

PACKAGING

SERVING CANADA'S PACKAGING COMMUNITY SINCE 1947



VEGGIE SPIRALS
STIR FRY KIT
PREPARATION DE SAUTÉ
SPIRALES AUX LÉGUMES

TERIYAKI

Sauce included - Sauce Incluse

*Ready in 5 minutes!
Prêt a 5 Minutes!*



BEST BEFORE / MEILLEUR AVANT
17 NOV 02 B297

PRE-WASHED, READY TO EAT / PRÉ-LAVÉ PRÊT À MANGER
NO PRESERVATIVES / SANS AGENTS DE CONSERVATION

BANDS ON THE RUN

Innovative banding solutions serve up a fresh new take on retail produce packaging and labeling

Story on page 14



CANPACO



FROM FARM *To Table*

EXPERTS IN PRODUCE PACKAGING

**CANADIAN
OWNED AND
OPERATED
FOR OVER
25 YEARS**

Canpaco, Canada's Leading vertically integrated manufacturing/distributing company, brings its expertise to the produce industry. Our unique film and paperboard converting/printing capabilities, coupled with stock release programs, differentiate Canpaco from all others.

We specialize in shelf life extension, technologically, advanced films, and leading packaging equipment. Utilizing the latest technology in shipping and inventory control, with multiple warehousing facilities and state of the art in-house logistics. We service and ship from coast to coast. Canpaco stands ready to meet and exceed all your produce packaging requirements.

Phone:
1-905-771-7791

E-Mail:
sales@canpaco.com

Web:
www.canpaco.com



The smarter way to print is with **true CIJ** innovation

 Videojet LifeCycle Advantage™ Enabled



It's here!

The new Videojet 1860 Continuous Inkjet Printer

1. True predictability

Industry-first ink build-up sensor provides true predictability and warnings of possibly degrading print quality, even before a fault occurs.

2. True remote services*

Multiple access options (Ethernet™, WiFi) and secure VPN communication meet highest standards in the industry as part of VideojetConnect™ Remote Service, and help to improve machine uptime and customer experience.

** Subject to availability in your country*

3. True IP rating

Optional IP66 rating for entire cabinet and hygienic design following industry guidelines; easier integration with slanted printhead design.

4. True scalability

Workflow modules help to customize the printer to perform the exact need required. It is easy to adapt the printer with new capabilities and functionalities, and to meet growing demands.



The Videojet 1860 – Discover the smarter way to print videojet.com/1860

 **VIDEOJET**



What **if** ...

complexity was
made simple?

 HUB CITY™

GROVE GEAR™

marathon®
Motors

SEALMASTER®

McGILL®

SYSTEM
PLAST®

At Regal... We make your conveyor run better.

- Complete integrated solution designed by our advanced efficiency experts
- Re-use existing framework retrofitted with Regal quality components
- On-site installation and start-up included

For more information, visit www.RegalPTS.com/MatlHandling

www.RegalBeloit.com
Creating a better tomorrow™ ...

Regal, Grove Gear, Hub City, Marathon, McGill, Sealmaster and System Plast are trademarks of Regal Beloit Corporation or one of its affiliated companies.
©2016, 2017 Regal Beloit Corporation, All Rights Reserved. MCAD16013E • 10018E

REGAL®

DECEMBER 2017
VOLUME 70, NO. 12

SENIOR PUBLISHER

Stephen Dean • (416) 510-5198
SDean@canadianpackaging.com

EDITOR

George Guidoni • (416) 510-5227
GGuidoni@canadianpackaging.com

FEATURES EDITOR

Andrew Joseph • (416) 510-5228
AJoseph@canadianpackaging.com

MEDIA DESIGNER

Brooke Shaw • (519) 428-3471
bshaw@annexweb.com

ACCOUNT COORDINATOR

Barb Comer • (888) 599-2228 ext 235
bcomer@annexweb.com

CIRCULATION MANAGER

Anita Madden • (416) 442-5600 x3596
AMadden@annexbizmedia.com

VICE PRESIDENT

Tim Dimopoulos • tdimopoulos@annexbizmedia.com

COO

Ted Markle • tmarkle@annexweb.com

PRESIDENT & CEO

Mike Fredericks

ANNEX BUSINESS MEDIA

80 Valleybrook Drive, North York, ON, M3B 2S9;
Tel: (416) 510-5198; Fax (416) 510-5140.

Canadian Packaging, established 1947, is published 10 times per year except for occasional combined, expanded or premium issues, which count as two subscription issues.

PRINTED IN CANADA
ISSN 008-4654 (PRINT), ISSN 1929-6592 (ONLINE)

PUBLICATIONS MAIL AGREEMENT NO. 40065710

CIRCULATION

e-mail: rthava@annexbizmedia.com
Tel: (416) 442-5600 ext 3555
Fax: (416) 510-5170
Mail: 80 Valleybrook Drive, Toronto, ON M3B 2S9

SUBSCRIPTION PRICE PER YEAR (INCLUDING ANNUAL BUYERS' GUIDE):
Canada \$74.50 per year, USA \$130.95 US per year, Outside Canada \$149.00 US per year, Single Copy Canada \$10.00, Outside Canada \$27.10.

From time to time Canadian Packaging will mail information on behalf of industry-related groups whose products and services we believe may be of interest to you. If you prefer not to receive this information, please contact our circulation department in any of the four ways listed above.

ANNEX PRIVACY OFFICER

privacy@annexbizmedia.com
Phone: 800-668-2374

DISCLAIMER: No part of the editorial content of this publication may be reprinted without the publisher's written permission. ©2017 Annex Publishing & Printing Inc. All rights reserved. This publication is for informational purposes only. The content and "expert" advice presented are not intended as a substitute for informed professional engineering advice. You should not act on information contained in this publication without seeking specific advice from qualified engineering professionals. Canadian Packaging accepts no responsibility or liability for claims made for any product or service reported or advertised in this issue. Canadian Packaging receives unsolicited materials, (including letters to the editor, press releases, promotional items and images) from time to time. Canadian Packaging, its affiliates and assignees may use, reproduce, publish, republish, distribute, store and archive such unsolicited submissions in whole or in part in any form or medium whatsoever, without compensation of any sort.

We acknowledge the [financial] support of the Government of Canada



DAMNED IF THEY DO OR DON'T

Ever get the feeling that the packaging industry just may be the victim of its own success? It seems every time the industry makes a significant breakthrough in packaging design or material construction, one can foresee a wave of inevitable backlash aimed at discrediting that innovation's value, vilifying its environmental impact or even questioning the right of that package to exist at all.

Given that any perceived shortcomings are bound to be magnified to the Nth degree on social media these days, making a package that will please everyone all the time can feel like an impossible task.

And yet that is exactly the kind of goal that suppliers of packaging materials, machinery and design expertise must constantly strive to achieve for the greater good of the industry and society at large.

With consumers having more purchasing options at their disposal than ever before—in large part thanks to the so-called Amazon Effect unleashed by the burgeoning e-commerce sector—a package has to work harder than ever before to capture the consumer's interest and attention.

For major consumer brands long accustomed to the old six-second rule stipulating that an average shopper will spend an average of six seconds scouting the retail shelf before making the final purchasing decision, the new reality of consumers finalizing their shopping list online before actually going to the store to pick up their stuff, or simply have it delivered to their door, can be unsettling.

And while there is no neat one-size-fits-all solution for each and every brand to overcome this challenge, market research experts at the once-mighty photog-

raphy giant **Kodak** have identified a few promising market and consumer trends that just may point some of the FSMG (fast-moving consumer goods) brand-owners in the right direction:

• **Using smart packaging to strengthen connection to consumers.** According to Kodak, flexible packaging printers must "continue to push the limits of innovation by seeking ways to enhance their packaging to be more appealing to consumers' physical senses in the retail environment.

"This will include having packaging join the Internet of Things, so think of using packages to facilitate brand loyalty programs or to trigger offers to instantly repurchase products when sensors indicate they're nearly used up."

• **Growth through variety, not volume.** Brands should look to expand the product lines they sell, according to Kodak, but not necessarily the amount of product going on the shelves. In fact, packaging run lengths are decreasing.

"This creates an opportunity for printers to become more valuable partners by offering digital printing options to brands and packaging printers needing customization and efficiency."

• **Modern packaging for small and local businesses.** With consumers increasingly looking to "shop small" and support local businesses, many of these businesses don't have the volume to justify printing smart, customized packaging on newer technologies.

Says Kodak: "Basic digital capabilities, however, will now allow these printers to take on these short runs and bring smaller businesses into the world of smarter, more customizable packaging that will help them stay successful within their communities."

Nothing wrong with that we say, nothing at all.

★ COVER STORY

14 BANDS ON THE RUN *By Andrew Joseph*

Feisty Ontario fresh produce processor serves up a masterclass of product innovation and transparency with a robust banding solution for its shapely culinary creations.

Cover photography by Naomi Hiltz



DEPARTMENTS & COLUMNS

- 3 UPFRONT** *By George Guidoni*
- 4-7 NEWSPACK**
Packaging news round-up.
- 8-9 NOTES & QUOTES**
Noteworthy industry briefs.
- 10 FIRST GLANCE**
New packaging solutions and technologies.
- 12 ECO-PACK NOW**
The latest on packaging sustainability.
- 13 imPACT**
A monthly insight from **PAC, Packaging Consortium**
- 39 PEOPLE**
Career moves in the packaging world.
- 39 EVENTS**
Upcoming industry functions.
- 40 CHECKOUT** *By Shannon Kaupp*
Joe Public speaks out on packaging hits and misses.

