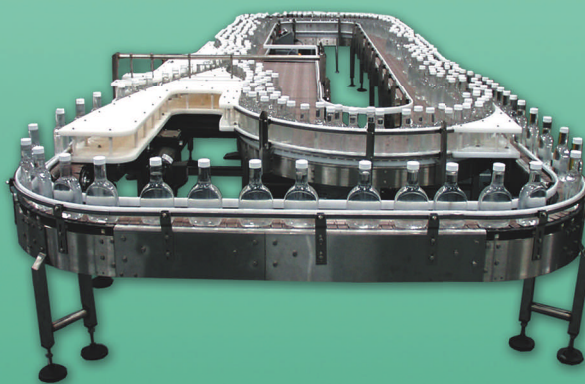
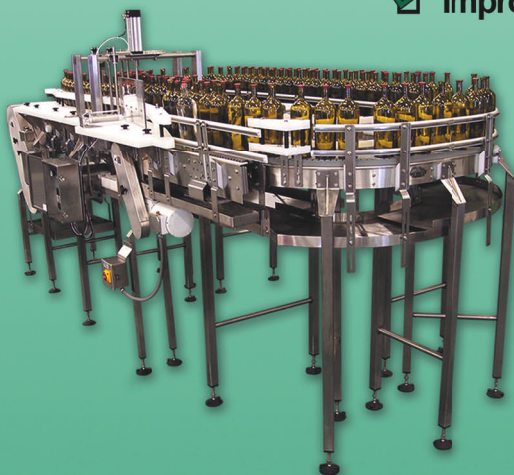
The final winner, honoring Outstanding Sustainable Practices, is Ted's Montana Grill restaurants, owned by Ted Turner and business partner George McKerrow. The chain uses sustainable food containers and recyclable drinking glasses and is committed to creating an environmentally friendly enterprise.

## NEED A SIMPLE SOLUTION TO INCREASE CASH FLOW?

Garvey Corporation's Infinity series Accumulation System can increase your cash flow by as much as 30%. We can run a multitude of products for the industrial, food, pharmaceutical, and beverage industries.

### All in One Unit:

- ✓ Convey
- ✓ Accumulate
- ✓ Single File
- ✓ Line Divide
- ✓ No backpressure
- ✓ Uses less floor space
- ✓ Lowers cost per case
- ✓ Improve thruput by 25-30%



208 South Rt. 73, Blue Anchor, NJ 08037  
Phone: 1-800-257-8581 [www.garvey.com](http://www.garvey.com)  
Email: [infinity@garvey.com](mailto:infinity@garvey.com)



# Shrink Labelers and Shrink Tunnels



## Rotary Shrink Labeling Machines

packaging rates up to  
1,800 c/min



## In-line Shrink Labeling Machines

packaging rates up to  
700 c/min



## Shrink Tunnels, Conveyors and Steam Generators



## New Shrink Labeler — "Silver Bullet"

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



**949-388-6371**

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



# design trends food packaging

## Shaped canister is a 'sweet' package

Consumers in Canada who want to reduce their caloric intake won't have to look far. Tate & Lyle Canada, Ltd. has launched Redpath Half, a new sweetener product that has half of the calories and all of the taste of sugar. Tate & Lyle Canada has selected the Linearpak® can, a distinctively shaped rigid paperboard

canister from Sonoco ([www.sonoco.com](http://www.sonoco.com)), to reinforce the uniqueness of Redpath Half from other traditional sugar brands as well as nonsugar sweeteners. Sonoco supplies Tate & Lyle Canada with two sizes of Linearpak cans, a 401×407 that holds 210 g and a 502×514 that holds 400 g. The nonround cans are made of 100-percent-recycled

paperboard with a barrier foil liner that helps lock out moisture and oxygen and keep the granular sweetener free of clumps, so it's quick to dissolve. A tabbed, peelable membrane adhered to the rim of the can and a red plastic overcap, both of which are also supplied by Sonoco, complete the Redpath Half package.

According to Tate & Lyle Canada, the selection of the Linearpak can was based on its differentiation in the supermarket sweetener section and its ability to enhance the consumer's experience with Redpath Half. Tate & Lyle wanted something completely different from anything currently used in the sugar category and wanted a package that would stand out on the grocery shelf. Most importantly, it desired a package that was consumer friendly, easy to use and reclosable. The company says that the shapely canister from Sonoco easily met all of Tate & Lyle's requirements.

The can continues to please consumers once they get it home. The membrane top serves as a freshness barrier and a security feature, providing tamper-evidence, and it's easy to store. The sweetener is available in eastern Canada.

TECHNOLOGY...SERVICE...RELIABILITY

## You Have An Alternative...



## Stull, The Choice For Closure Innovation

THE PREFERENCE IS CLEAR:

- Specializing in custom, proprietary and stock closures
- Advanced design/development capabilities for innovative solutions for enhanced product appeal
- State-of-the-art technology – including stack molds, rotating cube mold technology, in-mold assembly, advanced automation, and more...
- Solutions for the food, HBA & personal care, home care, household chemical, pharmaceutical and specialty products markets
- A third generation family business that prides itself on its ability to react fast and provide flexibility to our clients

Our rich and extensive history of success is evidenced by the unique and ground-breaking closures we've brought to market.

Visit our website at  
[www.stulltech.com](http://www.stulltech.com)

**STULL**  
TECHNOLOGIES

17 Veronica Avenue  
Somerset, New Jersey 08873  
(732)873-5000

## Aseptic milk heads to the baseball park

Organic Valley launches milk in a shelf-stable, single-serve Prisma Aseptic® package from Tetra Pak ([www.tetrapak.com](http://www.tetrapak.com)) to fans of the Wisconsin Timber Rattlers, available inside Fox Cities Stadium, located in Appleton, WI. The 8-oz pack's ambient features were recognized by the ball club as an innovative way to store and distribute milk while preventing spoilage. The Organic Valley Prisma holds 1-percent, lowfat chocolate milk—the same milk the company packs in refrigerated cartons and sells at grocery stores. However, it's shelf-stable for up to one year. The single-serve Prisma is made of a multilayer laminate incorporating polyethylene, adhesive, foil, paperboard, metallized polypropylene, flexo printing in four-color process and PE. It has an easy-open pull-tab and its grab-'n-go format is also kid-friendly.





# How Cool is This?

## The Award-Winning ExpressTote™ Bag from Curwood

The new ExpressTote™ bag, marketed as the Miller® Lite Chill Bag®, is the coolest new package in years. It holds and carries up to 50 pounds. Features sturdy nylon handles and a reclosable slider. And it's available in barrier or non-barrier materials to handle anything from beverages to scoopable bulk products. Add eye-catching graphics for the total brand package.

Imagine the possibilities. Learn more by calling 920-303-7300, or visit [curwood.com](http://curwood.com)



ALSO PERFECT FOR...



LAWN CARE



CHARCOAL



BULK FOODS

THE PACKAGE MAKES IT POSSIBLE.™

**CURWOOD®**

# comment

Mary Ann Falkman, Editor-in-Chief

## Packaging machinery sales to stabilize

The U.S. domestic demand for packaging machinery is projected to level off this year to an estimated value of \$6.27 billion, according to the U.S. Packaging Machinery Purchasing Plans Study, published by the **Packaging Machinery Manufacturers Institute** ([www.pmmi.org](http://www.pmmi.org)).

Except for the economic downturn that started in 2001, North American machinery manufacturers have experienced strong growth over the past five consecutive years. This

year's forecast of 1-percent growth represents a cautious reaction to the uncertainty of the U.S. economy, rather than decisions based on financial imperatives, PMMI reports. However, certain market segments will do somewhat better than the aggregate average, most notably the pharmaceutical/medical sector, which should see machinery sales increase 2 percent to 4 percent, and food growing at 1 percent to 3 percent.

The 468 packagers who responded to the PMMI survey indicated

that some market trends could lead to machinery orders. One is the increased focus on improving packaging-line efficiency and productivity. Another is the need for increased flexibility to handle more package types and quicker changeovers. Also noted are escalating concerns about product security and tracking, the use of packaging as a retail competitive differentiator and the still-growing emphasis upon convenience packaging.

Dampening the prospect of

increased machinery sales are end-users' strategic cost-cutting initiatives, such as plant closings to improve profits and packagers' plans to expand into emerging markets. The shift of production to lower-cost overseas markets is expected to continue through 2007, also impacting the need for capital spending on packaging machinery.

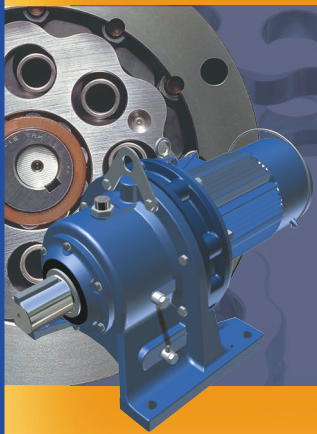
*Mary Ann Falkman*



### Teeth Are Overrated

**Cyclo® Drive's toothless design takes a bite out of downtime and maintenance.**

Who needs chattering mechanical teeth? The Sumitomo Cyclo® Drive has unique design advantages over any speed reducer using common tooth gears. Unlike gear teeth with limited contact points, a Cyclo® drive has two thirds of its reduction components in contact at all times, operating in compression, not in shear, so they can withstand shock loads more than five times their ratings. For exceptional reliability and the industry's best warranty, think Sumitomo Cyclo® Drive.



Ph. 757-485-3355  
[www.sumitomodrive.com](http://www.sumitomodrive.com)

**Sumitomo Drive Technologies**  
*Always on the Move*

**fres-co**  
SYSTEM USA, INC.  
3005 State Road, Telford, PA 18969  
**Phone: 215-721-4600**  
**equipmentsales@fresco.com**  
**www.fresco.com**

**The innovative leader in flexible packaging systems**



**Multi-Lane Shaped & Wet Wipe Pouch Machine**

Form Fill and Seal Machine With Finishing Conveyor



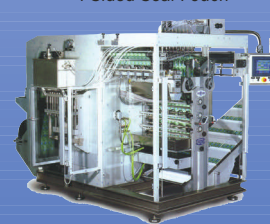
Square Bottom Gusseted Bag



Continuous Motion 4 Sided Seal Pouch



Intermittent Motion 4 Sided Seal Pouch



Mult-Lane Stick-Pack

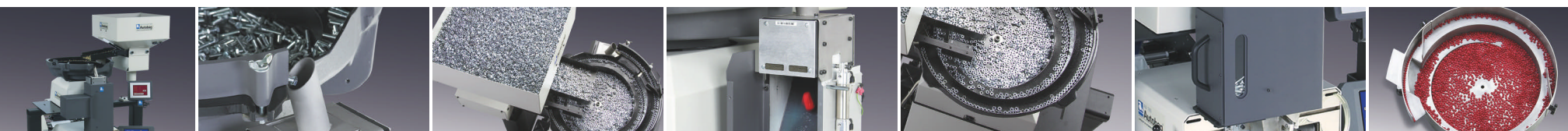




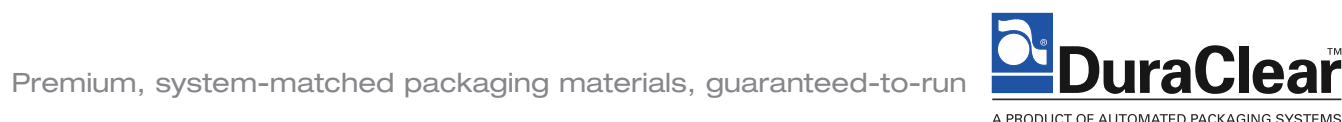
Innovative bagging systems for high-productivity applications



Versatile, benchtop air pillow systems for void-fill and protective packaging



Inline thermal transfer printers, ribbons and labeling software



## The Brands of Automated Packaging Systems

You know us. We've been a pioneer in the packaging industry for more than 40 years. We are the inventors of the original Autobag<sup>®</sup> bag-on-a-roll materials and bagging systems. Today, we design and manufacture a full line of automated packaging systems, including void-fill systems, infeeds, imprinters and custom engineered solutions to meet the unique requirements of our customers.

### We'd Like to Build a Solution for You

If your product can be packaged in a bag, we'd like to show you how our bagging systems can increase your productivity and reduce your costs. Call us to discuss your application. For bags, bagging systems, and world-class technical support, no other company can deliver the breadth of products and services that we can.

We are Automated Packaging Systems. Call today at **888.288.6224** or visit us on the web at **[www.autobag.com/pd](http://www.autobag.com/pd)**.





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

IT ALL STARTS  
WHEN YOU CALL  
KLÖCKNER  
PENTAPLAST.



CUSTOMER SUPPORT TEAM



MANUFACTURING EXPERTISE



QUALITY CERTIFICATION

## KLÖCKNER PENTAPLAST SHRINK SLEEVE FILMS

We've got you covered with a full range of standard and high-shrink Pentalabel® films that provide excellent gauge uniformity and printability for maximum shelf appeal.

Our films have been specially formulated to provide well-controlled shrinkage properties and superior processing efficiencies. With worldwide manufacturing plants and distribution facilities, our global sourcing has you covered no matter where your products are packaged.

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

*Vinyl & PETG Film*



klöckner pentaplast

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

540.832.3600



ON-TIME DELIVERY

# new products spotlight

## Labeling & Printing



**Ink-jet printer** A new, small-character, continuous ink-jet printing system, the LINX 6900, is called the ideal worker for a range of needs through its capability to efficiently print up to five lines of text, graphics and bar codes at line speeds to 1,655 ft/min, per line. The co. describes its key features as including an intuitive color interface with a WYSIWYG display and menu system, low-maintenance operation comparable with its other printers in the line, as using no factory air and as having a hermetically sealed printhead with no moving parts. This means, the co. adds, no manual adjustments to the printhead are needed, while the structure is durable enough to withstand harsh production environments, and it weighs only 46 lb, with no hard wiring and easy plug-in connections.

**Diagraph**, 800/722-1125.

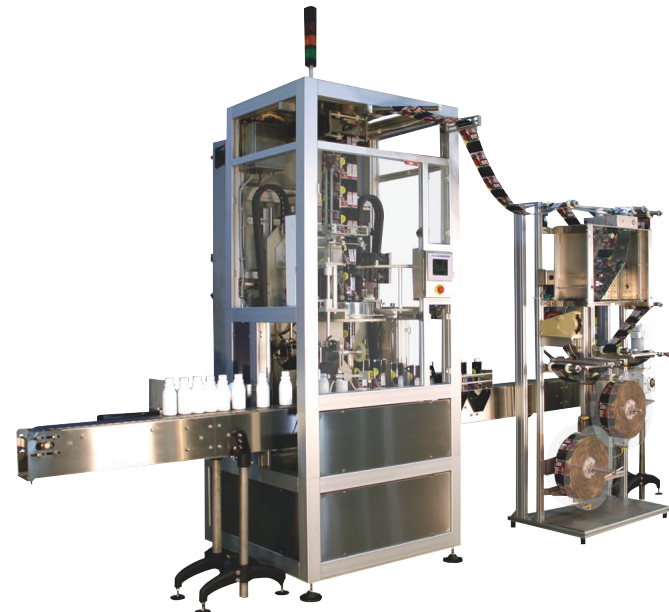
[www.diagraph.com](http://www.diagraph.com)



**Labeler** Introduced as the Uni-300VA, a compact, wraparound p-s labeler is said to handle up to 120 containers/min. Reportedly built with a slide-out control cabinet for easy access, a stainless-steel GMP construction and a sanitary, raised-bed conveyor, the labeler is offered as easy to use, clean and maintain. With an Allen-Bradley intelligent servo drive that automatically synchronizes the label dispenser with the drum drive, the labeler is aimed at pharmaceutical, nutraceutical, cosmetic and personal-care applications, and handles round containers from ½- to 4 in. dia and from -1 to 8 in. H without change parts.

**NJM/CLI**, 603/448-0300.

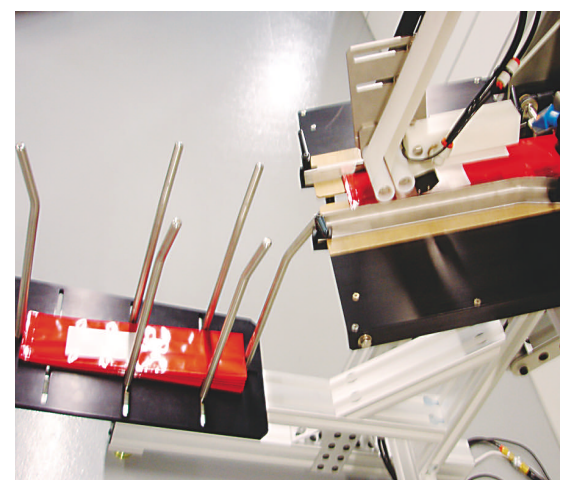
[www.njmcli.com](http://www.njmcli.com)



**Shrink-sleeve labelers** A pair of heat-shrinkable sleeve-labeling systems, the EZ-Seal 200SL and 400SL, is introduced for a variety of industries. Reportedly capable of processing TE bands and full-body sleeves at speeds exceeding 200 and 400 units/min respectively, the systems' capabilities to accept labels with 1¼- to 4¾-in. dia include containers of all shapes and sizes. With Allen-Bradley controls, a corrosion-resistant construction and stepper/servo film feeding/cutting, the systems also are said to enable tool-less changeovers. The 200SL is specifically cited for contract packaging and blow-molding facilities because of its economical price and versatility.

**Axon**, 800/598-8601.

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



**Bag feeder/labeler** Said to be directed specifically at coffee roasters is a new system for feeding and filling premade bags. The co. says bags are stacked and fed through the feeder, are labeled and are restacked, ready for use by this fully automatic system, with labels applied accurately every time, to provide cost savings to the manufacturer.

**Exact Packaging, Inc.**, 717/235-8345.

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

# World Class Labeling Systems Made in the USA

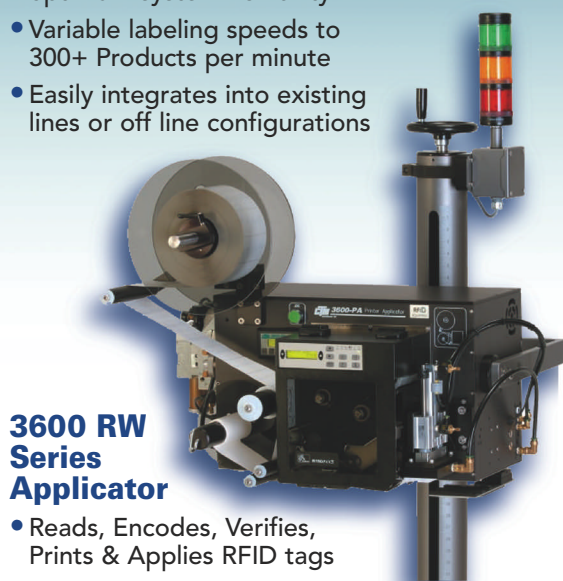
**Every facet...** of our manufacturing process is housed under one roof. We offer the most automated, state-of-the-art manufacturing facility in the industry—resulting in an impeccable finished product.

From Semi-automatic applications to the most demanding high speed, high accuracy labeling solutions, we understand your needs. And at CTM, supporting our customers before, during and after the sale is paramount.



## Front & Back Label Applicator

- Equipped with rugged stainless steel side frames
- Electronically matched top trap ensures optimum system flexibility
- Variable labeling speeds to 300+ Products per minute
- Easily integrates into existing lines or off line configurations



## 3600 RW Series Applicator

- Reads, Encodes, Verifies, Prints & Applies RFID tags
- Unique reject shuttle mechanism for bad tags
- Supports EPC Class 1, Gen 1 and Gen 2 tags
- Sato or Zebra version available

Contact us today, or visit us on the Web!



1318 Quaker Circle • Salem, OH 44460  
Telephone: 330-332-1800 • Fax: 330-332-2144

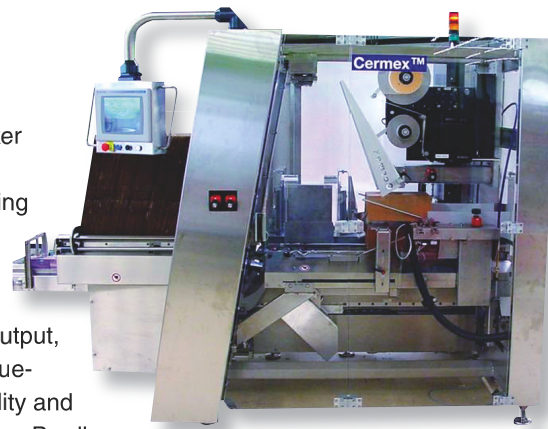
## new products

### Case packer

The new SW side-loading case packer can erect, load and seal RSC and/or wraparound cases within an 8½×6½-ft area and includes an optional labeling system. Features include a stainless-steel frame, an ergonomic, 34-in. infeed level, a corrugated magazine, collating systems adapted to the nature, shape and rigidity of the user's product and up to an 18-case/min output, depending on the product. The SW can either tape or glue-seal RSC cases and is said to offer performance, flexibility and smoothness due to its servo-driven technologies. An Allen-Bradley CompactLogix controller and a PV 1000+ color touchscreen are standard, with capabilities to interface with plant management systems and online tech support.

**Cermex, Inc.**, 678/221-3570.

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



### Inspection sensors

Checker® 200 Series next-generation inspection sensor line makes it easy for manufacturers to increase quality and productivity through inspection, according to the co. It adds that the new models are as simple to set up as its Checker 101 line, but are much more capable and are small enough to fit nearly anywhere. Checker 200 is small, smart, simple and powerful enough to solve challenging sensing applications, delivering reliable inspection results, the co. notes. The line is applicable to food, beverage and consumer product package inspection and automotive and electronics part inspection. It offers built-in lighting, a variable working distance and high-speed inspection capability at rates faster than 6,000 parts/min. Checker 200 can also inspect multiple part features and deliver reliable, precisely timed, pass/fail results on even the fastest production lines, according to the co. Unlike conventional photoelectric sensors, the system can detect parts by finding an actual feature, such as a product graphic; checks features such as a

code printed on a label; and inspects multiple part features simultaneously, such as candies in a blister-pack.

**Cognex Corp.**, 508/650-3140.

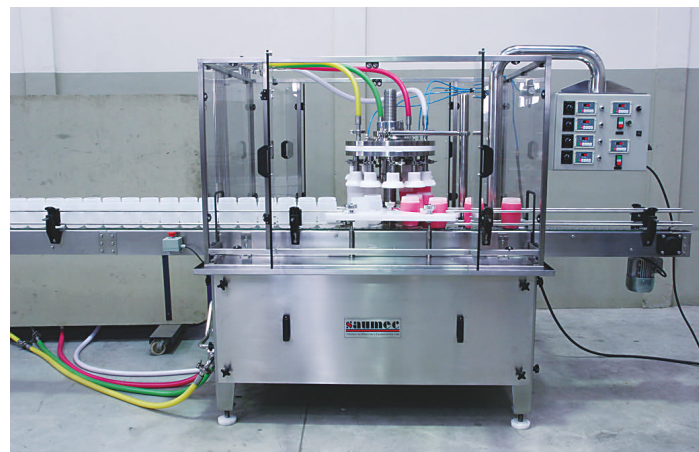
[www.cognex.com](http://www.cognex.com)

### Flexible filler

The SAR 10MIX4 is introduced as a rotary pressure filler designed to handle viscous products. The co. claims that the machine can fill up to four different products into one container. Reportedly built with quick change parts for easy changes and CIP attachments, the machine, depending on container stability and product viscosity, is said to reach a 100-container/min rate of output.

**Amazon Packaging Machinery, L.L.C.**, 269/552-9138.

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

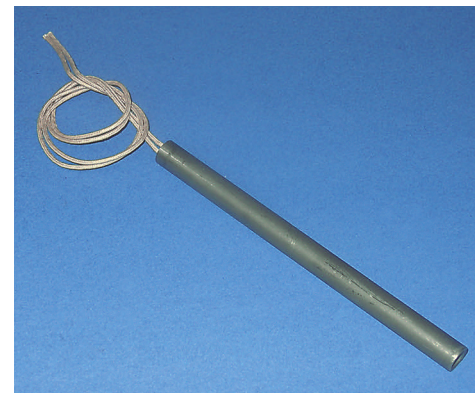


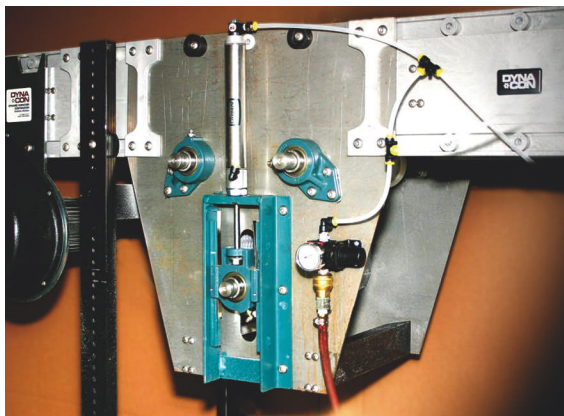
### High-temperature coating

Duraslik™ debuts as a patented, high-temperature coating for cartridge heaters that facilitates easy removal from precision drilled holes. The co. says the coating is bonded directly to the heater sheath for handling ease, acting as a solid lubricant once the heater is energized in service, eliminating the need for additional release agents for the sheath before insertion. The co. says all cartridge heaters are high-density swaged units made to the customer's specs.

**Durex Industries**, 847/639-5600.

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





**Modular conveyors** A maker of reconfigurable conveyors introduces flexible modularity to the extent that it claims purchasing replacement conveyors for light- to medium-weight conveying needs may never be necessary again. Debuting a vertical takeup module with the ability to double the conveyors' previous longest length to 100 ft, with pneumatic cylinders properly tensioning the belt. The co. also says the conveyors now are capable of expanding to 72-in. W and are powered by 115-v motors and controls.

**Dynamic Conveyor**, 800/640-6850.  
[www.DynamicConveyor.com](http://www.DynamicConveyor.com)

**Ink-jet printers** A series of ink-jet printers is introduced using HP technology to provide dependability, flexibility and speed in printing on corrugated boxes. Side

Stall printers are said to print on the sides of boxes down to

1 in. from the box bottom and are available in 1- to 4-pen versions with a print height of ½ in./pen. Top Mount printers reportedly are available in 1- to 6-pen versions, also with a print height of ½ in./pen. The co. says both versions offer resolutions of 600 dpi depending on output, speeds exceeding 1,000 fpm depending on resolution, a rugged, stainless-steel construction and heavy-duty mounting hardware.

**HSA USA**, 732/324-0800.  
[www.hsausa.com](http://www.hsausa.com)

**Sensor guide** An updated user's guide to its photoelectric sensors, fiberoptic light guides and controls is offered by the co. and reportedly includes a variety of newly introduced products. The catalog is said to provide easy-to-use product selection guidelines, detailed sensor application drawings, comprehensive product descriptions, specs and installation data and fundamentals of photoelectric sensing. Available at no cost.

**Tri-Tronics Co., Inc.** 800/237-0946.  
[www.ttco.com](http://www.ttco.com)



**Metal detector** The Phantom BSH metal detector with stainless-steel construction is now officially certified with an IP69K rating, representing the highest level of water-resistance to a high-pressure jet wash and a complete seal against dust, the co. says, citing testing in accordance with Ingress Protection standards by an independent, European test house. The detector also achieves vibration immunity and ultimate stability in wet product applications with its unique, heavy-duty construction, the co. adds.

**Fortress Technology, Inc.**, 888/220-8737.  
[www.fortresstechnology.com](http://www.fortresstechnology.com)



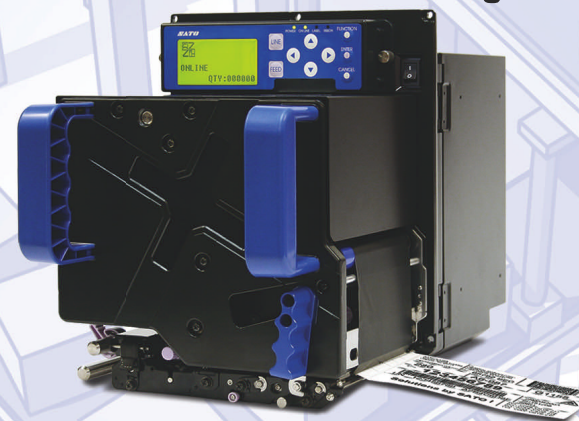
**Dryers** The Secotec™ refrigerated dryer series is now expanded, the co. says, with the line available for flows from 20 to 885 scfm in pressures up to 230 psig. The co. adds that the cycling dryers provide maximum efficiency by using a solid thermal mass medium for storage and for operating the refrigerant compressor only when necessary.

**Kaesar Compressors, Inc.**, 800/777-7873.  
[www.kaesar.com/cleanair](http://www.kaesar.com/cleanair)

**Cornering labeler** Created to close the gap between automatic and compliance systems, the CD-160 is introduced for cornering label applications on cartons with, the co. claims, 100-percent accuracy and readability. With a structure that stops the carton on the conveyor and pushes it to the edge to allow proper label placement, the device is reportedly rated to 20 cartons/min. The co. says the labeler also handles random-size boxes, also solving the problem of handling skewed containers.

**Cornerstone Automation Systems, Inc.**, 800/401-0304.  
[www.cornerstoneautosys.com](http://www.cornerstoneautosys.com)

# Fast. Flexible. Friendly.



SATO's new S84 print engines have everything you need to get the job done right – right away.

SATO's new S84 print engines have raised the bar on the competition again. The industry's best-performing print engines for automated print apply systems are now more productive and easier to use than ever. A host of exclusive benefits make the S84 unbeatable, including:

- **Powerfully Productive** – with a max print speed of 16 ips, a 32-bit high-speed processor, a 1,000 meter ribbon capacity and a quick-change ribbon cassette option, the S84 allows you to print more with less downtime.
- **Completely Compatible** – the S84 allows application flexibility within a single print engine architecture and can print in 203, 305 or 609 dpi thanks to interchangeable print heads.
- **Intuitive Interface & Simple Service** – the only thing easier than operating the S84 is servicing it. The large, easy-to-read LCD with icon-based user menus allows for easy operation. Quick-change replacement parts swap out in a snap and are common among all three models.

See for yourself why the S84 series from SATO is the industry's best – bar none. For more information, call your local reseller today or log on to [www.satoamerica.com/S84](http://www.satoamerica.com/S84) to download a S84 datasheet.



# new products materials

## Bottles & Closures

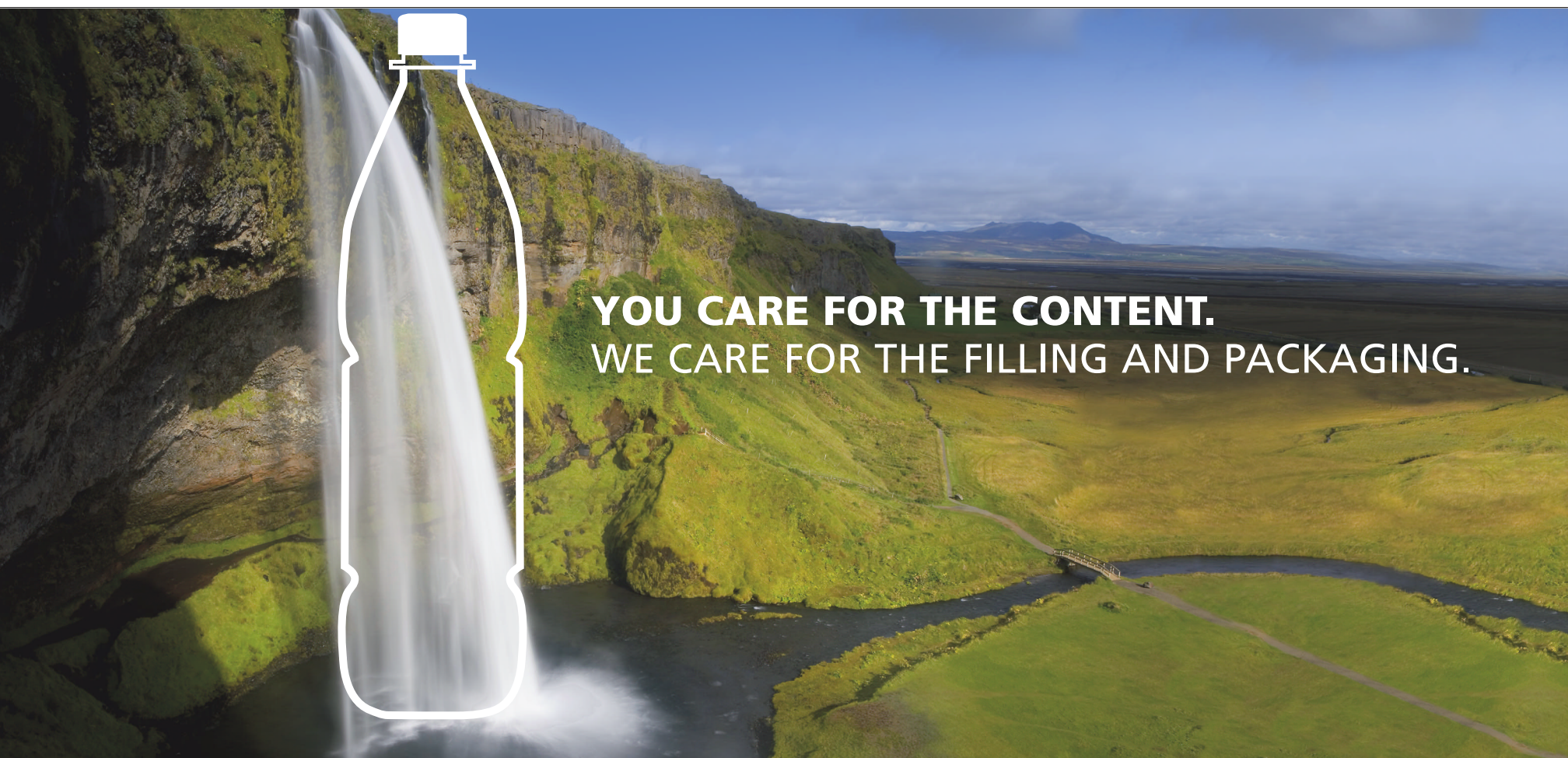
**Short-height neck finish** The SuperShorty PCO 1881 is a 28-mm closure designed for a short-height PET neck finish. The co. describes the development as providing weight savings in the PET preform and the closure as well as offering an attractive closure design for single-serve bottles. The closure fits on the new short-height neck standard PCO 1881, which has been recently agreed upon within the International Society of Beverage Technologists (ISBT). SuperShorty is available with two different external designs: a crown look; and a soft-drink look. The crown design targets PET beer bottles and soft-drink bottles in smaller package sizes. Both closure variants can be equipped with an in-shell, molded oxygen-scavenging liner for oxygen-sensitive products like beer or juices. The SuperShorty incorporates the co.'s DoubleSeal system, which has proven its superior sealing performance over the last years. The shorter-height neck PCO 1881 generates weight savings of 1.3 gm compared to the PCO 1810 or the PCO28. The co. adds that the closure can offer weight savings of 0.4 gm for the crown design and 0.6 gm for soft-drink design. The co. began supplying the SuperShorty closure in early 2007. The co. says that it offers capper adaptation and settings as well as technical support from its factory and its own hysteresis capping head for easy and constant application.



**Bericap Holding GmbH**, 909/390-5518.  
[www.bericap.com](http://www.bericap.com)

**Dispensing closures** Four dispensing closures include the Grinder NR, the LiquiFlapper®, the FlapMate and the NutraGen II closures. The Grinder NR is a North American-supplied packaging system with a grinder that's unremovable and a PET container that is nonrefillable. Offers consumers a fresh grind of product each time it's used. The PET container is clear and lightweight, and it resists shattering. The LiquiFlapper deposits liquid condiments, marinades, sauces, dressings, syrups and liquid OTC healthcare products. The 1-pc design controls dispensing of pourable products. The teardrop-shaped, sealed orifice is drip-resistant and has a cutoff feature that eliminates mess and waste. The LiquiFlapper in 33- and 38-mm sizes has a 0.400-in. neck finish. The new sift-resistant FlapMate closure has a contemporary look for shelf impact and a 1-pc design for production-line efficiency. The sift-resistant feature eliminates mess and the frustration of liner removal. No unscrewing of the cap is necessary. A light flip of the thumb demonstrates ease of opening and closing. It's available in a 43-mm size with a standard 0.485-in. neck finish and comes with a choice of three hole sizes.

**Weatherchem Corp.**, 330/425-4206.  
[www.weatherchem.com](http://www.weatherchem.com)



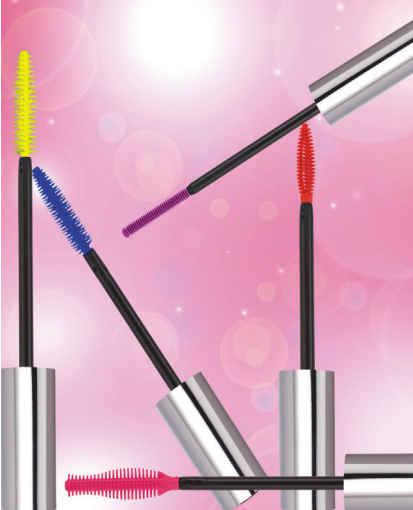
**YOU CARE FOR THE CONTENT.  
WE CARE FOR THE FILLING AND PACKAGING.**

**In the beginning, there was water.** This applies in particular to the soft drink industry where it is a matter of meeting new trends time and again with new bottle formats and materials. As one of the leading machine manufacturers in the beverage sector, KHS offers economical and highly flexible complete solutions from filling and labeling right down to the packaging.

