

Bagging to Budget

The Newsletter of Automated Packaging Systems

Issue 18



what willTM
you bag?

In this issue

What our customers say...

Faster Medical Device Bagging

Meat Packing with the
FAS SPrint Revolution

NEW Shipping Solution

Void-Fill Solutions

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Welcome



by Peter Wylie

Managing Director of
Automated Packaging
Systems Europe

In any situation in life, you can always find someone who's swimming against the tide. Whenever doom and gloom abound, there's always someone who has something to celebrate. In any recession, there's always a sector of the market place that's bucking the trend and expanding like mad.

Happily, I can see a number of product areas where Automated Packaging Systems is achieving just that. Our first, successful inroads to the world of Shipping Solutions paid off when AirPouch became the fastest growing void fill system in Europe. This offering was quickly augmented to include protective packaging, with the FastWrap bubble-on-demand line.

More recently, we have installed the first of our mail-order fulfilment bagging systems. And I just know this is an area that is going to see huge expansion in the months and years to come. The growth of internet shopping will see to that. I believe we are still just on the threshold of major social and commercial changes which will be triggered by the internet. The demise of many of our traditional, High Street retail chains is just the start of a radical, yet inevitable process.

So what will happen to the people element of trade and commerce? I believe this will become even more important in the next few years. The service and support required, to ensure this rapidly-developing Internet Age does not fall flat on its face, is going to be huge – and it will comprise largely an army of highly skilled, dedicated technicians and customer support operatives.

Since the founding of our company in 1962, Automated Packaging Systems has held the firm belief that the products you supply are only as good as the support you give them out in the field. Long-standing customer relationships are developed through service and support. Reputations are built by doing what you say you will do, and by acting quickly, and with the minimum of fuss, to find a solution when things need putting right.

We always take the view that we want to treat our customers the way we expect to be treated as customers ourselves. If we can at least work to that one fundamental principle, we won't go far wrong.

Peter

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Designed & Printed by Superdream Phone: 01527 573 770 Email: have@superdream.co.uk

Written by Whisper:pr

Nelson Stokes brakes the cycle of high packaging costs with Autobag

Nelson Stokes packs its range of 6500 brake hoses on an Autobag AB180 OneStep with Comcount Maximiser in-feed conveyer.

"Previously we packed into boxes and into plastic tube which we separated into pockets with heat sealers," explains commercial director Mark Stokes. "Since the switch we're much faster and more efficient, packing into pre-opened bags that are sealed automatically. Switching from packing one product to another is no problem, especially if all that's needed is a change to the labelling."

There is competition for access to the AB180 OneStep from elsewhere in the Nelson Stokes business. Historically the company packed its increasingly wide range of repair kits for wheel and master cylinders by hand.

"The new system drastically reduced the amount of time it takes to pack a kit. This wasn't the main reason for commissioning the AB180, but it's proven to be a very useful asset," say Mark.

Changing customers from boxes and tube to pre-branded and clear bags hasn't proved an issue. "Everyone we've shown bagged product to has been happy. One or two customers have needed to review their point-of-sale and storage - the new bags don't stack like the boxed product did. But they recognise the benefits; they can store 100 bagged hoses in an eighth of the space required for boxed product."

"It's still early days and we're learning to make best use of the new system," concludes Mark Stokes. "But six months after installation we're making improvements in our efficiency and the bagger and conveyer are performing well. Right now it's working almost full-time while we switch one of our biggest customers over to bags from boxes. As soon as that's done, it'll be back to packing kits for a while."

AB 180 OneStep™

The Autobag AB 180 OneStep - Flexible bagging system for fulfilment and short-run packaging applications

Prints the next bag out -
no product queue, no waste



Standard Features

- Print high-resolution text and graphics
- AutoTouch™ Control Screen
- Change bag sizes easily in less than 2 minutes
- Product Load Shelf to support heavier products

Typical Applications

- Mail order fulfilment
- Catalogue order fulfilment
- Short-run production with frequent changeovers in any market

Service & Support

Automated Packaging Systems supports and services more than 30,000 bagging systems worldwide, keeping them operating reliably and providing films, bags, pillows and pouches to meet customers' needs.

In the UK that service and support is delivered by a team of engineers in the field and a customer support team based at the company's European head office in Malvern, Worcestershire.

Service

Jim Lockyear heads a team of seven people that prides itself of protecting the Autobag reputation for reliability. For them, Total Systems Approach includes efficient preventative maintenance and an absolute determination to keep customers operating when very occasionally things do go wrong. They are involved early on to ensure that each system is carefully matched to customer applications, and take care of installation, training and post-installation checks as well as maintenance and repairs.