FEATURES

- 18 MANY SHADES OF GRAY** *By Andrew Joseph*
Hitachi inkjet coders making top grades for performance and reliability at a busy Ontario egg processing operation.
- 22 FREEDOM OF THE PRESS** *By Andrew Joseph*
Fast-growing paperboard converter leverages proactive capital investment and exceptional customer service to thrive in a cutthroat marketplace.
- 26 READY TO DELIVER** *By George Guidoni*
Fast-changing retail landscape paving way forward for more widespread adoption of retail-ready packaging formats across multiple channels.
- 32 IMOTIONAL RESPONSE** *By George Guidoni*
German manufacturer of industrial thermoplastic solutions working hard to maintain rapid growth in the packaging sector through groundbreaking product innovation.
- 34 FROM FEED TO FORK**
A preview to the upcoming **2018 IPPE** meat industry showcase.
- 35 MAXIMUM RESULTS** *By Andrew Joseph*
A new thermoforming system enables small Ontario meat processor to punch well above its weight in the local markets for gourmet-quality sausage and deli meats.
- 38 BLASTS FROM THEIR PASTS**
Our readers recall the good old days in the packaging business in a historical retrospective marking our magazine's 70th anniversary.

NEW CANADIAN OFFICE PUTS OMRON ON A FIRMER PATH TO GROWTH IN QUEBEC

Industrial automation and electronics group **Omron Automation Americas** has significantly expanded its presence in the Canadian market with last month's opening of its new Montreal office.

Located in the prestigious Dorval business complex, the expanded Montreal test lab will provide Omron's French-speaking customers with hands-on, proof-of-concept testing of automation solutions with on-site access to operating robots, motion control, machine safety, HMI (human-machine interface), vision, sensors and control components.

"Our new offices will enhance customer interaction with our latest technologies as they seek solutions to their manufacturing challenges," says Peter Brouwer, general manager of **Omron Canada**.

"Now that we operate as a Pan-American business, we are able to provide uniform service and support for our French-speaking customers' needs."

Headquartered just outside of Chicago in Hoffman Estates, Ill., Omron Automation Americas has significantly boosted its product offering in the last couple of years through the acquisition of robotics manufacturer **Adept Technology, Inc.**; motion



Left: Adept Technology robots are now part of Omron's growing product portfolio.

Right: The new Omron Canada office is located at 1675 Trans-Canada Route, Suite 105, Dorval, QC J9P 1J1. Tel. 1 (866) 986-6766.

control systems specialists **Delta Tau Data Systems**; and industrial barcoding systems developer **Microscan Systems, Inc.**

"The acquisition of Adept Technology is intended to integrate Omron's strength of 'Input, Logic, Output and Safety' and Adept's competence in 'R' (Robotics) to generate unique automation solutions for global manufacturers," says Omron's senior managing executive officer Yutaka Miyanaga.

LITEHOUSE BRAND SPREADING ITS WINGS WITH A REFRESHING PACKAGING UPDATE

Dip it, spread it or just pour it on, it's hard to go wrong with the iconic **Litehouse** brand of dressings and dips literally made by people for the people at a 100-percent employee-owned company started up in Hope, Idaho, over 50 years ago as a small family restaurant catering mostly to summer tourists.

Today operating three U.S.-based production facilities to produce a broad array of dressings, condiments, sauces and cheese, **Litehouse Inc.** generates over US\$100 in annual sales of its **Litehouse** brand products, mostly retailed in the refrigerated produce departments at most leading Canadian and U.S. grocers.

Already ranking as the top-selling RSD (refrigerated salad dressing) brand in both Canada and the U.S., the **Litehouse** product family is currently upgrading its traditional look with a refreshed packaging design for its core line of dressings and dips to cement its enviable consumer brand loyalty.

Working with renowned New York City-based branding agency **Wallace Church & Co.** to design the new graphics, the company is aiming to introduce 53 repackaged SKUs (stock-keeping units) into the U.S. market by the end of the year, to be followed by a national rollout across Canada in February of 2018.

According to Litehouse, the company conducted extensive consumer research and testing to create the new trend-setting design and color palette that underscores its unwavering commitment to taste, freshness and real ingredients.

"The employee-owners of Litehouse take great pride in our products, and the new design highlights great taste, real ingredients and nutrition claims, as well as the versatility of our products, which we know is important



to consumers," says Litehouse president and chief executive officer Jim Frank.

"We updated our branding with the consumer in mind, and invested in research to ensure the final product would appeal to brand loyalists and new consumers alike.

"The new design makes selecting Litehouse products easier than ever,"

says Frank, citing the new easy-to-read flavor names printed in a big, bold, contemporary font, and vibrant color bands for quick and easy flavor identification.

Featuring custom, top-down food photography to illustrate the high-quality natural ingredients inside the classy glass bottles and jars, "The packaging and branding refresh will help Litehouse stand out on-shelf and drive sales for the brand and RSD category," Frank extols.



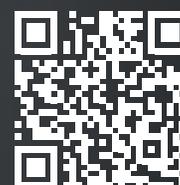
BALLUFF

BE ON THE SAFE SIDE.

Balluff smart safety.

New: Safety over IO-Link

Automation demands safety. Because the only way to sleep peacefully is without any danger to people and production systems. Therefore, we have developed the Balluff Safety Hub. The first integrated safety solution over IO-Link! Easy to integrate, quick to react and frees up space in the control cabinet. And this is just one of our new safety components. In Balluff quality.



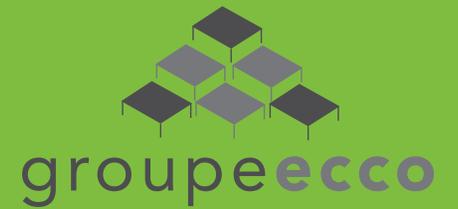
www.balluff.ca

B innovating automation

Extending Our Commitment to the Canadian Paperboard Packaging Market



and



are part of:



Inspired Packaging.
A World of Difference.



With the acquisition of Seydaco Packaging Corp. and Groupe Ecco, we have solidified our leadership position in the Canadian Marketplace.



With the addition of facilities in Québec and Ontario, we offer the best single-source solution for folding cartons, microwave cooking solutions and packaging machinery.



Our packaging solutions are part of a fully integrated global supply chain with coast-to-coast logistics dedicated to giving your brand a competitive edge.



Expertise in the Canadian Food Marketplace, the Canadian Away-from-Home Market and Micro-breweries makes GPI your partner for success.

Learn more about our packaging solutions.

graphicpkg.com

NETPAK PACKAGING ANNOUNCES MAJOR INVESTMENTS

Because you're ultimately only as competitive as the key customers you serve, investing in new automation technologies is a new manufacturing reality that Montreal-based **Netpak Packaging Inc.** is eagerly embracing.

Serving a growing customer base in the food-and-beverage, pharmaceutical and beauty product sectors with high-quality folding cartons, labels, POP (point-of-purchase) displays and printed corporate literature, the company's Montreal plant is undergoing a multimillion-dollar capital upgrade to turn it into a highly-automated and flexible package printing and converting operation ready to turn on a dime, according to the company.

"The packaging converting sector is in a consolidation phase, and its domination by large multinational companies leads to longer lead-times for customers," says company co-owner Carlo Cammalleri, who co-founded Netpak with business partner Salvatore Novello in 2003.

"Our clients are operating in a very competitive market, where short runs, fast turnover and flexibility are a key competitive advantage," Cammalleri states, saying the new equipment will enable the plant to increase productivity, enhance quality and reduce lead-times.



According to Cammalleri, the capital investment projects include installation of two **ABB** palletizing robots (see picture); a fully-automatic wastepaper baler; and five **Baumer hhs** glue detection systems to be installed on each of the plant's five folder-glueers.

As company co-founder Novello explains, "Netpak has become a strategic partner to successful brands by aligning its investment priorities with the requirements of the markets they serve.

"Thanks to our highly qualified employees, state-of-the-art technology and innovative practices, we are positioning our Montreal plant to become one of the most modern packaging converting facilities in North America."

INSULATED BOX A WINNER

A box is rarely just a plain old brown box when it is made by Canada's leading containerboard packaging manufacturer **Cascades Inc.**



Developed for shipping temperature-sensitive food products by mail, the company's **northbox** isothermal container—

made entirely of recycled materials—has been selected as this year's winner of a *Food Innovation Award* from the **Food Processing Council of Quebec (CTAQ)** in recognition of its technological innovation, product conservation and sustainable development attributes.

"The northbox is the fruit of a remarkable team effort, our culture of innovation, and more than 50 years of expertise in eco-packaging design," says Luc Langevin, president of **Cascades Specialty Products Group** in Kingsey Falls, Que. "This packaging solution was developed entirely by Cascades in collaboration with our customers, which made it possible to meet their specific needs in a high-growth market."

FORMULATING
FILLING
LABELLING
SHIPPING
DONE

EASY

We'll do the jobs you don't want to. From pesticides to plant food and everything in between. Give us a call today.

bpi **biederman**
packaging inc.

Contract packaging of powder and granular products.

905.628.5298 | **Biederman.ca**

ON FAST TRACK TO A CLEANER FUTURE



Despite its well-earned praise and acclaim as one of Canada's leading suppliers of sustainable packaging solutions, containerboard and tissue group **Cascades Inc.** is continuing to develop novel new ways to reduce its carbon footprint.

Cascades executive chairman Alain Lemaire (*left*) and chief executive officer Mario Plourde show off one of the new charging stations installed by the company.

Late last month, the Kingsey Falls, Que.-headquartered company launched a new employee incentive program to entice its staff to acquire an electric vehicle.

Initially limited to about 1,400 full-time workers out at the Kingsey Falls operations, the so-called "transportation electrification program" offers a \$2,000 financial incentive for employees who acquire an electric vehicle in the next year—on top of existing government grants and incentives.

As part of the program, Cascades has installed 22 new 240-V charging stations, and one 480-V charging station, at its various plants in Kingsey Falls to allow participating employees to charge their vehicles for free.

With a total of 20 charging stations serving a population base of about 2,000 people, Kinsey Falls is now a *de facto* "most plugged-in" community in Quebec, according to Cascades.

"Since its beginnings, Cascades has been focused on innovation that reduces its environmental footprint and sets an example in sustainable development," says Cascades president and chief executive officer Mario Plourde.