BEVERAGE  
FOOD  
NONFOOD



**TE containers** A variety of TE containers and pails in several sizes offers the co.'s unique TE system and are HACCP-certified. The wide range of injection-molded plastic packaging features pails from 8 oz to 6 gal that are suitable for retail use, foodservice operations, wholesale markets, restaurant operations and consumer applications for products including glazes, prepared salads and dairy and deli products. The TE system provides a visible indication that the user is the first to open the container/pail. This feature helps to ensure that the products are safe from tampering before purchase, yet affords easy-open packaging after purchase.  
**IPL Packaging**, 418/789-3651.  
[www.ipl-packaging.com](http://www.ipl-packaging.com)



**Mascara brushes** A set of plastic mascara brushes takes 15 days to produce from design to the first makeup tests. A functional mockup of the injection-molded brushes is available, thanks to a unique process, the co. says. The process varies the brush shape and is flexible, quick and easy to use, so different concepts can be tested to achieve the desired effects. Various shapes, colors and other visuals can be produced at will through elastomers with different flexibilities, the co. says. A wide range of stock plastic brushes is available to choose from, designed to help customers develop custom creations.  
**Alcan Packaging Beauty, Alcan Group**, 33 1 4968 6185.  
[www.alcan.com](http://www.alcan.com)



**Nucleating agent** Hyperform HPN-20E nucleating agent delivers optical improvements, enhanced moisture barriers and improved mechanical properties for PE resins, the co. says. It also offers expanded functionality in films and packaging. A recent food-contact notification for HPN-20E covers Conditions A-H, allowing broad usage across a range of food-contact applications. Hyperform HPN-20E successfully nucleates PE, bringing improved clarity and seal performance.

**Milliken Chemical**, 864/503-2200.  
[www.millikenchemical.com](http://www.millikenchemical.com)

# MARSH®

Distributed in the USA  
Country Fresh Foods, Inc.  
1500 Mittel Blvd.  
Wood Dale, IL 60191

**COUNTRY FRESH FOODS**  
Sharp Cheddar Cheese

SHIP FROM: Vendor Name Vendor Address City, State, Zip	SHIP TO: Acme Manufacturing 1234 Hwy 45 East Anytown, USA 12345
SHIP TO ZIP CODE: 12345	CARRIER: Carrier Name PRO: 123456789 BL: 123456789
PO : 5202	DC NUMBER: 5202
STORE: 1234	MARK FOR ADDRESS: Acme Manufacturing 2345 West National Anytown, USA 12345
SHIP CODE/DATE OF EXPIRATION: 14 MAR11:07 Use by: APR 13	

14 MAR11:07  
Use by: APR 13

WHO.

WHAT.

WHERE.

WHEN.

AND HOW.

## YOUR MARSH DISTRIBUTOR HAS THE INSIDE INFORMATION ON OUTSIDE INFORMATION.

And now, they have the new Marsh 3100 ink jet printer.

- ✓ Print accurate, high quality, real-time alphanumerics, bar codes and graphics
- ✓ Consistently high print quality from patented, self-maintaining printhead system
- ✓ Reduced cost of ownership from ink-recycling circuit
- ✓ Small, single-unit system is easy to integrate



Marsh 3100

Contact your Marsh distributor today for more information on the Marsh 3100. Call 800-541-8823



**They're our customers too.**

Which is why Silgan is constantly testing consumer usage and attitude dimensions.

And why Silgan monitors more than a dozen food marketing categories.

Our research allows us to design packaging that consumers trust and prefer.

Our unparalleled engineering teams make bringing those designs "on-line" a reality.

Devotion to understanding and meeting the needs of the consumer is a Silgan trademark.

After all, we are not about to take risks with our customers, or yours.

The power of partnership





# Microsoft maps road to success with recycled PET

A new, 50-percent post-consumer-recycled PET brings clarity to **STREETS & TRIPS** with GPS Locator.

recycling.  
Now we must  
educate people

and encourage consumers to recycle their bottles. Those who do will be lessening the need for new petrochemical feedstocks.”

This education begins with marking all packages with the SmartCycle logo on the petaloid base found on the bottom of most PET bottles. With a unique identifying mark, SmartCycle packages encourage PET bottle recycling rates to continue to grow. Concludes Gianniny, “We at Klöckner-Pentaplast want to provide a material option to consumer product companies and retailers for their thermoformed plastic packaging while building long-term value by helping them move toward their sustainable packaging goals.”

and the dongle, which is the adaptor and the connector for a PC to the GPS) and software, with the added strategic benefit of having the product displayed in two locations in the store.

Previous packaging for Streets & Trips consisted of a typical paperboard box with a die-cut square to display the GPS device contained within a snap-together plastic tray that would be torn away and thrown out. At the outset of the 2007 project, Microsoft determined the need for a unique package that would address numerous design issues and help set Streets & Trips GPS apart from the competition at-shelf. Ahern says, “The footprint for the 2007 package is the same, but the hardware components changed size. The GPS and the adaptor are smaller, and even though we started out with six inches of cable, it grew closer to six feet before we were done.”

One of the major objectives was keeping all of the electronic components organized. “We presented roughly eleven different structural ideas that addressed this challenge,” explains Ahern. “All of the ideas incorporated a carry case to hold all of the components. The carry case was to be something that could be used again and again, not treated as a disposable package.”

As the final design developed, it was decided that the packaging materials used should emphasize sustainable concepts. SmartCycle 150 PETE was the choice. Says Microsoft’s packaging project manager, Scott Ballantine, “We wanted to raise consumer

Creating a package that uses sustainable films, Microsoft has mapped a course for all-around success. Sales of the company’s number-one best-selling travel and map software, Streets & Trips 2007 with GPS Locator, doubled the projected launch number. The Microsoft packaging illustrates how it’s possible to honor a real commitment to sustainability with packaging that delivers high shelf impact.

The introduction of SmartCycle™ 150 PETE polyethylene terephthalate from Klöckner-Pentaplast ([www.kpfilms.com](http://www.kpfilms.com)) in October 2006 coincided with the packaging market’s emphasis on sustainability. Made from a minimum of 50-percent post-consumer-recycled polyester bottles, SmartCycle films surpass U.S. Food & Drug Administration regulations for direct food contact and are certified to meet domestic packaging regulations. In addition, the films exceed California and Oregon rigid plastic packaging container regulations. It is the brainchild of Michael Brown, brand founder and managing partner of **Packaging 2.0 LLC** ([www.packaging2.com](http://www.packaging2.com)), which holds the SmartCycle license. He has joined with Klöckner-Pentaplast as the exclusive global supplier of SmartCycle packaging films. The company’s business manager for thermoforming films, Pete Gianniny, elaborates, “SmartCycle is a wonderful opportunity to increase public awareness about plastic package

To produce the Streets & Trips packaging, Microsoft turned to **Transparent Container Co., Inc.** ([www.transparentcontainer.com](http://www.transparentcontainer.com)), a resource for visual packaging solutions, including custom thermoformed packaging, clear folding cartons and blister-packs for consumer package goods companies. By remaining material-neutral with an emphasis toward environmental consciousness and a commitment to sustainability, Transparent Container has helped its clients succeed in the marketplace. In business for more than 45 years, the company creates clear packaging that grabs



consumers’ attention. Dan Ahern, Transparent Container’s vp of marketing, explains, “We offer solutions that focus on product visibility within the package. Microsoft had the idea of creating a reusable carry case for the product’s hardware components that would also allow the consumer to see the product inside of the package. So we were able to employ two of our technologies: thermoforming and folding cartons.” This met Microsoft’s objective to emphasize both hardware (the actual GPS device

**One of the major objectives was keeping all of the electronic components organized.**

awareness about how to use recycled materials in new ways. We also wanted a carry case that people could use to store the GPS and its components. The finished package fits in the glove compartment or CD slot of a car. It is based on a compact, sunglass-case design, and for that reason, is value-added because it is reusable. And consumers can take pride knowing their bottle-recycling efforts have had direct impact in creating this extended-use package.”

Microsoft’s Ballantine, couldn’t be happier.

Continued on page 24

We're excited about the impact  
this innovation won't make.

After 50 years of innovation, Printpack is proud to introduce **Natura™**, our new family of highly sustainable structures and solutions that will greatly reduce the environmental impact of your packaging and our company. So now, doing the right thing for the environment and your brand comes naturally when you choose **Natura™**.



"Microsoft is a member of the Sustainable Packaging Coalition. Recycling of more post-consumer waste is one of the many next steps toward greater sustainability in plastic packaging, and Microsoft and Transparent Container are behind this all the way," he says.

The end result is packaging so appealing that Microsoft increased its

**The whole project took six months, the same as a typical launch, even though we had never done a plastic insert like this before.**

order size with Transparent Container in anticipation of hyperactive sales. With the assistance of Microsoft's graphic design team, packaging for

Streets & Trips GPS created a 3D effect that gives one the feeling of speed and movement.

The 3D effect was achieved by

taking advantage of PET's excellent printing properties, the likes of which have never really been seen on retail shelves before. All together, the package consists of three plastic insert layers and one DVD case:

1. The outer folding carton/box
2. The interior support device
3. The inside thermoformed clamshell, or SmartCycle carry case
4. The ultra-thin media (disk) case

The outer box is made using 25-percent post-industrial-recycled PET. The interior support device acts as a tray and holds the carry case on top of the media (disk) case. A die-cut square in both the outer box and the tray allows the GPS device to be seen (encased in its SmartCycle clamshell). The clamshell is molded, folded and hinged and features cavities for the GPS device, the dongle/adaptor and approximately 6 ft of cable that wraps around the perimeter and ends on either side above the dongle/adaptor. The top of the clamshell is embossed with the Microsoft logo, as well as the SmartCycle logo. The media case is in back of that.

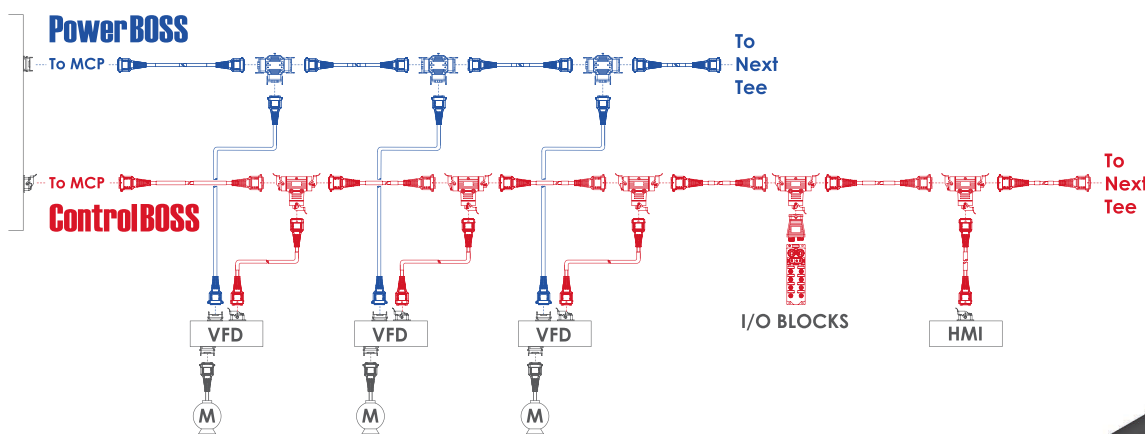
Explains Microsoft's Kris Rinenbach, "The inserts are printed directly onto the plastic substrates. You can look through the first two layers and see 3D clouds. You get the illusion of movement and speed because our graphic design team helped create the plastic inserts to look slightly blurred. Our graphic design team gets a lot of credit for the slick appearance of the package.

"The three layers that comprise the packaging are positioned to achieve the 3D effect. There is no paperboard box as with the 2006 version. If the graphics were printed on paper, you could not see through to the next layer—an advantage that plastic provides. The carry case is actually designed to tip back at a forty-five-degree angle, with the bottom touching the front edge of the outer carton in order to get the 3D effect. Microsoft has never done a plastic layer before."

Ahern at Transparent Container summarizes it this way: "The ability to achieve this 3D effect is obtained through the use of clear and translucent printing effects on a clear PET substrate. This is the first package of this type in the product category. The 3D is possible because of the clarity of Klöckner-Pentaplast films, in this case SmartCycle 150 PETE. We used a Sencorp [www.sencorp.com] 2500 in-line thermoformer to make the clamshell, and the performance characteristics of SmartCycle film is as

# Don't you wish you had this much POWER & CONTROL over the rest of your life?

With the AdvantageLine™ PowerBOSS™ and ControlBOSS™ hybrid interconnect system providing power and communication between the MCP, VFD and other types of DeviceNet™ products, it's a reality...at least at work. This simple PLUG AND PLAY interconnect system eliminates the need for complicated wiring and allows for easy installation and maintenance. Call us today or visit our website for more information or to download the catalog.

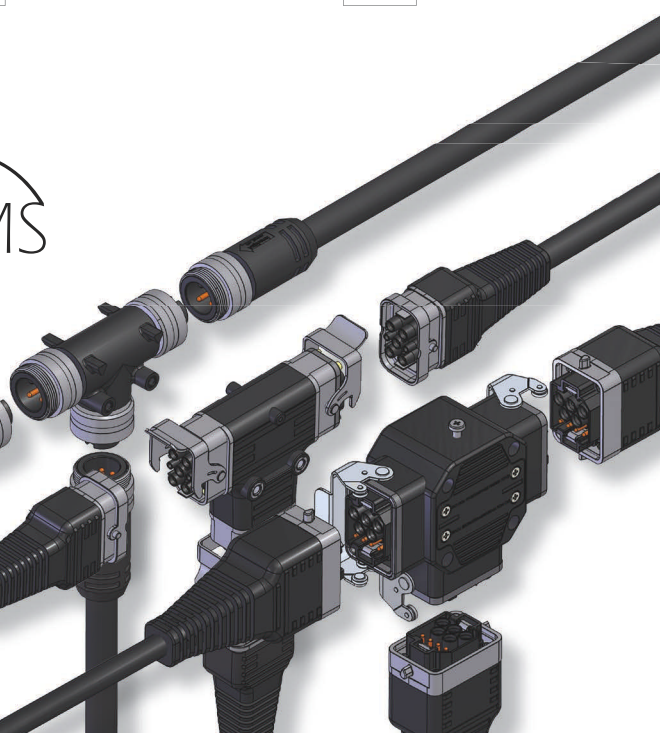


**Amphenol** | SINESYSTEMS

WORLD HQ : ENGINEERING : SALES

44724 Morley Drive  
Clinton Twp . Michigan . 48036 . USA  
Phone: 586.465.3131  
Fax: 586.465.1216

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



# Make a *safer* connection

Maximize worker safety and minimize environmental impact with DrumQuik® PRO, the new low-cost bung and dip-tube system for drums, jerry cans, and IBCs.

Cleaner, faster, safer, smarter.  
Colder – first choice in couplings.



- Avoid hazardous leaks and spills
- Improve efficiency with easy install and operation
- Streamline processes with disposable, single-trip design

**CPC® Colder Products Company®**

**colder.com/dqpro**  
800-444-2474  
651-645-0091

Copyright © 2007 by Colder Products Company. All rights reserved. Colder Products Company, Colder Products and CPC are registered trademarks with the US Patent & Trade Office.

good as any of their other rigid films.”

There is even more to the assembly story, as Microsoft's packaging project manager tells it. “What is really unusual about the assembly process is that we designed and manufactured the clamshell carry case in the U.S. and then provided it to our hardware manufacturing partner in China,” Ballantine says. “Typically, a clamshell would be produced in Asia or where the manufacturer is located. But because Asia does not yet produce rigid films made from fifty-percent post-consumer-recycled polyester bottles, we decided to send the SmartCycle clamshell over to China from the U.S.

“Previously, the hardware components would have to be individually wrapped and shipped by the GPS provider, Pharos, to our manual packing service, **Sonopress USA** [www.sonopress.com]. Parts then would be unpacked and repacked into the clamshells. We changed that by moving the carry case up the supply stream and eliminating all of the unnecessary secondary packaging and the associated packing and unpacking labor. The cost of sending the clamshell to China is balanced by the fact that now, the components are already placed in the clamshell when they arrive at Sonopress in the U.S. for final assembly of all the pieces. Otherwise, if we didn't send the clamshell to China, at Sonopress the individual components would then have to be unwrapped and placed in the clamshell there.” Ballantine explains that the savings comes from the reduction in 1) touch costs (wrapping and unwrapping individual components), 2) packaging supply costs (i.e., the wrapping material), and 3) time costs. “Having the Chinese place the components directly into the finished clamshell eliminates much of these costs,” he says.

We have great communication with Microsoft,” Ahern says, referring to the timeline for the entire packaging project. “During the project, we were in constant contact,” he says. Ballantine elaborates: “The whole project took six months, the same as a typical launch, even though we had never done a plastic insert like this before.” The project was begun on Feb. 15, 2006, and the components were placed in the clamshell in China in June. In late July 2006, Streets & Trips GPS hit the retail shelf at places such as computer stores, Wal-Mart, Costco, Best Buy, Target and online retailers. The product was also displayed at PACK EXPO International by the Sustainable

Packaging Coalition.

“The SmartCycle mark is designed to increase public awareness and enhance the recycling of PET bottles,” states Brown of Packaging 2.0. According to the Report on Post Consumer PET Container Recycling Activity from the National Assn. for PET Container Resources (NAPCOR), 5.075 billion lb of PET bottles and jars entered the U.S. market in 2005, and a record 1.17 billion lb of post-consumer PET bottles were collected for recycling, of which only 71 million lb went to the film and sheet market. “A key goal of the SmartCycle program is to help people feel smart about their packaging choice by conveying the story of recycling and sustainable packaging to the entire packaging value chain: consumers, retailers, OEMs, converters and resource-recovery plants,” Brown says. “As people become more aware of the results of their recycling efforts, it will drive an increase in the recycling of their plastic bottles, and the availability of PET feedstock will increase. That's why it's called SmartCycle. We want to create a cycle of reusing PET over again, such as with the Streets & Trips GPS clamshell.”

Ahern sees the results of the efforts. “Each channel that stocks Streets & Trips GPS increased their initial order,” he says. “Not only can customers feel good about purchasing products packaged with SmartCycle film, but the high-quality appearance of the package also leads consumers to gravitate toward it when they see the product on the shelf. Promoting a positive bottle-recycling message while purchasing a visually attractive product makes a consumer's choice easy. Klöckner-Pentaplast is doing a real service to both the community and the earth. And SmartCycle film is just a great-looking material. It has great clarity designed to raise consumer consciousness and excellent performance characteristics. We're working on similar interior packages for future devices that Microsoft will be releasing in the near future.”

#### More information is available:

Klöckner-Pentaplast, 540/832-3600.

www.kpfilms.com.

Packaging 2.0 LLC, 401/225-0190.

www.packaging2.com.

Sencorp, 508/771-9400. www.sencorp.com.

Sonopress USA, 828/658-2000. www.sonopress.com.

Transparent Container Co., 888/449-8520.

www.transparentcontainer.com.

**NICE-PAK PRODUCTS, INC.,** the world's leading producer of premoistened wipes, has installed vision-inspection systems on many of its production lines to ensure product quality and no missing components.

# Vision inspection is looking good

**Jack Mans,** Plant Operations Editor

No matter whose brand of premoistened wipes you use, whether to clean germs off your countertops or barbeque sauce from your fingertips, odds are high that Nice-Pak Products, Inc., Orangeburg, NY, the world's leading producer of premoistened wipes, made and packaged those wipes. In addition to its own line of consumer products, Nice-Pak manufactures and packages virtually all wipes sold under store names. The 50-year-old international company also has a commercial product line and a line for the healthcare industry that focuses on infectious-

disease control.

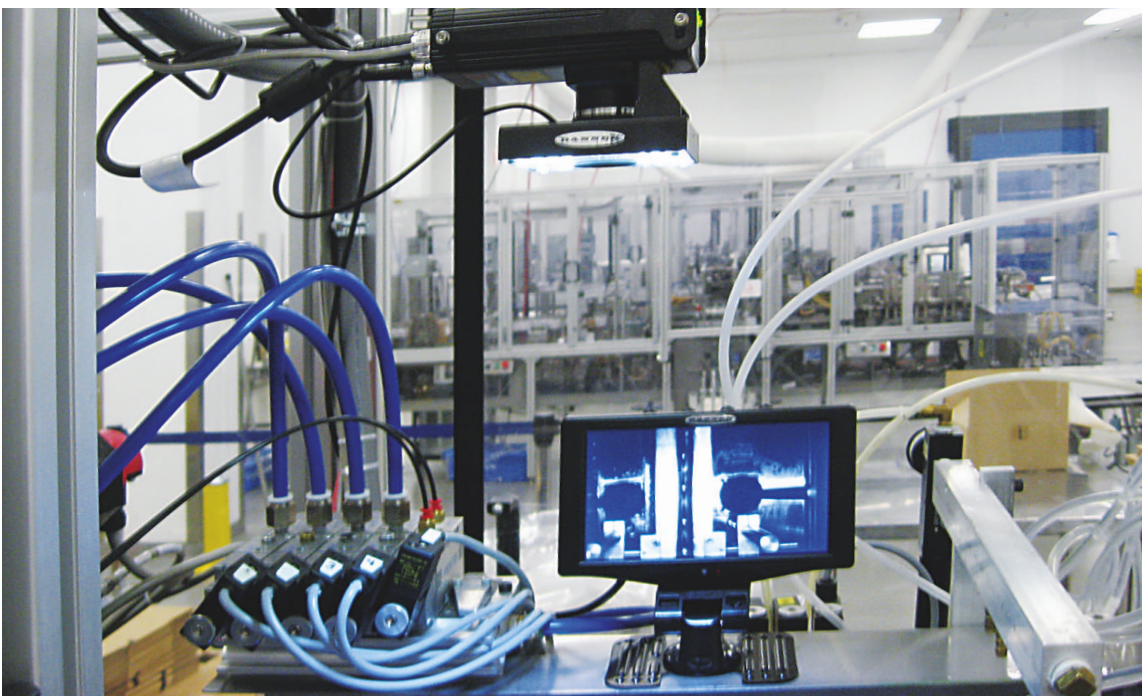
To keep its leadership position in the marketplace, Nice-Pak continuously invests in consumer research, product development and packaging innovations. Among those packaging innovations is Nice-Pak's use of low-cost vision sensors from **Banner Eng. Corp.** ([www.bannerengineering.com](http://www.bannerengineering.com)) for a number of automated inspections. The newest installations are on horizontal form/fill/seal machines that package swab sticks containing a chlorhexidine gluconate and isopropyl alcohol solution for its Professional Disposables International Div., Nice-Pak's healthcare division. The swabs are used to prepare

patients' skin prior to surgery or injection. Nice-Pak uses vision sensors to inspect product-identification codes on the web of packaging material in which the swabs are packaged and to inspect individual pouches to ensure each pouch contains a swab and solution. "We're accountable for ensuring the product is 100-percent compliant," says Dan Brady, electrical engineering manager. "We have to comply with Federal Drug Administration regulations, so there can be no mistakes."

Nice-Pak produces small swabs containing 0.054 g of liquid and large swabs containing 0.172 g, each of which are packaged in an individual pouch on the same machines. Pouch material is pulled into the hf/f/s machine from a roll and is folded at the bottom to begin creating the pouch. The web then passes a *PresencePLUS*® P4 GEO camera from Banner that is mounted on the machine and inspects the product code. Each product ID code is about 1/2 x 1/16 in. in size, and the vision sensor checks up to 200 packages/min. The web passes through a series of machine operations that seal the sides and bottoms of the pouches, followed by a station that cuts the web into groupings of four small swabs or two large swabs. Next, the pouches pass stations where the swabs are inserted into the pouches with the swab end up, followed by the filling operation, where the antiseptic solution is dispensed.

The pouches then pass beneath a second Banner inspection system that incorporates a *PresencePlus* P4 COLOR OMNI sensor that looks down at

A sensor looks down at the tops of the pouches passing below to ensure that each pouch contains a swab, which shows up on the screen as a white dot.



the tops of the pouches to ensure that each pouch contains a swab. The operator can observe this operation by viewing a monitor on which the swabs show up as white dots in the open tops of the pouch. The system can also detect whether solution has been dispensed onto a swab by observing the colors of the dots. "I really didn't think the camera would be able to pick out those tiny white dots that are the tops of the swabs, but it did it with no problems," says Brady. "I hadn't even thought about detecting the solution in the pouch, so that was a bonus."

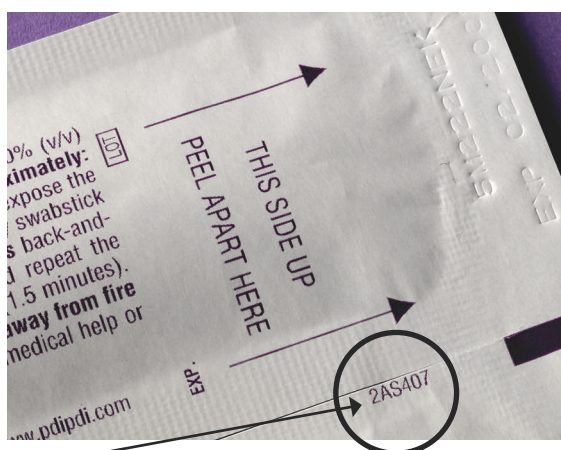
If a product ID code fails the inspection or a pouch is missing a swab or antiseptic solution, the system triggers a programmable-logic controller that shuts down the machine, and a manual inspection of the situation is needed before the machine can be restarted. "Using a vision sensor has eliminated the need for manual paperwork for product verification," Brady says.

Brady, who joined Nice-Pak in 1991, uses another Banner vision sensor, a *PresencePLUS* P4 AREA, to make sure a robot has correctly packed cartons of Nice 'N Clean baby wipes. In addition to detecting that each carton has eight of the 12×13-in. wipes, it also ensures that each unit is placed correctly in the carton. Nice-Pak uses Banner's newest vision sensor, a *PresencePLUS* P4 COLOR OMNI, to peek into the tiny opening on packets of individual towelettes, which is 2×¼ in., to make sure the towelette is present at the moment the packet is being filled with liquid. "These OMNI color cameras are so versatile, they do anything—and for a good price. We originally rented a different brand of vision sensor that costs \$8,000 to inspect the inside of packets. The OMNI does the same thing for \$2,000," says Brady.

Brady was introduced to the Banner technology by Banner distributor **MacPherson Control Products, Inc. (www.macphersoncontrol.com)**. "They know that we're always looking for the latest technology to ensure quality, so they brought in the P4 systems for us to try," says Brady. "We started by  
Continued on page 28



Dan Brady, Nice-Pak's electrical engineering manager, demonstrates an inspection system in his office. The camera is looking at the top of a wipes container, and the image is displayed on the computer screen on his desk.



A web of pouch material passes the camera, below, which is inspecting the product code, circled above. The code is only ½×⅙ in. in size. If the code is missing or absent, the system triggers a plc that shuts down the hf/f/s machine.

# Ready to start labeling?



## Here's where to begin:

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



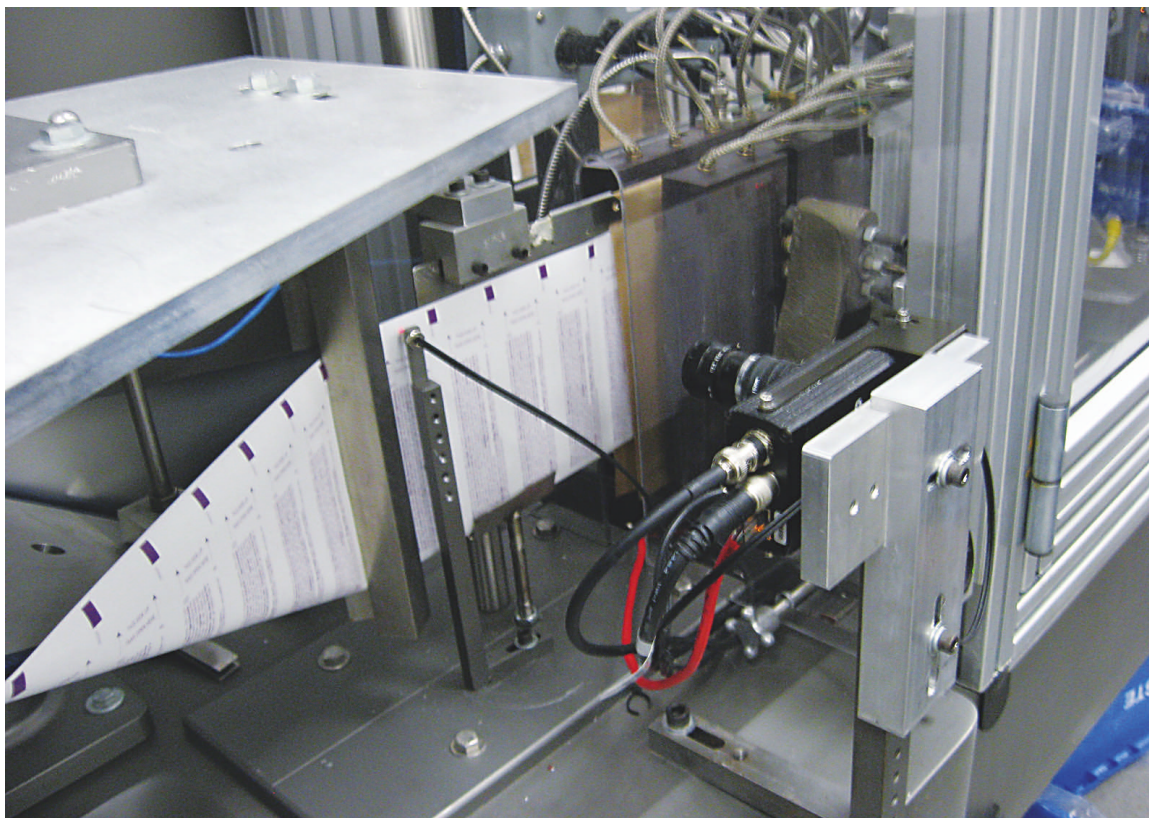
Whether you're an upstart company or any organization with short run labeling needs, the R-310 is the easiest most widely-used labeling machine of its kind.

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

# UNIVERSAL

labeling systems

universal1.com  
1-877-236-0266



## Did you know?

Almost 50 years ago, the company that became Nice-Pak invented the wet wipe and partnered with Kentucky Fried Chicken to give customers a quick way to clean up after their meals. Today, Nice-Pak dominates the wet-wipe market. Source: the manufacturer.com.

checking lot codes, and then progressed to the product inspection. MacPherson has been fantastic to work with."

**B**anner's *PresencePLUS* P4 GEO vision sensors are easy-to-use, single-function, low-cost units that can handle 360-deg inspections. The complete *PresencePLUS*

vision sensor family features a common user interface with intuitive interaction that allows anyone with even basic personal-computer abilities to easily set up an inspection. A remote-teach feature allows the sensor to learn the new features it will need to inspect for, without connecting to a pc or shutting down the line. The

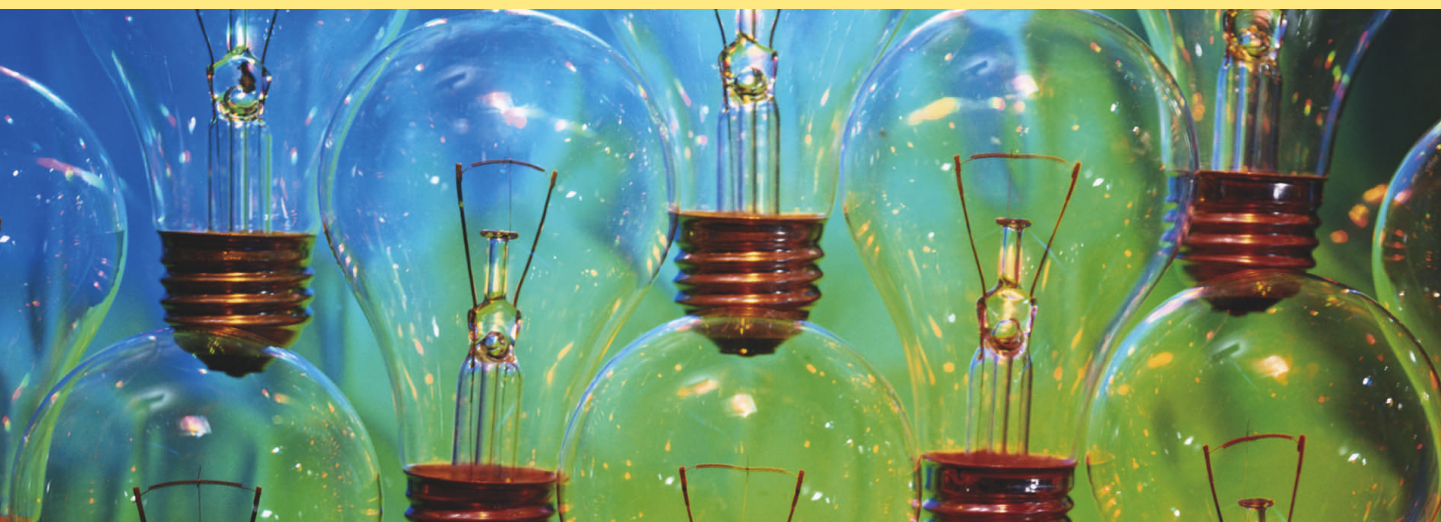
**These color cameras are so versatile, they do anything—and for a good price.**

system can be easily and accurately reprogrammed for new product inspection after its initial setup, by simply pushing a button. The new inspections are learned in real time, while production is running. The units feature three bicolor light-emitting diode indicators to clearly show unit status during setup and operation. Hundreds of specialized lighting and lensing options are available to solve even the most challenging applications, Banner says.

The *PresencePLUS* P4 GEO performs like a vision sensor, yet facilitates changeover as easily as a standard photoelectric sensor, according to Banner. The built-in, live video-image output allows users to view the sensor's inspections in real time and to also view failed inspection images without the use of a PC. The self-contained vision sensor requires no external controller. The sensor can interface to machines and factory networks via a built-in 10/100 Ethernet connection, RS-232 or discrete input/outputs. "I can look at the images on the computer in my office," says Brady.

**B**radly has found the vision sensors easy to use. "I plug them in, it takes a picture, and it goes," he says. Nice-Pak used to rely on manual spot checks, but Brady now is sold on the advantages of vision inspections. "It's comforting to know we're running the right stuff all the time. It decreases waste, saves time, saves money and, most importantly, ensures the correct product is going to our customers. The vision systems were easy to install and operate, and they run forever. And Banner and MacPherson have been great. Any time I need anything, I

## Diagraph INNOVATION FACTORY



### It Starts With An Idea.

It can be a new product or a progressive service program, but it's always triggered by an understanding of what our customers need and want. The best ideas are nurtured from start to finish by our Circle of Quality process.



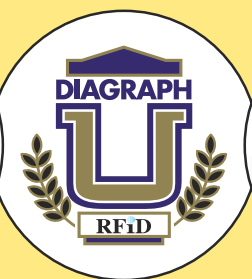
### It Ends With An Innovation.

The result is always an innovation that truly helps customers—best-in-class products, cost saving services, and customer-friendly business practices... all delivered by experienced direct field sales and service representatives.

#### Platinum Series



#### RFID Lab



#### LINX 6900



#### XLS Controller



**Automated Labeling • RFID • Small Character Ink Jet • Large Character Ink Jet Service, Parts & Inks**

**It's not a new idea. It's how we do business.** For more information, or to arrange a free on-site demonstration of our latest innovations, contact Diagraph.

 **Diagraph**  
An **TW** Company

**800.722.1125**  
[www.diagraph.com](http://www.diagraph.com)  
[info@diagraph.com](mailto:info@diagraph.com)

#### More information is available:

**Banner Eng. Corp.**, 763/544-3164.  
[www.bannerengineering.com](http://www.bannerengineering.com).  
**MacPherson Control Products, Inc.**,  
908/757-5110.  
[www.macphersoncontrol.com](http://www.macphersoncontrol.com).

## A. Schulman Provides a Clear Choice for Ionomer Resins

A.Schulman, a leading international supplier of high-performance plastic compounds and resins, has introduced Clarix®, a new class of ionomer thermo-plastic resins. The Clarix® product can be used to improve sealing, adhesion, flexibility, toughness or blend compatibility properties, and help provide solutions to product requirements.

Clarix® resins offer superior performance in clarity, seal and directional tear properties



for the packaging industry. Excellent chemical and puncture resistance gives added benefits to packaging requirements. Clarix® resins will readily bond to foil, textiles and paper substrates. Additives, such as UV inhibitors, release and slip agents, can be incorporated to help solve packaging challenges and improve performance. Clarix grades can include the benefit of low oxygen and air permeability performance.

Clarix® resins adhere to many different mediums including wood, fabric, metal and glass. Offering a protective coating with great scratch and mar resistance, it also can include high ultraviolet-radiation exposure tolerances. Clarix® resins can be used to coat wood, allowing the natural look of wood to come through while protecting its finish from damaging scratches. As a powder coating applied to metal, its toughness and inherent metal adhesive properties allow it to provide a long lasting and durable

finish. Clarix can also be used to modify Polypropylene, Polyethylene, Polyamides, Polyurethanes and Polyesters for improved scratch resist-

ance and flexibility.

Clarix® is ideal for clear, tinted or special effect molding applications and A. Schulman has an exten-

sive line of metallic and special effect color concentrates that can be used to enhance the visual appeal of a molded part.