Support

For Sally Downey and the customer support team, Total Systems Approach is also about advocacy. Each member of the team has a specific job to do to make sure that customer needs are met and exceeded - from pre-empting bag, pillow, pouch and ribbon requirements to designing and implementing new bag branding to boost brand value. Customer support at Automated Packaging Systems is totally customer focused - Sally and the team are the customer's voice inside the business.



PS 125 OneStep™

The PS 125 Tabletop Baggers are specifically designed to bring simplicity, versatility, quality and value to hand load packaging applications.



Use the simple Push-to-Seal mode or choose the standard footswitch for hands-free bag sealing



Option with printer available



Standard Features

- Available with or without printer
- Small footprint, 550mm x 480mm, frees up valuable tabletop space
- Stores up to 10 jobs in memory for rapid recall
- Automatic bag sealing and indexing

Typical Applications

- Automotive & appliance parts
- Hardware & electrical
- Hobby & craft
- Cosmetics & beauty aids

PS 125 OneStep makes production cells work for Gripple

The Problem

Sheffield-based Gripple is an award winning manufacturer of patented engineering devices including the original Gripple fence tensioner. As part of its drive to continually improve efficiency, Gripple wanted to make and pack machine-side to reduce lead times and labour costs.

The Solution

Gripple purchased ten Autobag PS 125 OneStep Desktop bagging systems and installed them alongside its wire finishing machines. Instead of sending finished, coiled wire to the packing zone to be bagged in kits with Gripple tensioners, ground anchors and tools, the kits are now packed by the wire finishing machine operator at the point of manufacture.

The Result

- A complete step has been taken out of the kit production process
- Labour worth £100,000 per annum has been redeployed
- Lead times from order to dispatch have been reduced
- Stocks of finished products have been cut
- All instructions are now printed direct onto the bags replacing the old method of printing separate labels and attaching to the bag by hand



AB 180 HD-E

The HD-E system is specially designed for optimum performance in applications where thicker, tougher and stiffer films are required.

Colour AutoTouch™ control screen interface: 250mm screen, offers operator tutorials, data storage, help system and diagnostics



Powered Unwind System for control and accuracy



Thermal Transfer process can over print graphics, product details and instructions

Standard Features

- Engineered for specialist, complex and resilient film applications
- Large blower allows maximum pouch opening area
- Validatable seals through control of heat, pressure and time
- Change pouch sizes in less than 2 minutes

Typical Applications

- Medical paper
- Sterilisable devices
- Seal validation
- Heavy gauge materials

NEW mouth guard packed with innovation

The new Autobag AB 180 HD-E is specifically designed for clean room operations, packing medical devices and goods requiring terminal sterilisation.

That's why it was an obvious choice for PPI Medical's new mouth guard, which it makes and packs in its manufacturing facility in North East France.

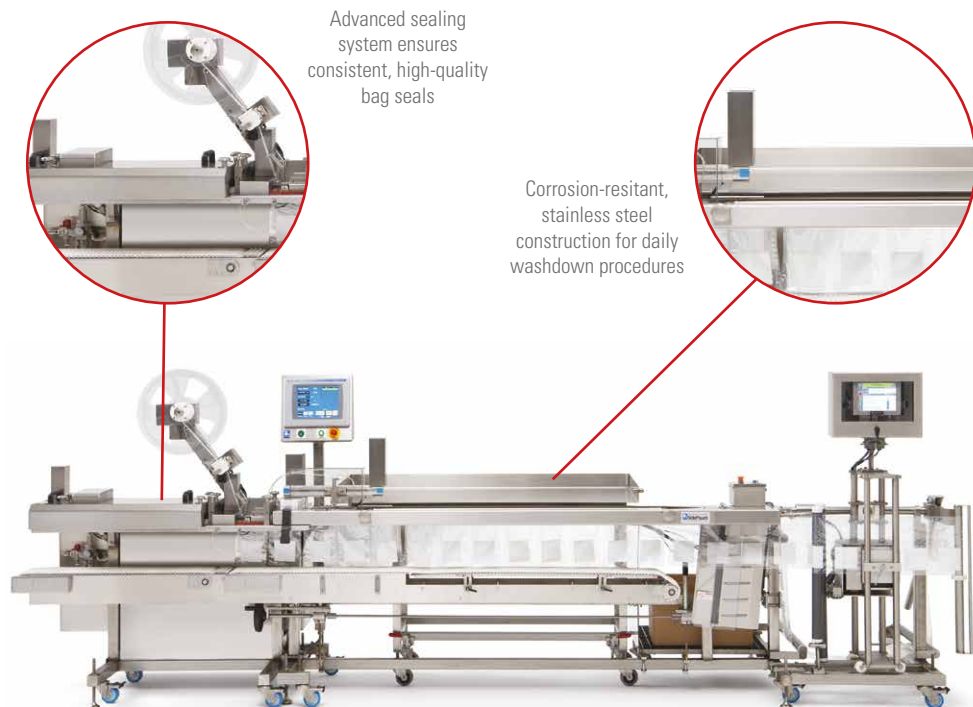
PPI Medical decision to invest in the AB 180 HD-E rests with Automated Packaging Systems' reputation for reliability and quality. Nicholas Kalisz, head of Autobag operations in France explains: "Our medical sector clients have very high security requirements and so demand a system capable of producing a validatable seal on multi-layer pouches combining barrier films with medical papers.