"Knowing that a change in transportation habits is required to make a substantial dent in GHG (greenhouse gas) reductions, we believe that this unique pilot project is an important gesture for the future."

RECYCLING PROGRAM TAKES AIM AT FLEXIBLE PACKAGING WASTE

Many recyclers dread having to sort and separate plastic flexible packaging products from the wastestream, but few recyclers boast the earnest zero-waste mindset driving **TerraCycle's** tireless waste collection efforts across North America and beyond.



Here in Canada, the recycling pioneer recently launched a major new initiative targeting nationwide collection of flexible packaging used for five core brands of the **Hain Celestial Group**, which includes the popular **Yves Veggie Cuisine** brand of meatless hot-dogs, burgers, sausage, delicatessen and other meat substitutes foods made with soy protein and plant-based ingredients.

Also targeting Hain-Celestial's **Earth's Best** baby food pouches, **Europe's Best** frozen-fruit and frozen-vegetable plastic packaging, **Tilda** rice bags and pouches, and snack bags used for the **Terra**, **Sensible Portions** and **Garden of Eatin'** brands, the program encourages individual consumers, charity groups and schools to collect the discarded packaging used for these brands and ship them to **TerraCycle Canada, ULC** in Toronto.

For every pound of waste shipped to TerraCycle, collectors can earn \$1 to donate to a school, a non-profit or a charitable organization of their choice.

Pure & Simple...
P Stands for
PERFORMANCE.

VC999 Packaging Systems is Proud to Introduce,
The NEW *p*-Series packaging system.
A Huge Leap Forward in Packaging Technology.

The p-Series by VC999

- Skin, MAP, & Vacuum on ONE machine
- All Stainless Design
- Easy-Access, Low-Cost Maintenance.
- Rigid & Flexible Materials.
- Manufactured in North America.

Visit VC999:
OIMP Meat Expo • PackEX
AAMP • Pack Expo
Process Expo, Boston Seafood,
And More!

Find Out How VC999 Can Help Your Business!

See More at VC999.com

Call 877-435-4555 • Sales.Canada@VC999.com

A DIVISION OF
INAUEN GROUP

EMERGENCY INSPECTION SERVICES

24/7 ON-SITE X-RAY SERVICES

Plan Automation can help with our X-ray emergency inspection services.

We supply the latest **Eagle PI X-ray technology to your site**, operated by our certified Plan Automation Product Inspection technicians.

Our technology & support services will **quickly help you inspect and reclaim your finished goods.**

INSPECT YOUR FINISHED GOODS, CASE OR PRIMARY PACKAGE:

- Food & Beverage
- Meat & Poultry
- Cosmetics & Pharmaceutical
- Consumer goods
- Industrial



We also sell new equipment and offer lease to own or long term rentals.



Plan Automation – Eagle PI.

Food Safety is our Business.
emergencyinspection@planautomation.com | www.planautomation.com/x-ray/emergencyinspection

416-479-0777 x102

Zund America hires Heather Roden as Strategic Account Manager for Graphics & Packaging



Zund America, North American distributor of the Zünd digital cutter and software portfolio, has announced the appointment of Heather Roden to the newly created role of Strategic Account Manager – Graphics & Packaging. With immediate effect, Heather will be serving key accounts currently in the customer base as well as seeking new partnerships with graphics and packaging providers.

Based out of the greater Chicago area, Heather comes to Zund America with extensive experience in the print industry, having held a variety of positions in prepress management, art direction, publishing, and in-house marketing. Most recently she was a product manager for a wide-format device portfolio which included a series with one of the largest global install bases. She is a member of Girls Who Print, former award winner of Graphic Design USA American Inhouse Design and Mature Media, and has spoken for SGIA at Graphics Canada.

Says John Cote, Zund America's National Sales Manager: "We look forward to having Heather coordinate our efforts interdepartmentally in graphics and packaging and manage the special support systems required for large, nationwide accounts."

As for Heather, she is thrilled with the opportunity to continue serving the PSP and packaging communities with the most reliable and productive finishing system on the market.



■ Atlanta, Ga.-headquartered paperboard packaging group **Graphic Packaging International, Inc.** has reached an agreement to acquire the Mississauga, Ont.-based folding-carton producer **Seydaco Packaging Corp.** and its affiliates **Groupe Ecco Boîtes Pliantes Ltée** of St.-Hyacinthe, Que. and **National Carton and Coating Co.** of Xenia, Ohio. With annual converting capacity of about 20,000 tons of paperboard, Seydaco serves a well-established client base in the foodservice, food, personal care, and household goods markets, generating annual revenues of approximately \$40 million. Pending the passage of related regulatory approvals, expected to be completed before the end of the year, Seydaco will operate as part of **Graphic Packaging International Canada**, a wholly-owned subsidiary of **Graphic Packaging Holding Company**. "We are delighted to join Graphic Packaging [and] our employees and customers will truly benefit from this transaction," says Seydaco president David Seychell. "Our history of providing customers with high-quality, value-added packaging solutions and our speed-to-market philosophy, combined with Graphic Packaging's strong global position, will bring much added value to the paperboard packaging marketplace."

■ **Tonejet Limited**, U.K.-based manufacturer of digital printing technologies and **Rockwell Automation**, Milwaukee, Wis.-headquartered automation technologies giant, have been announced as winners in the *Innovative Partnership* category at last month's *Innovation Awards* gala at the *InPrint 2017* industrial print exhibition in Munich, Germany, for the companies' collaboration in the development of the **Tonejet Cyclone** digital two-piece can decorator for direct-to-shape metal can printing. Incorporating Tonejet's advanced electrostatic DOD (drop-on-demand) digital print engine and Rockwell's *iTRAK* intelligent transport system combining linear and rotary motion, the *Tonejet Cyclone* was designed to overcome limitations of conventional can printing production related to a lack of flexibility in transport and handling processes, where the slowest process dictates the indexing time and the largest operation dictates the overall size of the machine. Said to offer virtually limitless product customization and personalization possibilities for beverage producers, the *Tonejet Cyclone* deploys the *iTRAK* system to accurately transport the cans





CAPMATIC®

PRIMARY PACKAGING SOLUTIONS

REBEL™

Double-Indexing platform assortment



- Positive pick and place plugging station
- Positive pick and place cap placement and/or pre-tightening station
- Independent final cap torquing/crimping station with torque control

- To be operated by one person
- Quick, repeatable change-overs.
- Speed up to 120 BPM

S I N C E 1 9 6 4
OVER 50 YEARS OF MANUFACTURING PACKAGING SOLUTIONS

capmatic.com



one stop

Flexible Bagging Solutions

You'll find it all here.




- Bagging Equipment**
 - Vertical Form Fill seal
 - Standup Pouch Equipment
- Combination Scales & Fillers**
 - Multi-Head Combination Scales
 - Linear Scales & Auger Fillers
- Conveyors**
 - Z Bucket Conveyors
 - Incline Belt Conveyors
- Film Rollstock**
 - Laminated Full Colour
 - Film for Snacks, Coffee, Petfoods, etc.
- Standup Pouches**
 - All Shapes and Sizes
 - Snacks, Coffee, Liquids, etc.
- Custom Design & Engineering**
 - Package Engineering
 - In-House Graphic Design



Call Us for a Quote 1-866-369-4181

510 Thompson Drive Unit 12
Cambridge, ON N1T 2K8

www.appequipment.com
www.verticalformfill.com

during the print process automatically—yielding higher productivity and print quality. “Winning the Innovative Partnership Award honors the incredible work that has gone into developing the Tonejet Cyclone,” says Tonejet’s vice-president of sales and marketing Simon Edwards. “This system represents a huge leap forward in direct-to-shape metal can printing with features that enhance quality and efficiency, while radically reducing time-to-market.”

■ St. Louis, Mo.-headquartered plastic bottle blowmolder **Alpha Packaging Inc.** has completed the acquisition of a bottle manufacturing facility in Etten-Leur, Holland, from **Graham Packaging Company** as part of Alpha’s ongoing expansion into the European markets, specifically in the rigid-plastic food packaging segment.

■ St. Louis, Mo.-headquartered rigid plastic products group **TricorBraun** has acquired the assets of Richmond, B.C.-based flexible packaging solutions provider **Taipak Enterprises Ltd.**, which supplies a comprehensive range of flexible pouches, bags and boxes to clients in the food-and-beverage, pet-food, frozen-food and coffee-and-tea markets. “This acquisition represents a true milestone for TricorBraun, being the very first time in our more than 100-year history that we have entered the flexible packaging industry,” says TricorBraun’s executive chairman Keith Strobe. “It’s a move that significantly increases our product offerings and capabilities.”

■ Batavia, Ohio-headquartered labeling products and materials group **Multi-Color Corporation** has completed a US\$1.3-billion acquisition of the Labels Division business of leading Austrian packaging products group **Constantia Flexibles GmbH**, significantly expanding its European market presence and strengthening its existing footprint in Asia.

■ Evansville, Ind.-headquartered plastic products manufacturer **Berry Global Group, Inc.** has reached a definitive agreement to acquire **Clopay Plastic Products Company, Inc.**, a subsidiary of **Griffon Corporation** specializing in breathable plastic films and laminates for healthcare, hygiene and industrial protective apparel applications, for US\$475 million in an all-cash transaction. “The proposed acquisition is directly aligned with our fundamental strategic initiatives [and] we are extremely excited with what Clopay’s global capabilities and unique technology platform will add

to our organization,” says Berry’s chief executive officer Tom Salmon. “The combination of Clopay with Berry’s Health, Hygiene, and Specialties division broadens our position within the faster-growing health and hygiene markets, where Clopay is a known innovator with patent-protected breathable hygiene films.”