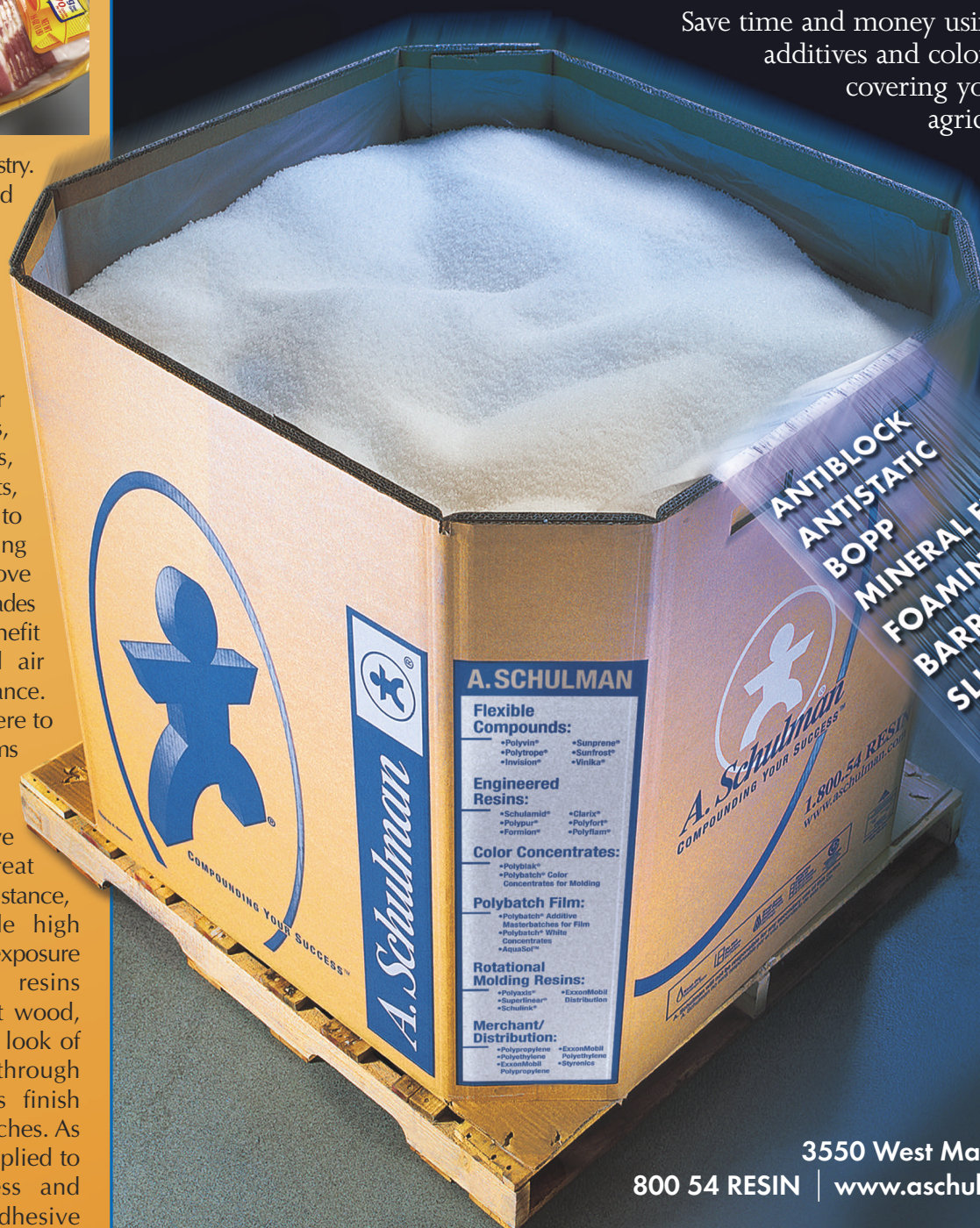
From bowling pins to textile coating, there is no limit to what Clarix® resins can add to product applications.

## "We're Always Thinking Outside the Box" When We Develop Additives for Your Film and Packaging Solutions.

Your application determines what's in each box of additive masterbatches and color concentrates from A. Schulman.

Save time and money using a single source for additives and color. It's a wrap with A. Schulman covering your industry needs, from agricultural and industrial to medical and food & packaging applications.

When you need film additives and color concentrates, call or visit our web site for solutions.



### A. SCHULMAN

#### Flexible Compounds:

- Polyvinyl
- Polytrope®
- Invulcon®
- Sunprene®
- Sunfrost®
- Vinika®

#### Engineered Resins:

- Schulamid®
- Polypur®
- Formlon®
- Clarix®
- Polyfort®
- Polyflam®

#### Color Concentrates:

- Polyblak®
- Polybatch® Color Concentrates for Molding
- Polybatch® Additive Masterbatches for Film
- Polybatch® White Concentrates
- AquaSol™

#### Polybatch Film:

- Polybatch® Additive Masterbatches for Film
- Polybatch® White Concentrates
- AquaSol™

#### Rotational Molding Resins:

- Polyastar®
- Superlink®
- Schulink®
- ExxonMobil Distribution

#### Merchant/Distribution:

- Polypropylene
- Polyethylene
- ExxonMobil
- Polyethylene
- Styrenics
- Polypropylene

ANTIBLOCK  
ANTISTATIC  
BOPP  
MINERAL FILLED  
FOAMING  
BARRIER  
SLIP  
ANTIBACTERIAL  
ANTIFOG  
UV STABILIZERS



**A. Schulman**  
COMPOUNDING YOUR IMAGINATION™

3550 West Market Street | Akron, Ohio 44333  
800 54 RESIN | [www.aschulman.com](http://www.aschulman.com) | [info@aschulman.com](mailto:info@aschulman.com)

PROCESSES: BOPP / OPP BLOWN CAST MOLDING SHEET



A new bottling line at **DRINKMORE CUSTOM WATER** includes a shrink wrapper that bundles a range of sizes of bottled water in plastic film without requiring paperboard pads or trays.

# Wrapping up success

## Jack Mans, Plant Operations Editor

DrinkMore Custom Water (DCW), Gaithersburg, MD, produces and sells polyethylene terephthalate bottles of water ranging in size from 12 oz to 1.5 L under its DrinkMore brand, but the majority of its business is the design, production and delivery of custom-labeled bottles of water to a wide range of clients nationwide. It produces orders both large and small, with the majority of the customers being commercial businesses, but it has produced custom-label water for weddings, birthdays, bar mitzvahs, retirement parties and many other events, as well as for retailers looking to gain new business via label promotion. “We may run fifty different labels in one day, so the key to this operation is that we designed our labeling operation so that we can run as little as one case [24 bottles] for a customer, we can switch between different labels quickly, and we can print the labels for those short runs in-house,” says DCW president John Walsh.

Clients that have purchased custom-labeled bottles include the U.S. Senate, the Robert Trent Jones Golf Club in Prince William County, VA, for sale at the Presidents Cup golf tournament, Microsoft Corp. and Best Buy.

DCW’s in-house design staff works closely with its clients to develop unique label designs. In addition to a standard, pressure-sensitive label, it also offers a patented coupon label, which has a coupon area that is easily and neatly removed from the bottle. Clients can also use its labels to conduct contests, through the use of scratch-off areas directly on the bottle. Its labels are printed on state-of-the-art printing presses, and the company can reproduce photographic images or match PMS colors with no problem. DCW also can print its labels such that there are two different labels in



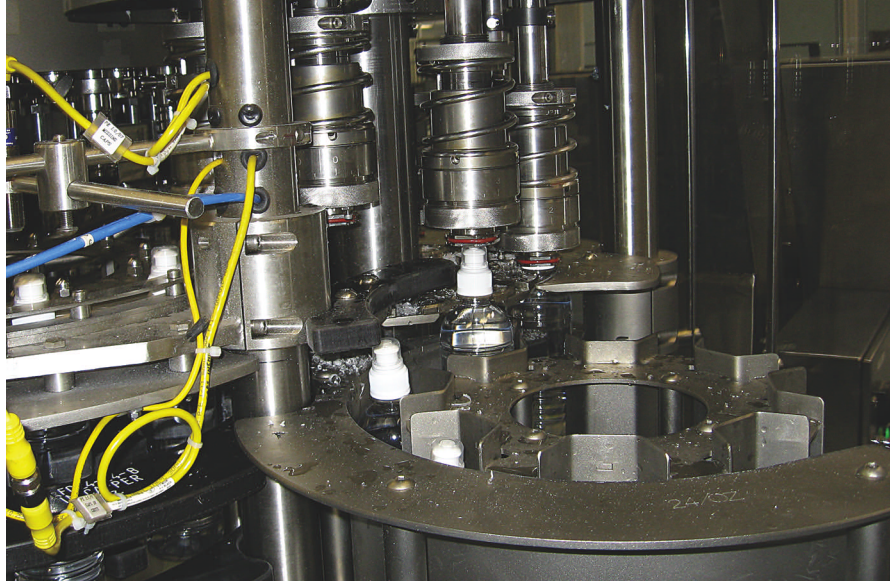
Wrapped bottles, top photo, enter the shrink tunnel. PET bottles are washed in the first module of the monobloc rinser/filler/capper, above. Next, ultra-pure water is filled by a gravity filler, after which the bottles are capped.

sequence on each roll, so that they appear A-B/A-B. Printing labels in a sequential manner allows for half of the bottles in a case to have one label and half with another.

DCW’s sister company, Drinkmore Water, opened its first water store in Rockville, MD, in 1993 to produce ultra-purified water for its customers to transport home for consumption. In 1996, DrinkMore Water began delivering its ultra-purified water to homes and offices in the Greater Washington and Baltimore region, and now it has more than 12,000 customers. In 2006, the company moved to a 40,000 sq-ft facility in Gaithersburg, where it moved its 3- and 5-gal water line (information about this line will follow in a later issue) and added the new PET bottling line owned by DCW. It also installed a new, state-of-the-art water purification facility in the plant.

Packaging the filled bottles was a major concern for DCW, so it installed a Series IL Model PH32HL intermittent-motion shrink wrapper with a custom-built infeed from **Polypack, Inc.** ([www.polypack.com](http://www.polypack.com)). “We wanted to eliminate paperboard from our packages, and this machine can run most of our bottles, even in twenty-four-packs, without trays or pads,” says Walsh. “I’ve worked with Polypack for a number of years, and they’ve always done an excellent job for me. Their service is great. One morning, my old shrink wrapper’s main driveshaft broke, and Polypack machined a new shaft that day and shipped it to me overnight, and we were up and running the next day. In this business, you have to have confidence in your suppliers, so I never even thought about anyone but Polypack.”

DCW runs three pack configurations—a 2×3, a 3×4 and a 4×6. During PD’s visit, the machine was running a 4×6 24-pack of 0.5-L PET bottles,



A magnetic clutch system in the eight-head capper tightens the caps to the set torque level as the bottles travel around the machine.

which were supplied by **Plastipak Packaging, Inc.** ([www.plastipak.com](http://www.plastipak.com)). The bottles enter the PH32HL wrapper through four lane dividers, and when sensors above the lanes detect that the lanes are full, a gate releases six rows of bottles for packaging. A sensor triggers a motorized pusher assembly to push the bottles through the wrapping section of the machine, and the bottle-feeding process is repeated. A paperboard-pad dispenser from **MGS Machine Corp.** ([www.mgsmachine.com](http://www.mgsmachine.com)) is mounted in front of the film curtain and will place a pad on a popup plate before each group of bottles enters the plate, if the plant is running a pack that requires the paperboard pad.

Two rolls of film are mounted on the end of the machine and enter the machine perpendicular to the direction of infeed-bottle travel. The 3-mil, high-clarity PE film is supplied by **Film Source Intl.** ([www.filmsourceinternational.com](http://www.filmsourceinternational.com)), a Polypack affiliate. Each layer of film passes over a series of dancer bars that feed it into the wrapper. The bottles are pushed through the film curtain and travel on top of the bottom layer through the wrapping section, while the top layer travels concurrently above the bottles. The leading edges of the two pieces are heat-sealed together as the group leaves the wrapper. This simultaneously seals the back edges of the two layers of film on the leading group of bottles and

Continued on page 32

## Producing labels for short runs

DrinkMore Custom Water has a booming business supplying custom-labeled bottles to its customers. But with a minimum order of a single case (24 bottles), it had to find a way to produce just the number of labels it needs for these short runs. "A minimum order from our regular label supplier is at least 1,000 labels, so it would be cost-prohibitive to order labels for these short runs from them," says president John Walsh. "Plus, we can produce the labels within a few hours if necessary, while the delivery time from our regular supplier is typically a week."

To meet this need, DCW installed equipment to produce its own labels. It started by buying two Stylus Pro 4000 ink-jet printers from **Epson America, Inc.** ([www.epson.com](http://www.epson.com)) that use seven-color Epson UltraChrome ink with eight-channel printhead technology that switches between photo black and matte black automatically. The printers offer a maximum resolution of 2880×1440 dpi. DCW's in-house design staff works closely with its clients to develop unique label designs, and it then transmits these designs to the printers over the Internet.

DCW finishes the rolls of labels on a DFS digital finishing system from **Allen Datagraph Systems, Inc.** ([www.allendatagraph.com](http://www.allendatagraph.com)) that laminates, contour cuts, strips the waste and slits and rewinds the finished labels onto individual rolls. The digital contour cutting done by this system eliminates cost, inventory hassles and leadtime of dies used in traditional die-cutting methods. In-line, pressure-sensitive (cold) lamination is easy with independently adjustable web tension drives for laminate tension and release-liner takeup. The cutter mode can be set up very quickly and economically, making it ideal for short-run productions.

The DFS features SmartMark™ automatic electro-optical registration-mark recognition, which eliminates manual registration mark sighting. The SmartMark recognition system uses a simple, 0.25 in.-sq contrasting mark placed anywhere in the lower left quadrant of the print job. The user simply moves the light-emitting-diode marker close to the printed registration mark, and the system does the rest. Cutting is digitally controlled and registers optically in both the X and Y directions.

More information is available:

**Allen Datagraph Systems, Inc.**, 603/216-6344. [www.allendatagraph.com](http://www.allendatagraph.com).

**Epson America, Inc.**, 800/463-7766. [www.epson.com](http://www.epson.com).

Only one resin has the power  
to stop light in its tracks.

**Laser+**  
FAMILY OF CONTAINER PET RESINS



## NOT JUST PROTECTION—ULTRA-PROTECTION.

**Laser+ UV resin.** At 390 nanometers, it shelters even the most vulnerable products behind the most effective integrated UV barrier now available in PET resin. Safeguarding color, flavor, and essential nutrients on the shelf and beyond. Designed with maximum processability for high-speed equipment, Laser+ UV is the only resin of its kind with single-pellet solution technology, eliminating technical challenges and the need for extra steps or additives in the PET conversion process. This level of UV protection is available across the entire family of Laser+ PET resins.

**DAK Americas**



REDEFINING RESINS

[www.dakamericas.com](http://www.dakamericas.com) | 888-738-2002

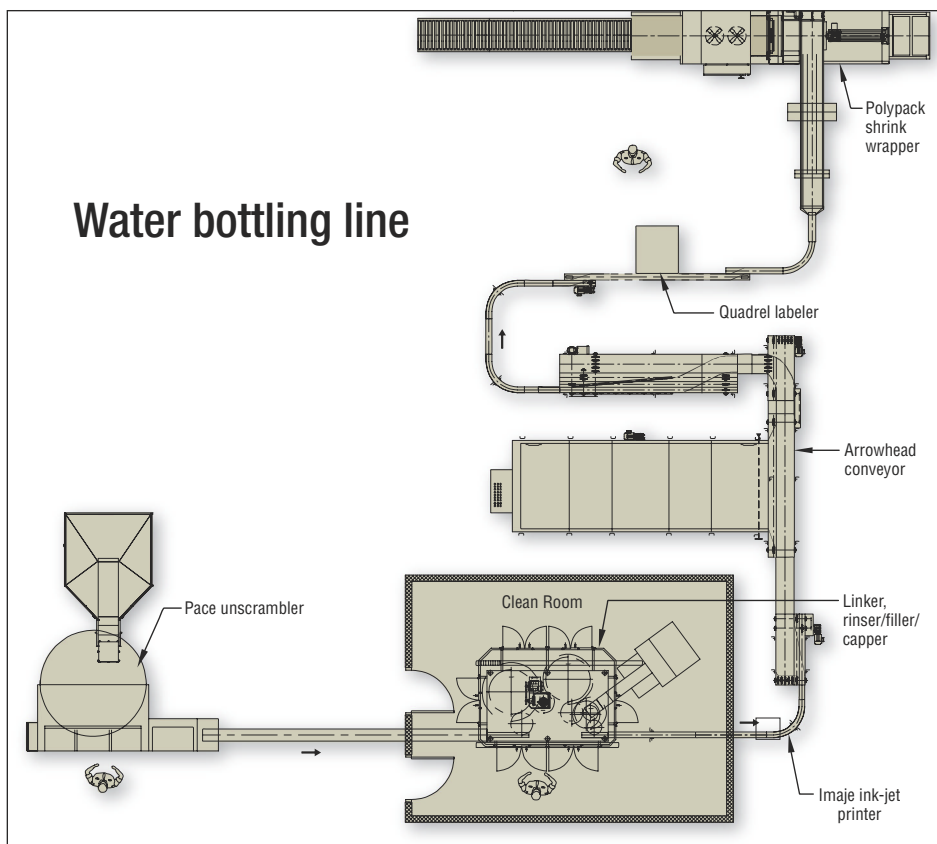
the leading edges of the film on the following group. The seal bar also cuts the film apart between groups of bottles. Multiple sensors throughout the wrapper monitor the operation and shut down the machine and trigger an alarm if any problems occur. For example, if the bottle pusher takes too long to travel through the wrapping section, it will initiate the shutdown and alarm. The bottles then enter the shrink tunnel, which tightly shrinks the film around the bottles and creates a very tight bundle.

The wrapper incorporates a programmable-logic controller from **Telemecanique** ([www.telemecanique.com](http://www.telemecanique.com)), as well as a color-touchscreen operator interface with message display and self diagnostics. The unit includes preprogrammed settings for conveyor speeds, timing and temperature settings for fast, accurate setup when changing products.

To start the packaging operation, the PET bottles, which are delivered on pallets, are dumped into the floor hopper of an M-500 unscrambler from **Pace Packaging Corp.** ([www.pacepkg.com](http://www.pacepkg.com)). An elevator lifts the bottles into a rotating disc that discharges them into the standup unit in a horizontal position. If the bottles are oriented with the bottom end leading, they discharge in an upright position onto the next conveyor. If the bottles are oriented with the top, open end leading, a hook flips them over so the closed end is leading, and they are then stood up on the takeaway conveyor.

The bottles are delivered to a monobloc RFC24-24-8 rinser/filler/capper from **Linker Equipment**

## Water bottling line



**Corp.** ([www.linkercorp.com](http://www.linkercorp.com)) that is installed inside a Class 100,000 clean room manufactured by **Clean Air Products** ([www.cleanairproducts.com](http://www.cleanairproducts.com)). The room includes five overhead, high-efficiency particulate air-filter units, which maintain a positive pressure in the room, and there is also controlled entry to optimize sanitation. The 24-24-8 designation means the rinser has 24 heads, the filler has 24 heads, and the capper has eight heads. The system incorporates Linker's neck-handling system, which includes a 20-ft infed section of air conveyor and modifications to the rinser/filler/capper to handle PET bottles by the neck. This eliminates most change requirements for different bottle sizes, because the system only requires bottle-diameter change parts for large variations in diameter. DCW takes advantage of this feature by being able to run 12-, 16.9- 20- and 24-oz bottles with the same set of

change parts in the machine.

Bottles enter the rotating rinser through a starwheel and, after they are inverted, water is sprayed up into them. The water drains, and the bottles are returned to an upright position as they enter the starwheel that transfers them to the gravity filler. An electronic control maintains the level in the filler bowl to ensure a proper fill level in the bottles. The filled bottles then travel through a starwheel to the cap-in-head capper. Caps, which are supplied by **Alcoa Closure Systems Intl.** ([www.alcoacsi.com](http://www.alcoacsi.com)), travel down a chute from an overhead hopper and are released from the chute as the bottles enter the capper. A magnetic clutch system tightens the caps to the set torque level as the bottles travel around the capper.

Sensors on the infed air conveyor change the speed of the system to accommodate the bottles entering the unit. If a bottle is missing on the conveyor, a shift register tracks the empty position through the system, stops product from dispensing and prevents the release of a cap at the relevant position. A sensor in the cap chute rejects an upside down cap in the chute. The system is equipped with a PLC and an operator panel from **Rockwell Automation** ([www.rockwellautomation.com](http://www.rockwellautomation.com)).

Bottles leaving the cleanroom have their lot code and production date imprinted on their shoulders by an ink-jet printer from **Imaje** ([www.imaje.com](http://www.imaje.com)) and travel past an accumulation table from **Arrowhead Conveyor Corp.** ([www.arrowheadsystems.com](http://www.arrowheadsystems.com)), which also supplied the tabletop conveyors throughout the line. The bottles pass through a single-filing section and travel to the labeling area. Continued on page 34

# Your Product. Our Packaging. rose knows where it goes!



Choose from over 3000 styles and sizes of protective plastic packaging.

Applications range from medical and dental to engineered parts; food to recreational items; hobby and craft products to consumer and promotional merchandise.

Custom design, development and production of packaging for specific requirements available. Please call or visit our website.

**rose plastic**®

rose plastic USA, L.P.

P.O. Box 698 • California, PA 15419-0698 USA

Tel: 724 938 8530 • Fax: 724 938 8532

[www.rose-plastic.us](http://www.rose-plastic.us)



## Production downtime can leave its mark.

Free yourself from having to call a service technician. HP Inkjet technology designs cartridges that are clean and easy to install. Helping you minimize any messy production downtime. All while providing clear and concise printing solutions, for even your toughest secondary package coding needs. Contact our OEM partners today and take control of your production line through the power of HP Inkjet technology.



HP C8842A Versatile Black

Visit HP's OEM partners for more information.  
Click [hp.com/go/oeminkjet6](http://hp.com/go/oeminkjet6)





This custom-built labeler incorporates two labeling heads that can operate alternately to facilitate running short runs of bottles with different labels with minimum downtime.

As mentioned previously, the key to this operation is the ability to run bottles with as many as 50 different labels during a day's production. To accomplish this, DCW installed a custom-built labeler with two side-by-side labeling heads from **Quadrel Labeling Systems** ([www.quadrel.com](http://www.quadrel.com)). The labeler has been constructed so that the label heads can be swung out away from the product stream to rethread one labeling head, while the other head is labeling, and then can be easily swung

back into the labeling position. Thus, while one labeler is applying labels, the other labeler is being set up with the next batch of labels. The line is only stopped for a few seconds to switch from one labeler to the other. In this operation, a roll of labels is mounted horizontally on each labeler, and labels are pulled through the unit by a drive mounted just beyond the peel plate. A sensor detects a bottle entering the labeler and starts a stepper motor on the label drive. Another sensor detects the gap between labels and stops the motor after the label is dispensed. A continuous belt holds the label against the bottle and rotates the bottle as the label is applied. In this operation, one motor drives the infeed screw, the conveyor and the vertical rollers so that the entire system is synchronized. The stepper motors on the label drives are separate.

Immediately before the bottles enter the labeler, there is a photoeye counter and pneumatic gate. The operator enters the exact number of bottles required for an order into the counter, and the gate actuates and admits the set number of bottles. It stops the bottle flow once the desired count is reached. Once the gate closes, the operator switches labeling heads, resets the counter and resumes labeling operations with the new label in less than a minute. The labels are supplied by **Discount Labels** ([www.discountlabels.com](http://www.discountlabels.com)).

Bottles leaving the labeler are conveyed to the shrink wrapper as described previously, and the finished packs are manually palletized.

■ More information is available:

**Polypack, Inc.**, 727/578-5000.  
[www.polypack.com](http://www.polypack.com).  
**Alcoa Closure Systems Intl.**,  
 317/390-5000. [www.alcoacsi.com](http://www.alcoacsi.com).  
**Arrowhead Conveyor Corp.**,  
 920/235-5562. [www.arrowheadsystems.com](http://www.arrowheadsystems.com).  
**Clean Air Products**, 763/425-9122.  
[www.cleanairproducts.com](http://www.cleanairproducts.com).  
**Discount Labels**, 800/995-9500.  
[www.discountlabels.com](http://www.discountlabels.com).  
**Film Source Intl.**, 727/578-3003.  
[www.filmsourceinternational.com](http://www.filmsourceinternational.com).  
**Imaje**, 800/462-5334. [www.imaje.com](http://www.imaje.com).  
**Linker Equipment Corp.**,  
 908/353-0700. [www.linkercorp.com](http://www.linkercorp.com).  
**MGS Machine Corp.**,  
 763/425-8808. [www.mgsmachine.com](http://www.mgsmachine.com).  
**Pace Packaging Corp.**, 973/227-1040.  
[www.pacepkg.com](http://www.pacepkg.com).  
**Plastipak Packaging, Inc.**,  
 734/455-3600. [www.plastipak.com](http://www.plastipak.com).  
**Quadrel Labeling Systems**,  
 440/602-4700. [www.quadrel.com](http://www.quadrel.com).  
**Rockwell Automation**, 414/382-2000.  
[www.rockwellautomation.com](http://www.rockwellautomation.com).  
**Telemecanique**, 888/778-2733.  
[www.telemecanique.com](http://www.telemecanique.com).

# Pro-face

# #1

in Global HMI Solutions  
 in Connectivity  
 in HMI Investment Protection

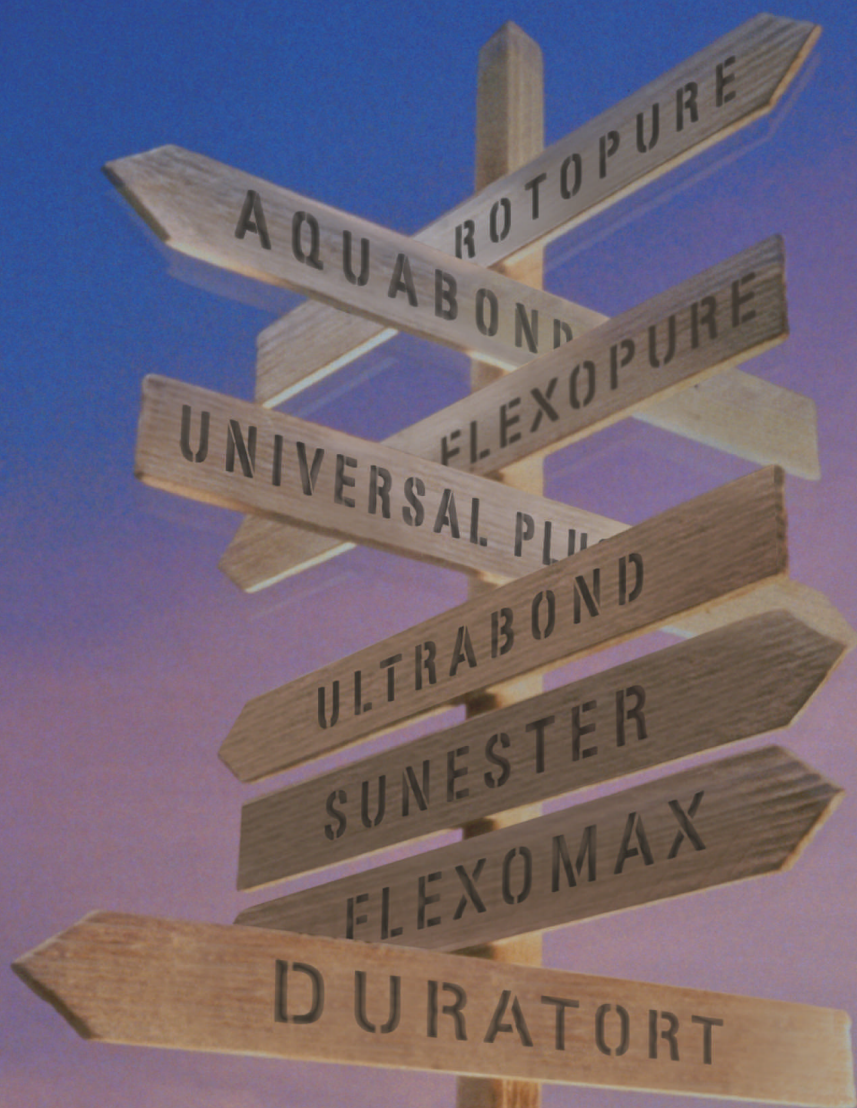
**Pro-face®**

Operator Interfaces & Industrial PCs

**XYCOM™**

Industrial PCs & Monitors

For more information visit us at [www.profaceamerica.com](http://www.profaceamerica.com) or call **1-800-289-9266**



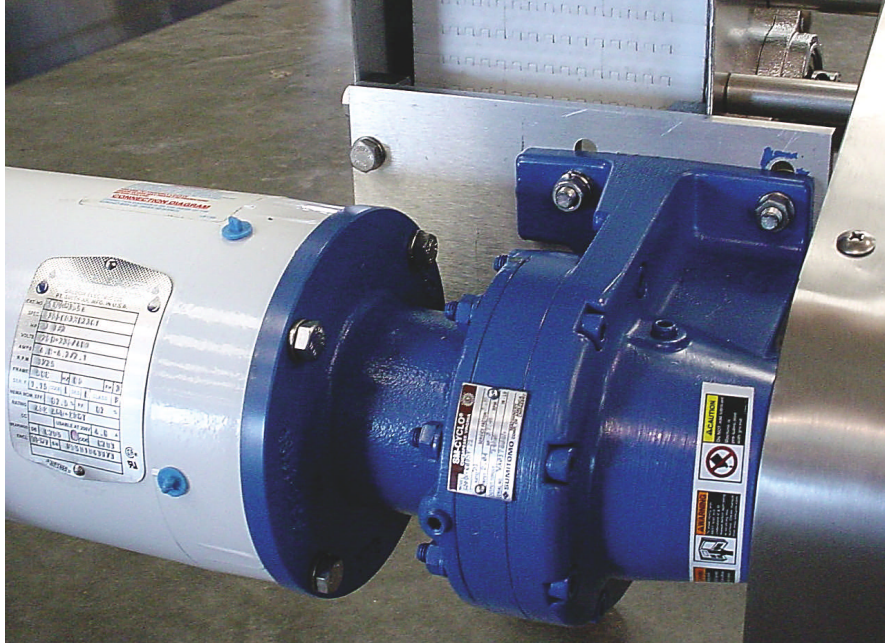
Packaging has color.  
Lamination has variety.  
SunStrato Lamination Inks  
provide the direction.

High performance lamination inks that are versatile, retortable and reliable, with strong color fidelity for flexographic or gravure...with SunStrato it's all in one family. We understand that laminated packaging is moving in new directions. Different films, different substrates, different adhesives and most importantly, different end-use performance requirements can impact your needs. That's why Sun Chemical offers SunStrato, our line of lamination inks tailored to meet your packaging needs. For more information on SunStrato lamination inks, contact your Sun Chemical representative or call us at +1.708.562.0550.

**SunChemical**<sup>®</sup>  
SUNSTRATO 

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

**WOODS FABRICATION, INC.** uses concentric and right-angle gear reducers on its conveyors to improve efficiency and minimize breakdowns.



Gear motors with C-face designs give Woods ultimate flexibility in applying special motors to match its customer's requirements.

# Gear reducers move conveyors efficiently

**Jack Mans,** Plant Operations Editor

Within the fast-paced and demanding world of the commercial baking industry, **Woods Fabrication, Inc.** ([www.woodsfab.com](http://www.woodsfab.com)), Taylorsville, GA, is recognized for its quality, craftsmanship and reliability. The company supplies innovative solutions to many unique challenges in the baking market. The Woods Fabrication reputation for excellence results from more than 18 years of supplying reliable, custom conveyors and cooling tunnels to leading manufacturers of baked goods, including Flowers Snack, Kraft Foods, Nabisco, Kellogg and many others.

More than 10 years ago, Woods Fabrication began to specify speed reducers and gear motors from **Sumitomo Drive Technologies** ([www.sumitomodrive.com](http://www.sumitomodrive.com)) to drive its products, and it currently installs more than 200 reducers per year on its equipment, according to Woods' chief

**They give us great service and their gear reducers seem to run forever, so there is no reason to consider anyone else.**

engineer Nevin Harne. Woods needed a drive that would enhance its product quality and reliability, explains Harne, and Sumitomo was initially chosen by owner Ricky Woods based on the excellent quality and performance of its Cyclo® concentric product. "The Sumitomo gear reducers are very efficient and require practically no maintenance," says Harne. "We supply them as standard on all of our conveyors and tunnels unless a customer specifically requests a gear motor from someone else." As Woods expanded into new applications,

it began to use Sumitomo Hyponic® right-angle, shaft-mounted drives. Sumitomo supplies both Cyclo and Hyponic products in a C-face design to give Woods ultimate flexibility in applying special motors to match its customer's requirements.

"Sumitomo gives us great service," says Harne. "We get a lot of quick- turnaround orders, and on a few occasions, Sumitomo has been able to get reducers on their way to us within a day. And their gear reducers seem to run forever. We include a list of replacement parts with every conveyor we deliver, in case a customer needs spare parts, and I seldom remember when anyone ordered a replacement reducer due to failure."

#### More information is available:

**Sumitomo Drive Technologies**, 757/485-3355.  
[www.sumitomodrive.com](http://www.sumitomodrive.com).

**Woods Fabrication, Inc.**, 770/684-5377. [www.woodsfab.com](http://www.woodsfab.com).

**STÄUBLI** 25 years  
OF ROBOTICS  
INNOVATION

ROBOTICS

## Fast & Flexible Packaging

Packaging demands SPEED, PRECISION & FLEXIBILITY. Stäubli's diverse product range combines these traits with over 25 years of experience. Whether its picking, packing, or palletizing, our robots are capable of a myriad of dedicated solutions for clean, wet, cold/hot, explosive, or dusty environments.

Are you ready to increase your productivity and profits? Call today.



1.800.257.8235

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

25,000  
OF YOUR PEERS

1,200  
EXHIBITOR SOLUTIONS

1000s  
OF PACKAGING INNOVATIONS

3  
DAYS

1  
PLACE TO SEE  
THE ENTIRE PACKAGING SUPPLY CHAIN  
PACK EXPO LAS VEGAS

YOU  
NEED TO BE  
HERE



OCT. 15-17, 2007

Las Vegas Convention Center  
Las Vegas, Nevada USA

Register now and attend the one show this year with solutions for all of your packaging challenges.  
This year will boast the industry's latest innovations spanning the entire packaging supply chain:

- Containers
- Materials
- Services
- Components
- Packaging Machinery
- Processing Machinery
- Converting Machinery
- And More

Sponsored by:

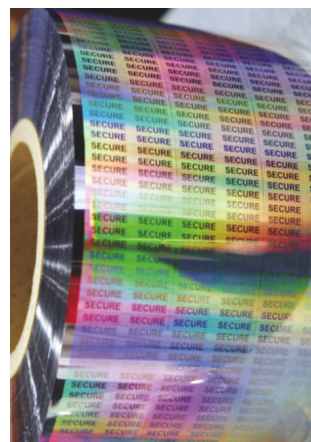


Leading companies.  
Leading solutions.

Co-located with:



To learn more and to register visit [gopackexpo.com](http://gopackexpo.com)



**No Dust.  
No Gas.  
No Odor.**



**Fumex®**

**Air Filtration Systems**  
Toll free: 800.432.7550

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



The Lomax NB from CIVision, above, separates contaminated containers from those that are malformed to ensure that they do not get recycled. The Adept Quattro s650 robot, right, increases line productivity and helps lower energy costs.



Packaging **MACHINERY** may be the key that opens the widest door yet to sustainability.

## The search for sustainability: Machinery

The word “sustainability” in any discussion about packaging almost universally brings to mind images of new, recyclable and compostable materials, including polyethylene terephthalate glycol (PETG) and polylactic acid or polylactide (PLA) plastics, pulp paper protection replacing expanded polystyrene (EPS) and new, environmentally acceptable coated paper trays and cartons replacing the indestructible ones of the past.

But packaging machinery will also play a significant role in the growing green revolution. As the means of turning emerging innovative materials into finished packages, machines and their controls will be the engines that drive widespread sustainability.

From the discriminating use of vision systems and “smart” robots to developing more energy-efficient production equipment, machinery designers and builders are responding to the industry-wide call for greater sustainability. Some simple solutions to controlling waste, such as printing cases on-demand rather than maintaining preprinted inventory, are coming into their own as cost-effective means to achieving sustainability.

Many of those responses will be on display at **PACK EXPO Las Vegas 2007** ([www.packexpo.com](http://www.packexpo.com)), being held Oct. 15 to 17 at the Las Vegas Convention Center. Here are just a few examples of what visitors will be able to see up close at the upcoming show:

The Lomax NB (Neck and Bottle inspection) system developed by **CIVision (Booth S-5202)** is designed to help bottle makers assess their product output. The system inspects blown bottles for defects that would make them unsuitable for use and identifies them for rejection. The Lomax NB employs up to nine separate cameras to detect a wide variety of defects. They also discriminate between bottles that are physically malformed or otherwise not suitable for use and those that are defective because the plastic is contaminated with foreign material such as metals or carbon.

Those containers exhibiting contaminants are  
Continued on page 40





**2007 AMI**  
International  
Meat, Poultry &  
Seafood Industry  
CONVENTION & EXPOSITION

## The Industry's Core Event!

Part of Worldwide Food Expo, this is the premier meat industry event of 2007 and the single best source for information on what's new in the meat, poultry and seafood business.