"The pouches are made with specifically chosen high quality materials compliant with ISO11607 parts 1&2 and EN868 parts 2-10. They come pre-sealed to the operator on three sides and are presented open and ready for loading at up to 30 pouches per minute, before being welded by the 8mm sealing bar and separated."

AB 180 HD-E audits temperature, pressure and duration of welding to ensure a validatable seal. Operator safety is also paramount: barriers and guards ensure that operators cannot access the pouch during the welding cycle.

FAS SPrint Revolution™

The FAS SPrint Revolution Bagging System brings new levels of speed and versatility to demanding packaging environments that require daily washdown procedures.



Advanced sealing system ensures consistent, high-quality bag seals

Corrosion-resistant, stainless steel construction for daily washdown procedures

Standard Features

- Operates at speeds up to 22 metres per minute
- Adjustable 1.5m load area accommodates multiple infeed configurations
- Entire system mounted on casters for mobility
- Footswitch for manual bag indexing

Typical Applications

- Frozen foods
- Meat, poultry, fish and meat by products
- Fresh produce, fruits and vegetables

US burger packers pick FAS SPrint Revolution

Productivity data released from the United States confirms FAS SPrint Revolution can boost output and cut meat packing costs.

American frozen burger manufacturers using the semi-automated FAS SPrint Revolution have shown a 50% increase in production capacity, achieved with 60% less labour.

The corrosion-resistant, stainless steel FAS SPrint is designed for convenient washdown and has an integral load area designed for multi-user operations. But according to Automated Packaging Systems Andy Pretious, the low capital outlay requirements and substantial savings in bagged unit costs are its most obvious draw: "Their customer makes and packs frozen burgers for the catering trade and looked at several different automated bag packaging systems before choosing FAS SPrint Revolution.

"Its speed, 150mm pass-through, and packer-friendly ergonomic design were the deciding factors. The SidePouch system delivers pre-opened bags along a horizontal track that is directly in front of the packer. A conveyor brings stacks of burgers to the packing station where they are manually inserted into the bags, and as each bag is filled, it continues along a track to be band-sealed, picked-up and boxed for dispatch."

Before the FAS SPrint Revolution was commissioned, the burgers were packed by four hand baggers. Now just two operators oversee bagging and the system outputs over 6400 bags per shift; a weighty 32,000lbs of beef burger.

NEW

AB 255 Horizontal - Mail Order Fulfillment Bagger

Introducing the Mail Order Fulfillment Bagger – Setting the pace for large-bag packaging technology and revolutionising pick-and-pack operations.



No labels required, address details printed direct onto the Autobag



Easy to use and easy to integrate with most warehouse management systems



Easy load area which can handle bags up to 400mm wide

Standard Features

- System handshaking using AutoLink™ ports allows tie-in to APS in-feeds and a wide array of third party equipment
- On-board memory stores job data ready for recall at a later time
- Colour AutoTouch™ control screen interface: 25cm screen, offers operator tutorials, data storage, help system and diagnostics

Typical Applications

- Clothing
- Shoes
- Multimedia products
- Household items

AirPouch®

The AirPouch Express 3 tabletop void-fill system provides easy to use air pillows on-demand for fast, easy packing ideal for void-fill applications.



Standard Features

- EZ-Tear perforations for easy separation and handling
- Produces air filled cushions at a rate of 15 linear metres per minute
- Portable, all-electric table top design requires no compressed air
- Knifeless system

Typical Applications

- Mail order fulfilment
- Electronic supply
- Automotive
- Pharmaceutical
- Office supply

How many AirPouch pillows does it take to pack a lightbulb?



The fillable pocket in a 200mm AirPouch pillow is 0.5cm wider and 1.5cm taller than its main competitor. That's 36cm² more inflatable area in every pillow.

Maximising the final inflated volume of a pillow reduces the number of pillows needed to fill a carton, but it has a vitally important side-benefit too. By increasing the fillable pocket size, AirPouch engineers have reduced the amount of material in seams and skirts, cutting wastage.

This means that whether packing light bulbs or lipsticks, or anything else that requires void fill or protective packaging, comparing the actual operating costs of air pillow systems is far from straight forward.