■ Norcross, Ga.-headquartered paper packaging products group **WestRock Company** has announced plans for a US\$410-million capital upgrade at its kraft linerboard mill in Florence, S.C.—boosting the mill’s annual production capacity to 710,000 tonnes. To be conducted over the next two years, the modernization project is centered on the installation of a state-of-the-art, 330-inch-wide kraft

linerboard machine and related infrastructure, which will replace the mill’s three existing narrow-width machines. In addition, WestRock says it will spend about US\$60 million over the next five years to support the new machine and other mill projects. Combined with the recently-modernized on-site woodyard, the Florence mill will become one of the lowest-cost kraft linerboard mills in North America, according to WestRock. “This investment will make our Florence mill a state-of-the-art manufacturing facility, sustaining good manufacturing jobs and promoting the long-term success of the mill,” says WestRock’s chief executive officer Steve Voorhees, adding the new machine is expected to be fully-operational by the first quarter of 2020.

Go With the Flow



ULMA Flow Wrap Equipment

- Cantilever Construction for Easy Cleaning and Maintenance
- Data Storage for up to 25 Different Machine Set-Ups
- Operator Interface Through Touch Screen Display
 - Electronic Overload Safety Switch
 - No Product, No Bag Function
 - Adjustable Film Folding Box
 - Rotary Cross Sealing Jaws
 - Self-Centering Film Reel



Booth B-6461



HARPAK  **ULMA**

Flow Pack. Just one of our many capabilities.

www.harpak-ulma.com

info@harpak-ulma.com

800 • 813 • 6644

BAGGING TO DIFFER



Designed for automatic opening, filling and sealing of pre-made bags and stand-up pouches at speeds of up to 2,500 bags per hour, the *Swifty Bagger* machine from **WeighPack Systems, Inc.**

comes equipped with a horizontal infeed conveyor and an easy-load bag magazine to ensure that the pouches enter the machine consistently and perfectly positioned every time. Featuring a photosensor for bag opening detection, funnel clog sensors, variable speed control and an *Allen-Bradley* PLC (programmable logic controller) touchscreen, the bagger's innovative inline design makes maintenance hassle-free, according to the company, with easy access to all parts and allowing operators to monitor the entire filling process without any blind spots.

WeighPack Systems, Inc.

BEST LINE OF DEFENSE

Distributed in Canada by **Weber Marking Systems**, the *Model 88S Security* product coding system from **BestCode** was developed as a cost-effective solution for product traceability, security, counterfeit avoidance and brand protection applications. Designed for use with invisible inks that can only be seen when fluoresced with UV light—activating the product codes and marks to light up a bright blue color—the on-demand printer can print real-time linear, two-dimensional (2D) barcodes like **Datamatrix** and QR (quick-response) codes, which can also be encrypted with company and product-specific serialization information. Designed for the world market, the *Model 88S Security* features more than 20 operational and print languages, with capabilities to print over 65,000 different characters and symbols. Equipped with *CleanStart* technology for automatic printhead clean-



ing and a 10.4-inch color touchscreen display with large intuitive buttons and status indicators, the user-friendly *Model 88S Security* features **OneTouch** single-step operator functions to reduce operator steps and to extend time between human interaction.

Weber Marking Systems

SMART BY DESIGN

The new compact-footprint *SmartFlex Helix* conveyors from **Dorner Mfg. Corp.** feature tight turns and fully-adjustable infeed and outfeed to provide plant operators with greater layout flexibility across a broad range of accumulation, buffering, product cooling and other applications. Using Dorner's patented chain design to reduce friction and ensure smooth product handling, the *Helix* conveyors can be set at incline angles of up to seven degrees with a flat top chain, up to 10 degrees with a friction top chain, and be customized to fit specific application requirements with optional features such as a roller transfer plate, or a powered transfer plate for smooth transfer of smaller-sized parts and packages.



Dorner Mfg. Corp.

FIT TO PRINT

Designed to address common digital printing challenges such as missing nozzles, ink drips and color uniformity in real time, the new *Helios D* system from **AVT** is a high-end 100-percent automatic inspection system that works seamlessly on any common substrate, including label stock, transparent film and even highly-reflective foil, according to the company. Designed to identify defects like missing nozzles, spots, damages and color changes as soon as they occur, the *Helios D* offers an effective solution for achieving reduced waste, enhanced pro-



duction performance, and comprehensive monitoring throughout the packaged converting and printing process.

AVT

TUBULAR BELLES

RODA Packaging has launched a new line of extruded flexible plastic tubes for the packaging of various glue and grease products. Available in a choice of constructions—including monolayer, co-extrusion and laminates—the new moisture-resistant tubes enable high-quality, high-definition printing of up to 10 colors, as well as a wide range of pearlescent, metallic or foil finishes to produce high-impact shelf presence for retail brands of adhesives and lubricants.



RODA Packaging

HAWKISH VIEWS



The new high-performance **HAWK MV-4000** smart camera from **Omron Microscan Systems, Inc.** combines exceptional processing capabilities, ultra-fast frame rate, and state-of-the-art

algorithms to achieve real-time trigger response across a broad range of code reading, code verification, inspection, guidance and gauging applications in virtually any industrial environment—reaching inspection rates from 4,000 to 14,000 parts per minute. Equipped with a wide array of sensors, the *HAWK MV-4000* offers a high degree of configuration flexibility with C-mount lens options and plug-and-play external lighting. The camera is further enhanced with intuitive set-up, testing, and run-time user interfaces to program the inspection and to set up communication between the camera and other components on the line.

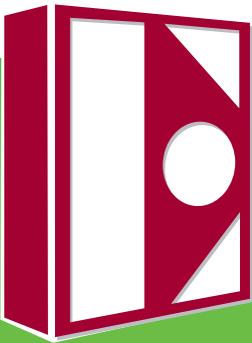
Omron Microscan Systems, Inc.

NO TRAY REQUIRED

The new *Trayless* cucumber packaging format from **Canpaco** and **Canadian Paper and Packaging** leverages the companies' broad technical expertise and extensive film knowledge to provide a highly practical solution for fresh produce packaging with minimal environmental footprint. As leading converters and printers of film and paper for packaging applications, the companies partner with leading North American packaging equipment manufacturers to provide application-specific packaging solutions with exceptionally short lead-times.



Canpaco



THE ELLIS GROUP

YOUR PARTNERS IN PACKAGING

"Proud to be Privately owned since 1984." 







www.ellispkg.com

1830 Sandstone Manor
Pickering, Ontario L1W 3Y1

Leading Experts of Quality and Service in Folding Cartons.



ELLIS PACKAGING LTD.	(416) 798-7715
ELLIS PAPERBOX INC.	(905) 212-9177
ELLIS PACKAGING WEST INC.	(519) 822-7060

THE FUTURE HAS NEVER BEEN THIS ACCESSIBLE.

Flexible, efficient and so simple:
Packaging systems from Schubert



Schubert is a world-leading provider of TLM packaging systems. For more than 50 years, we have been developing cutting-edge solutions that are as easy to operate and maintain as they are efficient. Cost-effective in operation, highly flexible and backed by 24/7 service. Packaging systems from Schubert always deliver on their promise and that includes great return on your investment. Find out more at www.schubert-na.com



FOOD



CONFECTIONERY



COSMETICS



BEVERAGES



PHARMACEUTICALS



TECHNICAL PRODUCTS



SCHUBERT

GOING WALL-TO-WALL FOR GREATER GREENER GOOD

Building a better future through recycling is a noble notion that is quickly evolving into a promising reality, thanks to the efforts of eco-minded enterprises like the Des Moines, Iowa-based **ReWall Company**.

Founded in 2008, ReWall is a successful manufacturer of roofing products and construction materials made from recycled food and beverage cartons with a specialized low-energy, eco-friendly process that uses no water, formaldehyde glues or hazardous chemicals.



Isabelle Faucher,
Managing Director,
CCC.

In recent years, the company teamed with the Quebec City-based industry group **Carton Council of Canada (CCC)** to expand markets for recycled food and beverage packaging, and this partnership has enabled ReWall to double its manufacturing capacity for products such as roof cover board, exterior sheathing, wallboard and floor underlayment.

After completing an installation of new specialized equipment this past summer, the ReWall Company can now recycle over 600 tonnes of recovered paperboard cartons per month, compared to 200 tonnes per month before the installation.

“We have discovered that the unique properties of food and beverage cartons, such as strength, durability and resistance to

mold and moisture, make them an ideal material for creating high-quality building materials,” says ReWall’s chief executive officer Jan Rayman. “In addition, the life-cycle of the cartons will continue to grow because the building materials themselves



Students at Ryerson University’s Department of Architectural Science in Toronto using ReWall’s EssentialBoard sheathing during the construction phase of the zero-carbon-footprint Zero House green building project for display at the recent EDIT (Expo for Design, Innovation and Technology) show.



can also be recycled.”

According to Rayman, every truckload of ReWall’s roof cover board represents an equivalent of about 600,000 recycled cartons being given a second life.

“ReWall’s success reinforces how important food and beverage carton recycling is in Canada,” says CCC managing director Isabelle Faucher, citing her group’s substantial financial and technical support for ReWall’s new equipment installation.

“We recognize that in parts of Canada the recent movement of post-consumer carton loads has been difficult, which is why we are especially excited about this growing end market as part of a larger recycling solution,” Faucher says. “This innovation investment provides an opportunity for cartons to be reclaimed into environmentally-friendly building materials—allowing the cartons to live on.”

MALE BEAUTY IS MORE THAN JUST SKIN-DEEP

Being a man’s best friend is a tall order, but British-based **Bulldog Skincare for Men** is doing many right things in its quest to become a top dog in the fast-growing global market for male grooming products.



The first men’s skin-care brand in the world to use sugarcane as a raw material, the **Bulldog** range of moisturizers, face washes and face scrubs has recently introduced the fast-growing renewable crop—into its product packaging.

Grown on sustainable tracks of land in Brazil far removed from the Amazon rainforest, sugarcane is naturally very efficient at capturing large amounts of carbon-dioxide from the air during cultivation.

Once grown, the sugarcane is processed into ethanol by the Brazilian chemicals producer **Braskem** to produce the so-called ‘green plastic’ polymers, which are in turn used by **RPC M&H Plastics** to create the flexible tubes used to package **Bulldog** products.