### AMI FEATURES MORE THAN:

- ▶ 25,000 meat, poultry and seafood executives
- ▶ 1,200 exhibits featuring the most innovative technology available
- ▶ Extensive education programming
- ▶ Free Registration for qualified buyers on Saturday
- ▶ Priceless networking opportunities

### AMI OFFERS:

- ▶ New Insights and Practical Ideas
- ▶ Applied Solutions
- ▶ Meat Industry Research Conference
- ▶ Spanish Language Education Sessions

***You'll either be with them in Chicago,  
or behind them in the marketplace.***



**October 24-27, 2007**

McCormick Place  
Chicago, IL USA

For more information,  
contact AMI at:

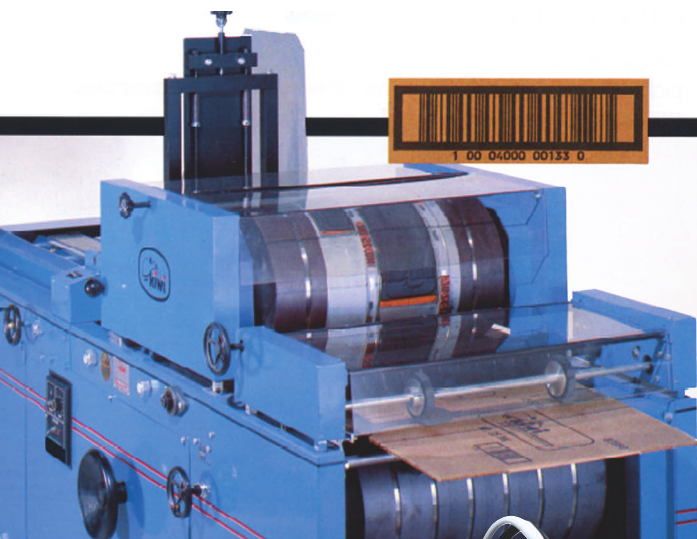
Tel: (202) 587-4200

Fax: (202) 587-4300

E-mail: [wwfe@cmgexpo.com](mailto:wwfe@cmgexpo.com)

Or visit us online at:

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



Kiwi's case printers, top, help reduce preprinted inventory and reduce material waste costs. Warner Electric's new Smooth-Start UniModule clutch/brake, above, aids sustainability by preventing sudden starting and stopping of production lines.

identified first and are ejected into one bin, to be discarded as unusable and not recyclable. Those bottles that are malformed, or that exhibit bubbles or other weak areas that might cause filling, labeling or shipping problems are rejected into another bin for regrinding and reuse in making new containers. Bottles that have passed both inspections go into another bin for delivery to customers.

Not separating out the contaminated

bottles, which is what happens in the course of most inspections, not only returns dangerous contaminants to the bottle-making process, but it also may exacerbate the problem by scattering them throughout several "new" bottles.

Lighting plays a critical role in these inspections, and the Lomax NB utilizes a single-spot white LED to illuminate the inside of each container as it passes along the production line. As the inside of the containers is illuminated, the sidewalls of the containers fluoresce, highlighting any black particles present.

The first four cameras are positioned around the production line. The field of view of each camera is greater than 90 deg, and the four cameras obtain a full surface profile of the bottles being inspected.

Each camera is triggered by a photoelectric sensor, and digital images are then transferred to a host PC for processing. As each image is captured, a specific region to be searched for defects is found, and the camera looks for any black particles larger than a set threshold within this image. Subsequent cameras inspect the bottle's neck and top, while an overhead camera verifies the dimension of the bottle neck from above.

All of this takes place at speeds of more than 350 bottles/min.

**Adept Technology, Inc. (Booth A-5364)**, a global provider of intelligent, vision-guided robotics and robotics services, recently introduced the Adept Quattro™ s650 robot, said to be the world's fastest light-payload packaging and handling robot. The new robot is targeted at the food, consumer goods, cosmetics and pharmaceutical industries.

The Quattro s650 robot utilizes a patented four-link parallel drive and a carbon-fiber construction to provide packaging cycle times twice as fast as conventional packaging robots, at up to 240 pick-and-place cycles/min. The Quattro s650 robot integrates its controls inside the robot, virtually

## Machines and their controls will be the engines that drive widespread sustainability.

eliminating external control cabinets, saving factory floorspace and simplifying installation.

The new robot is controlled by Adept's SmartController™ platform, which provides fully integrated vision and conveyor tracking for up to six conveyors, making the Quattro an ideal solution for high-speed packaging applications in which products are randomly located on moving conveyor belts. The Adept Quattro features over-the-belt mounting, a 1,300-mm work envelope and a 250-mm Z-stroke. Adept also offers a washdown option for use in sensitive manufacturing environments that require frequent washing to prevent product contamination.

"What makes the s650 unique is the intelligence and simplicity that comes from its embedded, fully integrated controls and vision platform," says Seema Gupta, packaging product manager of Adept. "The combination of Quattro's speed and the elimination of the complexity and expense of large, external control cabinets found in traditional packaging robots brings a new level of throughput and flexibility to high-speed packaging applications."

The speed of the s650, combined with its ability to pick and place items scattered randomly on a conveyor, increases line productivity and thereby reduces the amount of energy needed to pack an equivalent quantity of product compared to that packed by a standard, "blind" robot.

**The ability to print shipping cases on an as-needed basis eliminates the need for costly preprinted case inventory, cutting costs in material waste, warehouse space and inventory handling. Kiwi Coders, Inc. (Booth C-2823)**

Continued on page 42

# 100% Biodegradable EcoWorks® 70

## Replacement for Plastic and Polyethylene

**Up to 70% Bio-based With American Renewable Resources**

From thick rigid plastic cards to flexible protective wrap, EcoWorks® 70 by Cortec® Research Chemists offers universal, biodegradable replacement to traditional plastic and polyethylene films. This patent pending breakthrough meets ASTM D6400 and DIN V 54 900. EcoWorks® 70 does not contain polyethylene or starch but relies heavily on renewable, bio-based polyester from corn. 100% biodegradable, it turns into water and carbon dioxide in commercial composting.

**www.EcoFilm.com**  
1-800-4-CORTEC  
info@CortecVCI.com  
St. Paul, MN 55110 USA

© Cortec Corporation 2006

**BIODEGRADATION PROCESS**

**Week 1**

**Week 2**

**Week 3**

**Week 4**

## KALISH FILLIT®

1000 Customers Can't Be Wrong!

**Tabletop Liquid fillers for:**

- Cosmetics
- Personal care products
- Syrups, sauces, oils, dressings
- Pharmaceutical products
- Chemicals, etc.

*Simple to use  
and built to last*

**Piston, Vacuum and Micro Fillers also available**

Visit us at:  
**CosmoProf • Las Vegas • Booth # B12574**

**[Made in USA]**

978-537-8534 www.imanova.com  
Novasales@imanova.com

IMA Nova®

# THE FUTURE IS IN YOUR HANDS...

## ...Make it Happen at



September 9-12, 2007  
McCormick Place South • Chicago, IL

- See and compare the industry's largest display of "live" running equipment in 2007
- Explore new business opportunities in the Mailing & Fulfillment Center and Wide Format Pavilion
- Network with industry professionals and peers to gain strategies for improving your business today
- Choose from over 60 seminars taught by top industry experts

### **From Design to Delivery®**

The full spectrum of equipment and services for digital prepublishing, prepress, printing, digital output, wide format imaging, bindery, package printing, converting, mailing, fulfillment...and more!

**REGISTER TODAY!**  
**[www.graphexpo.com](http://www.graphexpo.com)**



Graphic Arts Show Company • 703-264-7200 • [www.graphexpo.com](http://www.graphexpo.com)

makes a variety of such printers, including its Heavy Duty Flat-Case Printers. These machines deliver commercial-quality printed cases as needed, with clear, sharp bar codes, logos, printed instructions and handling information.

The Kiwi Model 2482, for instance, prints cases at up to 50/min. The press is designed for quick

changes of imprint information, minimizing downtime and making just-in-time printing even more practical. A typical changeover takes minutes, including a complete type change and cleanup.

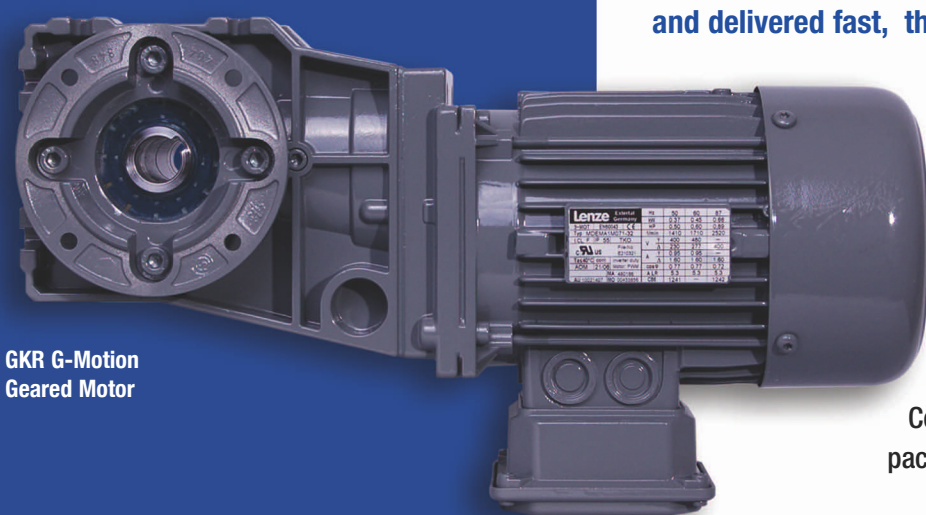
The Model 2482-2C is a two-color version of the printer, designed with the second printing stand mounted on casters for easy removal for type



IndraDrive with Safety-On-Board by Bosch Rexroth can help reduce potential waste and limit the energy needed to shut down and restart a line by maintaining constant operation.

# WAY AHEAD!

## The Lenze AC Tech G-Motion Geared Motor



GKR G-Motion  
Geared Motor

**Attention, high-speed, high-dynamic applications—when you need intelligent speed variation, and want an electronically robust motor, paired with servo quality gearing, built-to-order, competitively priced... and delivered fast, this is the answer.**

### SIZE

Compact motor and gearbox package to fit any application.

### PERFORMANCE

Low inertia for unparalleled responsiveness.

### COST OF OPERATION

95% or higher efficiency ratings.

### SUPPORT

The Lenze global network, a committed partner always ready to back you up.

**Ready to win?**

**[www.actech.com/g-motion](http://www.actech.com/g-motion)**

**1-800-217-9100**



The Lenze / AC Tech Family

# Lenze AC Tech

AC Variable Frequency Drives | Servo Drives & Motors  
Electro-Mechanical Drives & Gearmotors  
Clutches & Brakes | Machine Automation

changes, cleanup and maintenance. Both printer models handle cases up to 26×44 in., with imprint areas of 22×44 in. Kiwi's larger one- and two-color case printers can handle cases up to 36×44 in. with imprint areas of 32×44 in.

The printers feature several type-mounting systems. A magnetic printing cylinder using curved metal plates carrying either permanently mounted metal dies or changeable Channelok mounting enables frequent text changes. A Flexback printing cylinder with flexible plastic plates is recommended when printing large amounts of copy. Kiwi says the Magflex cylinder uses dies with a flexible magnetic backing—convenient when numerous small blocks of copy or graphics must be changed frequently.

**T**he new Smooth-Start™ UniModule clutch/brake from Warner Electric, Inc. ([www.warnerelectric.com](http://www.warnerelectric.com)) is designed to deliver smooth, consistent starting and stopping performance at lower torque ranges from 0 to 50 percent of maximum-rated torque, the range that usually proves most challenging.

How does this aid sustainability? Sudden starting and stopping of any moving production line not only can cause waste as products spill or can cause damage as containers slide, but it also reduces the efficiency of the line and wastes energy.

“Conveyor applications have evolved into requiring new levels of start-stop precision,” reports Warner Electric product manager Scott Fuller. “For instance, conveyors today handle a much wider variety of shapes, sizes and weights, and torque needs have to adapt to those variables.”

As a result, Warner Electric engineers and product designers developed the Smooth-Start UniModule. The new clutch/brake can deliver both faster starts and stops at maximum torque and smoother starts and stops at less torque as needed. For even greater control, the clutch and brake torque levels, when linked with



Learn how paper packaging at **PACK EXPO** Las Vegas serves sustainable initiatives at [www.packagingdigest.com/info/pmmi07](http://www.packagingdigest.com/info/pmmi07)

Warner Electric's CBC-300 controller, can even be set independently of each other. At the same time, the controller supplies constant voltage to the clutch/brake even when supply voltage varies.

Smooth-Start Unimodule clutch/brakes automatically adjust for wear, so they require no maintenance throughout their working life, eliminating the need for maintenance downtime for greater productivity—another sustainability benefit.

**S**afety concerns lead many companies to install protective systems that can shut down machines quickly and completely when an unsafe condition is detected. While this protects personnel from injury and the company from liability, it can also interfere with productivity by shutting down the line, possibly damaging product as well as consuming valuable time.

Safety no longer requires a complete shutdown. A new way of handling safety challenges supports sustainable operations by reducing potential waste and limiting the energy needed to shut down and restart a line by maintaining operation.

IndraDrive with Safety-On-Board by **Bosch Rexroth (Booth S5032)** features Safe Motion™ technology, a safety solution housed directly in the equipment drive that incorporates integrated safety functions and meets with the latest standards for safe stopping and safe motion, the company says. Safe Motion is considered an important type of safety system because it directly affects machine movement and operator safety.

Equipment incorporating the safety-on-board feature offers packagers not only operator safety, but also efficient equipment performance. Bosch Rexroth says one of the main benefits of this drive system is its ability to safely reduce line speed rather than shutting down the line when a safety-related

incident is detected. Operators can set up the machine or clear jams without risk, even while the machine is operating.

Safe Motion technology achieves a quick response to incidents through monitoring contained in the drive itself. The IndraDrive with Safety-On-Board is said to offer

reaction times up to 400 times faster than conventional solutions that use contactors to produce a safe stop. This reaction time is necessary, Bosch Rexroth says, in order to provide adequate operator protection around the highly dynamic servo drives of today's high-speed equipment.

#### More information is available:

**Adept Technology**, 925/245-3400. [www.adept.com](http://www.adept.com).  
**Bosch-Rexroth**, 847/645-4073. [www.boschrexroth.com](http://www.boschrexroth.com).  
**CIVision**, 630/446-7700. [www.civision.com](http://www.civision.com).  
**Kiwi Coders**, 847/541-4511. [www.kiwicoders.com](http://www.kiwicoders.com).  
**Warner Electric Inc.**, 815/389-3771. [www.warnerelectric.com](http://www.warnerelectric.com).



## Innovation for impact



▲ Scented Labels



▲ Prismatic Labels



▲ Timer-technology Labels

**From blank labels to patented packaging constructions, WS Packaging Group offers unique solutions to propel your brand to the next level:**

- More than 30 unique printing patents and 27 product lines
- Online ordering, proofing, and brand graphics management
- 3 R&D labs and 17 strategically located printing and packaging facilities



**WS Packaging Group, Inc.®**

Leaders in Printing and Packaging Worldwide

For a free consultation call 800-340-3424 x6231, e-mail [info@wspackaging.com](mailto:info@wspackaging.com) or visit [wspackaging.com](http://wspackaging.com)

LABELS & TAGS

COUPONS

PROMOTIONS & GAMES

FOLDED CARTONS

RFID SOLUTIONS

LABELING EQUIPMENT

DECALS

OVERWRAP

# Packaging IBCs

Friendly Ice Cream Corp. improves safety and sanitation and decreases labor for its ice-cream topping products by switching to 330-gal, 'hands-free' **INTERMEDIATE BULK CONTAINERS.**

## in a 'Friendly' way

**Lauren Hartman**, Senior Editor

Friendly Ice Cream Corp. (Friendly's for short), Wilbraham, MA, says it has found the cherry on the banana split as far as its warehousing and packaging operation is concerned. The company makes fudge and pineapple toppings in 600-gal kettles.

Recently, it was able to improve safety and sanitation and decrease manual labor, as a result of converting to the Air-Evac® intermediate bulk container (IBC) system from **A.R. Arena Products** ([www.arenaproducts.com](http://www.arenaproducts.com)) from stainless-steel tanks. At its production plant in Wilbraham, Friendly's has been successfully using the bulk containers to handle its high-viscosity ice-cream toppings for a bit more than a year.

Friendly's is a vertically integrated restaurant company serving the East Coast with signature sandwiches, entrées and ice cream desserts in a family environment in more than 515 company and franchised restaurants throughout the Northeast. The company also manufactures ice cream distributed through more than 4,500 supermarkets and other retail locations. With a 71-year operating history, Friendly's enjoys strong brand recognition and is currently revitalizing its restaurants and introducing new products to grow its customer base.

**P**reviously, Friendly's pumped the toppings from the kettles into 250-gal stainless-steel tanks. Once filled, the tanks were placed in storage and then moved out

to various work centers when needed to incorporate additional, thick ingredients into the toppings.

"The stainless-steel tanks were large and took up a lot of storage space," admits Jim Perry, business unit supervisor at the plant. The tanks had to be moved manually out to the work centers. "Their wheels would occasionally get stuck in floor drains, and they were difficult to move. Safety is a very important issue for Friendly's," he adds.

In addition, considerable manual labor was required to scrape out and offload the viscous contents into the finished-product containers. Cleaning the tanks was also a labor-intensive process, Perry says, as the tanks had to be washed and sanitized properly to prevent contamination. Once they were emptied and cleaned, the tanks were stored until needed again but they had to be cleaned a second time before filling.

**F**riendly's says it made attempts to try other IBCs, but that it couldn't find any that were able to evacuate as much product as Friendly's would have liked. Most produced higher residual levels.

Then, members of the company's manufacturing team saw the Air-Evac System at a trade show and noticed that the patented system, teamed with Arena's 330 Shipper™, which holds up to 330 gal, is hands-free and is quite different from many conventional methods of emptying liquid from bag-in-box liners. The system works by replacing the volume

Continued on page X

**We've also improved sanitation and decreased our manual labor. We are very pleased with the new IBC system.**



Easier to maintain, fill and empty, the patented, 330-gal IBCs are practically hands-free. The system works by replacing the volume of liquid pumped out of an inner chamber of the bag liner with shop air introduced to chambers on the outside of the bag. This forces the liquid in the bag to the bag's outlet.



# More Competitive Bids On Your Business Purchases **Less Bull**

Streamline your business purchasing process by using BuyerZone to get fast, competitive bids from top local and national vendors.

Join the millions who have saved time and money by relying on BuyerZone's Request for Quotes service across more than 125 categories of business purchases. Best of all, it's free.

**Buy smarter and start saving today!**

**Visit [www.BuyerZone.com](http://www.BuyerZone.com)**

Use BuyerZone to get FREE price quotes for the following types of purchases:

- Materials Handling
- Industrial Equipment
- Office Equipment & Furniture
- Security Systems
- Marketing Services
- Financing Solutions
- Information Technology
- Telecommunications
- Construction Equipment
- HR & Benefits
- ...and more

**BuyerZone**  
Where Smart Businesses Buy and Sell

A division of

 Reed Business Information.

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



For more information about A.R. ARENA'S IBCS and Air-Evac system, visit [www.packagingdigest.com/info/arena](http://www.packagingdigest.com/info/arena)

of liquid pumped out of an inner chamber of the bag liner with shop air

introduced to chambers on the outside of the bag. This forces the viscous liquid in the bag to the bag's outlet. Air volume is increased as the liquid content decreases. As the product pools around the drain opening, it can easily be pumped out, enabling the Air-Evac to achieve low residual levels. The inflating Air Evac liner alerts operators when the contents of the bag are nearly emptied,



Friendly's new containers help eliminate solid waste and its environmental impact.

as the bag begins to expand above the top of the shipper.

According to Arena, residual levels can be reduced by more than half, as the Air-Evac eliminates the need to wring out the bag liner or scrape out residual contents, like Friendly's previously did with the former tanks, while reducing the environmental impact of solid waste.

With a snap-on cover, replaceable skid pads, a 2- or 3-in. bottom discharge and four-way forklift entry, the outer reusable container (IBC) is made of what Arena says is a proprietary, all-plastic construction of advanced, structural plastic resins and composites. The container collapses for return shipping and storage. Since the system doesn't require operator intervention or monitoring, Friendly's finds it can dramatically reduce waste and increase product yield.

The flexible but sturdy polyethylene film bag liner can be furnished with one to three plies in a range of thicknesses, depending on the application, with or without product barriers to accommodate many different products. Equipped with one valve centered on its top and another in a bottom corner, the three-ply version Friendly's uses is designed to fit a variety of IBCs.

Use of the IBC begins at each of Friendly's work centers where the company currently uses the BlowFish Air-Evac liner—designed for bottom-discharge applications—and the 330 Shipper, one of Arena's newest liquid storage/shipper combinations. Friendly's pumps the toppings from the kettles into the Air-Evac liner bags, which hold a net capacity of about 300 gal each (net capacity varies slightly, based on the bag configuration and other factors).

The drop-in Blowfish liner bag cassette, nestled in the outer shipper, is then stored in an anteroom. When needed, the Arena shippers are easily

## Guaranteed to give your product a closer look.

Let's be clear: Your product has a split second to capture your prospect's attention or it won't be noticed. VisiPak can solve your challenge with creative, clear-plastic packaging solutions made possible by the broadest product line and the best consultative team in the industry. In fact, we have everything you need for a successful product package, from concept to creation. Plus, we're fast, efficient and consistently deliver on time and on budget. Think clearly. Think VisiPak. Call us today or visit our web site.



Tubing



Clamshells



Boxes

# VISIPAK®

1-800-949-1141

THE CLEAR CHOICE FOR TRANSPARENT PACKAGING

[WWW.VISIPAK.COM](http://WWW.VISIPAK.COM)



## Did you know?

The demand in the U.S. for bulk packaging will reach \$6.6 billion in 2011, according to a recent study from **The Freedonia Group, Inc.** [www.freedoniagroup.com](http://www.freedoniagroup.com).

The report says advances will be aided by growth in manufacturing activity, along with a shift in the product mix toward larger, higher-value containers offering enhanced performance and cost economies. Demand will be tempered by declines in the manufacturing sector as a component of total U.S. economic activity, as basic manufacturing in many industries shifts to developing countries that offer lower-cost production. Rigid intermediate bulk containers (RIBCs) will log the fastest growth, the report points out, fueled by cost and performance advantages compared with smaller, single-trip or shorter-life alternatives.

Material handling container demand will rise favorably, spurred by expanded use of returnable and reusable containers. Advances will benefit from greater use of plastic crates in the agricultural sector for the storage and handling of seeds and grain. Drum demand will drop, the result of maturity of steel and fiber drums and competition from rigid and flexible IBCs. The entire study is available for \$4,500 from Freedonia at 440/684-9600.

and safely delivered to the work company's centers using a pallet jack.

At the work center, an operator removes the shipper's cover and connects the Blowfish bag to a pump. A central air supply is introduced to the bag chambers on the outside lining of the bag through an air regulator.

The operator connects the air-delivery system to an inflation tube and turns on the integrated air valve. As the product pumps out, the automatic air-delivery system replaces product volume with regulated air, inflating the air chamber in the Air-Evac bag.

The bag pops out of the shipping tote when the product is nearly empty. When the Air Evac bag is fully inflated, the air-delivery system shuts off automatically. At this point, the amount of product left in the bag is at a minimum, Friendly's explains. After the inflation tube is removed from the air-delivery system, the Air-Evac air chamber

can be pierced to speed deflation, and the liner can be removed from the outer container and discarded. The 330 Shipper can then be collapsed for return shipment.

When the bag is emptied, it is thrown away. The shipper can be easily collapsed, stacked and stored until needed again. The shippers are cleaned and sanitized before each use.

"Safety is number-one at Friendly's, and the Arena system has eliminated the potential safety hazards," summarizes Perry. "We've also improved sanitation and decreased our manual labor. We are very pleased with the system."

Friendly's is also testing the Arena Starfish® Air-Evac system, which incorporates a top-discharge pumping

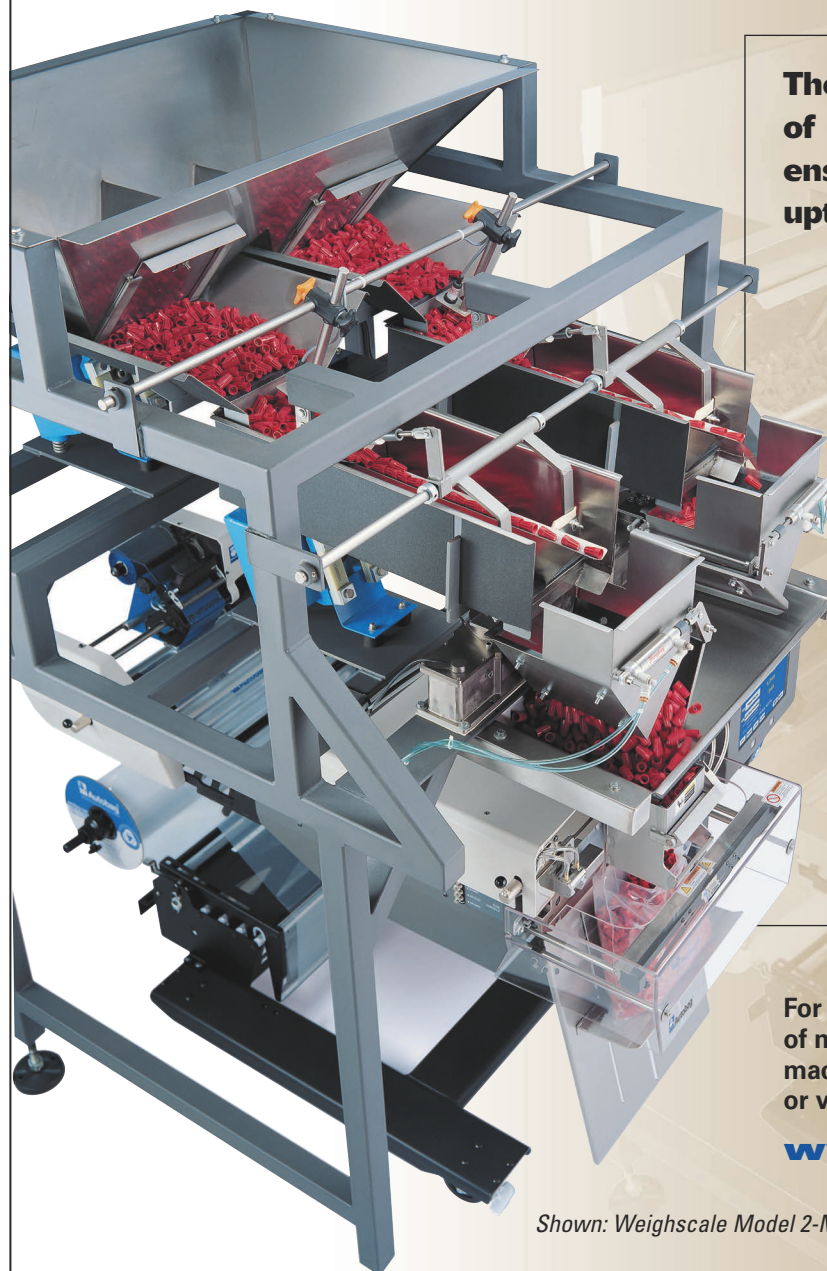
system to further enhance safety and sanitation and reduce residual levels. Even sweeter, the company is introducing new products to grow its customer base.

**More information is available:**

**A.R. Arena Products, 800/836-2528.**  
[www.arenaproducts.com](http://www.arenaproducts.com).

## AUTOMATIC WEIGHING AND COUNTING EQUIPMENT

### Your Product, Your Container, Our System



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

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

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

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

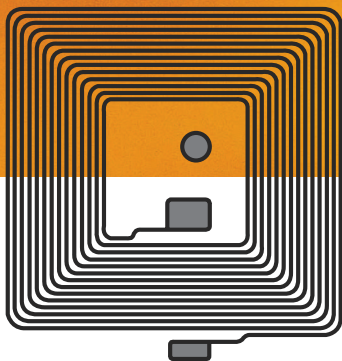
**[www.ohlsonpack.com](http://www.ohlsonpack.com)**

*Shown: Weighscale Model 2-M-2*

 **OHLSON**  
**FAST • ACCURATE • PROVEN**

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

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



Using radio-frequency identification to track packaging and work in process may not be as flashy as end-to-end supply-chain visibility, but companies are generating **REAL RETURNS** with asset-management solutions and are getting a return on their investment in RFID.

# Pinpointing the ROI in RFID

In February, several newspapers, including *The Wall Street Journal*, as well as magazines, online publications and others, ran a rather bleak assessment of Wal-Mart's radio-frequency identification (RFID) mandate [see Rollin Ford's presentation comments in our sidebar to this article]. While the world's largest retailer reports that it has reduced out-of-stocks and increased the efficiency of order replenishment,

suppliers complain that the cost of serving Wal-Mart has done nothing but go up:

- They've absorbed the cost of RFID hardware and software solutions to meet the mandate.
- Applying tags has increased labor costs, and
- They still haven't seen the reduction in tag costs that was supposed to come with scale.

Despite those hurdles, the market

for asset tracking and real-time locating systems using RFID is going nowhere but up, according to Mike Liard, research director for RFID and contactless for **ABI Research** ([www.abiresearch.com](http://www.abiresearch.com)). Liard projects the market for asset management solutions will grow from \$233 million in 2006 to \$874 million by 2011. Add in solutions for cargo tracking and security, and the market will grow to \$1.4 billion by 2011, he estimates.

## Wal-Mart emphasizes sustainability and RFID

Following reports in February that presented a somewhat dreary assessment of Wal-Mart's radio-frequency identification (RFID) rollout and its value for the company's suppliers, Wal-Mart's Rollin Ford, executive vp and chief information officer, discussed and countered the issue in his opening keynote speech at May's RFIDJournal Live! 2007 conference in Orlando. "Nothing could be further from the truth," he said in reference to the reports, as he showcased RFID's potential to improve the environment and the financial health of the retail giant and its suppliers as well as benefits to its customers. Ford, who assumed his role in 2006, succeeding Linda Dillman, told the audience that the company's goal is to deploy RFID at another 400 of its stores this year, along with the 1,000 stores already utilizing RFID to track cases and pallets of products. "We're not backing off or slowing down," he said. Rather, "Wal-Mart is continuing to roll out RFID to our stores at the same rate as we have in the last two years," he said, adding that Wal-Mart intends to use RFID technology to help increase store efficiency by about 20 percent within

seven years.

Ford also talked about the company's focus on using RFID in a broader sense, to cope with issues of improving healthcare in the U.S., to address business improvements and to concentrate on sustainability. "Wal-Mart has been very public about its focus on sustainability," he

# WAL★MART

told conference attendees. "But you have to understand RFID in a broader context than just in tracking [shipping] cases. Before we started this journey of sustainability within our company, we had no idea where we'd begin or certainly how we would end. We knew that technology such as RFID could be leveraged to have an even bigger and broader role than just what we were thinking about in today's terms. When you think about RFID enabling innovation, in a number of areas, by focusing on customer's profitability and supporting a healthy planet, we feel like we have a strong business model. For our

customers, RFID can improve both the in-stocks and the quality and safety of the products we have. RFID enables efficiencies in the supply chain as well as other business processes. Our suppliers have reported sales lifts in the execution of promotions. But this is only the tip of the iceberg."

The company, he said, is also hoping to bring these approaches, as well as speed-to-shelf to the stores and to its Sam's Club business as well.

Ford also referenced greater supply-chain efficiencies and data accuracy as a result of the use of RFID technology and sustainability. "Certainly there are places within the supply chain where inventory becomes inaccurate," he said. "We can automatically and efficiently use RFID to locate errors, get down to the root cause and achieve accurate forecasts, and this goes back to our sustainability efforts." He explained that Wal-Mart uses RFID to help to track inventory more accurately, reduce unnecessary truck deliveries and eliminate customer trips to the store for items that were out of stock during

Continued on next page

## The value propositions are stronger in asset management. There is **definitely** an ROI.

Why are companies that are skeptical of case- and pallet-tracking solutions so interested in tracking assets like lift trucks and work-in-process in plants?

"The value propositions are stronger in asset management," Liard explains. "There is definitely an ROI [return on investment]."

In fact, end users implementing an asset-management solution are demanding an ROI. "Our customers won't consider a solution without a six- to nine-month ROI," says Gary Latham, director of industry solutions for **WhereNet** ([www.wherenet.com](http://www.wherenet.com)).

Why is there a quick payback in asset management when suppliers for Wal-Mart don't see a return for years to come? One answer: Tracking assets in a closed-loop environment, like a factory, a distribution center or the yard,

is easier to control than tracking a case or a pallet across an open environment like the retail supply chain. "If you're implementing RFID across a supply chain, all of your trading partners need to put in the infrastructure to get visibility," Liard says. "In a closed loop, you only care about what's happening in your facility or in your yard."

*This article was written by Bob Trebilcock, Editor at Large, for Modern Materials Handling.*

### ■ More information is available:

**ABI Research**, 516/624-2500.  
[www.abiresearch.com](http://www.abiresearch.com).  
**WhereNet, a Zebra Technologies co.**,  
800/490-2261.  
[www.wherenet.com](http://www.wherenet.com).

## Wal-Mart (cont.)

their initial visit. "This not only leads to the product being on the shelves when the customer wants it, but also to more accurate forecasts," he said. "Accuracy leads to efficiency, and that leads to sustainability by ultimately reducing inventory and costs within the supply chain."

For Wal-Mart, out-of-stocks cost the company and its suppliers lost sales of about 2 percent of the retailer's entire sales, he said—about half of which is the result of inventory inaccuracies. "Assume RFID, in a very conservative way, could resolve about ten percent of that inaccuracy," Ford predicted. "We and our suppliers could gain over \$250 million annually. That's real value right now, but so much more can be done inside the business. We're only scratching the surface."

Ford also shared with the audience RFID projects Wal-Mart suppliers are working on and cited examples from Kimberly-Clark, which is successfully using RFID data in monitoring promotional display execution, and taking corrective action regarding out-of-stocks in real time; Procter & Gamble's

RFID efforts, which include electronic product codes (EPC), product tracking to improve in-stocks and RFID tagging of displays; and Hanna's Candle Co., which uses RFID with its promotional pallet displays to track products from distribution centers to the sales floor, increasing its sell-through.

"The bottom line is that we're going to continue to invest and innovate, and be sure that RFID is affordable and available to suppliers," he added. "We will continue to collaborate with our partners, providing value and education and sharing best practices, as well as providing improved visibility of data. We've been very open with what our efforts have been and will be."

He also said more than 24 million people shop Wal-Mart stores daily. "If only 100,000 extra trips to the stores could be avoided by having stock people need, the gas savings that could occur and the emissions saved would be a key benefit to the environment. With RFID, we can meet customer needs in a world that's changing fast, and do that in a sustainable way."

# W • E • B • C • A • S • T

## LEGACY INKJET... Time to Consider Your Total Cost of Ownership

*Are you tired of downtime, mess and hidden expenses?*

Join RSI Print Systems and Hewlett-Packard for a webcast that explores the challenges of **Legacy Inkjet: Consider Your Total Cost of Ownership**.

There are many factors that affect your total in-plant cost of printing. Some of these include . . .

- Spare parts
- Maintenance fluids, tools and supplies
- Rework – re-packaging, re-labeling, etc.
- Operational management costs
- Maintenance labor
- Line downtime
- Shipping costs

. . . and all of them **directly impact your bottom line**.

This Webcast will help you identify and avoid these costs **AND** show you how you can cut your costs while improving your print quality.

Also learn what HP's Thermal Ink-Jet (TIJ) is and how it works. Plus share a real-life example of how a company lowered its total cost of printing with RSI Print Systems

Available On Demand

presented by **PACKAGING DIGEST**

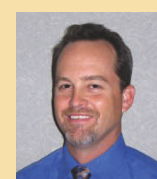
SPONSORED BY:



SPEAKERS:



**Tom Meutsch**  
RSI, Senior  
Sales Manager



**Jeff Norton**  
HP, Sales Development  
Manager



**Steve Whitman**  
Mt. Olive Pickle,  
Production Manager



**Rich Gerber**  
Mt. Olive Pickle,  
Maintenance Manager

MODERATOR:



**Mary Ann Falkman**  
Packaging Digest,  
Editor-in-Chief

**Register for this FREE Webcast at [www.packagingdigest.com/rsiwebcast](http://www.packagingdigest.com/rsiwebcast)**



# Beauty at 60 bpm

Nailcare products company **ART OF BEAUTY, INC.** evolves from manual to fully automatic nail-polish filling, adding components in stages to ensure flexibility, speed and minimal operator intervention.

## Anne Marie Mohan, Senior Editor

From its beginning, Art of Beauty, Inc., Cleveland, has embraced science as a way to bring innovative, natural nailcare and cosmetic products to professional salons and spas internationally. The company was formed in 1986 by husband-and-wife team Michael and Zoya Reyzis, who employed their respective knowledge of advanced chemistry and cosmetology to grow from a small nail salon in Cleveland into a developer and marketer of toxic-free solutions for the nails, skin and lips.

According to Art of Beauty president Michael Reyzis, the company's first product, a nail-coating preparation treatment called Zoom Dry, created "a totally new segment in the category of fast-drying products." From there, the company grew its offerings to include the Zoya® line of professional nail lacquers, Zoya Hot Lips glossy lip balms, Qtica™ hand, body and lip treatments, Qtica® Smart Spa manicure and pedicure products, and the nocti® nail-color collection.