The AirPouch pillows come fan folded into a carton, substantially increasing the yield over rolled material, cutting downtime lost to changeovers and reducing shipping and storage requirements.

But it is the AirPouch system's exclusive EZ-Tear perforations that make the most significant impact on output capacity. Unlike standard perforations, EZ-Tear makes for an 80% reduction in pull effort required to separate the pillows. The result is faster and more efficient packing and less operator stress and strain.

NEW

AirPouch FastWrap: now available in green!



The distinctive green colour that heralds the environmental credentials is spreading. Until now it's been found mainly on AirPouch pillows, signifying that the oxodegradable and reprocessed films contain at least 90% pre-consumer recycled material and that the pillows themselves can be recycled after use.

New AirPouch FastWrap bubbles and tubes are available in green too, making the industry's most flexible, reliable and user-friendly on-demand packaging system one of the greenest around.

The AirPouch portable tabletop all-electric system is easy to set-up, simple to operate and perfect for high protective packaging productivity, allowing users to reduce shipping costs and increase customer satisfaction. At the touch of a button FastWrap is capable of producing up to 19 metres a minute, without the need for compressed air.

AirPouch FastWrap uses knifeless technology - there's no cutting system to blunt and therefore no need for replacements. Materials are fed from a high-yield box and operate in automatic or intermittent modes – one box of FastWrap generates more than 422 metres of protective packaging.

FastWrap™

The AirPouch FastWrap system produces filled bubble or tube quilts used for protective packaging, such as wrapping, interleaving, and block and brace applications.



Standard Features

- All electric design, does not require compressed air
- Reliable equipment, minimal maintenance requirement
- Compact design, small footprint
- Fast operation, up to 19 metres per minute

Typical Applications

- Electrical components
- Automotive aftermarket
- Cosmetics and health & beauty
- Hobby & craft products
- Glass & giftware
- Pharmaceutical and medical supplies



AB 180

Capable of bagging at speeds up to 80 bags per minute, this semi-automatic filling and sealing machine has been designed to be simple and easy to use.



AB 180 OneStep™

The Autobag AB 180 Onestep is a flexible bagging system for fulfilment and short-run packaging applications.



AB 255

The Autobag AB 255 wide bagger sets the pace for large bag packaging technology.



AB 255 OneStep™

The Autobag AB 255 OneStep is a flexible wide bagging system for fulfilment and short-run packaging applications.



AB 255 Horizontal - Mail Order Fulfillment

Setting the pace for large-bag packaging technology and revolutionising pick-and-pack operations.



AB 180 HD-E

The HD-E system is specially designed for optimum performance in applications where thicker, tougher and stiffer films are required.



PS 125

The PS 125 Tabletop Baggers are specifically designed to bring simplicity, versatility, quality and value to hand load packaging applications.



PS 125 OneStep™

The PS 125 OneStep includes the same conveniences of the standard PS 125 with the addition of a built-in PH 412 imprinter.



FAS SPrint Revolution™

Brings new levels of speed and versatility to demanding packaging environments that require daily washdown procedures.




Express 3™

The AirPouch Express 3 tabletop void-fill system provides easy to use air pillows on-demand for fast, easy packing ideal for void-fill applications.



FastWrap™

The AirPouch FastWrap system produces filled bubbles or tubes used for protective packaging, on demand.



"Our productivity hinges on the reliability of my bagging operation. That's why I choose Autobag."



Our range of Autobag equipment provides flexibility and efficiency to a range of industries where customers are improving their productivity. Whether stepping up from hand bagging or integrating into fully automated lines, we have an Autobag solution that will exceed your requirements



The protective packaging solution that reduces your transport costs while ensuring that products are transported securely. Whether your requirement is void-fill, wrapping, protection or block and brace our solutions are efficient and cost effective.



High capacity hand packaging or automatic infeeding. SidePouch offers packaging versatility and flexibility for a wide range of industry sectors.

UNITED KINGDOM

Automated Packaging Systems Ltd.,
Enigma Business Park, Sandy's Road,
Malvern, Worcestershire, WR14 1JJ
Tel: +44 (0) 1684 891 400
Fax: +44 (0) 1684 891 401
Email: mktonline@autobag.co.uk
www.autobag.co.uk

UNITED STATES

Tel: +1-800-527-0733
www.autobag.com

FRANCE

Tél: +33.4.72.15.86.50
www.autobag.fr

DEUTSCHLAND

Tel: +49 531 263050
www.autobag.de

BELGIQUE, NEDERLAND &

LUXEMBOURG

Tél: +32 2.725.31.00
www.autobag.be

POLSKA

Tel: +48 66 4985916
www.autobag.pl