According to Braskem, every kilogram of green plastic derived from sugarcane removes a little over three kilograms of GHG (greenhouse gas) out of the atmosphere, compared to traditional fossil fuel-based plastics.

As another big environmental benefit, the cultivation of sugarcane—often planted on degraded pasture land—helps to recover the soil for future use as general farmland, or to plant another crop of sugarcane.

According to RPC M&H Plastics, “We are continually seeking alternative environmentally-responsive products because we believe that a small change can make a big difference, as we strive towards a business model that has minimal impact on the environment.”

Bulldog Skincare for Men founder Simon Duffy says the new flexible tubes and caps match all performance attributes of the all-polyethylene (PE) packaging they have replaced.

“We have always tried to make the most ethical and sustainable decisions we can, from never testing on animals and never using microbeads to making all our products suitable for vegetarians and vegans,” Duffy states. “Plastic from sugarcane is the latest step in this approach, and we are delighted to have worked with M&H Plastics to turn green PE into something we can use in the tubes and caps of our packaging.”

www.heatandcontrol.com



Protect your
consumer and
your brand



Quality Control: Inspection & Foreign Object Detection



Technical Support

Before and after sale support includes same-day parts shipment, rapid-response service, applications assistance, engineering, installation and operator training.

Demonstration + Testing

Test the latest inspection equipment at Heat and Control demonstration centers.



Heat and Control offers a complete line of metal detectors, checkweighers and X-ray inspection systems for pharmaceutical products from the leading manufacturers: Ishida and CEIA.

CEIA Metal Detection

The world’s largest manufacturer of metal detectors, with over 90,000 units installed. CEIA PH21-Series pharmaceutical metal detectors deliver unparalleled accuracy and sensitivity to all metals and provide high throughput rates for pills, tablets, and capsules. In addition, CEIA offers a complete range of solutions for packaged and non-packaged tablets, powders, liquids and other products; with all solutions including FDA 21CFR compliance.

Ishida X-ray Inspection

Find foreign objects including metal, glass, bone, plastic, hard rubber, shell and stones. Or detect product defects like cracks, voids, missing items and improper weights.

Ishida Checkweighers

Verify product weight, count, or missing items with DACS checkweighers. User-friendly controls include advanced data collection and management features.

Learn more about
our inspection systems
info@heatandcontrol.com
800.227.5980



JAN. 30 - FEB. 1, 2018
Atlanta, Georgia USA
See us at Booth B4245

Coming February 2018

 **connect** 2018
Connecting You to What's New & Exciting in Packaging





A label system produced by a Dutch banding machine manufacturer and distributed in Canada by Banding Systems of Orangeville Ont., has enabled Toronto-based Veg-Pak Produce Limited to introduce its distinctly unique spiral-shaped vegetable products in an attention-getting packaging format.

BANDS ON THE RUN

Innovative veggie processor uses novel preparation techniques and savvy packaging to make a fresh statement of intent inside the Canadian produce aisles

BY ANDREW JOSEPH, FEATURES EDITOR

PHOTOS BY NAOMI HILTZ

Despite all the best intentions and wise advice, it's fair to say that most consumers today still approach eating vegetables as something they have to endure—for health and nutritional reasons—rather than enjoy outright.

Dan Carnevale, co-owner and vice-president of operations at Toronto-based **Veg-Pak Produce Limited**, is on a mission to change all that.

“People generally still tend to look at vegetables as being boring old vegetables, and use it the same way it has always been used in the past—dice it, cut it, or whatever ... same old, same old,” says Carnevale, a life-long produce industry insider whose intimate familiarity with the subject was cultivated early in life by his Italian-born father.

“My brother Rick and I had been working summers at Veg-Pak since we were 15 years old,” says Carnevale, relating how his immigrant father, raised on a farm in Italy, worked his way up through the ranks in the Canadian produce industry—eventually becoming a salesman at the **Ontario Food Terminal** in the 1970s.

After purchasing a share of Veg-Pak in the 1980s and acquiring sole control of the company in the 1990s, “We decided to make the family business our business,” Carnevale recalls.



Banding Systems partner Paul Slipper (*left*) and Veg-Pak Produce co-owner and vice-president Dan Carnevale discuss various ways to use the plastic banding label to provide more branding information on its new Sweet Potato Spirals product.



Looking to present vegetables in a new manner on the dinner plate, Veg-Pak has created spiral-cut zucchini, sweet potato, and a Stir Fry Kit, complete with teriyaki sauce, along with the “riced” versions of nutritious vegetables, such as cauliflower.

Formed in 1943, Veg-Pak’s primary meal ticket over the first few decades was packing the once-famous *Pop-I* brand of fresh spinach, with its not-so-subtle nod to the beloved cartoon character Popeye.

“Even after my father bought the business, that’s how Veg-Pak was making its money,”

But as the generation raised at a time when Popeye and his spinach-fueled muscles were standard TV fare started to age, the Carnevale clan decided the time was right to update their marketing and manufacturing strategies.

“We were keen to expand our product base and not to put all our eggs in one basket,” Carnevale told *Canadian Packaging* on a recent visit to the company’s 55,000-square-foot processing facility in To-

ronto’s west end.

While bagged loose-leaf spinach is still very much a flagship item in the company’s *Harvest Fresh* brand, Veg-Pak has also successfully expanded its repertoire to include over 30 different SKUs (stock-keeping units) for the retail, foodservice and private-label markets.

Along with creating and packing assorted vegetable trays for retailers such as *Costco*, the *Harvest Fresh* brand—launched in the 1980s but totally overhauled about three years ago—nowadays includes products like *Kale*, *Kale Super Blend*, *Kale Slaw*, *Veggie Spirals*, *Riced Vegetables*, eight different packs of hot peppers, baking and sweet potatoes, purple sweet potatoes, *Pearl Onions*, shallots, garlic, shallots, garlic, sweet and

sugar-snap peas, and *Nantes Carrots*.

But diversification aside, what really makes Veg-Pak’s processed produce stand out from the crowd is the recent introduction of the so-called ricing and spiraling techniques that, as the terms suggest, turn fresh vegetables into something resembling rice grains and fine noodles, respectively.

As Carnevale explains, the novel techniques literally transform traditional familiar veggies into an exciting, attractive product with irresistible shelf appeal and gourmet-like aesthetics.

“It’s like getting restaurant food at home, without the doggy-bag,” says Carnevale, suggesting that the *Harvest Fresh Riced Cauliflower*, for example, can be used as a low-carb, gluten-free and tasty alternative



Fully-sealed plastic bags of fresh kale pass through a Mettler-Toledo Safeline metal detection system as part of the company’s stringent food safety and quality assurance process.



Attached to the Bandall labeler, the SmartDate X40 thermal-transfer product coding system manufactured Markem-Imaje applies lotcode data and best-before dates onto the label just before the Bandall system wraps the produce pack.



A Multipond weighscale accepts the produce from above and dispenses it down into collecting buckets until a desired weight is reached, before releasing it down into the bagging system positioned directly below.

to rice.

“The product can be consumed as a healthy side dish, added to soup or stir-fry, make a risotto, and even to make gluten-free pizza crust,” he extols.

“Our Harvest Fresh banner now also offers Riced Sweet Potato, Riced Butternut Squash, and Riced Broccoli—all 100-percent vegetable with nothing added or subtracted.”

On the spiral side, the *Harvest Fresh* brand offers noodle-like zucchini, butternut squash, carrots, beets and sweet potatoes, that are peeled away from the vegetable much the same way one might peel the skin from an apple.

Most recently, Veg-Pak has launched a two-veggie mix-pack that comes with a container of teriyaki sauce for stir-fry lovers short on preparation time.

“Just before cooking, they can be easily portioned by knife to whatever size the consumer is comfortable with,” says Carnevale, adding that perfecting the spiraling technique was “a learning experience.”

As he recalls, “We used a manual-crank to spiral the veggies initially, just enough to gauge consumer reaction, but even after we bought the proper spiralization equipment, we found that different machines just performed better on specific types of vegetables.”

Carnevale says this knack for product innovation will benefit the company as it continues to grow into the future.

Already employing 100 people and boasting the vaunted *SQF Level 3* food safety certification of from the **Safe Quality Food Institute**, the Veg-Pak plant houses 10 different production lines, ranging from fully-automated lines for spinach to semi-automated lines for other types of produce.

“Our busiest time of year is between October and June, when we will work two shifts a day, six days a week,” says Carnevale, adding Veg-Pak likes to approach automation in a measured and cautious way to minimize any disruption to the workflow and to make sure it does not come at the expense of product quality.

“Our goal is to continue to find new and innovative products, and then work on automation to increase efficiencies,” he explains, hailing the plant’s hard-earned

SQF certification for food safety as a proud achievement and high-level validation of the plant’s *HACCP (Hazard Analysis and Critical Control Points)* food safety protocol.

“This is very important because it gives them the security and knowledge that the Veg-Pak products adhere to the highest possible safety standards.”

To give its spiral and riced product maximum shelf appeal, Veg-Pak uses the clear-plastic trays and lids supplied by Vaughan, Ont.-based **Single Solution Products**, that basically allows the uniquely-shaped veggies to speak for themselves.

However, Carnevale reveals that as the demand and production volumes for these product started to soar, the various shortcomings of the existing manual packaging process became quickly apparent.

After weighing the product and hand-place it into the lidded trays, the workers would press the product label onto the label by hand, Carnevale recalls, which would naturally result in inconsistent label placement and application.

“It required a painful degree of manual labor to ensure that each label was applied perfectly straight,” he recalls.

“And if it was applied incorrectly, the label’s adhesive made it difficult for the workers to remove, while often leaving behind a residue on the clear plastic surface that would spoil the product’s shelf appeal.”

To resolve the issue in a cost-effective manner, Carnevale contacted the Orangeville, Ont.-based **Banding Systems**, a North American distribution partner of Dutch banding machinery manufacturer **Bandall**.