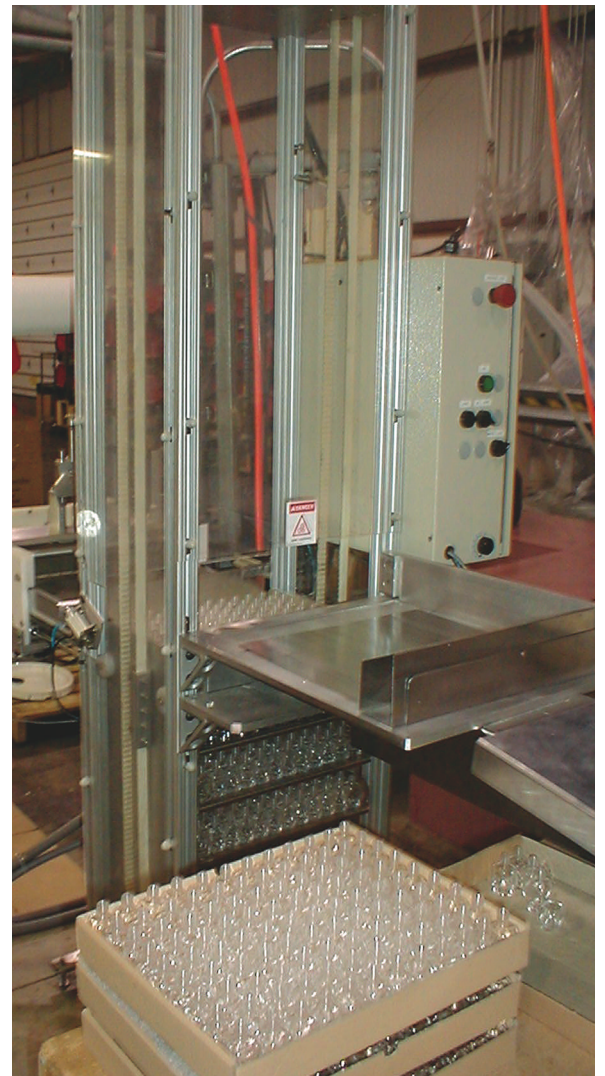
Over the years, as Art of Beauty's product selection grew, so too did its need for more facility space and for increased productivity and flexibility in its packaging plant. Seven years ago, the company moved from a 12,000-sq-ft facility to its present, 20,000-sq-ft location, which is now in

the process of being expanded even further.

For the packaging of many of its nail products, Art of Beauty has likewise seized upon technology to evolve from an almost completely manual system to a fully automated nail-polish filling line from **TurboFil Packaging Machines, LLC** ([www.turbofil.com](http://www.turbofil.com)). "Automation has been the answer to increasing our output without increasing the number of employees," Reyzis told PD during a recent plant tour. "Automation is easy to control as far as production, and it's much more efficient and profitable from the standpoint of allowing us to offer product at a competitive price in the marketplace."

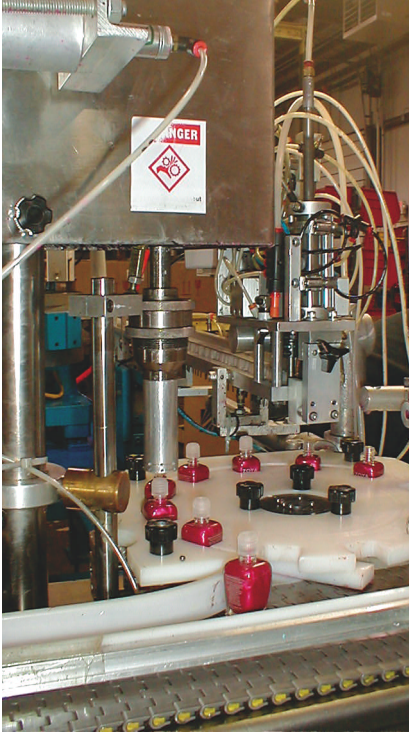
It was in 1997 that Art of Beauty first recognized the need to move to automated systems for the filling of its nailcare products, including nail lacquers and polishes and nail-polish base products. These products were being filled manually in containers measuring ¼, ½ and 1 oz in a range of shapes, including oval, rectangular, square and tapered in different angles. Assembly, filling and capping of the containers at that time required up to eight operators whose only automated tools were a bench-top filler and a hand-held cap torquer.

From the beginning, the challenge was to find packaging equipment versatile enough to handle



An automatic bottle feeder was specifically engineered to handle Art of Beauty's range of package styles. It features eight trays that—once loaded with bottles—operate elevator-style to deliver bottles to the line's infeed conveyor, as needed.

**From the beginning, the challenge was to find packaging equipment versatile enough to handle Art of Beauty's array of bottle shapes and sizes.**



The first machine to be installed on the line, the filling and assembly monobloc, adds ball bearings to the bottles, fills product through piston or vacuum filling, or a combination of both technologies, and places the brush.

Art of Beauty's array of bottle shapes and sizes and short production runs, but simple enough to change over and maintain that it did not require in-house engineering expertise, relates Reyzis. "We experienced a drastic increase in the number of items we had to package, but at the same time, we did not grow to the point where we could bring in engineering or technical staff to support this piece of machinery," he says. Several attempts were made to automate the line with different equipment vendors, but the results were unsuccessful.

In 2004, Art of Beauty began working with TurboFil, which approached the manufacturer's flexibility and ease-of-use requirements by bringing the company "up to speed" gradually, automating the line in stages as production volumes increased. "It gave us an opportunity to grow and slowly add those components to the line that make it almost automatic so we can reduce the number of operators on the line," Reyzis says. The process began with the installation of a monobloc filler and assembly system and culminated last year with the addition of an automatic bottle feeder, a bottom labeler and an automatic capping system.

Recalls Eli Uriel, general manager of TurboFil, "We built this line in stages for Art of Beauty. The company initially purchased the filling monobloc to move away from manual filling. They then requested a fully automated system to be able to further reduce operating costs while simultaneously increase production volumes."

The first machine to be installed on the line, the filling and assembly monobloc, is based on a standard machine from TurboFil, the NPF-50, which was customized for Art of Beauty's flexibility requirements. The machine is engineered to handle the company's range of bottle sizes and shapes, and can fill product using piston- or vacuum-filling technology, or a combination of the two, depending upon the item's viscosity. Before filling, the system places two metal ball bearings into each bottle. These ball bearings are later "activated" by the consumer when the bottle is shaken to agitate the nail polish after a period of nonuse, so that it flows freely.

After filling, the monobloc system drops a brush with a screw cap into the bottle. Art of Beauty's packaging is unique in that it uses two types of brush/cap options. With the first, a brush with a screw cap is added to the bottle, which then receives a second, tamp-on cap in a separate operation on the line. The second option

Continued on page 52



From the labeling, coding and marking specialist.



## The Number One selling printer applicator.

*Find out why ID Technology is recognized as the volume leader in printer applicator sales, per independent research.\**

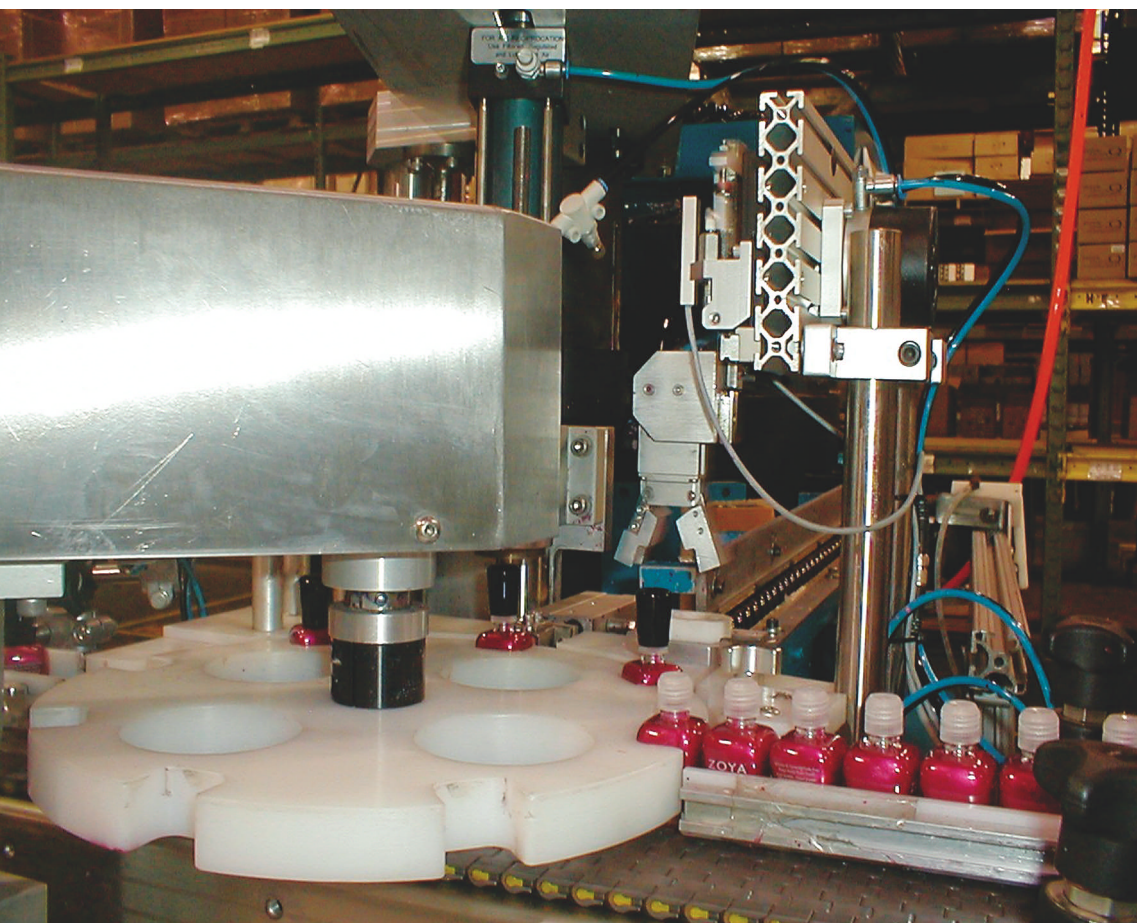
- **Modular design** provides simplicity, flexibility, and servicability.
- **Nationwide direct sales and support** facilities that are always on call.
- **Lowest cost of operation** in the industry.



Labelers • Laser Printers • Thermal Overprinters • Inkjet Printers

888.438.3242

www.idtechnology.com



A fully automatic capping machine was custom-engineered to handle Art of Beauty's custom, tapered cap, which comes in tamp-on and screw-cap varieties.



To watch a video of **ART OF BEAUTY'S** automated filling line, go to [www.packagingdigest.com/info/turbofill](http://www.packagingdigest.com/info/turbofill)

comprises a screw-on cap. The monobloc accommodates the former, placing the brush and tightening its cap.

The monobloc was designed to facilitate fast changeovers, with minimal change parts required to ready the machine for a new bottle shape or size. "Changeover involves changing the starwheels to accommodate the different profile of containers," explains Reyzis. "If we also have to change the type of brush and the style of cap, that amounts to three changeovers in all, which take a maximum of forty-five minutes to an hour to complete."

Color changes are accomplished in a matter of minutes by flushing the system's pumps, notes Uriel.

A year after installing the monobloc system, TurboFil further automated Art of Beauty's nail-polish packaging line with the addition of a custom-designed, elevator-style bottle feeder, a capping system and a modified label applicator. The automatic bottle feeder was specifically engineered to handle Art of Beauty's range of package styles and features eight trays that—once loaded with bottles—operate elevator-style to deliver bottles to the line's infeed conveyor, as needed. The system has virtually eliminated one operator from the line, who was formerly needed to feed bottles to the line.

A fully automatic capping machine positioned after the monobloc system includes

# OAKLEE



PVC Tubing  
Cut Bands  
Die Cuts  
Flat Film  
Labels  
PETG Film  
Preforms  
Rigid Film  
Roll Stock  
Tri Bags

## The Choice For Flexible Packaging Materials

For over 20 years, Oaklee International, Inc., a division of Oaklee Industries, has remained a worldwide supplier of flexible packaging materials, including PVC.

Whether it is for an automatic application or a manual application, Oaklee is here to handle your requirements.

With over 50 years of expertise, our customer service team will give you a quality product, superior service and dependability.

Put the Oaklee team to work for you.

Oaklee International, Inc.

[www.oaklee.com](http://www.oaklee.com) | [service@oaklee.com](mailto:service@oaklee.com) | 800-333-7250

## WHAT DO WE HAVE IN THERMAL COMPONENTS FOR PACKAGING MACHINERY? EVERYTHING!

Durex has provided heat, measurement, and control solutions from concept through production for over 25 years. We offer rapid prototypes for custom designs and a large inventory of standard parts for your immediate requirements.

Visit our website to view  
our full line capabilities.

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

800.762.3468



# DUREX INDUSTRIES

Engineered Thermal Solutions for Industry





Filled, capped and labeled bottles are fed to an accumulator where they are gathered for manual placement into secondary packaging. Art of Beauty hopes to automate this end-of-line function, as well.

a vibratory bowl feeder that sorts the caps and feeds them to a linear track, from which a pick-and-place mechanism places the caps onto the bottles. A magnetic clutch then torques the caps using CAM movement. According to TurboFil, because Art of Beauty uses a custom, tapered cap in two varieties—tamp-on and screw—the pick-and-place mechanism had to be custom-engineered.

The final system added to the line is an in-line labeler from **Quadrel** ([www.quadrel.com](http://www.quadrel.com)) that was adapted by TurboFil to accurately place pressure-sensitive labels on the bottom of the bottles. To accomplish this function, TurboFil designed a dual-belt conveyor that exposes the bottom of the bottles to the applicator. After being labeled, the bottles are fed to an accumulator where they are gathered for manual placement into secondary packaging—an operation

**Automation is much more efficient and profitable in allowing us to offer product at a competitive price in the marketplace.**

that Reyzis says Art of Beauty is also considering automating.

Through the systematic automation of its nail-polish filling line, Art of Beauty can now package up to 60 ½-oz bottles/min, which Uriel estimates is three times faster than its previous

manual-filling process, with far fewer operators and increased efficiency.

Concludes Reyzis, “This has turned out to be a very economical system that has rapidly paid off for us in terms of increasing our output with fewer operators. TurboFil delivered a system that has exceeded our expectations.”

#### More information is available:

**TurboFil Packaging Machines, LLC,**  
914/239-3878.

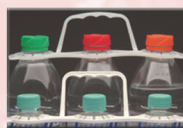
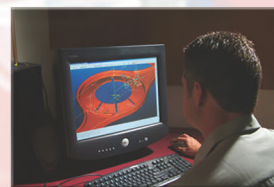
[www.turbofil.com](http://www.turbofil.com).

**Quadrel Labeling Systems,**  
440/602-4700.

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



## Turn-Key Systems



## PakTech Delivers

- *what consumers demand:*  
good-looking, eco-friendly, easy to carry, easy to remove handles.
- *what processors demand:*  
cost-effective in-line equipment with minimum downtime and maintenance.
- *what YOU demand:*  
flexibility, quality, and excellent customer service and equipment support.

Look no further for your sustainable packaging handle solutions-

## We can Handle it!

(541) 461-5000

[www.paktech-opi.com](http://www.paktech-opi.com)



# sustainability

Since the advent of the industrial revolution, human activity has significantly altered the chemical equilibrium of the earth in a period of 200 years—a timeframe that hardly registers on the earth's geologic timescale. Sustainability for humanity is measured in generations. Thus, the rate at which society creates, uses and disposes of materials and the time it takes to cycle renewable materials are tremendously important. Why?

Materials that are considered renewable are

## There is no doubt that carbon will be regulated in some form and probably pretty soon.

incorporate carbon that is currently cycling within the biosphere—that portion of the planet that supports life. During the growing season, biological systems take up carbon dioxide (CO<sub>2</sub>), and through photosynthesis produce renewable resources like plants and trees that can be used to produce materials. When these plants or materials biodegrade under aerobic conditions, they release carbon in the form of CO<sub>2</sub>, and there is no net CO<sub>2</sub> contribution to the atmosphere. These “current” carbon materials are part of the

carbon cycle, or carbon equilibrium, that currently defines our planet. Thus, they have the potential to be carbon-“neutral.” The carbon equilibrium of earth has varied over the past 650,000 years and over numerous ice ages within a band between approximately 180 and 280 parts/million of CO<sub>2</sub>. But that is changing quickly. There is currently 385 ppm of CO<sub>2</sub> in earth's atmosphere, and it is rising by about 2 ppm per year. As it has become clear that CO<sub>2</sub> is building up, there is an increasing focus

by governments, regulators, investors, corporations and societies on those processes and materials that result in the net addition of carbon or CO<sub>2</sub> to our atmosphere beyond that associated with the natural cycling of “current” carbon.

Oil and coal are biologically derived resources that are renewed on a geologic timescale of tens to hundreds of millions of years. From the time perspective

of humanity, these materials are considered nonrenewable resources.

The combustion of these “fossil” carbon resources in the form of energy or materials (e.g., plastics) contributes carbon sequestered for millions of years in the form of oil or coal to the earth's atmosphere. This net addition of carbon is considered the predominant, anthropogenic mechanism for the buildup of CO<sub>2</sub> in our atmosphere.

At the recent Ceres conference in Boston, author Bill McKibben cited that 450 ppm is the most significant number to humanity. It is the level of CO<sub>2</sub> in the atmosphere associated with a 2-deg-C increase in global temperature beyond which point scientists believe we enter the realm of “dangerous” climatic consequences. At the current rate of annual increase, that's only 32 years away—not considering a more industrialized China or India. No doubt, carbon will be regulated in some form, probably soon. For related links, go to [www.packagingdigest.com/info/green7](http://www.packagingdigest.com/info/green7).

*Anne Johnson is the director of the Sustainable Packaging Coalition, a project of GreenBlue ([www.greenblue.org](http://www.greenblue.org)). For additional information, email [info@sustainablepackaging.org](mailto:info@sustainablepackaging.org).*



## ► What is the secret to longer shelf life?

- ☐ salt, lots of salt
- ☐ preservatives
- ☐ some sort of magical amulet
- ☒ Tetra Pak® cartons

Get months of freshness and easy storage with Tetra Pak.



With six barrier layers of protection and award-winning aseptic technology, Tetra Pak cartons can extend the shelf life of food and beverages for months, without refrigeration and preservatives. Also, Tetra Pak uses lightweight material, which helps to reduce shipping costs. Available in a variety of convenient shapes and sizes, with re-sealable options, Tetra Pak containers can meet any production or product need.

For more information visit [www.tetrapakusa.com](http://www.tetrapakusa.com)



**Tetra Pak**  
protects what's good™

# BRING IT

**{ YOU'RE A "PROBLEM SOLVER"? OKAY...  
SOLVE THIS. MY RETAILERS WANT MORE  
SUSTAINABLE PACKAGING. WHAT? YOU  
WERE EXPECTING MULTIPLE-CHOICE? }**

Transparent Container isn't like most packaging suppliers. Around here, "innovation" isn't just a buzzword; it's how we solve problems. From creating packaging with greater sustainability, to shortening development time, to staying ahead of technical issues, we deliver one innovative solution after another. It's what sets us apart, and what will set your product apart from everything else on the shelf.

Want a packaging supplier who can bring it? We're up for your toughest challenge—including meeting the sustainability requirements of your most demanding retailers. Contact your Transparent Container Representative or call 888.449.8520.

[transparentcontainer.com/bringit](http://transparentcontainer.com/bringit)

**TC** **Transparent Container**  
Visual Packaging Solutions



"We needed a package that would deliver all of the product benefits quickly to the consumer. The design team at Transparent Container pushed their capabilities and timeline to deliver a package that is jumping into shopping carts."

— Project Engineer Package Development, Playtex

# system integration



So exactly what do automation system integrators do, anyway? Most would say they can provide any service necessary to automate a client's facility, though in truth, every integration firm has its specialties. There are robotic system integrators, information integrators, automated machine builders, material handling system integrators, control system integrators and so on; each is focused on different industries and applications.

But all system integrators offer design, implementation and follow-up services in one form or another. No single integrator is likely to be an expert in all of these areas, but here are some examples of specific tasks that a system integrator might be expected to perform:

**Design:** The best system integrators can walk their clients through the entire design process, starting with a blank piece of paper and ending with a detailed set of drawings and design documents. From their past experience and knowledge of the available automation technology, integrators already

## Services by integrators: design, implementation, follow-up

know what *can* be done. They can also determine what *needs* to be done by interviewing the facility's owners and operators.

A system integrator's engineers can also take into account the facility's functional and economic objectives as well as the constraints imposed by the company's budget and its existing equipment. If the facility is already automated to some degree, the integrator can recommend the most cost-effective upgrade or replacement strategy.

**Implementation:** The bulk of a system integrator's work comes when it's time to put the pieces together. Either with their own engineers or with outside contractors, they can turn the bolts and pull the wires necessary to install all of the instruments, actuators, controllers and panels required.

There are integrators that specialize in vision systems, valves, motors, robots, programmable logic controllers (PLCs), distributed control systems, human-machine interfaces (HMIs), control panels and a wide variety of other high- and low-tech automation equipment. Obviously, some will have more experience with certain technologies and brands than others, but all system integrators are willing to learn what they need to know to successfully complete the project. The one implementation skill that all integrators share is programming and software configuration. More than half of the companies listed in the **Automation Integrator Guide** ([www.integratorguide.com](http://www.integratorguide.com)) claim expertise in programming PLCs and HMIs. Many more have experience configuring such diverse computer-based devices as communication networks, loop controllers and data processors.

Managing a project is also within the scope of a typical integrator's services. The client is ultimately in charge, but the integrator's project manager can coordinate equipment procurement, work done by the integrator's own engineers and outside contractors and the customer's oversight of the project.

**Follow-up:** An integrator's job extends beyond a successful installation. Systems must be tested to guarantee they're going to work. Simulation studies involving the real automation system working with a virtual plant can help isolate unforeseen flaws in sequencing and control functions. Then comes the training and ongoing maintenance. If operators don't know how to run a system, or if the system degrades over time, the client's investment will be wasted. Many integrators will stick with a project after it's running in hopes of expanding the system or starting a new project.

*Consulting Editor Vance J. VanDoren, Ph.D., P.E., contributes articles on process control, advanced control and system integration. Dr. VanDoren also edits Control Engineering's and Packaging Digest's annual Automation Integrator Guide. Dr. VanDoren previously served the industrial automation industry as an applications engineer for General Electric and as a product marketing and development engineer for Texas Instruments' Industrial Automation Division. He currently manages a firm of consulting engineers in Lafayette, IN, where he develops custom control strategies for advanced process-control applications.*

### Bottleneck?

Need to increase speed and avoid expensive shutdowns

### Go with the flow:

Use Rexroth high speed pneumatics with advanced diagnostics

### Rexroth. Filling the need for every application.

Looking to increase speed, reduce downtime and improve control and productivity? Trust Rexroth for any pneumatic solution, including the toughest washdown applications. Our HF valve family, with integrated serial communication and advanced diagnostic options, provides high flow for maximum speed in a compact package. Bosch Rexroth.

### The Drive & Control Company

Bosch Rexroth Corporation ■ [www.boschrexroth-us.com](http://www.boschrexroth-us.com) ■ 1-800-REXROTH  
For more information, go to our home page and enter Web Code US0059.

**Rexroth**  
Bosch Group

# STYLISH TWO-DOOR LOADED WITH OPTIONS.



At Gateway Plastics, our one-piece dual-door closures are designed to give customers a better alternative to traditional closures. Gateway Elite Series closures are ready for customization and available in all shapes, sizes, and specifications.

And, our optimized line speeds and warehouse efficiencies, combined with timely deliveries at affordable rates, work to streamline your process.

All so you can hit the street with the sharpest product on market.

[gatewayplastics.com](http://gatewayplastics.com)



# Custom packaging redefines skincare

**Anne Marie Mohan, Senior Editor**

Dermatologist Dr. Richard E. Fitzpatrick founded specialty pharmaceutical company SkinMedica®, Inc. of Carlsbad, CA, in 1999, to develop and commercialize premium products for treating various skin conditions and diseases and for improving the skin's appearance. Sold primarily through physicians, SkinMedica's products include prescription pharmaceuticals and physician-dispensed, nonprescription skincare products, or cosmeceuticals, that have been formulated with the belief that "you do not have to irritate the skin to get the results you want," relates Josie Norine, manager, Cosmeceuticals, for SkinMedica.

"We are most well known for our products with NouriCel-MD®," she says. "NouriCel-MD is a patented ingredient that comes from

A structural packaging makeover of specialty **PHARMACEUTICAL COMPANY SKINMEDICA, INC.'S** line of cosmeceutical skincare products conveys the science-based benefits of the products while providing a uniform and upscale brand identity.

more than a decade of wound-healing research and is a cocktail of growth factors that help to improve the signs of aging."

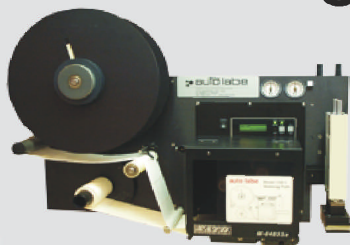
Over the years, as SkinMedica rapidly grew, so did its take-home product line to one that now includes 23 items, including lotions, creams, toners and a chemical peel. Two years ago, the company surveyed the myriad of stock packaging components it was employing to market its products and realized that a new, more cohesive branding message was necessary to convey the company's leadership position and its products' unique formulations. But could it afford custom packaging?

To determine whether custom packaging was a viable option for its skincare line, SkinMedica selected **4sight inc.** ([www.4sightinc.com](http://www.4sightinc.com)), a structural packaging firm in New York City. 4sight president Stuart Leslie tells PD that 4sight began the project by analyzing and categorizing the functional requirements, viscosity and volume of each of SkinMedica's products to determine the number of custom packaging components that would be required.

Leslie recalls, "Our first challenge was to conduct an in-depth examination and analysis of their complete line of products, package components and



## Print Apply Labeling Tamp or Blow Starting at \$6495



### OPTIONAL ACCESSORIES

- CORNER WRAP LABELING
- ADJACENT PANEL LABELING
- CONVEYOR SYSTEMS
- BAR CODE VERIFICATION
- RFID ENABLED PRINTERS

**auto labe**

3101 Industrial Avenue Two  
Ft. Pierce, FL 34946

1-800-634-5376

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



VISIT US AT  
EAST PACK  
BOOTH  
4708

## EOAT and Gripper Solutions

*get a grip!*

for

- ANY PACKAGE
- ANY ROBOT
- ANYWHERE!



**SAS**  
Automation

Robotic End-of-Arm Tooling



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

Toll free:  
(888) SAS-EOAT  
(888-727-3628)

Learn how **4SIGHT INC.** redesigned Lebanon Seaboard's lawncare packaging for increased convenience at [www.packagingdigest.com/info/4sight1](http://www.packagingdigest.com/info/4sight1)

associated costs to find solutions that would streamline the manufacturing of the new packaging."

Until that time, SkinMedica had selected the packaging for its products from stock components as each new formulation was launched, looking to the leading, high-end prestige markets for guidance on color trends, shapes and function, according to Norine. By the time 4sight was called in, SkinMedica was sourcing more than 40 stock components for just 26 stockkeeping units.

Based on 4sight's assessment, Leslie relates, the firm came up with eight package "needs," requiring 16 components and three main types of packages: airless pumps, bottles and tattles. "After this extensive evaluation, we found enough commonality in size and functional requirements to dramatically minimize the required number of package components," he says. "This gave SkinMedica the ability to develop custom packaging within their budgetary constraints."

Beginning with the company's flagship NuriCel-MD-containing TNS-branded products, which include varieties such as TNS Recovery Complex® and TNS Body Mist®, 4sight selected an airless pump package with a sophisticated, cylindrical shape—referred to by 4sight as the "form language"—that was then repeated throughout the rest of the line. "What we were trying to do was find some way of communicating what's unique about this brand," says Leslie. "This brand is steeped in medicine; it's all about research and the laboratory, and it's all about the medicinal and clinical value of the product."

"The cylindrical form of the

**You can afford custom packaging by optimizing your line and by having the right size package for each product.**

packaging, with the flaring of the top and the bottom, is really meant to hint at lab equipment, but at the same time, it represents high style. That was the form language that we were trying to achieve—a blend of very high-style cosmetic, yet reminiscent of some type of a lab, so that we understand that it's

the science behind this product that differentiates it from its competitors."

**A**nother blend that proved highly successful and cost-efficient in the redesign of SkinMedica's packaging was the combination of some stock components with custom packaging.

For example, for many of the TNS products, 4sight specified a stock, airless pump dispenser bottle from **Airlessystems** (+33 23 2684000), fitted with a stock pump dispenser from **Valois** ([www.valois.com](http://www.valois.com)) and a custom polypropylene closure from **TricorBraun** ([www.tricorbraun.com](http://www.tricorbraun.com)). Continued on page 60

# SUPER SENSOR

- Small
- Smart
- Simple
- Powerful



## Checker 200 — the next-generation inspection sensor

The new, improved Checker leaves photoelectric sensors far behind.

This fit-anywhere sensor actually understands what your part looks like, and can check multiple part features with ease. Even when part position varies. Checker also inspects features that other sensors simply can't.

It delivers reliable, precisely timed, pass/fail results. Even on your fastest production line. Even in your harshest factory environment. And Checker makes production line changeovers simple. So you can change inspections on the fly!

Take a super close look at Checker for yourself. Visit [www.cognex.com/checker](http://www.cognex.com/checker), or call 1-800-677-2646.



**COGNEX**

com) that was molded to include the flaring effect.

For tattles and bottles, 4sight specified custom-molded polyethylene bottles from TricorBraun that use complex, stock closures from suppliers including TricorBraun and **Seaquist Closures** ([www.seaquistclosures.com](http://www.seaquistclosures.com)). "We knew that we couldn't really justify tooling for the more

complex closures," says Leslie, "so we selected closures that best fit with the brand and with the form language that we had identified, and then we used custom tooling on the bottles and the tattles to really achieve the brand look."

For flip-top caps from Seaquist Closures, 4sight also added a custom touch through the use of a

thermoplastic elastomer ring placed over the bottle before the cap is applied. Explains Leslie, "It just gives the package a little bit of a special feeling in the hand, it provides an extra grip, and it creates a little break between the bottle and the cap—a feature that is sometimes used on higher-end cosmetic products." A custom PP disk molded with the

SkinMedica logo is also adhered to the top of the flip-top cap to convey the solidity of a high-end package and to reinforce the brand identity.

Eliminating SkinMedica's existing color palette of gold and blue, 4sight worked with various pearlescent and metallic silver and grey pigments to provide a sophisticated, elegant sheen to the bottles and caps. The

## Give your next pneumatic conveyor the PNEUMATI-CON PLUS™ advantage:

**The pneumatic conveying expertise you need for top efficiency, plus the broad process experience you need for seamless integration with your upstream and downstream equipment.**

It takes more than a great pneumatic conveyor to deliver your bulk material with top efficiency. It also takes process engineering experts who know, in advance, how your process equipment, storage vessels, and material will affect your conveying results.

Which is why you should rely on Flexicon.

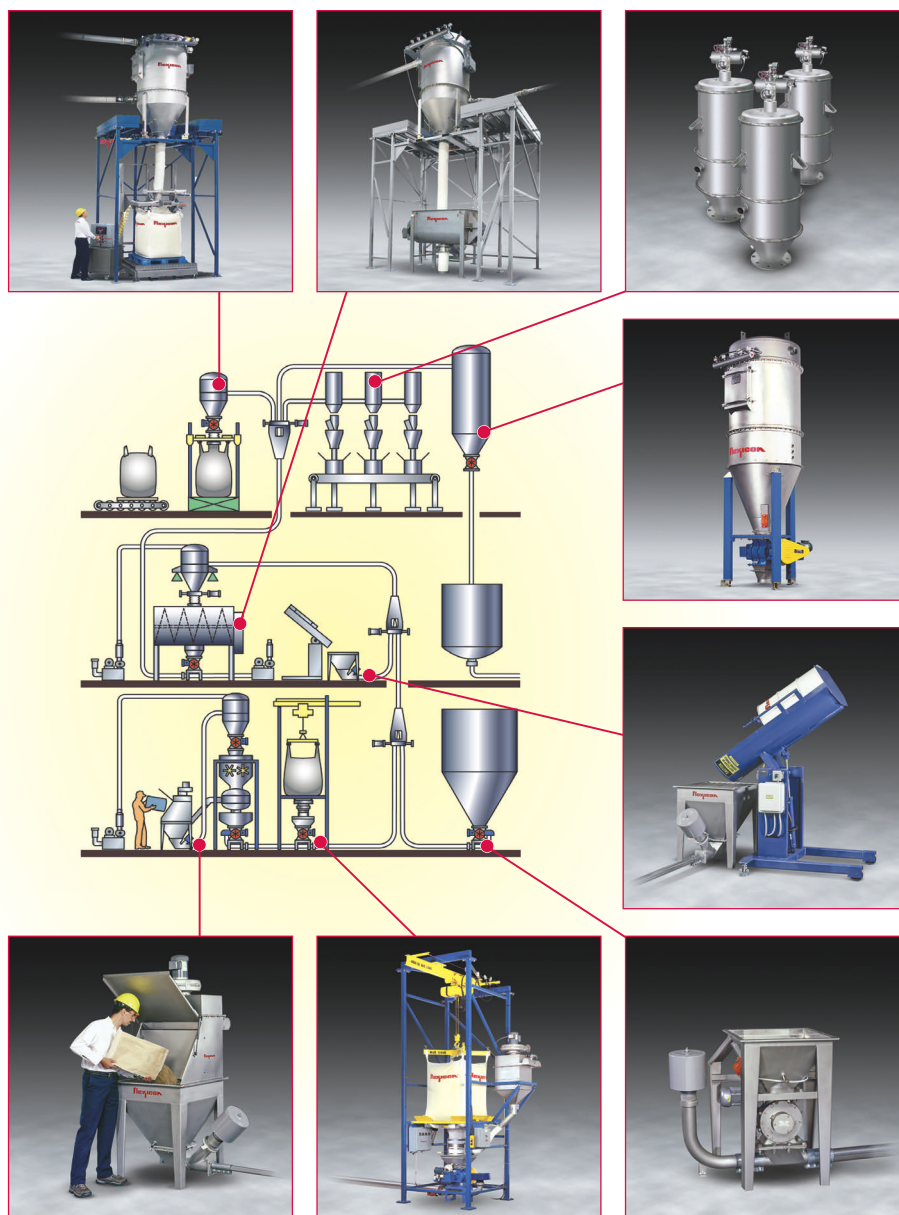
Under one roof you will find a comprehensive line of robust pneumatic conveyor components from filter receivers and rotary airlock valves to cyclone separators and blowers, and the in-depth pneumatic experience it takes to size and configure them to yield maximum efficiency, longevity and cost effectiveness.

As importantly, you will find experienced process engineers who draw on Flexicon's 10,000+ installations integrating conveyors, screeners, grinders, crushers, blenders, weigh hoppers, bulk bag unloaders/fillers, bag/drum dump stations, and/or storage vessels—experts who understand how your upstream and downstream equipment can impact, and be impacted by, the operation of your pneumatic conveyor.

Going the extra mile to outperform competitive pneumatic conveyors is what PNEUMATI-CON PLUS™ is all about.

It's what enables Flexicon to guarantee top results, and you to make pivotal improvements to your process with absolute confidence.

**When you convey with Flexicon, you convey with confidence™**



**FLEXICON CORPORATION**  
2400 Emrick Blvd,  
Bethlehem, PA 18020-8006 USA  
Tel: 1 888 FLEXICON (1 888 353 9426)  
Tel: 1 610 814 2400  
Fax: 1 610 814 0600  
E-mail: [sales@flexicon.com](mailto:sales@flexicon.com)

UNITED KINGDOM +44 (0)1227 374710  
AUSTRALIA +61 (0)2 9482 4033  
SOUTH AFRICA +27 (0)41 453 1871

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

**flexicon®**

## Single-dose applicator system debuts

A first for prescription benzoyl-peroxide formulas, SkinMedica launched a single-dose version of its NeoBenz® Micro acne treatment last January in the DelPouch™ drug-delivery package from **Cardinal Health's Pharmaceutical Technologies and Services** ([www.cardinalhealth.com/pts/](http://www.cardinalhealth.com/pts/)) segment. The DelPouch comprises a proprietary foil pouch topped with a 1-in.-dia, 110-ppi foam pad that is used to apply the acne cream, once a frangible seal beneath the foam pad is broken by the consumer.

"Patients simply squeeze the single-dose [SD] pouch until the medication appears on the foam pad, apply and throw away—eliminating the need for their fingers to touch the medication or their faces," explains Michelle Saunders, vp, pharmaceutical marketing for SkinMedica.

SkinMedica offers 3.5-percent and 5.5-percent prescription-strength versions of the benzoyl-peroxide product, both in a portable, 0.5-g pack size, but the DelPouch can also be constructed in a 1-g format, relates Bruce Hepke, director of business development for Cardinal PTS. The pouches are filled at Cardinal's PTS facility in Philadelphia.

More information is available:

**Cardinal PTS, 732/537-6200.**  
[www.cardinalhealth.com/pts/](http://www.cardinalhealth.com/pts/).



six product categories within the line—Nouri-Cel MD, Hydrate, Cleanse, Acne Care, Solar Care, Age Defense and Vitalize—are identified on the packaging by different color icons, making it easier for customers to distinguish the products.

**A**nother goal of SkinMedica's in redesigning its packaging was to increase the functionality of the products—an objective that 4sight accomplished through the selection of grippable shapes, complex closures and inverted formats, to name a few.

"For example," says Sara Sweeney, senior product manager, Cosmeceutical, for SkinMedica, "4sight designed our facial cleanser and replenishing lotion in an inverted position so the bottles stand on the cap, allowing the product to flow out more quickly. Many of the bottles also incorporate oval-shaped, airless pumps that allow easy dispensing of the recommended dosage, prevent oxidation and deliver the entire volume of product to the patient, and for both bottles and tipples, the flip-up caps can be easily opened with one hand."

**F**rom a manufacturing standpoint, Leslie relates that the consolidation of components has resulted in more efficient filling and packaging speeds. "SkinMedica is filling many products on the same line, so this has reduced changeover times and has made it much easier for them to change a formulation without having to change the package.

"As far as we are aware, the new design has actually resulted in a cost savings. Even though there was a slight upcharge for the custom components, reducing inventory among all of the products has really offset that tremendously.

"So our response to SkinMedica was, 'Yes, you can afford custom packaging by optimizing your line,

**The cylindrical form of the packaging is really meant to hint at lab equipment, but it also represents high style.**

having the right size package for each product and finding some consistencies.' Custom packaging can be just as cost-effective as buying stock packaging, but you have that huge benefit to the consumer that it's a premium product and it's your own."

And just how have consumers

responded to the new packaging?

