A Strategic Partnership

High Speed Stretch Wrapping in the Beverage Industry

Lantech and a bottled water company produce new standards for reduced packaging, efficient load wrapping and film quality.

> Lantech was always there, responding in a timely manner to our requests and helping achieve our goals by coming up with innovative solutions. We continue to focus on our partnership with Lantech, and we look forward to working together in the future."
>
> - Packaging Engineer at this prominent bottled water company

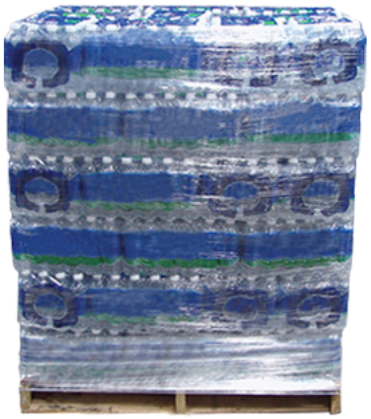
26% REDUCTION IN FILM USAGE PER LOAD PLUS REDUCTION IN CARDBOARD, PLASTIC AND OTHER SECONDARY PACKAGING

Bottled water is one of the most difficult products to unitize securely. Packaging such an unstable and heavy substance makes it difficult for bottled water companies to strike an efficient balance between effective containment and cost-efficient stretch wrapping.

Sustainability efforts have also led companies to reduce primary and secondary packaging, which makes it even harder to achieve a secure load wrap. Because bottled water isn't a high-margin business (average of .48 cents a case) there is a need to spend less on primary and secondary packaging; and damaged product is not an option. A lost sales opportunity, rework and strained business relationships, are all potential consequences of damage.

A leading bottled water company teamed up with Lantech to develop a system to achieve the required containment force for damage-free shipments, shed excess packaging, and maintain profit margin. As a result this leading bottled water company has reduced its stretch film usage per load by 25%, achieved a sustained containment force, and at the same time reduced the use of cardboard, plastic and other secondary packaging.

When the bottler began working with Lantech it had few wrap standards and experienced frequent film breaks. Operators tried to compensate by changing wrap settings, which produced a wide variation in the containment force and film usage of each load. The decision to partner with Lantech was not a quick or simple one. It came about after a thoughtful process that involved facility tours, interviews, and Q and A sessions. The company even sent loads to Lantech's Tech Center for testing before purchasing a machine. At the end of the day, both companies realized they shared the same stretch wrapping principles, and a common goal: To get loads from point A to point B without damage, at the lowest cost effectively shipped. The bottler's engineers, who understood the importance of containment force, quickly made the connection between containment force and effective and efficient packaging.



Technology that makes a difference

Lantech's exclusive stretch wrap features solidified the partnership and has helped the company make shipping process improvements:

Metered Film Delivery® was instrumental in achieving the required high amount of containment force while reducing the amount of film usage and breaks. New algorithms allow Metered Film Delivery to outperform conventional stretch wrapping technology with faster, more precise reaction speeds. A method of applying film to loads at a higher tension per revolution (compared to demand-based film delivery systems), Metered Film Delivery delivers double the wrap force per revolution of film; reduces film breaks; prevents crushing or twisting of the load; and wraps to the core of the film roll.

Load Seeking Clamp® eliminates film tails which have a habit of getting caught in downstream equipment, causing lines to shut down. Because this bottler's facilities are highly automated and have relatively low staffing levels, downtime is an ugly problem. Load Seeking Clamp minimizes downtime by eliminating film tails and reducing film breaks at the clamp (25% of all film breaks happen at the clamp). The bladder-style technology holds the film with three times the force of other clamps which drastically reduces the risk of film pulling out of the clamp. It also moves out to the base of the load, controlling the leading and trailing film tails, while providing tighter base wraps and more consistent wrap performance.

Pallet Grip® helps the company further stabilize loads by minimizing the impact of the "slosh" factor, a problem that causes water weight to shift suddenly on forklifts and in trucks. Pallet Grip helps keep products from shifting or sliding off the pallet during transport by creating a 3- to 6-inch film "cable" that's positioned just below the top runner boards and wrapped around the entire pallet. Because of the cable's placement, there's no risk of a forklift puncturing the film, compromising film tension, as it picks up the pallet.

Future State

A fully automated warehouse is the future state of this company. The partnership this bottled water company has formed with Lantech will help make that a reality. The company has installed high speed ring stretch wrappers with Lantech's Automatic Roll Change (ARC).

Automatic Roll Change (ARC) - Stretch wrappers periodically require staff to replace empty rolls of film. The ARC reduces the time an operator needs to spend at a machine by holding multiple rolls of film and detecting when a roll change needs to happen. When the machine detects an empty roll of film, or one with many flaws, the ARC moves into position beneath the roll carriage, removes the empty roll and rotates a new roll into place. The initial test results from the bottled water company showed the ARC was nearing the company's goal of achieving 12 hours without operator intervention.

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