“Paul Slipper of Banding Systems had first shown me the Bandall solution back in 2014,” says Carnevale, “and while I was always intrigued by what it could do, I never really had a product that could utilize it, as we were doing a lot of overwrap trays, or the products just weren’t at the level of production where I felt it could provide an effective ROI (return on investment).”

But that all quickly changed with the near-instant success of the new riced and spiraled veggie products.

“Seeing my workers struggle with the labeling to keep up to our expected pro-



duction line speeds was enough for me to call Banding Systems and tell him to get a banding machine into our place pronto," Carnevale relates.

Installed in July of this year, the compact-footprint *Bandall* equipment immediately provided a simple, but highly precise and repeatable label application method, whereby a narrow strip of thin paper or plastic film label is wrapped around a sealed tub-style container to hold the contents firmly in place.

"Our Bandall label system runs at an average rate of 20 packs a minute, which is a tremendous uptick from the old manual way we used to do things," Carnevale states.

As Banding Systems partner Paul Slipper explains, one of the *Bandall* machine's many attractions is the fact that it can create a tight and secure package using a very small amount of material, which can itself be recycled or composted to further lower any product's environmental footprint.

"We profess to call ourselves an environmentally-friendly label solution provider," states Slipper. "Recyclers love us because there's no adhesive residue left on the plastic packaging, basically allowing them to receive back virgin PET (polyethylene terephthalate), and the band itself is recyclable wherever proper facilities exist."

Moreover, the labeling bands themselves—produced and printed by a Bandall sister company in Green Bay, Wis.—can be die-cut and printed and/or reverse-printed as specified by customers to achieve maximum merchandising impact in addition to creating a tight and secure seal for the lidded package.

"It's a banding solution that works equally well in such industries as meat, produce and even textiles, to name a few, and we are very excited to add Veg-Pak to our growing customer list," Slipper states.

"In fact, Veg-Pak is the first produce company in Canada to utilize its benefits."

Carnevale full-heartedly agrees: "We have achieved that unique combination of premium look and an innovative product that gives us a distinct market advantage by making our packages really stand out on the grocers' shelves.

"Seeing our veggie spirals up close certainly helps capture the consumers' eye, as they can see that this is a whole different way of presenting veggies," says Carnevale, citing overwhelmingly positive feedback from Veg-Pak's retail customers.

"They say it not only provides enough branding opportunity, but also allows the consumer the opportunity to see a lot of the product inside of the packaging, which allows them to make a more informed choice."

Carnevale adds that the Veg-Pak workers actually enjoy working with the user-friendly banding system.

"The workers start it up, and after running a few bands to get the pack line up properly, boom, it's working!"

Says Carnevale: "Our spiral and riced vegetable products have been doing very well since their introduction into the grocery marketplace this past summer.

"We are also very proud of our efforts to drive the overall purchasing demand for vegetables with our unique ricing and spiralization processes, combined with the innovative use of the Bandall labeling method," he concludes.

"We make vegetables look fun, sexy and, most importantly, something you would want to eat again and again." 🍁

SUPPLIERS

Banding Systems

BANDALL

Markem-Imaje Inc.

Multipond America Inc.

Mettler-Toledo Inc.

KRONEN GmbH

Mosur Machines

Turatti Group

Abbey Packaging Equipment Ltd.

Single Source Products Ltd.



Built For Life!

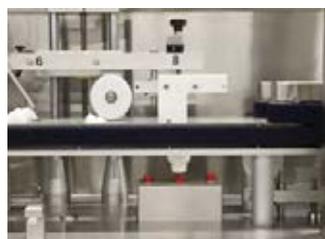
CAPMATIC®

PRIMARY PACKAGING SOLUTIONS



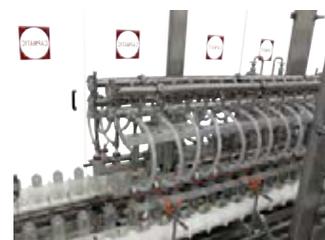
MonoBlocks

Fill • Plug • Cap • Label



Unscramblers

Any Plastic Bottle



Fillers

Liquid • Semi-Viscous
Viscous



Counters

Tablet • Capsule • SoftGel



Pluggers & Cappers

Stoppers • Pluggers
Pump Caps • Screw Caps
Press On



Labellers & Sleeveers

Front • Back • Top • Bottom
• Wraparound
NeckBand & Body Sleeve





Harlund Industries Eastern Canada branch manager Wade Lunn (*left*) and Gray Ridge executive vice-president operations Scott Brookshaw examine the final print quality of the Hitachi RX2-S inkjet coders used en masse by the egg processor at its 105,000-square-foot processing facility in Listowel, Ont.

THE MANY SHADES OF GRAY

Ontario egg processor happy to put all its eggs in one basket to meet its unique product coding and marking requirements

BY ANDREW JOSEPH, FEATURES EDITOR
PHOTOS BY COLE GARSIDE

There are many good reasons why putting all your eggs in one basket may not be the most sound business model most of the time. But not all eggs, and not all baskets for that matter, are created equal.

For Strathroy, Ont.-headquartered processor **Gray Ridge Eggs Inc.**, the evolution of egg harvesting and packaging has been a remarkable journey.

Founded in Ridgetown, Ont., in 1934 by Lyle and Ina Gray, parents of the company's current chief executive officer and owner Bill Gray, the family-owned enterprise started out by supplying the local market dominated by standard white eggs with the brown-shelled eggs laid by unique varieties of chicken breed for this very purpose.

"Brown chickens like the Isa Brown and Lohman Brown lay brown-shelled eggs, while white chickens such as the White Leghorn lay white eggs," Gray Ridge Eggs executive vice-president of operations Scott Brookshaw told *Canadian Packaging*

magazine during a visit to the company's 105,000-square-foot egg processing and packaging facility in Listowel, Ont., which has recently undergone a series of extensive capital improvement projects and expansions to boost its capacity and competitiveness.

Started in 2016, the multiphase expansion provided the Listowel facility with an additional 25,000 square feet of space for processing and another 25,000 square feet of space in the packaging areas of the plant, says Brookshaw, citing the founder Bill Gray's mantra of, "Keep growing, keep building and operate as if you will go on forever."

As Brookshaw explains, "The expansion was initiated when we found ourselves not only running at full capacity, but also having to run weekend shifts to meet the uptick in product demand.

"It was very difficult on our labor force," says Brookshaw, "and so we chose to expand the plant to ease the burden on our employees, as well as to become more efficient."

According to Brookshaw, Gray Ridge nowadays offers about 80 different SKUs (stock-keeping units) of fresh eggs and processed egg products, serving all the major grocers across the province of Ontario.



With a delicate touch belying its size, a Yaskawa six-axis robotic palletizer with a DX200 MH180 controller takes baskets of eggs and stacks them five-levels high onto a plastic shipping pallet.



Along with applying best-before dates and lotcode data to fiber egg cartons, the Hitachi RX2-S inkjet coders are also used to apply a Foodland Ontario marketing logo onto each individual egg (*inset*) to confirm their local product origins.

plastic trays and plastic pallets are run through a pair of **ISD-Model 2** tray-washing lines and one **P101MC-8-15** pallet-washing line.

Manufactured by **Kuhl Corp.**, each of the tray-washing stations hygienically cleans about 7,000 trays per hour.

Upon its arrival, the eggs pass through a multitasking **Moba** system comprising a **Moba FL 500** loader, a Kuhl washer/dryer, and a **Moba 500** grader machine that has the capacity to run 15,000 dozen or 180,000 eggs per hour—cleaning and sorting them based on weight, while removing any imperfect eggs automatically.

“From the moment the eggs enter our facility,” says Brookshaw, “there is no need for human hands to touch them.”

From there, the trays of eggs are transferred onto one of

the 22 packaging lines housed at the plant via smooth-running conveyors, powered by **SEW-EURODRIVE** motors.

As a sign of Gray Ridge’s commitment to supporting local Ontario farmers and providing Ontario families with quality, local, Ontario eggs, all Gray Ridge eggs produced in the province are certified ‘Ontario local’ by **Foodland Ontario**.

Each Ontario egg is stamped *Foodland Ontario* and each carton—whether it be **Gray Ridge**, **GoldEgg** or **Conestoga Farms** branded—proudly sports the famous Foodland Ontario logo.

The eggs are marked via one of the many **Hitachi** inkjet coders purchased by Gray Ridge *en masse* from Hitachi’s Canadian distributor, **Harlund Industries Ltd.** of Edmonton, AB with service from its Mississauga, Ont. facility.

The Listowel plant has a total of 55 Hitachi **RX2-S** inkjet coders at its disposal, Brookshaw relates, with another 40 **RX2-S** units employed at the Strathroy plant.

In applying the *Foodland Ontario* logo to all eggs that go to wholesale customers, each egg is marked using the food-grade Hitachi **JP-E78** pink ink, the coders are also used to apply additional marks, codes or text on the specialty products, such as the word *Omega* for the **Omega-3** brand, using Hitachi’s **JP-K112** black ink.

“We also apply all the pertinent lot code data and best-before dates onto each and every carton of eggs we pack,” says Brookshaw, adding that the ethanol-based inks used by the Hitachi coders are perfectly safe for this application.

According to Brookshaw, the company’s relationship with Harlund Industries, which markets industrial inkjet printers/coders, laser printers/coders, and label printing and application systems from strategically-located branches across Canada—traces back to about five years ago.

“They came to us prospecting after seeing one of our trucks on the highway,” Brookshaw recalls.

“We liked the fact that they have been very easy to deal with from the get-go,” he says, “and that they also had excellent references.”

“So we set up some tests using our eggs and their coders, performed magnificently.”

As Brookshaw relates, he was highly impressed with the robust throughout speeds of the Hitachi **RX2-S** coders, along with their ease of cleaning.

“The biggest problem for any printer in a facility utilizing fiber carton packaging is the cleaning part of it,” explains Brookshaw, noting that about 90 per cent of cartons and trays used to pack eggs at the Listowel plant are fiber-based.