Launched to the market in spring 2006, the repackaged SkinMedica line has met with an "overwhelming response," relates Norine. "Doctors and patients love the innovative, new look as well as the improved functionality."

**More information is available:**

**4sight inc.**, 212/253-0525. [www.4sightinc.com](http://www.4sightinc.com).

**Airlessystems**, +33 23 2684000.

**Seaquist Closures**, 262/363-7191.

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

**TricorBraun**, 314/569-3633. [www.tricorbraun.com](http://www.tricorbraun.com).

**Valois**, +33 1 39 17 20 20. [www.valois.com](http://www.valois.com).

CAPS PLUGS WRAPS EDGE LINERS NETTING TUBING FASTENERS BUSHINGS

## Pack it. Protect it. Display it.



Caplugs offers a wide line of packaging solutions that is durable, attractive and reusable. ClearView® plastic tubing is perfect for packaging, storing, shipping or displaying your product. Made from high-quality PETG or rigid PVC, our tubing is flexible, yet impact resistant and available in a variety of diameters and lengths. For smaller packaging needs, we have the CON Series. Our CON containers are used for everything from electronic components to fishing lures and can be personalized by molding a company name or logo on the bottom.

For shipping protection, try our full line of plastic netting, available in flat sheets for layering parts or sleeves to slide over odd-shaped products. Our line of Bottle-Web™ is a neat and professional wrap to protect wine or liquor bottles from cracking and breaking. All of our netting lines are inexpensive, recyclable and offered in a multitude of colors, sizes and strengths. With full in-house customization capabilities, we can design and manufacture a plastic packaging solution for you.

# Caplugs®

with **NIAGARA®** products

[www.caplugs.com](http://www.caplugs.com) • 1-888-CAPLUGS

See us at the  
East Pack Show  
Booth #4422



**SAN JOAQUIN FIGS**, a Fresno, CA-based, dried-fig processor and packer, jumpstarts output by 30 percent with a new, automatic side-seal shrink-wrapping system and tunnel that have curbed wrap defects and holdover work and have upgraded pack appearance.

# Shrink wrapping figs proves fruitful

**Lauren R. Hartman**, Senior Editor

San Joaquin Figs, Inc., a dried-fig processing and packing company located in Fresno, CA, recently implemented an equipment upgrade that got its fig-packing throughput moving swiftly. Marketing and packing a comprehensive line of California figs in consumer, bulk and industrial package sizes under the Nutra Fig label, San Joaquin is the only independently owned fig-processing company in the U.S. with its own source of supply. Selling internationally through brokers, in clubstores and in grocery chains, the vertically integrated company produces major commercially grown fig varieties under the Nutra Fig brand: Calimyrna; Mission; Conadria; and Kadota. In the early 1990s, it solidified its supply base by planting more than 600 acres of figs in eastern Madera County, about 35 miles north of its processing plant.

**R**oy Jura and his son Keith, both life-long members of the California fig industry, have extensive backgrounds in farming and processing, and founded San Joaquin Figs in 1989. Utilizing a "customer-first" philosophy, the company quickly established itself as an industry leader by consistently producing top-quality fig



San Joaquin's new shrink-wrapping system, above, is a side-seal machine that operates at low temperatures and doesn't trim film with heat, which eliminates melted film, a problem the company experienced previously.

products. Today, the second-generation business is also the largest of its kind in the U.S., with more than 1,000 acres of fig-farming land, 320 of which it farms organically.

The company's equipment upgrade helped enhance the launch of its new fig-based energy-bar line named Cheetah. The company says that the

energy bar has caught on well with cycling racers and other endurance athletes. It says that racers have expressed interest in having the figs in the form of a convenient and functional high-energy food in a familiar form. While the certified organic Cheetah energy bars themselves aren't shrink-wrapped, they got a welcome boost from the solid growth in volume

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

LAMINATE OR POLYETHYLENE



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

- high speed C-50: 50/BPM; C-100: 100/BPM
- fast, automatic sealing of bags
- variety of products— automotive, food, electrical, pharmaceutical, toiletries, and more
- easy maintenance and quick change over for minimum down time
- economical to operate — lower power consumption
- servo drive system

**bodolay**  
PACKAGING MACHINERY

A Division of B & M Industries, Inc.

Tel: 813-754-9960 • Fax: 813-754-9321 • E-mail: [bodopak@worldnet.att.net](mailto:bodopak@worldnet.att.net)  
[www.bodolaypackaging.com](http://www.bodolaypackaging.com)

## We'll Help You Be King of Your Jungle



Looking to design a part fast?  
Purchase it quickly?  
J.W. Winco is the powerful choice.

**18,000 parts. 3D-CAD. eStore.**  
All at [www.jwwinco.com](http://www.jwwinco.com).

Helping customers build  
better machines with quality parts!



**J.W. WINCO, INC.**

P.O. Box 510035 Phone 800-877-8351  
New Berlin, WI 53151 Fax 800-472-0670

of the company's shrink-wrapped crown-packs and "finger" trays of figs. Says president Keith Jura, "We needed the new machinery before introducing the Cheetah bar. Our Nutra Fig crown-pack business continues to grow, and we knew that we needed to improve production of this line and the quality of its package."

Driven by health-conscious consumers helping to create a renaissance for dried figs, the company is coping with its burgeoning fig-packing operation by opting to purchase a new **Lantech** ([www.lantech.com](http://www.lantech.com)) SW-1000 shrink-wrapping system. The system has not only increased the packaging output of its main line of fig product by 30 percent, but it's addressing an issue with dog ears—an unsightly blemish—occasionally associated with the former film wraps of the crown-shaped packages. It's also eliminating what San Joaquin calls holdover work that began to build up from day to day.

According to Jura, the new, automatic side-seal wrapper and an accompanying Model ST-700 shrink tunnel have been key to dealing with the surge in output for the fig products. Jura says that while the rectangular "finger" packs of figs can be wrapped easily, the SW-1000 facilitates multipacking of the crown-shaped tray-packs, and that has been a big help in fulfilling the requirements of a major clubstore chain—something the company says it had a difficult time achieving before it discovered the new wrapping method.

San Joaquin wanted equipment that could produce a quality wrap at a higher output and that has versatility. Says Jura, "The former sealing machine was like a single-shot rifle that had to be manually loaded for every shot. And the shrinking method we used before left hard dog ears of film on our round crown-packs."

The most popular of San Joaquin's retail packages, the crown-pack displays the figs in a circular fashion. Measuring 5 in. dia, the clear, shallow package comprises a polypropylene base tray that San Joaquin tops with a layer of 75-ga clear, heat-shrinkable film and an adhesive label (the company did not identify material suppliers).

**T**he company's plant in Fresno runs about 4,000 to 5,000 cycles a day most of

## The test-packs looked noticeably better. This is important to us as a premium packer and factors into the **brand image** we want to project to consumers."

the year, so holdover work would pile up, in some instances. "That holdover could compound if we experienced any other problems," Jura admits.

"And it was difficult for our previous machinery to stack two-packs of the crown trays, a request made by the national warehouse customer."

Working through local equipment distributor **Xpedex** ([www.xpedex.com](http://www.xpedex.com)), San Joaquin sent some of its 9-oz crown packs to Lantech for test wrapping while it was evaluating the SW-1000 wrapper and ST-700 shrink tunnel.

The round pack would be a challenge for most wrapping systems to handle, according to Continued on page 64

ASME/ANSI

Attachment

Corrosion Resistance

Lube Free

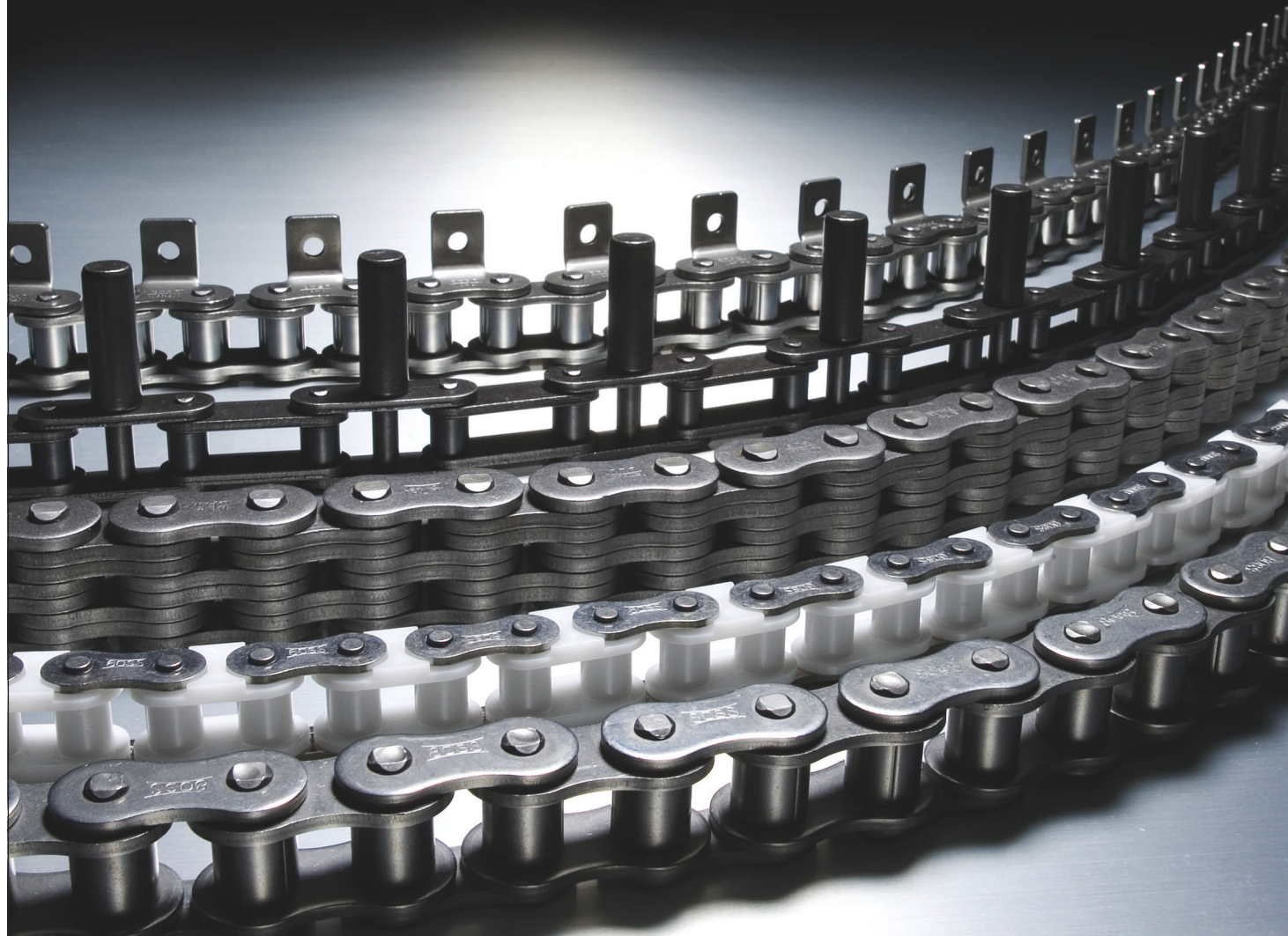
Plastic

Custom/Specialty

More solutions

More selection

**Tsubaki:** The **choice** for chain™



Now available!

New Gripper Chain™ for form, fill, and vacuum seal packaging applications.



**TSUBAKI**

U.S. Tsubaki, Inc.  
[www.ustsubaki.com/pd](http://www.ustsubaki.com/pd)  
800-323-7790

© 2006 U.S. Tsubaki, Inc. All rights reserved.

Bruce Campbell, Lantech's product manager for shrink systems. "San Joaquin is trying to make a square or rectangular bag of film shrink into a tight, round form, so naturally, there's a lot of excess film at the corners," Campbell explains. "When the crown package enters a typical forced-air [heat] tunnel, the airstream causes the film bubble to contact the package prematurely, which in a sense, freezes the film and causes dog ears and wrinkles," he says. "Nonuniform shrinking is the cause of the dog ears, as the center of the film bubble starts to shrink first and quickly. The dog-ear areas lag behind and thicken so rapidly that they never shrink completely but instead form hard tags of film."

With an innovative side-seal process designed to eliminate changes in seal quality that can be caused by film buildup on traditional hot wires, the shrink wrapper has what Lantech describes as an extra large operating sweet spot for time, speed and temperature control.

"The test-packs looked noticeably better," Jura says. "This is important to us as a premium packer. It factors into the brand image we project to consumers."

Campbell points out that the ST-700 tunnel



The soft-convection shrink tunnel, above, transfers heat so that it operates around 280 deg F for most polyolefins, about 70-deg less than many other tunnels.

uses convection heat to overcome the hard-tag problem because it uses a minimal amount of gentle air circulation. There are no inlets or discharge ports that can cause air turbulence. The tunnel's heating elements are located inside the shrink chamber, exposed beneath a transport belt, with low-speed propeller fans situated below them. The side-seal-wrapped fig packs are exposed to direct radiant heat, as well as the gentle circulation of hot air, which transfers heat evenly to the film bubble without exerting force or pushing on it. The tunnel's heating elements respond quickly to temperature changes, so the convection tunnel holds its setpoint temperature within  $\pm 2$  deg F. Campbell adds that the efficient transfer of heat allows the convection tunnel to operate at around

280 deg F with polyolefin films—about 70-deg less than many forced-air tunnels that shrink the same type of film.

Setup for the convection tunnel is easy, Jura notes. An operator sets the conveyor speed slightly faster than the shrink-wrapper speed (the line usually runs 30 to 38 packs/min, depending on package configuration, Jura notes) and then determines the optimum temperature by observing the behavior of the film bubble through a viewing window in the tunnel.

The operator then sets the temperature to a point that causes the film bubble to peak and start shrinking as a fig package passes through and over a riser bar in the tunnel.

"We can change the machine over from one package size to another in ten minutes," observes Jura. "And there's no holdover work at the end of a shift [San Joaquin runs one shift a day]. The side-seal system operates at fairly low temperatures [316 deg F] and doesn't trim the film with heat, which has eliminated problems of melted film." The "fig-tastic" upgrade makes for a sweet ending, Jura says.

**More information is available:**

Lantech.com, 800/866-0322. [www.lantech.com](http://www.lantech.com).  
Xpedx, 513/965-2990. [www.xpedx.com](http://www.xpedx.com).

**Best Friends are Reliable...**



**Think of Us as Your Best Friend.**

A Grove Gear speed reducer or gearmotor is the best fit for your customer's hard working conveyor or packaging machine. And like a best friend, it sticks by you through thick and thin.



Grove's products are available in a broad range of sizes, ratios and models, and are interchangeable with most major brands.



You get more from Grove because we're driven in the ways you're driven.  
**Driven to be the Best!**

**Quality**

**Interchangability**

**Reliability**

**GROVE GEAR**

A REGAL-BELOIT COMPANY

**Call PT Sales: 1-866-454-4327**

[www.grovetgear.com](http://www.grovetgear.com) • [sales.grovetgear@regalbeloit.com](mailto:sales.grovetgear@regalbeloit.com)

**Stick to Success !**

We are the leading and specialised manufacturer of hot melt glue guns located in Taiwan.

Please visit our website at  
[www.homeease.com.tw](http://www.homeease.com.tw)  
for our full glue gun range.



**NEW**  
**K-1200 (120W)**  
2 Min. Heat Time

**K-3350**  
**(300W)**

**AK-818**  
**(600W)**

**HOME EASE**

**HOME EASE INDUSTRIAL CO., LTD.**

423, Section 2, Chung Shan Road, Shuishang Hsiang, Chiayi Hsien, 60852 Taiwan  
Tel.: +886-5-268-8966 E-mail: [homeease@homeease.com.tw](mailto:homeease@homeease.com.tw)  
Fax: +886-5-268-6876 <http://www.homeease.com.tw>



# Packaging, Latin-style

**EXPO PACK MÉXICO AND PROCESSA 2007** bring both packaging machinery and parts and processing equipment to Mexico City, June 26 to 29. More than 700 exhibitors and 30,000 visitors are expected.

expo pack

Mexico's total market value to packaging machinery reached (U.S.) \$442 million in 2005, with parts sales adding another (U.S.) \$60 million to \$65 million, according to the **Packaging Machinery Manufacturers Institute** ([www.pmmi.org](http://www.pmmi.org)), producers of the EXPO PACK México and PROCESSA shows. Imports represent 85 percent of the Mexican packaging market.

The Mexican food industry comprises 19 percent of the country's manufacturing GDP, with the beverage segment close behind. In fact, the food industry accounts for 40 percent of all packaging machinery sold into Mexico. The pharmaceutical industry, however, is another significant machinery buyer in Mexico, representing about 10 percent of all packaging equipment sold. That market has been growing rapidly, as it has elsewhere in the world, registering about 7-percent-per-year increases. The personal care market is on par with pharmaceuticals. The food and beverage segments are growing at 3.7 percent per year.

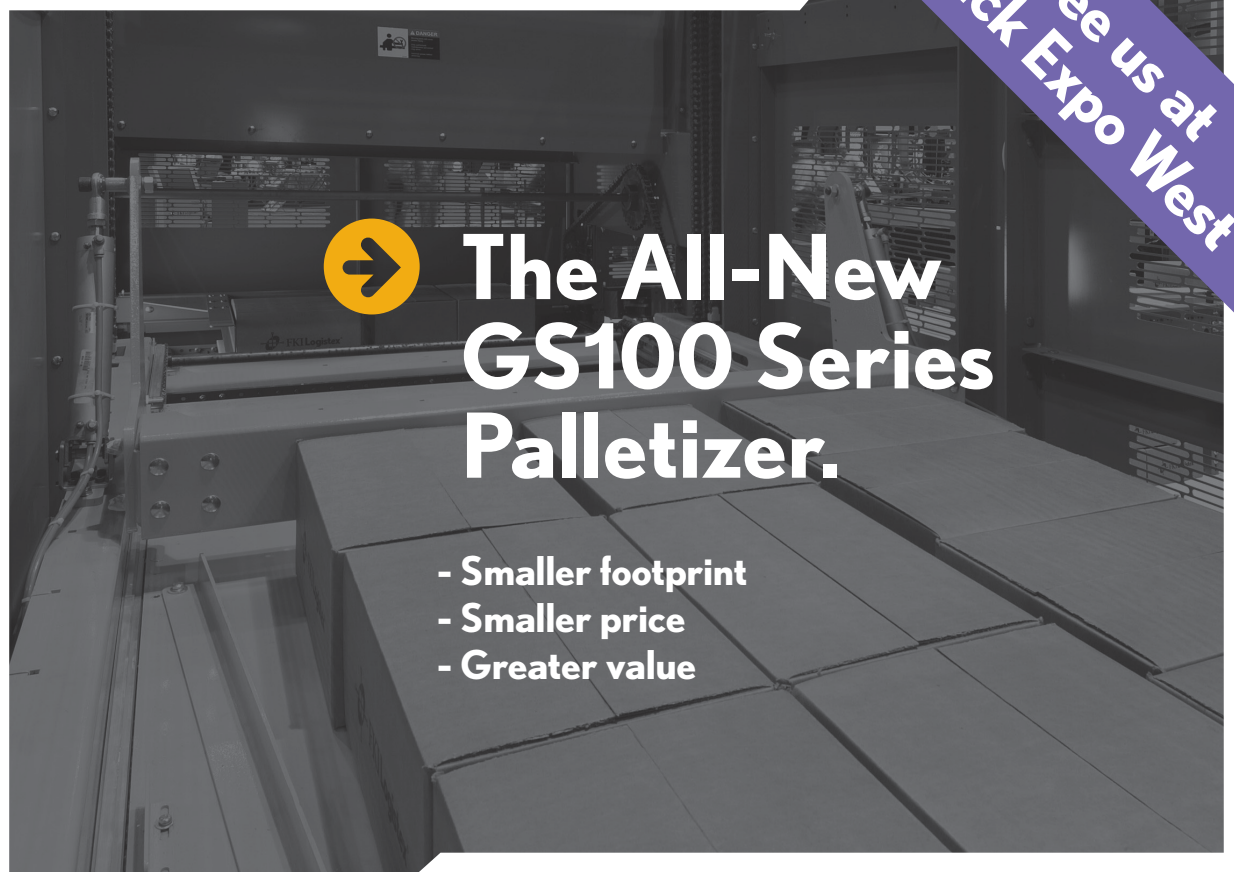
The two shows are expected to attract 745 exhibitors from 22 countries and 32,000 packaging professionals from 24 countries. The shows will occupy about 150,000 sq ft of space at Centro Banamex in Mexico City.

A conference program is organized by the Mexican Packaging Assn. (AMEE) during EXPO PACK México 2007. The conference features topics about security in packaging, new packaging materials for the pharmaceutical industry, printing systems, flexography advantages, trends and innovation in packaging design, developing integral systems for packaging production lines and technological developments for packaging machinery.

Show hours are 1 p.m. to 8 p.m.

For information on the show, visit [www.expopack.com.mx](http://www.expopack.com.mx) or call PMMI at 703/243-8555. Registration is available online, at the show website.

## PALLETIZERS



See us at  
Pack Expo West

- Smaller footprint
- Smaller price
- Greater value



©2007 FKI Logistex. All rights reserved.

## The Choice is Clear.

The GS100 family of low-price, entry-level palletizers is a clear alternative to manual palletizing. Big on value and performance, the GS100 series is also ideal for operations where high-speed palletizing isn't cost-justified. You get the same flexibility and durability you expect from our industry-leading palletizers—for less. Visit <http://palletizers.fkilogistex.com> for more information or to obtain a quote!



THE AMERICAS +1 877 935 4564

EUROPE +44 (0) 870 350 3055

ASIA PACIFIC +86 21 52372255

# new products equipment

**Coated assemblies** To lessen erratic drag torques and unpredictable wear, the co. offers its

lead screw, linear rail, spline shaft, slide, guide and actuator assemblies with its exclusive, Kerkote® TFE coating. The co. claims the coating, a dry lubricant, performs like none other in the industry, reducing friction and extending the life of its products.

**Kerk Motion Products, Inc.**, 603/465-7227.  
[www.kerkmotion.com](http://www.kerkmotion.com)

**Torque meters** An agreement is made to distribute French manufacturer AT2E's torque meters and leak-testing systems for beverage, pharmaceutical, food, cosmetic applications and more, the capping machinery co. states. Integration of the systems should enable monitoring of capping-machine performance and of capping heads.

**Fowler Products Co.**, 706/549-3300.  
[www.fowlerproducts.com](http://www.fowlerproducts.com)



**Weigh buckets** Expected to significantly improve production output on the co.'s line of affordable, multihead weighers is the inclusion of clamshell weigh buckets. The new buckets are now available on all of the CS 2.5-L (0.7-gal) units and on the XL-16 high-speed model, the co. reports, adding that the new buckets open wider, are able to discharge product faster for higher output and reduce product waste through an overlapping closure design.

**CombiScale, Inc.**, 847/806-0606.  
[www.combiscale.com](http://www.combiscale.com)

**Adhesive melters** M-series hot-melt adhesive melters, said to be built to deliver flexibility, performance and durability, are also claimed to be market-standard-compatible. The co. says the units are available with 15-, 30-, 65-, 120- or 170-L-capacity tank sizes and include PLC-based technology with full communication options, a touchscreen control panel and positive-displacement gear pumps for continuous output requirements.

**Shure-Glue/Melton Systems, Inc.**, 513/874-6550.  
[www.shure-glue.com](http://www.shure-glue.com)



 **Leuze electronic**

the **sensor** people



**FOR PRODUCT INFORMATION CONTACT...**

Leuze lumiflex, Inc., 55395 Lyon Industrial Drive, New Hudson, MI 48165  
phone 248 486 4466, [info@leuzelumiflex.com](mailto:info@leuzelumiflex.com), [www.leuzelumiflex.com](http://www.leuzelumiflex.com)

**13<sup>th</sup> - 17<sup>th</sup> November 2007**

new fairground **fieramilano** Rho-Pero  
**pavilions** 9-11-13-15  
**opening time** 9.30-18.00

**22<sup>nd</sup>**

INTERNATIONAL ENOLOGICAL AND  
BOTTLING EQUIPMENT EXHIBITION

**SIMEI**

**SIMEI**  
is the world leader  
in the exhibition of  
machinery, equipment  
and products for  
**the production  
bottling  
and packaging  
of drinks**

register yourself online on  
[www.simei.it](http://www.simei.it)

Hotel and Travel  
[www.expohotels.eu](http://www.expohotels.eu)



FIERA MILANO

**SIMEI**  
Via San Vittore al Teatro, 3  
20123 Milan - Italy  
tel. +39 02 7222281  
fax +39 02 866226  
[www.simei.it](http://www.simei.it) - [info@simei.it](mailto:info@simei.it)



## Robots

A pair of 6-axis robots developed specifically for Class 1 clean room applications is released. The Viper™ s650 and s850 reportedly bring high performance, precision motion and full dexterity to clean room assembly, handling, testing and packaging functions. Both run on the co.'s SmartController™ CX controls and software, said to provide superior path following, faster cycle times, better repeatability, integrated vision and embedded networking.

**Adept Technology, Inc.,**  
925/245-3400.  
[www.adept.com](http://www.adept.com)



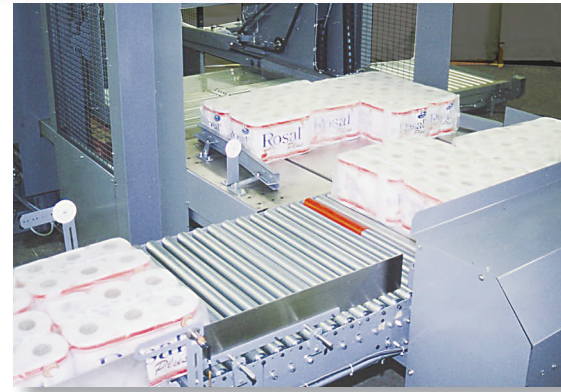
**Vision sensors** Designed to detect an infinite number of color variations accurately, even in the most challenging color-inspection applications are PresencePLUS® color vision sensors. They're available in two formats: the 2-pc PresencePLUS Pro COLOR with DIN-mountable controller; and the unitary PresencePLUS P4 COLOR OMNI. The co. says the sensors are available starting at \$3,495.

**Banner Eng. Corp.,** 888/373-6767.  
[www.bannerengineering.com](http://www.bannerengineering.com)

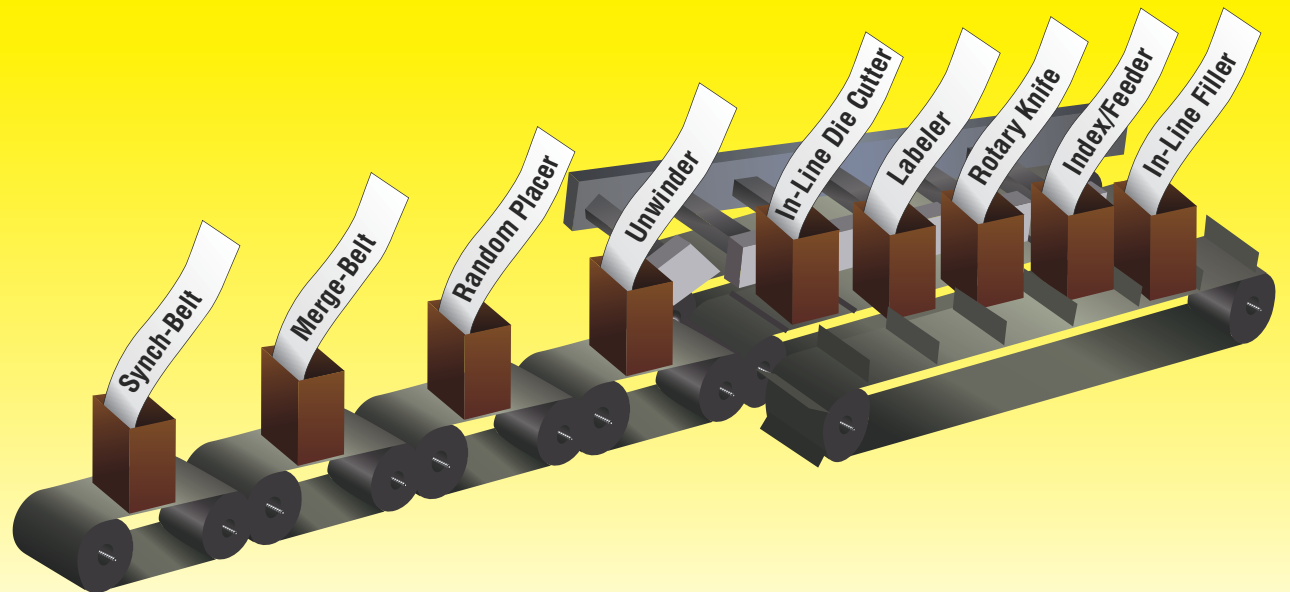
**Software** The rollout of Software Suite 7 is described by the co. as a complete update of its design and pre-production software tools, offering significant improvements in features, productivity and compatibility with third-party software. Said to be fully compatible with Adobe's latest PDF standards and Creative Suite application versions, Software Suite 7 is scheduled for release on July 7. **Esco,** 937/454-1721.  
[www.esco.com](http://www.esco.com)

**Palletizer** The Model 72AE makes its bow as a mid-range palletizer designed to make short work of large, bulky shrink-wrapped bundles, including paper products. The machine reportedly orients, stages and palletizes gently at increased speeds while offering convenient, floor-level operation and an economical price tag, with smooth product movement assured by a low-friction, layer-forming table and low-friction rollers on the transfer table.

**A-B-C Packaging Machine Corp.,** 800/237-5975.  
[www.abcpackaging.com](http://www.abcpackaging.com)



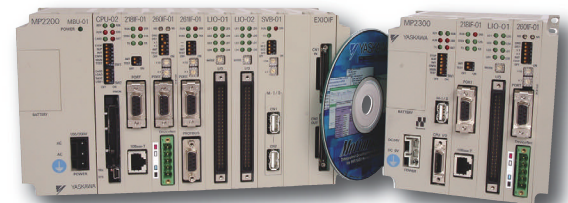
# SOLUTIONS THAT WORK... AND WORK... AND WORK... AND WORK...



## MP2000 Machine Controllers Built On 28 Years of Proven Technology

- **High Performance Machine Control**
  - Up to 256 Axes of Synchronized Motion
  - PLC Functionality Included
  - Thousands of I/O
- **Multiple Network Options**
- **Compact Design**
- **Flexible Solutions**
  - Leverage Yaskawa's Experience with Proven Application Solutions

- **Low Cost of Ownership with Increased Uptime**
  - High Quality Hardware
  - Smooth Motion Techniques



**1-800-YASKAWA • [www.yaskawa.com](http://www.yaskawa.com)**  
SERVOMOTORS • MOTION CONTROLLERS • AC INVERTER DRIVES • ROBOTICS

**YASKAWA**  
The Drive for Quality™

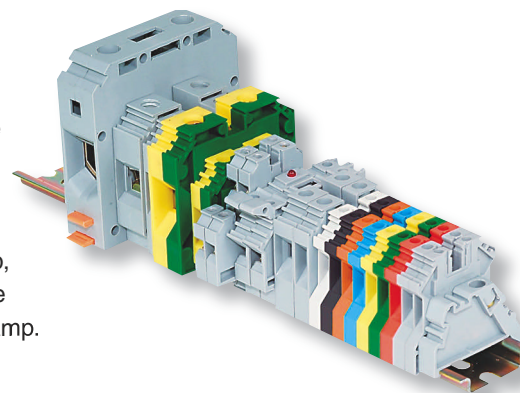
# new products equipment

**Motor controllers** The RSH Series of soft start/stop motor controllers is said to be available in two sizes with basic rotary or advanced pushbutton controls. The co. says motor control capacity ranges from 1½ hp at 220VAC to 40 hp at 600VAC, adding that soft start/stop enables starting and stopping of 3-phase asynchronous with a simple 3-wire connection. Improved starting conditions reportedly result by suppressing in-rush currents during motor starting by gradually increasing torque from a user-preset point to a 100-percent level.

**Carlo Gavazzi**, 847/465-6100.  
[www.GavazziOnline.com](http://www.GavazziOnline.com)



**Terminal blocks** A range of IEC terminal blocks is reportedly designed, manufactured and tested to meet the specs and strict requirements of applicable UL, CSA and IEC standards and are rated for Code 1, factory wiring only, and Code 2, both factory and field wiring. The co. says the screw clamp is available from 20A to 232 amp, and the spring clamp from 20A to 50 amp, with a miniature panel mount from 20A to 35A in both spring and screw clamp.  
**c3controls**, 724/775-7926.  
[www.c3controls.com](http://www.c3controls.com)



**Panel PCs** The CP72xx line of Intel® M-Class panel PCs provides industrial applications and integrated controllers with robust high-tech displays, the co. says. The PCs are said to be designed for simple mounting-arm installation and integrate all features required for HMI hardware and advanced, PC-based machine control, all in an ultra-compact slimline housing designed for optimum user-friendliness. Available in screen sizes of 12, 15 and 19 in., the panels are IP 65-protected and are water- and dust-proof.  
**Beckhoff Automation LLC**, 952/890-0000.  
[www.beckhoffautomation.com](http://www.beckhoffautomation.com)



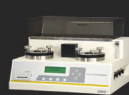
## THE BEST PERMEABILITY TESTING INSTRUMENTS

### VAC-V2 Gas Permeability Tester

- Comply with ISO, ASTM standards
- Accuracy: 0.01cm³/m²·24h-0.1MPa
- World original design of curvefitting methodology
- Manometric method
- Three independent test chambers
- Wide controlled temperature range 5°C-75°C



ASTM D1434



ASTM D3985



ASTM E96



ISO 15106

- + LABTHINK - A brilliant producer of flexible packaging quality control instruments.
- + LABTHINK has provided tens of thousands of its quality products to over three thousand customers world-wide in the flexible packaging industry and gained sound reputation in the last decades.
- + Tel: +86 531-85811021 +86 531-85864214  
Fax: +86 531-85812140  
E-mail: [trade@labthink.cn](mailto:trade@labthink.cn)  
[www.Labthink.cn](http://www.Labthink.cn)

**Labthink®**

## drying experience



Frustrated by moisture related issues affecting product quality or production? Top processors and packagers rely on Paxton's experienced team and our high velocity Air Knife Systems.

- Precision engineered for reliability and low maintenance
- Energy-saving efficiency
- 100% Performance Guarantee

**Paxton...leading the science of high performance drying.**

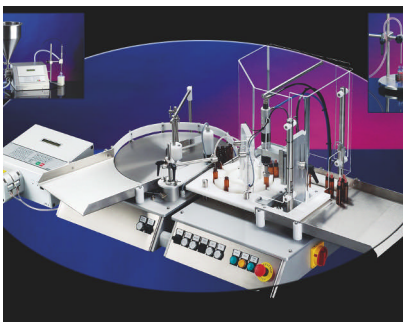
Call 800-959-8884 (U.S. & Canada) or 513-891-7474 (Worldwide). Or, get an online "Quick-Quote" at [paxtonproducts.com](http://paxtonproducts.com).

**PAXTON**  
PRODUCTS

An ITW Company



**Checkweigher** The KWE 4040 electronic checkweigher is introduced to weigh large food and pharmaceutical packages in a gross weighing range up to 30 kg, the co. says, and is built in compliance with GMP guidelines. Special features cited for the new machine include the Smart File card system for paperless production control, flexibility through an extensive modular system and a fully integrated metal detector that helps eliminate contaminated product. **Bosch Packaging Technology**, 49 (711) 811-5733. [www.bosch.com/pa](http://www.bosch.com/pa)

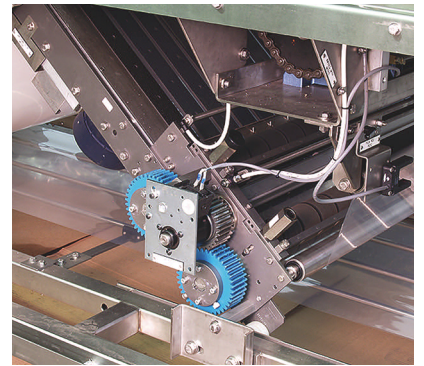


**Bottle handling** The promise of profitable small-batch filling and capping for high-value ophthalmics and topical creams, ointments and gels depends on the flexibility, agility and fast changeover of the FF30 bottle-handling system, the co. says. A simple attachment of the appropriate dispensing pump handles product changeovers for the co.'s PF6 peristaltic filler when paired with its FF30 tabletop filling and capping machine and its DF32 positive-displacement pump, with bottle/cap size changes in 2 min and complete product changeovers accomplished in about 15 min, the co. adds.

**Flexicon America, Inc.**, 802/657-3232. [www.flexiconamerica.com](http://www.flexiconamerica.com)

**Film feeder** For its Continuum line of wrappers and tray/shrink systems, the co. introduces a film-feed module. Reportedly engineered with high-speed servos, the module incorporates a direct drive to ensure efficient operation and durability as it consistently feeds, cuts and delivers clear or printed film to the wrapper wand. With reported speeds to 100 trays/min, the module is suggested for food and beverage industry applications.

**Standard-Knapp**, 860/342-1100. [www.standard-knapp.com](http://www.standard-knapp.com)



## Packaging outside the box

Esko has the most complete suite of innovative packaging pre-production tools for graphics, structural design and project management. Fast and error-free production from design to delivery to simplify the package design life-cycle. Integration with MIS and ERP systems. Leading digital flexo imaging solutions. Customer support from experienced professionals.

When packaging innovation requires you to 'think outside the box', think Esko.

[www.esko.com](http://www.esko.com)  
[info.usa@esko.com](mailto:info.usa@esko.com)

**ESKO**

# new products materials

**Color masterbatch/HDPE** A line of molded containers for personal care, cosmetics, food and other sectors has a gloss associated

with injection- or blow-molded PET at a lower cost, according to the co. The containers are made using a proprietary combination of a specialty HDPE and POP™ high-gloss colors, a new color masterbatch, developed to

enhance the inherent gloss of the resin. Said to boost gloss by more than 200 percent, the HDPE/POP combination also gives the packaging improved mechanical properties. Also provides stiffness and good melt strength. Can be used in both monolayer bottles and as the skin in multilayer bottles.

**Ampacet Corp.**, 513/247-5412.  
[www.ampacet.com](http://www.ampacet.com)



**Expanded jar line** The co. says its expanded line of jars offers injection-molded quality at price points lower than that of comparable blow-molded packages. With applications in personal care, pharmaceutical, food, petcare and powdered supplements, the line makes use of a patented technology created by the co.'s Delta Div. The production method is said to be faster and more efficient than many blow-molding methods and yields jars with a quality look and feel. The injection-molding process is precise and offers tight-fitting closures, consistent wall thicknesses, great sheen and sharp lines. The jar walls are expanded outward, so that the caps fit flush against them. When made using clarified PP, the contact clarity rivals that of PET jars, according to the co. The expanded line will be available in seven sizes and dias of 71 mm and 87 mm. Customization can be provided for mass-market applications.

**Rexam Delta Plastics, Inc.**, 501/760-3000.  
[www.rexam.com](http://www.rexam.com)

**Oval tubes** A large family of one- and two-piece oval tubes is available, courtesy of four proprietary technologies, the co. says. The patented one-piece tube design is said to eliminate online filling problems associated with cap backoff in conventional tubes while ensuring the correct in-hand orientation of packaging graphics. The tube caps also resist leakage and overflow, as well as residue contamination and other contamination between the tube and the cap. The tubes are custom-made with injection-molded flip-top, angled-applicator and domed caps. They are available with glossy, matte or soft-touch finishes in colors, transparent or pearlized luster. The tube configurations can be extruded in monolayer or dual-layer versions and can be coextruded with an EVOH barrier.

**World Wide Packaging**, 800/950-0390.  
[www.wwpinc.com](http://www.wwpinc.com)



*The Scoop Seal technique is the most unique package on the tube market today. Not only is the seal attractive, it is also useful. The ergonomic design provides you with the perfect grip to squeeze all of the product out of the tube. The design is all compact, which allows more space in each tube tray and pallet, maximizing your storage capacity without compromising your product volume.*

Scoop Seal™



## Here's the Hot Scoop

**NORDEN, INC.**  
A Division of the Sirius Machinery Group  
230 Industrial Parkway, Branchburg, N.J. 08876 USA  
Phone: (908) 707-8008 ♦ Toll Free: (800) 526-5074  
Web: [www.nordenmachinery.com](http://www.nordenmachinery.com)

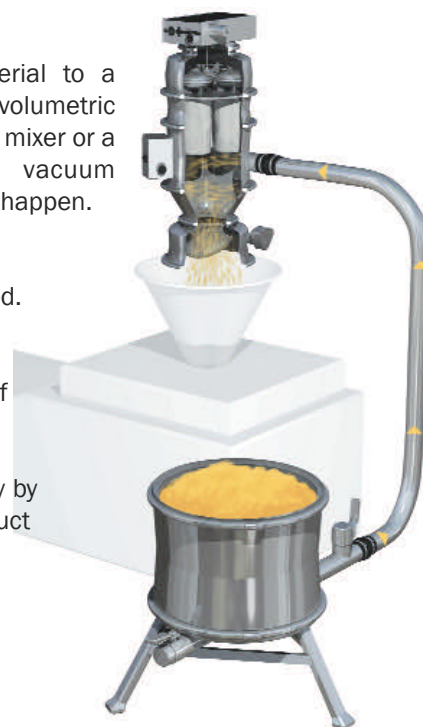


## Sanitary Hygienic Dust-Free

**The best solution for moving bulk materials in packaging is with PIAB Vacuum Conveying.**

Whether you're feeding material to a form, fill, seal machine or a volumetric feeder or feeding material to a mixer or a blender, PIAB's C-Series vacuum conveying systems make it all happen.

- Sanitary - 3-A & USDA accepted.
- Hygienic - quick-change filters prevent cross-contamination of ingredients.
- Dust-Free - vacuum technology by compressed air prevents product blow-by or leakage.



**PIAB**  
Innovators in  
Vacuum Technology

For more information, call (800) 321-7422/(781) 337-7309 or  
e-mail us at [info@piab.com](mailto:info@piab.com)

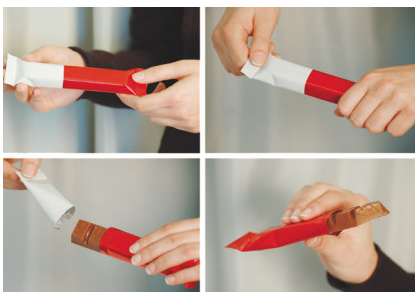
[www.piab.com](http://www.piab.com)



### PET container and preform

A new 3-L PET grip-handle container intended for warehouse store sales of food, household and automotive products has been introduced. The container stands 11.05 in. tall, is 5 in. wide and is 5.475-in. deep. It has a 38/400 neck and is stretch/blow-molded from a 93-g, injection-molded preform also being marketed by the co. The new container is proportional in shape to the co.'s 2-L grip-handle container intended for the same applications.

**Novapak Corp.**, 800/975-2784.  
[www.pvcc.com](http://www.pvcc.com)



### Pull-pack for flowrapped foods

The co. says its new Pull Pack concept offers a new level of convenience for flowrapped foods, including chocolate bars and cereal bars. Flowwrapping helps increase output and reduces material and labor costs, extends shelf life to retailers and offers a quality presentation and ease of use, the co. states. Quick, clean and simple to open in a controlled manner, the Pull Pack-wrapped product is held in one hand. A simple tug on the seal fin of the shorter end opens the pack. Hygiene is preserved, as the product does not have to be touched, and half of the package remains wrapped. The controlled opening and defined pull-off section of the packaging can open up a raft of marketing possibilities. The wrap section that's removed could be used as a token for promotions and competitions. Can be run on existing flowwrapping equipment that necessitates an additional module.

**Sigpack Systems AG, a Bosch Packaging Technology co.**,  
41(52) 674 7456.  
[www.sigpacksystems.com](http://www.sigpacksystems.com)

**PE caps and plugs** New PE caps and plugs, including tapers, center-pull tapers, flanged and unflanged nonthreaded caps, finishing plugs and more, are stocked in the co.'s U.S. facility in Farmington, MO. The company reports that it also produces components in a new, wholly owned plant in Zhongshan, China, with in-house moldmaking and production capabilities.

**MOCAP, Inc.**, 314/543-4000.  
[www.mocap.com](http://www.mocap.com)



# More education.

**Why should you join IoPP?** Simple. IoPP is dedicated to the success of its members.

Each year hundreds of people advance their careers by attending IoPP's educational events. Whether it's local tours of packaging operations, seminars about new technology, or intensive week-long training classes, IoPP offers programs that are just right for you.

Your continuing study will be rewarded when you qualify for admittance into the elite group of Certified Packaging Professionals. The CPP designation signifies your industry expertise, and recognizes your ongoing commitment to professional excellence.

For more information about IoPP membership, events or certification programs, call us today at (630) 544-5050. **Or visit [www.iopp.org](http://www.iopp.org).**

## More success.



**Institute of  
Packaging  
Professionals**

# newsmakers

## MOVERS & SHAKERS

**Dorner Mfg. Corp.** appoints Kim Stoll as industrial products marketing manager.



Kim Stoll  
Dorner Mfg. Corp.

**Exact Packaging Inc.** adds Randy Cotteleer as general manager.

**FKI Logistex®** expands its Canadian operations; promotes Steve McElweenie to vp and general manager of FKI Logistex Canada, Ltd., which brings together three existing FKI Logistex Canadian divisions—



Steve McElweenie  
FKI Logistics®

Airport, Post & Parcel, Warehouse & Distribution, and Manufacturing Systems—to create a single, go-to-market entity in Canada.

**HayssenSandiacre** hires John Staruch for the newly created position of vp market development.



Amy R. Defayette  
Bosch Rexroth Corp.

**Bosch Rexroth Corp.** hires Amy R. Defayette in product marketing for its Linear Motion and Assembly Technologies group for its VarioFlow™ conveyor line.

**Evergreen Packaging** hires Paul Knoerl as the North American equipment specialist for bottle- and cup-filling systems on its sales team.

**Herrmann Ultrasonics, Inc.**, the North American headquarters of the Herrmann Group, announces that Thomas Herrmann, formerly

general manager of Herrmann Ultrasonics, Inc., returns to **Herrmann Ultraschalltechnik GmbH & Co. KG** to assume the position of CEO sales and finances. He remains president & CEO of Herrmann Ultrasonics, Inc. Uwe Peregi assumes the position of executive vp and general manager at Herrmann Ultrasonics.

**R.A. Jones & Co., Inc.** opens Mexican sales office that will be managed by José Edmundo Romo.

**Siemens Energy and Automation, Inc.** appoints Dennis Sadlowski as president and CEO. He succeeds



Dennis Sadlowski  
Siemens Energy and  
Automation Inc.

Aubert Martin, who is retiring after 40 years with Siemens. **Laminations**, part of **Great Northern Corp.'s** Specialty Group, promotes Todd Hainer

to manager of new business development.

**Datamax Corp.** and **O'Neil Product Development, Inc.**, both part of **Dover Corp.'s** Product Identification Group, appoint Michael A. Allocco as vp of sales for the Americas.

**Logotech** promotes long-time VP Leslie Gurland to president.

**Padtech AS** names Matthew Grimaldi as president of North American Operations.

**Pro Mach's Ossid Div.** promotes operations manager Mike White to vp and general manager.

**SleeveCo, Inc.** promotes Martin Wilson to president. David Johnson, company owner, will remain as CEO and chairman of the board.

**Sumitomo Drive Technologies** appoints Shinji Nishimura as the general manager of Sumitomo Drive Technologies' (Power Transmission and Controls Group of Sumitomo Heavy Industries, Ltd.) global organization, headquartered in Tokyo.

## DESICCANT BAGS

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

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



**W.A. Hammond  
DRIERITE Co., Ltd.**

P.O. Box 460, Xenia, Ohio 45385

937-376-2927 • FAX 937-376-1977

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

Many standard cap closures will not protect your company, your customers or your employees from possible spills or accidents. RD Industries has developed Saftflo, an inexpensive built-in protection at the packaging level.

Saftflo is a self-venting chemical containment system designed specifically for your existing product containers.

Whether your dispensing needs require upright, inverted or portable sprayer applications, Saftflo helps your company 'make the connection.'

For more information, please call or visit us at [www.rdindustries.com](http://www.rdindustries.com).



**RD  
INDUSTRIES**

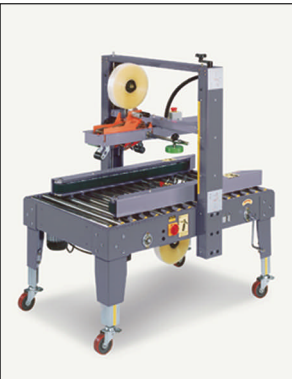
RD Industries, Inc.  
P.O. Box 12278  
Omaha, NE 68112

Sales: 1-800-759-7090  
Fax: 402-455-8242  
[www.rdindustries.com](http://www.rdindustries.com)

Literature and other multimedia, product announcements and websites for packaging machinery, materials, containers, supplies, and services. Contact supplier directly or respond online for information.

# info showcase

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



## Introducing a New Line of CASE SEALERS

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

**A.B. Sealer, Inc.**

[sales@absealer.com](mailto:sales@absealer.com), 877-885-9299

## Flowmeter Filler Model EXACTA-R

Ronchi offers a compact 8 head advanced technology flowmeter filler Model EXACTA-R for users with moderate outputs for speeds up to 80 BPM. Developed from the unique and mature pedigree of 400 machines installed world wide, it has all the outstanding advantages of its larger family of flowmeter machines. Current blue chip users benefit from features including recipe management, quick C.I.P./S.I.P., 10 minute changeover, and "on-the-fly" fill adjustment for individual or all filling heads.

**Ronchi America LLC**, 201-802-1901, Fax: 201-802-1905  
E: [info@ronchiamerica.com](mailto:info@ronchiamerica.com), [www.ronchiamerica.com](http://www.ronchiamerica.com)



## NEW! CMS Flavorseal™ Handle Bag

Flavorseal™ Barrier I Bags are for cook-chill and cook-freeze applications. Patent-pending handle makes lifting, toting, and emptying safer — it's safer to hold the hot soup by the handle away from your body than to grab hot corners or cradle near your body — and easier. Available pre-printed with fill capacity and fill-date indicators. Catalogs and samples.

**CMS (Carroll Manufacturing & Sales)**

Toll free: 866-769-1500

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

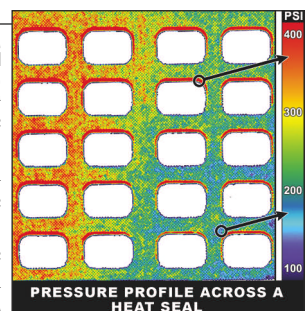
## TACTILE SURFACE PRESSURE INDICATING SENSOR

Pressurex® reveals pressure distribution and magnitude between any two contacting or impacting surfaces. Pressurex® is a thin sensor film that instantaneously and permanently captures a pressure profile "snapshot" by virtue of its changing color. Conceptually similar to Litmus paper, the color Pressurex® turns is directly proportional to the amount of force applied

**Sensor Products Inc., USA**

Tel: (973) 884-1755, Fax: (973) 884-1699

E-mail: [samples@sensorprod.com](mailto:samples@sensorprod.com), [www.sensorprod.com](http://www.sensorprod.com)



## SIKO Actuators: Flexibility and Robust Precision in a Small Package

The new AG03 actuator integrates a position measuring system, control electronics and the fieldbus interface for Profibus DP or CANopen in a compact housing. Its brushless 24V-EC, 50-Watt motor operates without wear, guaranteeing a long service life. The absolute magnetic measuring system produces high-resolution position values and is insensitive to dirt, humidity, shock and vibration.

**SIKO Products, Inc.**

800-447-7456

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

## Video Recording Software for Monitoring Packaging

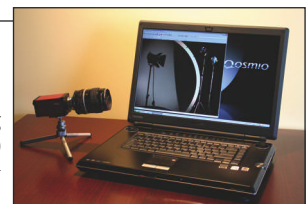
TroublePix: Video recording software for monitoring packaging. Available with laptop at 200 fps × 640 × 480 to disk for over 20 minutes. Acquire, view and review simultaneously. Pre/Post capture module with triggering.

Multiple camera solution available at 100 or 200 fps × 640 × 480. Easy to use GUI for factory floor, outdoors or laboratory environment.

**Norpix**

Tel: 514-907-1588

Sales: [Sales@norpix.com](mailto:Sales@norpix.com)



## CTM-Introducing New Labeling Applicator

Now Available - CTM has introduced a new labeling applicator evolved from the industry standard 360 Series Label Applicator.

- Cutting edge stepper drive technology-providing more power
- Tighter labeling placement accuracies
- More responsive encoding features
- RFID production capabilities
- Ethernet communications
- Advanced touch screen interface

**CTM Labeling Systems**

330-332-1800, Fax 330-332-2144

[www.ctmlabelingsystems.com](http://www.ctmlabelingsystems.com), [ctmsales@ctmint.com](mailto:ctmsales@ctmint.com)



## "Soup's On" at PakTech

PakTech has just developed QuadPak and 6Pak handles for soups and other canned food products. In addition to other design evolutions, about a year ago PakTech developed handles for canned beverages, from 'slim' cans (such as energy drinks) to standard soda and beer cans. In the past month, PakTech released prototypes of handles for larger, cylindrical containers such as soup, canned fruits and vegetables, and even pet food. Several sizes and styles are available for production, and high-speed automated application has been developed. **PakTech**

541-461-5000, Fax: 541-461-5005, [www.paktech-opi.com](http://www.paktech-opi.com)



## Now More Clear Packaging Options as VisiPak Expands Its Product Line With Thermoformed Clamshells

Clearly a visual advantage, thermoformed packaging adds shape to the presentation of your product. The clear clamshell allows your product and printed materials to show through. Economical and easily customized, a thermoformed package will protect your product as it displays its most precise details. Call 800-797-7886 today for additional information and FREE SAMPLES!

**Visipak**

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



## New Systems Advantage™ Program Benefits Offered

Automated Packaging Systems has recently added more features to its Systems Advantage™ Program, and is offering a new brochure that defines these new member benefits. "Systems Advantage" is a customer rewards program that combines machines, materials and services in a comprehensive packaging solution designed for maximum performance and value.

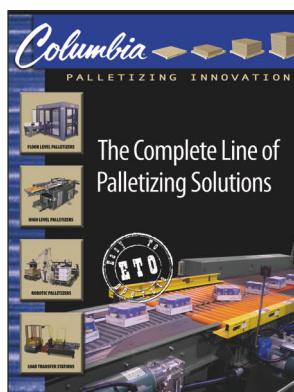
**Automated Packaging Systems, Inc.**

Ph: 330-342-2000, Toll Free: 1-888-AUTOBAG

Fax: 330-342-2400, [info@autobag.com](mailto:info@autobag.com), [www.autobag.com](http://www.autobag.com)



# info showcase



## Complete Palletizing Solutions

Got a palletizing challenge you think is too tough to meet? This new brochure describes the complete line of palletizing solutions from Columbia, and will help you determine which model fits your specific needs - whether it's a floor-level (low speed) or high-level (high speed mechanical model,) or the flexibility of a robotic palletizer. In addition, Columbia now manufactures a complete line of load transfer systems that efficiently interchange pallet types and offer complete systems integration!

**Columbia Machine, Inc.**, 800-628-4065, Fax: 360-750-9221  
pallsales@colmac.com, [www.palletizing.com](http://www.palletizing.com)

## Keller Crescent Offers the Complete Package

Only Keller Crescent offers innovative packaging with in-house award-winning design and advertising services. As a cGMP compliant, defect-free producer of folding cartons, labels, inserts and literature, Keller Crescent offers its clients the complete package from packaging concept to production and marketing. For more information call us.

**Keller Crescent**  
1-800-457-3837

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



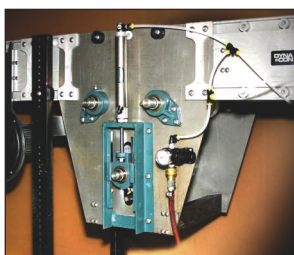
## Half Frame Bulk Bag Unloader

Half Frame Bulk Bag Unloader offers total dust containment at low cost by relying on forklift or hoist to suspend bag during operation. Allows dust-tight connections, unrestricted flow and automatic tensioning of bag to promote flow and evacuation. Available with Flexible Screw Conveyor (shown) or outlets for pneumatic conveyor lines.

**Flexicon Corporation**  
1-888-353-9426  
sales@flexicon.com, [www.flexicon.com](http://www.flexicon.com)

## Closed System Chemical Dispensing

Colder Products' new DrumQuik® PRO is an easy-to-use product for extracting chemicals from rigid containers. The closed-system design and rugged construction meet the strict safety requirements of chemical handling applications as well as the demands of worker safety and environmental protection. The DrumQuik PRO minimizes chemical exposure and facilitates the delivery of chemicals from bulk containers to end use applications. It is ideally suited to cost-sensitive applications and can be disposed of or recycled along with the container. **Colder Products Company**  
800-444-2474, 651-645-0091, [www.colder.com/dqpro](http://www.colder.com/dqpro)



## DynaCon Modular Conveyors Assume any Position! Longer and Wider

Dynamic Conveyor, manufacturers of the only modular conveyor system that can be reconfigured, announces the ability for longer lengths and wider widths. The DynaCon conveyor system offers modularity that is so flexible that purchasing replacement conveyors for light-to-medium-weight conveying needs may never be necessary again. For more information on the DynaCon conveyors call 1.800.640.6850 or visit [www.DynamicConveyor.com](http://www.DynamicConveyor.com)

**Dynamic Conveyor**

## Comprehensive Processing and Packaging Solution

Tetra Pak is focused on providing food and beverage manufacturers with customized, comprehensive processing and packaging solutions, including processing and filling equipment, plant automation and a large variety of packaging systems and secondary packaging solutions. This approach allows Tetra Pak to truly be the company that "protects what's good." For more information, visit [www.tetrapakusa.com](http://www.tetrapakusa.com).

**Tetra Pak USA**

Phone: 847-955-6000, Fax: 847-955-6500



## Tsubaki Gripper Chain™ for Form, Fill, and Vacuum Seal Wrapping Applications

Discover the difference quality base chain makes in your bottom line. Tsubaki Gripper Chain™ combines high-performance roller chain with your choice of conventional or innovative new side-swivel gripper attachments for easy film engagement. Recessed riveted pins allow quick and easy chain length adjustments to keep production rolling. Reduce maintenance and increase productivity with Tsubaki Gripper Chain™.

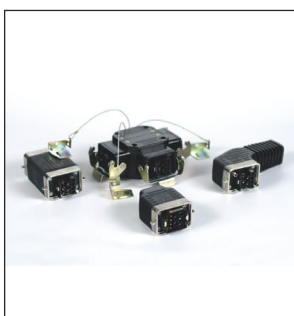
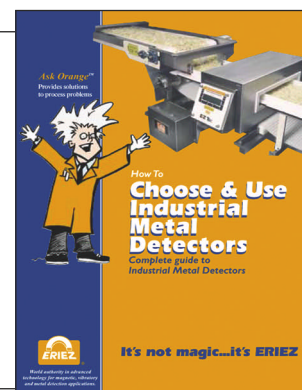
**U.S. Tsubaki, Inc.**  
800-323-7790, [www.ustsubaki.com](http://www.ustsubaki.com)

## How to Choose Industrial Metal Detectors!

New, comprehensive 28-page guide explains everything needed to properly specify the correct detector for any application. How to Choose & Use Metal Detectors reviews the many types and styles of product needed to detect everything from large tramp metal in mining, to fine metal contaminants in food products. Learn about sensitivities, validation procedures, safety factors and other influences in selection. The Ask Orange Series provide solutions to process problems.

**Eriez**

1-888-300-3743, [eriez@eriez.com](mailto:eriez@eriez.com), [www.eriez.com](http://www.eriez.com)



## Setting Your World In Motion

We are Amphenol Sine Systems, designers and manufacturers of interconnection cables and assemblies. If you are in need of interconnection devices for use in: Automation, Heavy Duty Machinery, Medical Equipment, Telecommunications or Defense, we are the ones to contact. We take ideas and concepts and make them a reality. We can provide off-the-shelf solutions or develop new solutions to meet your specific product requirements.

**Amphenol Sine Systems**

Tel: 586-465-3131, Email: [sine\\_info@sineco.com](mailto:sine_info@sineco.com)  
[www.sineco.com](http://www.sineco.com)

## Vertical Cartoner/Bottle Loader

The Bivans Model 74A707 fully-automatic vertical cartoner automatically loads bottles and vials at speeds of 80 to 120 cartons per minute. The product is positioned vertically to eliminate leakage and ensure product integrity. The machine erects, loads, and closes the cartons, for an operator-free production line. The cartoner includes an infeed conveyor, which can be mated with a rotary table or other accumulating device to feed in the bottles. A wide range of sizes and styles of cartons, including glue, tuck, and fifth panel display, can be accommodated. **Bivans Corporation**  
(323) 225-4248, Fax: (323) 225-7316, [www.bivans.com](http://www.bivans.com)



# info showcase



## Model 400 Print & Apply Labeler

NJM/CLI specifically designed for versatility and reliability the Model 400 Print and Apply labeler to achieve vertical and horizontal labeling of cases and cartons at speeds up to 50 per minute. With optional application tools, the Model 400 can also achieve side labeling, corner wrap labeling and two-panel labeling at speeds up to 20 per minute. The Model 400 Labeler can even be customized to support RFID tagging.

**NJM/CLI Packaging Systems Int'l**  
603-448-0300  
www.njmcli.com



## Air Blast Systems Blow Water Off!

Air Blast Inc. air knife systems are designed to blow water off of packages prior to labeling, cans, and bottles, prior to labeling, ink jet coding, and packaging. We also blow off produce prior to waxing, and packaging. Air Blast systems are also designed to control the depth of coatings and toppings.

**Air Blast Inc.**  
626-576-0144, www.airblastinc.com  
E-mail: sales@airblastinc.com



## The Best Permeability Testing Instruments

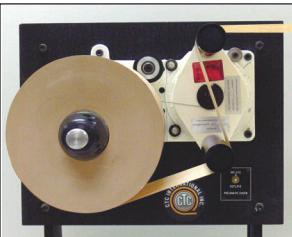
VAC-V2 gas permeability tester is applicable in films and sheets test of gas transmission rate, solubility coefficient, diffusion coefficient and permeability coefficient under different temperatures. Special features: high precision, high efficiency and curvefitting methodology function, which could assure you accurate test under temp. between -273°C-200°C. Standards: ASTM D1434, ISO 2556, ISO 15105-1.

**Labthink Instruments Co, Ltd.**  
Tel: 86-531-85811021, Fax: 86-531-85812140  
www.labthink.cn, Email: trade@labthink.cn

## New Banner Machine Safety Products Catalog

Now available, Banner's new 2006-2007 Machine Safety Products catalog. The 300 plus page, full-color catalog features Banner's extensive line of products for machine safety applications including EZ-SCREEN® Series Safety Light Screens and PICO-GUARD™ Fiber Optic Systems. Also included are a complete offering of accessories and application examples to enable your successful safety implementation. Download a free catalog from our website.

**Banner Engineering Corp.**  
www.bannerengineering.com/literature\_resources/catalogs/



## Unwind Tension Control Simplified

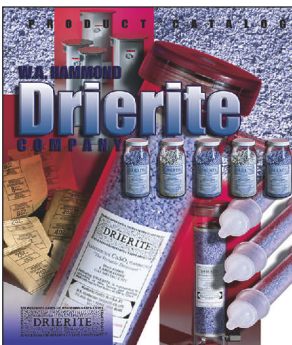
CTC Unwinds deliver precise constant web tension from full roll diameter down to the core, regardless of line speed or material. These simple mechanical units are compact and work without complicated electronics, yielding very accurate results. Just Bolt them on anywhere. With over 10,000 in operation, they are reliable and cost effective.

**CTC International**  
P: 973-228-2300, Fax: 973-228-7076  
web: www.ctcint.com

## NEW Super Seal™ Jr Induction Cap Sealer

The Super Seal™ Jr is the latest innovative sealing solution from Enercon. This dynamic system provides more power, more productivity and more versatility from a remarkably small footprint. Its ideal for lab applications and start-up operations as a reliable hand held sealer. It offers a unique over-a-conveyor upgrade option for packagers who grow into automated production.

**Enercon Industries**  
262-255-6070  
www.enerconind.com/sealing  
info@enerconind.com



## Drierite Desiccant Bags

DRIERITE Desiccant bags are filled with DRIERITE (anhydrous calcium sulfate), the highly effective and completely safe drying agent. DRIERITE will reduce the humidity in a sealed container to a -100 F dewpoint which is nearly 0% R.H. at ambient temperatures and will not release absorbed moisture. Packages that experience temperature changes during shipping and storage are best protected by including a DRIERITE desiccant bag.

**W.A. Hammond Drierite Co. LTD.**  
Tel: 937-376-2927, Fax: 937-376-1977  
www.drierite.com

## PVC/PETG/OPS Shrink Sleeves by Ameri-Seal Inc.

Offering Clear, Clear Printed "Sealed For Your Protection," Colored films, and Custom printed Shrink Labels & Sleeves. Full Service Contract Sleeving Division shrinks sleeves directly onto your products via heat/steam tunnel technology. THE HOLIDAYS ARE COMING. ORDER TODAY!

**Ameri-Seal Inc.**  
(818) 700-9036, (800) 220-7981, Fax: (818) 700-9062  
www.ameri-seal.com  
E-mail: mail@ameri-seal.com



## Daily Packaging News e-Newsletter

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

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

FREE subscription. Sign up at [www.packagingdigest.com/eletter](http://www.packagingdigest.com/eletter)



## Fast Economical Food Contact Parts Washer with PLC Validation System

The PPI KEN Maxi Cleaner is the perfect solution for large washing requirements. The PPI KEN holds up to three parts holders at the same time. The unique rack and spike system allows the user to adjust the machine to hold multiple sized items. The movable washing system with rotating wash pipes ensures that all items are washed from all angles. To reduce water consumption the precise amount of clean heated water is recalculated at each stage of the washing cycle.

**PPI Technologies Global**  
941-359-6678, www.ppistechnologies.com



# marketplace

Standard classifications are: Machinery & Materials; Contract Packaging; Career Opportunities. Other more specific classifications may be requested. 2007 rates are \$295.00 net per column inch (1 time frequency), \$275.00 net per column inch (3 time frequency), \$260.00 net per column inch (6 time frequency), \$250.00 net per column inch (12 time frequency). Add \$30.00 net per column inch for second color. Colors available are: Standard Red, Blue, Green, Yellow and Magenta. All rates are non-commissionable. Blind Boxes are available for a \$25.00 fee. Deadlines: 5th of the month preceding issue. Please send all materials, insertion orders to:



**PACKAGING DIGEST** Marketplace Sales Manager  
2000 Clearwater Drive, Oak Brook, IL 60523 • Fax: (630) 288-8750  
Attn: Barbara Levin • Phone: (630) 288-8474  
E-mail: [blevin@reedbusiness.com](mailto:blevin@reedbusiness.com)

## Machinery & Materials

**WATERLESS CAP SEALER®**  
Automatic & Semi-Automatic Induction Sealers

- Advanced "SMART SEAL™" digital induction sealer technology
- Compact/user friendly/stainless steel construction
- Complete inspection and quality assurance systems
- Maintenance and trouble-free
- Cost effective, seals a wide range of containers and caps
- Originator of the "Waterless Cap Sealer"

**AutoMate TECHNOLOGIES LLC**  
[www.automatetech.com](http://www.automatetech.com)  
34 Hinda Blvd., Riverhead, NY 11901 USA • Tel (631) 727-8886 • Fax (631) 369-3903

**ARENCO - TUBE FILLERS**

Field Service - Major Rebuilding  
Spare Parts and Size Parts Available  
Rebuilt Tube Fillers Available  
We Take Trade In Used Machines  
We Sell New Packaging Machines

**A.K. PACKAGING MACHINERY CO., INC.**  
P.O. Box 21 • New Milford, NJ 07646  
Fax/Phone: 201-265-2947  
[www.akpackaging.com](http://www.akpackaging.com)  
[akpackaging@hotmail.com](mailto:akpackaging@hotmail.com)

**Alloyd Brands**

- Custom Thermoformed blister and clamshell packaging
- Blister Packaging Machines
- RF Sealing Machines
- Reconditioned Machines
- Seal tooling
- Replacement parts
- On-site Service
- PMML-certified Operator Training

**www.alloyd.com**  
**800.756.7639 x5864**

**LOW COST, HIGH QUALITY Liquid Filling System**

**Believe it. It's an Oden Filler.**

- Benchtop and Automatic
- Versatile Fast Filling
- Liquids to Viscous Products
- Fast, Easy Changeover
- No Drips
- Fast Delivery

**SERVO/FILL®**  
Volumetric Liquid Filling Systems  
**Call 800-658-3622**

**Oden Corporation**  
199 Fire Tower Drive, Tonawanda, NY 14150  
800-658-3622 • 716-874-3000 • Fax 716-874-1589  
[www.odencorp.com](http://www.odencorp.com) • [sales@odencorp.com](mailto:sales@odencorp.com)

Call Oden for all your net weight and volumetric liquid filling needs.

**FAMILY OWNED WORLD'S LARGEST SUPPLIER SINCE 1912**

AGITATORS AMPULE FILLERS AUGER FILLERS BAG SEALERS BAR WRAPPERS BLISTER PACKAGERS BOX WRAPPERS CAN SEAMERS CANDY WRAPPERS CAPS CAPSULE FILLERS CARTONERS	CASE PACKERS CASE SEALERS CHECK WEIGHERS COLLOID MILLS COTTONERS DEDUSTERS DICERS DUST COLLECTORS DRYERS EXTRUDERS FILTERS FLOW WRAPPERS	FORM, FILL & SEAL FRYERS GRANULATORS GRINDERS HOMOGENIZERS INDUCTION SEALERS KETTLES LABELERS LIQUID FILLERS METAL DETECTORS MIXERS NECK BANDERS	PISTON FILLERS POWDER PRESSES PUMPS REFINERS REVOLVING PANS ROASTERS SCALES SHRINK TUNNELS SHRINK WRAPPERS SIFTERS SLICERS SOAP CUTTERS	SOAP PLODDERS SOAP PRESSES STRIP PACKAGERS TABLET COUNTERS TABLET PRESSES TANKS TUBE FILLERS UNSCRAMBLERS VACUUM PACKAGERS VIAL FILLERS VOLUMETRIC FILLERS WEIGHERS
---	---	---	--	--

**24,000 USED, REBUILT AND GUARANTEED PROCESSING & PACKAGING MACHINES  
LOWEST PRICES IMMEDIATE AVAILABILITY**

**NEW YORK** (T) 718.585.0200 • (F) 718.993.2650  
**CHICAGO** (T) 773.376.5400 • (F) 773.376.0634

**UNION STANDARD EQUIPMENT**  
[sales@unionmachinery.com](mailto:sales@unionmachinery.com) [www.UNIONMACHINERY.com](http://www.UNIONMACHINERY.com)

**FRAIN GROUP**  
**NEW ARRIVALS EVERY DAY!**

5E2200 Angelus Auto 6 Head Can Seamer 175-500 cpm  
5E3260 B&H Roll Stock Glue/Shrink labeler 500 cpm  
6M1644 Convenience Bunch Wrap Lollipops 800 ppm  
5E1165 Circle Liquid/Paste Filler 60 cycles per minute  
5E0861 Cornell D16 Horizontal S/S Paste Mixer 20 gpm  
5E1371 Econocorp Semi Automatic Cartoner 25 cpm  
5E3130 FMC Horiz Flow Thru Shrink Wrapper 160ppm  
5E2728 Focke & Co Case Erector/Packer/Sealer 15 cpm  
5D9943 Harnness Automatic Drop Case Packer 30 cpm  
5E0598 Hayssen Auto Horiz Inverted Wrapper 100 ppm  
5E2382 Imar Multi-lane Vertical form / fill / seal 180ppm  
5E1040 Kaps All Automatic 4 spindle Capper 80 cpm  
R23241 Kiss Pkg Semi Auto (6) spindle capper 150cpm  
5E0950 Kisters In-Line shrink bundler w/tunnel 120cpm  
6M1511 Lee 200 gallon S/S Single Motion 1/2 Jkt Kettle  
5D9898 Mateer Burt (2) Hd Auger Powder Filler 140fpm  
5E0184 MRM Elgin 16 Hd Rotary Piston Filler 240 fpm  
R23102 PDC 6"L Neck Band Shrink Tunnel 3 1/4" Dia

5E0220 Posimat 14 Pocket Bulk Bottle Unscrambler 200bpm  
5D9121 Prototype 28 Head Pic N Place Case Packer 600ppm  
5E0528 Ramsey S/S Dual Lane Checkweigher 165 feet / min  
5D9147 Randles Tuck Tray Former 25"L x 16"W x 4"H 65cpm  
5E1770 Raque Complete Tray Filling/Sealing Line 110 tpm  
6M1122 Rasch Semi Auto Fold/Bunch Foil Wrapper 70 wpm  
5E1630 Ross Vertical Double Planetary Paste Mixer 200 gal  
5E0876 Rovema Continuous Motion Form/Fill/Seal 160 bpm  
5D9085 Safeline Metal Detector 25" Aperture 2 3/8" Clearance  
5E0122 Saga Auto Double Fill Plastic Tube Filler 120 tpm  
5D9991 Scandia Semi Auto Horiz Hot Melt Cartoner 100cpm  
5E3501 Seitz 16 Head Rotary Counter Pressure Filler 75bpm  
R23312 Sergeant Semi Auto L Bar Sealer & Shrink Tunnel  
5D9591 Shanklin Flow Thru lap seal shrink wrapper 100ppm  
5E1020 Shorewood Auto Inline S/S P/S Front & Back Labeler  
5E3189 Sollich Guillotine slicer w/ widths: 400mm - 1300mm  
5E2660 Streamfeeder Portable Card Feeders 5500" / minute  
R23471 Video Jet 1 Head Ink Printer 1832 Characters / sec

**Chicago AREA (630) 629-9900 [www.fraingroup.com](http://www.fraingroup.com)**

● Bottle & Cap Handling  
● Change Parts Storage Carts  
● Used & Rebuilt Equipment  
● Installation & Design Services  
● Machine Repair Parts  
● Experts in Rebuilding Consolidated and Resina Capping Equipment

**CP CHANGE PARTS INC**  
231-845-5107  
Check us out > [www.changeparts.com](http://www.changeparts.com)

Serving "Family Owned" to "Fortune 500" companies

**BINER ELLISON**  
High Speed Packaging Machinery  
an ACCUTEC COMPANY

Rotary Filling, Capping, and Labeling

Single machines **starting at \$79,999.**  
Whether you need a single unit or a full line Biner Ellison has the solution.  
Call or go online to learn about our other great machines

1.760.598.6500 [sales@binerellison.com](mailto:sales@binerellison.com)  
1.888.741.2341 [www.binerellison.com](http://www.binerellison.com)

**PLASTIC BAGS**

Over 600 sizes of poly bags & zipper locking bags in stock for same day shipping. Unlimited custom options too!  
Free drop shipping, no minimum orders and a Low Price Guarantee. Call for your **FREE Distributor Catalog** or visit [www.InternationalPlastics.com](http://www.InternationalPlastics.com)

Packaging Distributor Hotline 1-800-433-0095

**www.plastimach.com**  
"thermoformers r us"

'96 Armac 2024, form/trim/stack inline  
'99 Alloyd 8S 1216 - 8 station rotary sealer  
94 Alloyd 6S 1216 6 station rotary sealer  
'96 Sencorp Model 2500 inline thermoformer

Tel: 800-394-1128 • Fax: 845-267-2825

**FOR SALE**

Used Form/Fill/Seal/Machines  
Also New Parts! Tape, Nichromes, Knives, Heaters, and More.