“The fibers end up clogging the printheads,” he explains, “and it can be a slow and laborious task to clean them out.”

ULINE

OVER 2,000 LABEL PRODUCTS IN STOCK

ORDER BY 6 PM FOR SAME DAY SHIPPING
1-800-295-5510
COMPLETE CATALOG



Conveyor lines at the Listowel facility use SEW-EURODRIVE motors to ensure smooth and efficient product transfer.

conventional printers, saving us considerable expense,” Brookshaw adds.

“All in all, the Hitachi RX2-S printers we purchased from Harlund Industries have provided us with a real peace-of-mind—allowing us to focus on other areas of the egg production business.

“Whenever I call Harlund Industries, they answer quickly,” Brookshaw adds.

“They are always professional and polite, and I always finish our call satisfied that I have received quality customer support,” he concludes.

“Without a doubt, they will continue to play an important role going forward in our company’s continued growth and success in the marketplace.” 

SUPPLIERS

Harlund Industries Ltd.

Hitachi America, Ltd.

Kuhl Corp.

Moba USA

Hartman North America

SEW-EURODRIVE Canada

Kraus Maschinenbau GmbH

Celplast Packaging Systems Ltd.

Cascades Inc.

Brunner GmbH u. Co.Kg

Polar Pak Inc.

Yaskawa Motoman Canada

Ink Jet Printer **UX Series**

Next-generation leadership performance

“But we don’t have that issue with the Hitachi heads.”

Says Brookshaw: “The last thing I want from a packaging point of view is for my printers to cause any production downtime, but thanks to the RX2-S coders’ highly corrosion-resistant stainless-steel body and all-aluminum printheads, we don’t have that problem.”

It now never takes more than 15 minutes to have a clogged printhead back online and humming again, according to Brookshaw.

“These industrial-strength printers are very functional and they provide a big boon to our maintenance personnel by requiring virtually no effort to clean, while helping us avoid the lengthy downtimes that we endured previously,” he says.

The Hitachi RX2-S coders are part of the company’s high-quality series of industrial small-character high-speed printers that apply inks via a noncontact method by blowing it onto the rounded eggshell surface, in this case, as well as onto various other substrates such as metals, plastics, rubbers, films and papers.

Easy to use, the print message layout is displayed on the touchscreen interface, with function buttons displayed as icons to better assist the operator understand the button feature.

Along with the ease-of-cleaning, the printer filter assemblies can be easily accessed in the circulation cabinet front panel and replaced without use of any tools.

Moreover, the coder’s thoughtful design provides easy access to circulation and electrical cabinets to allowing for more efficient, time-saving field installations and routine preventive maintenance.

“As an added bonus, the Hitachi RX2-S only uses about half as much solvent as

HITACHI

Inspire the Next



Hitachi’s UX Series continuous inkjet printers represent the pinnacle of innovation in marking and coding technology, all while showcasing Hitachi’s reputation for Reliability, Efficiency, and Ease of Use.



ECOLOGY

Environmentally friendly while realizing a low running cost

RELIABILITY

High reliability, and reassured maintenance and service networks

USABILITY

Simple touch panel operation and maintainability

In Canada contact:
HARLUND
INDUSTRIES LTD.
www.harlund.com
1-877-427-5863
sales@harlund.com



FREEDOM OF THE PRESS

Advanced printing press technology and superior customer service keep family-owned paperboard converter finely attuned to customer expectations and marketplace trends

BY ANDREW JOSEPH, FEATURES EDITOR

PHOTOS BY COLE GARSIDE

Treating your customers the way you want to be treated is a timeless golden rule in any line of work. But even doing that is not quite enough for the folks in charge of **The Ellis Group**, a well-respected converter of folding cartons and other paperboard packaging that thrives on exceeding its customers' expectations—day in and day out.

Celebrating its 35th anniversary next year, the family-owned enterprise—founded by Bill Ellis in 1983 as **Ellis Packaging** in Pickering, Ont.—is in many ways a living embodiment of the virtues of putting customers first, whatever the short-term cost.

This principled customer-centric approach to business has paid off in a big way over the years in terms of enabling The Ellis Group to cultivate a remarkably loyal customer base in the food-and-beverage, pharmaceutical and other CPG (consumer package goods) industries served by what is the largest family-owned package printing company operating in Canada today.

The Ellis Group, led by Ellis Packaging president Cathy Ellis, her brother Dave Ellis, and John Clarke, boasts three state-of-the-art production facilities:

- the 85,000-square-foot Pickering plant **Ellis Packaging Limited** specializing packaging for food, confectionary, healthcare, cosmetic and personal care products;
- the 50,000-square-foot **Ellis Paper Box Inc.** operation in Mississauga, Ont., focusing primarily on pharmaceutical and personal care packaging;
- the 50,000-square-foot **Ellis Packaging West, Inc.** production facility in Guelph, Ont., devoted to food, confectionary, fish, produce and beverage carrier markets.

As Ellis Packaging West president John Clarke, who recently celebrated his 25th anniversary with Ellis relates, each of the three plants has seen extensive investments over the past few years in order to maintain a competitive leading edge, given the rapid market and technological changes transforming the paperboard converting industry within Canada.

“The folding carton industry is a rapidly consolidating industry,” Clarke told *Canadian Packaging* on a recent visit to the Guelph operation. “If you don't continually reinvest in newer and cutting edge technology, you could quickly lose market share, especially of late, to the larger international entities rapidly expanding their footprint here in the Canadian market.

“Not only did we replace every bit of machinery here in Guelph within the first five years of acquiring it in 2002, we have continued to add and replace incrementally

virtually every year since,” says Clarke, who transferred from the Pickering facilities to head the Guelph operation when it was first acquired from a struggling local converter that was in imminent danger of closing shop.

“The company we purchased was really struggling due to its lack of technology, reinvestment and, consequently, a malaise of morale among its workers,” recalls Clarke, who immediately began putting the distinctive Ellis stamp on all of the plant's operations, including the removal of all existing machinery except for the predecessor's almost new printing press.

Since 2012, The Ellis Group has spent an estimated \$15 million in various capital investments at its three Ontario plants, with about \$12 million of it coming in the past two years alone.

As Clarke points out, The Ellis Group's proactive approach to capital investment plays a massive role in its robust ongoing growth in revenues and market share.

“As a group, we have grown over 20 per cent year over year for the past several years,” states Clarke, pointing out that the Guelph facility business alone soared by 35 per cent in 2017.

All told, The Ellis Group produced about 650 million cartons in the past year, ac-



From left: Ellis Packaging West vice-president Scott Dostal, president John Clarke, and press operators second pressman Jessie Graham and first pressman Claude Lambert pose in front of the company's new Komori Lithrone GX40 seven-color in-line press with a sample of paperboard packaging printed for Canadian frozen-food retailer M&M Meat Shops.



CANADIAN CONVERTING



Ellis Packaging now owns two of the three Komori Lithrone GLX40 presses installed in North America including this seven-color inline press model at the Guelph operation.



A sampling of the high-quality folding cartons produced at Ellis Packaging's Guelph facility.



A Bruasse 105SEF hot-foil stamper from the BOBST Group is used to apply a metallic gold foil finish to the paperboard packaging for Ontario microbrewer Flying Monkeys' premium brand Russian Imperial Stout.



A Sentinel automatic inking system installed on the Komori GLX40 seven-color press ensures it does not run out of ink supplied by Sun Chemical while also preventing accidental overfilling.

According to Clarke, many of them boasting high-quality value-added features and finishes.

"There are a lot of people in our industry who can do a decent job of printing, die-cutting and gluing," he says, "but The Ellis Group can also pattern coat HUV and UV inks, intricately emboss, hot-foil stamp, do cold-foil on press, cello-windows, add braille at finishing, as well as security tags, anti-counterfeiting measures, along with Cates and custom tray machine capability and high-speed gluers for every configuration, including beverage carriers. We even make our own cutting dies and can boast that whatever added-value service the customer may need, we have within our three facilities."

Adds Clarke: "Along with the acquisition of quality machinery, my first and most important investment for Ellis Packaging West 15 years ago was hiring Scott Dostal as

plant manager and subsequently building a strong management group along with an outstanding Sales and CSR Team. But Scott, who is now our vice-president, is frankly one of the biggest reasons for the Guelph's operations success.

"He helped bring about the required cultural change by plowing the fields for like-minded employees, building a loyal and truly dedicated workforce which underpins everything we do, while also helping me in our search for acquiring the best new technologies at the right time," says Clarke, praising Dostal's efforts in transforming the Guelph operations, which also includes two warehouse facilities, into a fast-paced, well-organized enterprise boasting top-level expertise in the design, engineering, production and distribution of paperboard packaging products.

All these capabilities have recently been raised another notch, according to Clarke,



Weber®

www.webermarking.ca

- PRIME & BLANK LABELS
- PRINTER APPLICATORS
- LABEL PRINTERS
- CONTINUOUS INKJET PRINTERS
- LABEL APPLICATORS
- CUSTOM LABELLING SYSTEMS
- SERVICE

1.800.265.9974

info@webermarking.ca



A Komori Lithrone GLX40 inline press operator at Ellis Packaging West sets the PQA (Print Quality Assessment) system.



Bobst Group's Brausse TA1100 C4/6 2016 folder-gluer, capable of a run speed of 425 meters per minute, uses hot-melt adhesives supplied by Technical Adhesives Limited.



with the purchase of a brand new **Lithrone GLX40** seven-color inline press from Komori, a leading Japanese manufacturer of printing press technologies.

The Guelph plant itself previously had a good comfort level with Komori technology, having bought a six-color **Lithrone LS 640C** press in 2012, featuring a **Harris Bruno** anilox coater and a **MMT** infrared drying system.

As Clarke acknowledges, another big reason for selecting the Komori **GLX** was driven by the terrific performance of a slightly larger eight-color Komori-made **Lithrone GLX40** press installed at the Pickering plant in late 2015 which gave them the proven confidence of knowing it would perform as advertised.