**Miller's Technical Service Inc.**  
630-553-1797 • Fax: 630-553-2165  
Since 1986

**REFURBISHED POLY BAGGING MACHINERY**

REFURBISHED LINE OF MACHINERY - "LIKE NEW", comes with a 90-day warranty, parts, installations & engineering available.

In stock:

- H-100® Baggers (all models)
- Conveyors: Bucket, Cleated and Belt
- Counters: 18" and 24"
- Scales: Automatic and Semi-Automatic
- Table-top Baggers
- Printers: Thermal Transfer and Hot Stamp

WE PURCHASE:  
USED H-100® BAGGING MACHINES ANY CONDITION, OR ANY OF THE APS LINE.

WE ALSO MANUFACTURE:  
PRE-OPENED POLY BAGS ON ROLLS  
USED ON THIS EQUIPMENT.

H-100 is a Registered Trademark of Automated Packaging Systems, Inc.

**Advanced Poly-Packaging, Inc.**  
**1-800-754-4403**  
1331 Emmitt Rd. • Akron, OH 44306  
330-785-4000 • Fax 330-785-4010  
[www.advancedpoly.com](http://www.advancedpoly.com) • [sales@advancedpoly.com](mailto:sales@advancedpoly.com)

**EAGLE**  
Flexible Packaging

**"Your Source for Short Run Flexible Packaging"**

- High quality 8 color flexible packaging printing
- Roll film for form-fill and seal
- Shrink Sleeves, Stand-up-pouches & more...

Ph. 630-876-6763 • www.eagleflexible.com

**PACKAGING EQUIPMENT**  
NEW & USED PACKAGING MACHINERY  
YOUR MIDWEST CVC DEALER

**"Complete "turn-key" line integration"**

**MIDWEST  
PACKAGING  
SYSTEMS**

PH/FAX: 636-225-1555  
E-mail: midwestpak@aol.com  
www.midwestpackagingsys.com

**We're the Sure Choice!**

770.307.4755 www.surekap.com

SureKap is more than a reliable packaging equipment manufacturer. We are devoted to building long term satisfaction with our customers as well as machines that last. Contact us to help with your next capping and filling equipment needs!

- Cappers
- Turntables
- Fillers
- Conveyors

**SUREKAP**  
Fills Right. Caps Tight.

- Inline Liquid Filling & Capping Systems
- Volumetric Gravity, Volumetric Pressure/Gravity & Pump Filling Technologies
- Thin to Thick Liquids including Molten & Foaming Products
- Food Grade, Sanitary, Pharmaceutical, Hazardous & Corrosive Environments

**E-PAK**  
MACHINERY INC

219-393-5541  
Check us out> www.epakmachinery.com

Serving "Family Owned" to "Fortune 500" companies

**Guaranteed for life...** **SWISS TOOLS**

SINCE 1878

**www.pbtools.us** R/c 58-60

**GALLIMORE INDUSTRIES, INC.**

- In-pack promotions and inserting equipment.
- Overwrapped and direct food contact inserts.
- AIB approved-superior rating.
- Lease, sell or use if we do the printing.
- Bandolier inserter also available.

847-356-3331  
800-927-8020  
mark@gallimoreinc.com  
www.gallimoreinc.com

**Top-Loc® Zippers**

Add convenience & value to your flexible packaging with our economical reclosable zippers. Adaptable to most substrates, they are qualified for use on a wide range of packaging machines. Offered in multi-configurations.

For information call  
**1-800-275-6577**  
ext.371  
E-mail: info@lpsind.com  
www.lpsind.com  
ISO 9001:2000 Certified

**LPS INDUSTRIES**

**VISUAL  
PACKAGING  
GROUP LLC (USA)**

**800-950-PACK**

Manufacturer of Blister Packaging, RF Sealing, Die cutting, Skin Packaging and Thermoforming Equipment  
www.visualpackaging.com

**shat-r-shield**

Shatter-Resistant UV/Germicidal Lamps Destroy Microbes-- Effectively and SAFELY

**Killer Combination**

- Perfect in HVAC and water systems.
- Eliminates bacteria, mold & viruses without toxic chemicals.
- Clear and tough, skin-tight safety coating provides shatter-protection.

(800) 223-0853  
www.shatrshield.com

USDA, FDA, OSHA Compliant NSF Certified

**AUGERS,**  
FUNNELS and PARTS  
for All-Fill, AMS, Bartelt®, Mateer and Spee Dee Fillers

- OEM QUALITY
- REFER TO PART NUMBER
- MOST ITEMS IN STOCK

**Auger Manufacturing Specialists**  
22A Bacton Hill Road  
Frazer, Pennsylvania 19355 USA  
USA & Canada, Toll Free: 1-(800)-544-1199  
(610) 647-4677 Fax (610) 640-9085  
www.augermfgspec.com  
E-mail: info@augermfgspec.com

VISA MasterCard AMERICAN EXPRESS DISCOVER

Registered trademarks used are owned by their respective owners

# marketplace

## Machinery & Materials

**COMPLETE BOTTLING SYSTEMS ... since 1941**

**www.kapsall.com**

Get the Reliability, Flexibility, Accuracy and Versatility you need in Packaging Machinery

- Unscramblers
- Orienters
- Bottle Cleaners
- Liquid Rotary and Straight Line Fillers
- Cap, Parts Feeders
- Automatic Cappers
- Conveyors
- Torque Monitoring
- Induction Foil Sealers
- Inspection Systems
- Complete Packaging Systems

The Proven Standard @ ... Since 1941.

**KAPS-ALL PACKAGING SYSTEMS INC.**

KAPS-ALL CAPPER® FILLS-ALL®  
FEED SYSTEMS® ORIENTAINER®

Fast Changeovers  
Little or no change parts required

200 Mill Road, Riverhead, NY 11901 USA • Tel (631) 727-0300 • Fax (631) 369-5939

**GARVEY CORPORATION**

**THE ORIGINATORS OF MODULAR CONVEYORS!**

208 South Rt. 73, Blue Anchor, NJ 08037  
Phone: 1-800-257-8581 www.garvey.com  
Email: infinity@garvey.com

Since 1880

**LOEB**  
Equipment & Appraisal Company

**The Ultimate Tool**

- Buying, Selling, Renting and Leasing High-Quality Processing and Packaging Equipment
- Certified Market Value Appraisals
- Equipment Warranties
- Asset Management Services
- Liquidating Single Machines and Entire Facilities
- High-Risk Leveraged Equipment Financing
- Reconditioning and Set-Up Services

Call Us At 1-800-560-LOEB  
www.loebequipment.com (5632)  
sales@loebequipment.com

**Dry Filling – that's AMS**

**Filling Every Expectation... every fill, every time**

**The AMS A-100**  
Fill rates: 10-25/minute  
The Foundation of Your Packaging Solution

**The AMS A-700**  
Fill rates: 90-480/minute  
High Speed Filling at its Best

SEE US AT SOUTHPACK BOOTH #1250

E-mail us at: salespd07@amsfilling.com  
1-800-647-5390 • www.amsfilling.com

**AMS FILLING SYSTEMS, INC.**

- Custom Systems
- Non-Proprietary
- Quick Changeovers

Visit our new website

**CERTIFIED REBUILT EQUIPMENT**

- **Certified** to be rebuilt using only Genuine Autobag® components.
- **Certified** to original specifications by factory-trained technicians.
- **Certified** to pass a minimum 20-point inspection for quality.

**Automated Packaging Systems, Inc.**  
**Certified Rebuilt Equipment Center**

HS 100 Excel • H100 • HS 211 • PI 4000  
Precision 200/300 • Accu-Count 118/124 • DAC 1000  
Accu-Scale • Kit-Veyor • Maximizer

**We Buy, Sell and Rent**

**Automated PACKAGING SYSTEMS**

www.remanufactured.autobag.com  
Call for a Quotation 800-316-6993

# marketplace

## Machinery & Materials

**DJS Enterprises**  
**NEW AND USED PROCESS AND PACKAGING EQUIPMENT**  
 Manesty Mark II-A 61 Stn Tablet Press • Alexanderwerk Lab Chilsonator-Granulator  
 Glatt Fluid Bed Dryers WSG-3 & WSG-5-2V • DL Tech Wraparound Labeler DL 152E  
 Rebuilt Bosch GKF 1200/1500 Capsule Fillers • Quadro Lab Scale High Shear Mixer Ytron 2  
 Palace Bottle Unscrambler Model P-2-4 • 1-105 Cu Ft S/S Twin Shell V Blenders  
 New Table Top Single Station Tablet Presses • Sweco 40 Cu Ft Double Ribbon Blender  
 API DURATech 2700 S/S Shrink Bundler S-PH • Visual 6 Stn Blister Machine SD86-C  
**Complete Packaging Lines** for Tablets, Capsules, Liquids, and Powders  
**Process Equipment:** Mixers, Tanks/Kettles, Granulators, & Coating Pans  
**www.djsent.com • email: sales@djsent.com**  
**MOST EQUIPMENT CAN BE INSPECTED IN TORONTO!!**  
 2700 - 14<sup>th</sup> Avenue, Unit 6 Phone: 905-475-7644 Toll Free: 888-DJS-SALE  
 Markham, Ontario L3R 0J1 Fax: 905-475-7645

**CARTONING CASEPACKING**  
**WANTED:** Manufacturing representatives  
 for United States & Canada  
**TPMI Mpls., MN**  
**www.tobinpackaging.com**  
**CUSTOM AUTOMATION**

**WHEN PERFORMANCE COUNTS**



**VOLUMETRIC FILLERS**  
 Liquids, Pastes & Powders  
 - direct draw fillers starting at \$2,250.00  
 - table top and multi-cylinder automatics  
 - heated hoppers, agitators, no drip  
 nozzles, conveyors, hand cappers, etc.  
**www.packagingenterprises.com**  
**GEYER** Packaging Enterprises Inc.  
 Philadelphia, PA  
 since 1914 **800-453-6213**

**Get Quality Assurance.**  
**We'll Keep You On Target.**



Thompson Scale's highly accurate and dependable checkweighers provide quality control by weight to help make sure that you give your customers exactly what they pay for. Not too much, not too little - just right.

- Stop Giveaway
- Cut Shorts
- Reduce Fines

- In-motion Checkweighers
- Universal Filler Controllers
- Remote Digital Displays
- Filling Machinery Upgrades

**4693i Intermediate Checkweigher**  
**Call us at 713/932-9071.**  
**TSC** Thompson Scale Company  
 WEIGHING SYSTEMS & PACKAGING MACHINERY CONTROLS  
**www.thompsonscale.com**

## Contract Packaging

**T.H.E.M.**  
**The Proven Stick Pack Solution**



Gateway To Global Packaging Solutions  
**800-322-8436**  
 5A Stow Road  
 Marlton, NJ 08053  
**www.them.net**

**Cuppac** **\*\*Portion Control! \*\***  
**Contract Packaging**  
 • AIB Superior, Kosher, HACCP  
 • Hot, Cold, Viscous, Cheeses, Liquids, Powders, Dry, Pre-wrapped  
 • Turnkey solutions from concept to consumer. No minimums  
 • Separate peanut/tree-nut packaging facility  
**Toll Free: 877/347-9725 • www.cuppac.com • info@cuppac.com**

**www.packagingdigest.com**

## Machinery & Materials

**SHRINK SLEEVE APPLICATION SYSTEMS**  
**TRIPACK**  
 • Automatic Shrink Sleeve Applicators  
 • Heat Shrink Tunnels  
 • Steam Tunnels  
 • Custom Material Handling  
**APPLICATIONS:**  
 • Primary Labeling  
 • Tamper Evident Banding  
 • Combo Packing/Bundling  
**Toll Free: 866-900-1255**  
**www.tripack.net**  
**\*NEW MSA-180\***  
 The most affordable sleeve applicator on the market!!

**KNF**  
 Bags Pouches Tubing Sheeting  
**FLEXPAC**  
**YOUR COMPLETE SOURCE FOR ENGINEERED FLEXIBLE PACKAGING SOLUTIONS**  
**KNF FLEXPAC CORP.**  
 Phone: 570-386-3550 • Fax: 570-386-3703  
 www.KNFcorporation.com  
 sales@knfcorporation.com

**LABELING MACHINES**  
 PRESSURE SENSITIVE & PLAIN PAPER



**ADVENT 200** STANDARD SKIP BLUE 1" to 1 1/2" DIAMETER  
**ADVENT 300** PRESSURE SENSITIVE NO AIR OR SENSORS  
**ADVENT 205** 5-GALLON • SKIP BLUE REGISTRATION  
**ADVENT 310** PRESSURE SENSITIVE PUSH THRU OPERATION  
**WWW.ADVENTMACHINE.NET**  
 FOR MORE INFORMATION AND ONLINE VIDEOS  
 ADVENT MACHINE LLC • T: 800-846-7716 • F: 323-728-2443

**BRINGING YOUR PRODUCTS TO MARKET FROM CONCEPT TO CONSUMER**  
**SPECIALIZING IN SUPPLY CHAIN SOLUTIONS**

**Aldelano Packaging Corp.**  
**Outsourcing Solutions**

<b>Contract Packaging</b> ▶ Anywhere in the US ▶ Test Market or ongoing	<b>Material Procurement</b> ▶ Source & Purchase Materials ▶ Manage Releases & Deliveries ▶ Many Industry Partners
<b>Manufacturing Support</b> ▶ On-Site Project Staffing ▶ Material Handling ▶ Laboratory testing	<b>Warehouse Logistics</b> ▶ Fulfillment ▶ Foreign Trade Zones
<b>Marketing</b> ▶ Packaging Design ▶ New Product/Display Concepts	

**Services Provided In Your Facility Or Ours**  
**1-800-9PACK99 (1-800-972-2599)**  
**www.aldelano.com**

Ask us about corrugated & packaging supplies!

## Labels

**CGMP**  
**Booklet Labels.com**  
 Copy Expansion Labels...  
**Let JH Bertrand Make Your Booklet Labels**  
 That's All We Do!"

**FEELING LUCKY?**

Don't rely on Lady Luck to bring in new business. Leverage the power and reach of **Packaging Digest** to gain new customers and increase your profits.

Place your ad TODAY!  
**Marketplace Advertising**

**Barbara Levin • 630-288-8474 • Fax: 630-288-8750**  
**E-mail: blevin@reedbusiness.com**  
**2000 Clearwater Drive • Oak Brook, IL 60523**

**Post Your WHITE PAPERS on the Industry's Leading Website**  
**www.packagingdigest.com**

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

**Step 1 –**  
 Go to [www.packagingdigest.com/upload](http://www.packagingdigest.com/upload)

**Step 2 –**  
 Complete the required information

**Step 3 –** Upload your white paper

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

**FREE!**

**PACKAGING DIGEST** [www.packagingdigest.com](http://www.packagingdigest.com)

» Posting your white papers on [www.packagingdigest.com](http://www.packagingdigest.com) is **FREE**.

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

Career Opportunities

Independent Reps Wanted

Leading checkweighing company is looking for experienced independent sales reps to help grow business in the United States, Canada, & Mexico. Packaging related exp. required.

Contact us at: 713-932-9071 www.thompsonscales.com



**RICK PASCAL & ASSOCIATES, INC.**  
Packaging Industry Executive Search & Recruitment  
Dedicated to finding the best packaging talent  
Rick Pascal, CPC  
P.O. Box 543, Fair Lawn, NJ 07410  
(201) 791-9541 ♦ Fax (201) 791-1861  
www.packagecareers.com  
Serving Our Clients Since 1984

**Shrink Films Sales Reps-Brokers**  
Expanding division of leading international film mfg. seeking independent mfg. reps. (indiv. or org.) Opportunity to sell all 3 types of premium quality retail display shrink films: Polyolefins, PVC, and Polyethylene. Multiple inventory locations. Previous Flexible Packaging sales experience a must. Shrink Films sales experience desirable. Please email agency information to: weisse@aepinc.com or call 201-931-7446

**INDEPENDENT AGENTS**  
**MAJOR CONTRACT MANUFACTURER OF COSMETIC PRODUCTS**  
IS SEARCHING FOR  
INDEPENDENT AGENTS TO PROMOTE  
ITS LINE OF EXCLUSIVE PRODUCTS AND SERVICES  
PLEASE SEND C.V. AND CONTACT INFORMATION TO  
“INDEPENDENT AGENT”  
quivo4@juno.com  
ABSOLUTE CONFIDENTIALITY GUARANTEED

**SALES DEVELOPMENT MANAGER**  
Growing custom closure manufacturer serving Food, Personal Care & Medical seeks highly motivated sales professional. Position will focus on developing new business in North America. Ability to identify, qualify & penetrate targeted national accounts a must. Candidates must have a minimum 5-yrs experience selling custom packaging. Salary plus commission. Benefits include HMO, PPO, Disability, 401(k).  
**HQC Inc. 230 Kendall Point Dr. Oswego, IL 60543 • Fax 630-820-5549 or e-mail employment@hqcinc.com**  
Please include salary requirements.

Modular Framing

**EzTube** Aluminum and Steel BOLTLESS Framing System  
www.eztube.com  
Tel: 800-833-2522  
Tel: 570-724-7420  
E-Mail: sales@eztube.com  
Fax: 570-724-7989  
INTERNATIONAL DESIGNS

**80/20** 80/20 Inc. The Industrial Erector Set®  
**NEW! HT Series™**  
For The Full Story...  
**www.8020.net**  
Toll Free: 877-248-8020  
Fax: 260-248-8029  
www.8020.net Modular T-Slotted Aluminum Framing!

www.packagingdigest.com

newsmakers (Continued)

**Yupo Corp.** announces several promotions: Paul Mitcham to director of marketing and sales, Dave Ofstein to director of quality assurance, Angelita Millendez to finishing manager and Cathy Rock to accounting manager.

**GROWING & GOING**  
**Transparent Container Co., Inc.** announces major manufacturing facility expansions at three locations. It opens a manufacturing facility in Ontario, CA, that is an extension of its Bensenville facility. It doubles the size of its Conyers, GA, facility. It acquires a larger facility in Berkeley, IL.  
**Eastman Chemical Co.** opens its new Columbia, SC, IntegRex



manufacturing facility, which produces the co.'s ParaStar PET resin.  
**Alcan, Inc.** opens its new \$42.6 million packaging plant in Reidsville, NC, which produces printed packaging including folding cartons and labels, for key customers in Alcan Packaging's global tobacco business.  
**James Alexander Corp.** expands its facility from 20,000 to more than 30,000 sq. ft.  
**Phoenix Contact** opens its new 15,000-sq-ft Customer Technology Center in Houston.  
**Greif, Inc.** established its regional headquarters for the Asia-Pacific region in Shanghai, China, in conjunction with the opening of its new steel drum plant in Shanghai. Vp and strategic business unit manager Eugene Wu leads the region. Greif also establishes Greif (China) Trading Co. LTD, based in Shanghai.

**BUYING AND ALLYING**  
**Linx Printing Technologies** announces that **Diagraph, An ITW Co.**, takes responsibility for Linx distribution in the U.S.  
The **Blackstone Group** (London, U.K.) acquires the **Klöckner Pentaplast Group** (Luxembourg) for \$1.8 billion. It also acquires the Pharmaceutical Technologies and Services segment from **Cardinal Health** for approximately \$3.3 billion.

ad index

	Page number	
<b>A Schulman Inc</b>	p.29	<b>Ohlson Packaging</b>
800/547-3746		508/977-0004
<b>A-B-C Packaging Machine Corp</b>	p.6	<b>PACK EXPO Las Vegas 2007</b>
800/237-5975		www.gopackexpo.com
<b>AC Tech</b>	p.42	<b>PakTech</b>
800/217-9100		541/461-5000
<b>AMI Expo</b>	p.39	<b>Paxton Products/ITW Air Management</b>
202/587-4200		800/959-8884
<b>Auto Labe Booth Mfg Co</b>	p.58	<b>PIAB</b>
800/634-5376		800/321-7422
<b>Automated Packaging Systems</b>	p.13	<b>Printpack Inc</b>
800/331-4414		404/691-5830
<b>Bodolay Packaging Machinery</b>	p.62	<b>Pro-face America</b>
813/754-9960		800/289-9266
<b>Bosch Rexroth Corp</b>	p.56	<b>QuickLabel Systems,</b>
800/REXROTH		<b>An Astro-Med Product Group</b>
<b>Caplugs Div</b>	p.61	877/757-7978
888/CAPLUGS		<b>RD Industries Inc</b>
<b>Cognex Corp</b>	p.59	800/759-7090, ext. 3
508/650-3000		<b>rose plastic USA</b>
<b>Colder Products Co</b>	p.25	724/938-8530
800/444-2474		<b>RSI Print Systems</b>
<b>Cortec Corp</b>	p.40	866/774-6847
800/4CORTEC		<b>SAS Automation</b>
<b>CTM Labeling Systems</b>	p.16	888/727-3628
330/332-1800		<b>Sato America Inc</b>
<b>Curwood Inc</b>	p.11	888/871-8741
800/544-4672		<b>Silgan Containers Corp</b>
<b>CVC Technologies</b>	C-3	818/348-3700
877/282-7333		<b>Sime</b>
<b>DAK Americas</b>	p.31	+39 02 722281
888/738-2002		<b>Sine Systems</b>
<b>Diagraph Corp</b>	p.28	586/465-3131
800/722-1125		<b>Stäubli Corp</b>
<b>Durex Industries</b>	p.52	800/257-8235
800/762-3468		<b>Stull Technologies</b>
<b>Eastman Chemical Co</b>	p.7	732/873-5000
www.ParaStarResins.com		<b>Sumitomo Drive Technologies</b>
<b>Econocorp Inc</b>	p.4	757/485-3355
781/986-7500		<b>Sun Chemical Corp</b>
<b>Esko</b>	p.69	800/933-7863
www.esko.com		<b>Tetra Pak Intl</b>
<b>FKI Logistex</b>	p.65	www.tetrapakusa.com
877/935-4564		<b>Transparent Container Co Inc</b>
<b>Flexicon Corp</b>	p.60	708/449-8520
610/814-0600		<b>Universal Labeling Systems Inc</b>
<b>Fres-Co System USA Inc</b>	p.12	877/236-0266
215/721-4600		<b>US Tsubaki Inc</b>
<b>Fumex Inc</b>	p.38	800/323-7790
800/432-7550		<b>Videojet Technologies</b>
<b>Garvey Corp</b>	p.8	800/654-4663
800/257-8581		<b>Visipak</b>
<b>Gateway Plastics Inc</b>	p.57	800/263-4552
262/242-2020		<b>WA Hammond Drierite Co</b>
<b>Gilbreth</b>	p.3	937/376-2927
800/630-2413		<b>Weyerhaeuser</b>
<b>Graph Expo</b>	p.41	800/TOP-BOXES
703/264-7200		<b>WS Packaging Group</b>
<b>Grove Gear, A Regal-Beloit Co</b>	p.64	800/TOP-BOXES
866/454-4327		<b>Yaskawa Electric America Inc</b>
<b>Hewlett-Packard Co</b>	p.33	800/YASKAWA
www.hp.com/go/oeminkjet6		
<b>Hitachi America Ltd</b>	C-2	
914/524-6645		
<b>Homeeas Industrial Co Ltd</b>	p.64	
+886-5-268-8966		
<b>ID Technology</b>	p.51	
817/626-7779		
<b>IMA Nova</b>	p.40	
978/537-8534		
<b>Institute of Packaging Professionals</b>	p.71	
630/544-5050		
<b>JW Winco Inc</b>	p.62	
262/786-8227		
<b>KHS</b>	p.18	
www.khs.com		
<b>Klöckner-Pentaplast of America</b>	p.14-15	
540/832-3600		
<b>KURZ Transfer Products LLC</b>	p.24a-b	
800/950-3645		
<b>Labthink Instruments Co Ltd</b>	p.68	
+86 531-85811021		
<b>Leuze lumiflex</b>	p.66	
248/486-4466		
<b>Monitoring Technology Inc</b>	p.4	
703/698-5520		
<b>NAFM Engineering Service</b>	p.9	
949/388-6371		
<b>National Adhesives</b>	C-4	
800/797-4992		
<b>Norden Inc</b>	p.70	
908/707-8008		
<b>Oaklee Intl Inc</b>	p.52	
800/333-7250		

Packagers in this issue

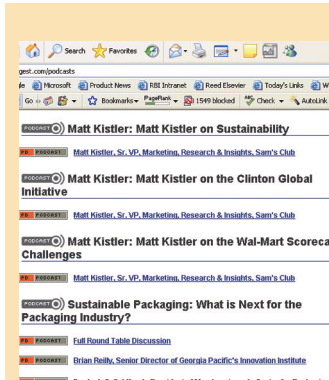
Art of Beauty, Inc. ....	50
DrinkMore Custom Water .....	30
EcoLab, Inc.....	6
Friendly Ice Cream Corp.....	44
Microsoft.....	22
Nice-Pak Products, Inc. ....	26
Office Max .....	6
Organic Valley.....	10
San Joaquin Figs.....	62
SkinMedica, Inc. ....	58
Tate & Lyle Canada, Ltd. ....	10
Unilever.....	6

also in this issue

<b>Info Showcase</b>	73
<b>Marketplace</b>	
Career Opportunities	79
Contract Packaging	78
Labels	78
Machinery & Materials	76,77,78
Modular Framing	79

...on  
packagingdigest.com

## Podcasts



**Podcasts:**  
**Matt Kistler talks to PD**  
Matt Kistler, sr. vp, marketing, research & insights at Sam's Club, discusses Wal-Mart's ever-evolving packaging scorecard, feedback from suppliers, the Clinton Global Initiative and the business quotient for the 'sustainable formula'. Visit [www.packagingdigest.com/podcast](http://www.packagingdigest.com/podcast).

## Research from Packaging Digest and the Sustainable Packaging Coalition

*Packaging Digest* and the Sustainable Packaging Coalition surveyed *Packaging Digest's* subscribers to understand the awareness and adoption levels of sustainability in the packaging marketplace. Download the PDF file and see the results of the survey at [www.packagingdigest.com/sustainstudy](http://www.packagingdigest.com/sustainstudy)

## newsbytes



Visit [packagingdigest.com/bytes](http://packagingdigest.com/bytes) for these top headlines in the packaging marketplace.

### European market best in years for manufacturers

Economic recovery in Europe is driving demand for major manufacturers in the U.S., the Reuters news service reports.

The trend is helping to offset slower demand domestically as the automotive and housing markets decline.

### Nestlé to buy Gerber for \$5.5 billion, expand in U.S.

Nestlé agreed to pay \$5.5 billion in cash for Gerber Products Co., which has 80 percent of the U.S. baby food market. Gerber is a unit of Novartis, another Swiss giant, which focuses on healthcare and pharmaceuticals.

### Passive RFID tag market to hit \$486 million in 2013

The North American market for passive RFID tags should be worth nearly half a billion dollars by 2013, up from \$124.6 million in 2006, according to a recent report by Frost & Sullivan Inc. The report also notes, however, that demand hasn't been as great as the RFID vendors had anticipated.

### Smurfit-Stone Corrugated Container plants earn Sustainable Forestry Initiative® Certified Sourcing designation

Smurfit-Stone Container Corp.'s corrugated container plants have earned the SFI Certified Sourcing Label from the Sustainable Forestry Initiative® Inc. (SFI).

Visit [www.packagingdigest.com/whitepapers](http://www.packagingdigest.com/whitepapers) to find white papers covering many aspects of packaging:

**White Paper:** The Total Cost of Ownership: Small character continuous ink jet coding

Diagraph, an ITW Co.

Download at— [www.packagingdigest.com/info/47](http://www.packagingdigest.com/info/47)

**White Paper:** Weighing Systems: What is a multihead weigher and what are the top 5 reasons to buy one?

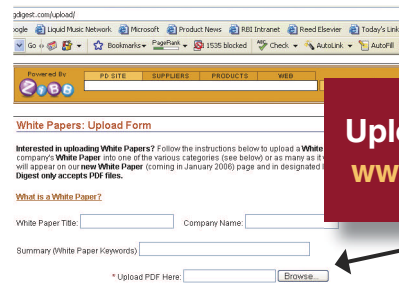
CombiScale Inc.

Download at— [www.packagingdigest.com/info/48](http://www.packagingdigest.com/info/48)

**White Paper:** Five essential steps for choosing a case packer

Econocorp, Inc.

Download at— [www.packagingdigest.com/info/49](http://www.packagingdigest.com/info/49)



Upload WHITE PAPERS for FREE!  
[www.packagingdigest.com/upload](http://www.packagingdigest.com/upload)

## sales staff

### Sales and Marketing Offices

**Steven Reiss**, VP, Publishing Director  
630/288-8807 Fax 630/288-8818  
[sreiss@reedbusiness.com](mailto:sreiss@reedbusiness.com)

**Robert W. Heitzman**, Publisher Emeritus  
630/288-8735 Fax 630/288-8750  
[rheitzman@reedbusiness.com](mailto:rheitzman@reedbusiness.com)

### SOUTHEAST/MIDWEST

**John Kimler**  
630/288-8736 Fax 630/288-8750  
[jkimler@reedbusiness.com](mailto:jkimler@reedbusiness.com)

### EAST/MID-ATLANTIC

**Lisa Evans**  
646/746-6418 Fax 646/746-6404  
[levans@reedbusiness.com](mailto:levans@reedbusiness.com)

### EAST/CENTRAL/ONTARIO/QUEBEC

**Tom Corcoran**  
610/696-1820 Fax 610/696-2159  
[thomas.corcoran@reedbusiness.com](mailto:thomas.corcoran@reedbusiness.com)

### WEST/SOUTHWEST/MIDWEST

**Glen Gudino**  
630/288-8751 Fax: 630/288-8750  
[gudinog@reedbusiness.com](mailto:gudinog@reedbusiness.com)

### Classified/Info Showcase

**Barbara Levin**  
630/288-8474 Fax 630/288-8476  
[blevin@reedbusiness.com](mailto:blevin@reedbusiness.com)

### INTERNATIONAL REPRESENTATIVES:

Europe **Anthony Rochman**

[anthonyrochman@btinternet.com](mailto:anthonyrochman@btinternet.com) 44 7939 151592

Germany/**Bettina Nubel** [eisenacher@t-online.de](mailto:eisenacher@t-online.de)

Australia/**Philip Brandon**

[pbrandon@partnerstoo.com](mailto:pbrandon@partnerstoo.com)

China and Hong Kong/**Liz Lee**

[lizhi@reedbusiness.com.cn](mailto:lizhi@reedbusiness.com.cn)

Israel/**Asa Talbar** [talbar@talbar.co.il](mailto:talbar@talbar.co.il)

Japan/**Masayuki Harihara**/Yukari Media Inc.

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

Korea/**Young-Seoh Chinn**, Ph.D./JES Media, Inc.

[jesmedia@unitel.co.kr](mailto:jesmedia@unitel.co.kr)

Singapore and Southeast Asia/**June Tan**

[june.tan@rbi-asia.com](mailto:june.tan@rbi-asia.com)

[baretella@exportwerbung.ch](mailto:baretella@exportwerbung.ch)

Taiwan/**Robert Yu**

[sales@wwstaiwan.com](mailto:sales@wwstaiwan.com)

**Mary Williams**, Marketing Services Manager

630/288-8745  
[mwilliams@reedbusiness.com](mailto:mwilliams@reedbusiness.com)

**Hilde Diestl**, Publisher's Assistant

630/288-8740  
[hdiestl@reedbusiness.com](mailto:hdiestl@reedbusiness.com)

Reed Business Information, A Division of Reed Elsevier Inc. • Specialized Business Magazines for Building & Construction • Computer and Communication • Electronics • Entertainment • Furniture Mfg/ Retail Furnishings • Hospitality • Manufacturing • Medical/ Scientific and Processing Publishing • and Printing/Packaging.

PACKAGING DIGEST® (ISSN 0030-9117) (GST# 123397457) is published monthly by **Reed Business Information**, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345. **Reed Business Information** is a division of Reed Elsevier Inc., is located at 360 Park Avenue South, New York, NY 10010. Tad Smith, CEO, Jeff Greisch, President, Chicago Division, John Poulin, Senior Vice President, Finance. PACKAGING DIGEST copyright 2007 by Reed Elsevier Inc. All rights reserved. PACKAGING DIGEST® is a registered trademark of Reed Elsevier Properties Inc. used under license. Periodicals postage paid at Littleton, CO 80126 and additional mailing offices. Circulation records are maintained at **Reed Business Information**, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345. Telephone: 303/470-4445. **POSTMASTER: send address changes to PACKAGING DIGEST®, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345.** Publications mail agreement No. 40685520. Return undeliverable Canadian addresses to: RCS International, Box 697 STN A, Windsor, Ontario N9A 6N4. E-mail: [subsmail@reedbusiness.com](mailto:subsmail@reedbusiness.com). Rates for non-qualified subscriptions, including all issues: USA, \$92.90 1-year, \$158.90 2-year; Canada, \$133.90 1-year, \$228.90 2-year (includes 7% GST, GST#123397457); Mexico, \$123.90 1-year, \$210.90 2-year; foreign surface, \$174.90 1-year, \$298.90 2-year; foreign air \$226.90 1-year, \$402.90 2-year. Except for special issues where price changes are indicated, single copies are available for \$10 USA and \$15 foreign. Please address all subscription mail to: PACKAGING DIGEST, 8878 South Barrons Blvd., Highlands Ranch, CO 80129-2345.

Printed in USA

Reed Business Information does not assume and hereby disclaims any liability to any person for any loss or damage caused by errors or omissions in the material contained herein, regardless of whether such errors result from negligence, accident or any other cause whatsoever

Vol. 44 No. 6

# CVC TECHNOLOGIES INC.

*"Leading Global Packaging Equipment Supplier"*



**CVC1220 Tablet/Capsule Counter and Filler.** Auto rejection system removes incorrectly filled containers off the conveyor track. This machine is also programmable to stop immediately when any one container is incorrectly filled.

**LABELERS  
TABLET PRESSES  
LIQUID PACKAGING LINES  
TABLET/CAPSULE PACKAGING LINES  
POWDER PACKAGING LINES  
BLISTER PACKING MACHINES  
END OF LINE PACKAGING**

**TAIWAN**

**USA**

**ITALY**

**RUSSIA**

**CHINA**

## Quality

## Value Service

CVC Technologies Inc. offers our customers not only quality equipment, but equipment that insures quality in their products.

We take pride in designing our equipment to be durable, repeatable, and easy to maintain. Our equipment meets or exceeds CE, CSA, GMP, and UL standards. Our products are produced in ISO 9000 and 9001 certified manufacturing facilities.

Our built in features of our equipment insure quality products. In-line inspections only allow acceptable products to be produced.

### **CVC Premier Dealer**

**Lakey Packaging Inc.**  
706 Bent Tree Drive  
Euless, Texas 76039  
817.540.0165 Phone  
817.685.9070 Fax  
[www.lakeypkg.com](http://www.lakeypkg.com)  
[lakeypkg@swbell.net](mailto:lakeypkg@swbell.net)

### **CVC Technologies Inc. USA Operations**

10861 Business Drive  
Fontana, CA 92337  
909.355.0311 Phone  
909.355.0411 Fax  
[sales@cvcusa.com](mailto:sales@cvcusa.com)  
[www.cvcusa.com](http://www.cvcusa.com)

### **East Coast Office**

2400 Main Street Extension, Suite 8  
Sayreville, NJ 08872  
732.316.5200 Phone  
732.316.9191 Fax

# Fast relief from **nozzle congestion.**



Our customers keep telling us they breathe easier because EASY-PAC Package Sealing Solution has the lowest operating temperature at just 200°F, and that means nozzles stay clean and char-free. With clean nozzles you'll benefit from reduced downtime, maintenance and overall cost in use. But that's not all. When you purchase EASY-PAC adhesive you get an entire Package Sealing Solution that includes a

- **Char-free, 200°F hot melt**
- **New hot melt application system**
- **Integrated Auto-fill system**
- **Convenient storage bin**
- **Replacement parts guarantee**

And, there's no capital expense for you to get the complete package.

EASY-PAC also comes with the promise that you'll achieve:

- **maximum packaging uptime**
- **lowest cost in use sealing**
- **hassle-free sealing, and**
- **premium operator safety**

EASY-PAC Package Sealing Solution...it's a breath of fresh air. Call us today for all the facts at **1-866-266-5565.**

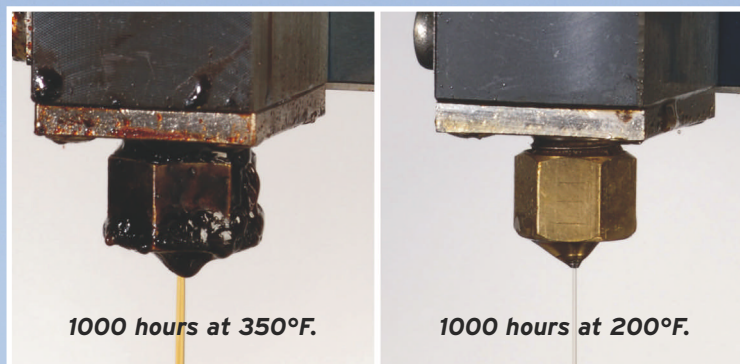
**National Adhesives**

**10 Finderne Avenue, Bridgewater**

**New Jersey 08807-3300 USA**

**Tel: 1-866-266-5565 Fax: 513-683-5310**

**Internet: [www.myeasypac.com](http://www.myeasypac.com)**



**Eliminate the primary cause of  
downtime with the EASY-PAC™  
Package Sealing Solution.**

**National Adhesives**  
*A National Starch & Chemical Business*