He says that knowing Ellis could count on the outstanding Komori-savvy technical service support provided locally by **Komcan Inc.**, further increased its comfort level.

"We would have actually purchased an eight-color model as the Pickering facility did, but we lacked the extra 10 feet of floorspace to allow it to fit," says Clarke, adding that at the moment, to his knowledge, The Ellis Group operates two of only three Komori **GLX** presses installed in North America to date.

As Clarke recalls, the first Komori **LS 640** investment was initially prompted by a prominent client's graphics pro-

vider, **Schawk**, who pointed out calibration concerns.

"We weren't quite getting the desired results from our current printer, and felt we needed to upgrade in a hurry.

"So we did some research, found the right press, made a proposal to Bill Ellis on a Friday, kicked around numbers over the weekend, and by the time Monday rolled around, we put in our order for the LS640," Clarke recounts.

"We really shocked two of our main competitors who had been vying for that exact same press for months," says Clarke, "but because we don't have the bureaucracy and red tape holding us back, we were able to make the purchase quickly in order to respond to our customer's concerns by delivering them exactly what they needed. We also quickly followed up with our G7 Master Printers Qualification."

Adds Dostal: "Seriously, who wouldn't love the ability to suggest purchasing a top-quality printing press on Friday, and be able to walk in to work the following Monday and place the purchase order?"

"That is the essence of the mantra of being customer-driven—the Ellis culture personified, which has always worked successfully for The Ellis Group by continuously adding more value-added options for our customers," Dostal states.

The latest **Lithrone GLX40** acquisition requires only two

operators and can provide both UV and the energy-efficient HUV curing capabilities for enhanced flexibility and process control, according to Clarke.

"The HUV is an important feature for our chocolate-manufacturing customers because the process doesn't emit an odor, thereby avoiding any risk of possible cross-contamination of the substrate to the product," says Clarke, while praising other value-added performance features such as:

- inline color control and a PQA (product quality advisor) inline vision inspection system for making on-the-fly color adjustments;
- advanced anilox coating capabilities providing gloss and satin water-base, HUV, pattern HUV, soft touch coating, matte varnish, and matte HUV finishes;
- choice of 150-, 175- and 200-dpi (dots per inch) line screen resolution;
- the flexibility of using a broad range of conventional and specialty process inks, along with metallic and HUV inks and varnishes;

CERTAINLY CANADIAN

Your shrink packaging advantage starts here at home. Damark shrinkwrap and bundling systems, made in Toronto for 45 years, produce millions of high quality packages a day for discerning companies worldwide.

Package Integrity. Precise wrapping, seal formation and heat application for consistent visually appealing packages.

Superior Performance in a wide range of applications.

Production Flexibility to your needs—semi-automatic, fully automatic, inline, full enclosure, or high speed.

Robust Reliability. Damark systems have been delivering results 24/7 for decades.

Easy Operation. Intuitive, ergonomic design for easy loading, operation and maintenance.

Uniquely Canada. Industry leading, world class solutions delivered by Canadian partners at Canadian value.

The choice has never been more certain.

a **PLEXPACK** solution

Learn about Plexpack's full range of Damark, Emplex and VacPack flexible packaging solutions.
1.800.265.1775 PLEXPACK.COM



DAMARKTM
Shrinkwrap & Bundling Systems



A machine operator monitors Bobst Group's Brausse 1050 SEF hot-foil stamper used to add metallic finishes to the more upscale folding cartons.



The Ellis Packaging West facility produces printed packaging for the food, confectionary, fish, produce and beverage markets.

- automatic plate-changing and operator-friendly **KHS-AI** self-learning software system;
- a fully-automatic **Sentinel** inking system to ensure the press never runs out of ink, while eliminating the risk of overfilling;
- a fully-automatic logistics system that control precise infeed delivery of pallet loads of substrate blanks directly to the press;
- a wide array of sensors monitoring the overall performance of each component of the press—replacing the need for an operator to constantly perform diagnostic checks.

Clarke says he also appreciates the 36-inch elevation of the press above the floor.

“The older presses only had a 12-inch elevation rise above the floor,” explains Clarke, “but this extra space allows us to do larger runs with fewer changeovers and faster running speeds—especially when we run heavier, and thicker substrate.

“It’s a huge time-saver, and it also means less human handling of the substrate materials.

“All in all, the Komori Lithrone GLX40 press is perfection,” says Clarke, calling it a perfect complement to the Guelph plant’s formidable arsenal of equipment that also comprises:

- a large-format **Epson Stylus Pro 9900** printer with *X-Rite* spectroproofer;
- a **Fujifilm Javelin 8300S** CTP plate-setter;
- an Epson **Stylus Pro 7800** 24-inch and **9880** 44-inch inkjet plotters;
- a **Brause 1050 SEF** hot-foil stamper, from the BOBST Group;

an **Iberica 105 TRK**, a Bobst **104-ER**, and **SP** blanking presses supported by a BOBST **102 CE** and **Heidelberg SBGZ 16140** cylinder diecutters.

a **Woodward P3842** jogger aerator used for squaring and jogging sheets while blowing dust in preparation for print press and diecutting;

an **Automatan V73VA** used for repalletizing of special pallets for the Komori press autofeed logistics system aerator/joggers;

- four high-performance folder-glueers including a Bobst **Domino 90**, a **Jag-enburg Diana 115-3**, and a custom-designed Brausee **TA 1100-C4/6** with a duplicate custom-designed **TA 1100** scheduled for installation before the year’s end;

- an **Ergosa C 8.0** universal packer.

In addition, the plant makes extensive use of two high-speed, two-lane trayforming machines, designed and configured by Ellis Packaging West, capable of forming regular square-, rectangle- or triangle-shaped trays, along with webbed corner trays and clamshells, with Clarke noting that a second three-lane machine will soon be delivered. Each machine is capable of running, depending on blank size, anywhere from 5,000 to 20,000 trays per hour.

Says Clarke: “The combination of our equipment versatility and our customer-driven focus means that our customers are assured they will always get the carton they want to their full satisfaction, and then some.”

“We like to under-promise and over-deliver.” 🍁

SUPPLIERS

The Ellis Group
Komori Corporation
Harris Bruno International
MMT Sales & Design Limited
Fujifilm Holdings America Corp.
Epson Canada, Limited
BOBST Group
Brause Group
Heidelberger Druckmaschinen AG
Heiber + Schroeder USA
Komcan Inc.
Technical Adhesives Limited
Woodward Jogger Aerators, Inc.



**NOTHING SAYS
FRESH
like
FABBRI
PACKAGING**

Fabbri Automatic Stretch Wrappers produce highly attractive packages that make your products look fresh and “just packed”. Fabbri Stretch Wrappers use stretch film to package fresh meat products in preformed trays to provide an in-store wrapped appearance. They employ four-way stretch technology to produce tight, over-the-flange, wrinkle-free packages with securely sealed bottoms and a superb case presentation.

And here’s something you might find even more attractive: Fabbri Stretch Wrappers can help increase your profitability. Fabbri packaging is produced using low-cost packaging materials. And when you factor in its Best in Class low cost of ownership, the Fabbri Stretch Wrapper is your most economical and affordable packaging solution.

Compact and robust servo-driven Fabbri packaging machines are built for speed, versatility and the highest levels of productivity. Fabbri Stretch Wrappers can handle a wide range of tray sizes with no changeovers, producing up to 62 packs per minute. All models feature a user-friendly full-size control panel for easy operation and maintenance. Test the Fabbri at our Reiser Customer Center and see for yourself how it can improve your packaging. Contact Reiser today.



Booth 5845 Hall B

www.reiser.com

Reiser Canada
Burlington, ON • (905) 631-6611

Reiser
Canton, MA • (781) 821-1290



Leading the food industry in processing and packaging solutions.



READY TO DELIVER

New retail realities help drive accelerated global growth for retail-ready packaging solutions

BY GEORGE GUIDONI, EDITOR

No one can deny or dismiss the enormous competitive impact of online shopping and *e-commerce* retailing on the traditional brick-and-mortar retail outlets across North America. But neither should anyone discount the retailers' ability to adapt to new challenges, however urgent and far-reaching they may be.

For all the promise and excitement of the disruptive power of *e-commerce* to alter modern consumers' purchasing behavior—fueled by the meteoric growth of **Amazon** and other *e-commerce* powerhouses offering a vast growing range of everyday consumer staples for prompt home delivery at similar or lower—the lion's share of average North American consumers continue to rely on traditional shopping outlets for a vast majority of their everyday needs, especially the food-and-beverage products.

That said, there has never been as much pressure on physical retailers to reduce their operating costs, their labor costs in particular, since the inevitable move by larger *e-tailers* into the grocery business, as highlighted by Amazon's US\$13.4-billion acquisition of **Whole Foods Market** earlier this year, followed by significant price-cutting of a large range of organic food products sold by the upscale retailer.

While some retailers have already responded in kind by either launching or beefing up their own *e-commerce* presence, many of them have accelerated efforts to achieve greater cost reductions at their stores and throughout their supply chains—ranging from introduction of automated self-checkout aisles to cutting back on operating hours—to counter the *e-commerce* firms' inherent advantage of lower overhead costs.

As part of this cost-cutting, traditional retailers are also expected to increase their use of the so-called retail-ready packaging (RRP) solutions—also called shelf-ready, display-ready or pallet-ready packaging—which have already yielded impressive savings in shelf-stocking, product handling and inventory control costs since their widespread rollout across North American markets in the last decade.

SHELFISH DESIGNS

Designed to allow the packaged consumer goods to be readied for sale or merchandising with minimal opening or set-up effort at the store level, RRP packaging such as die-cut pre-perforated corrugated boxes, die-cut display cases, shrinkwrapped trays and modified-atmosphere cases combine the practical advantages of easy handling, better product identification and enhanced transportability with an additional opportunity to market the product for better visibility and shelf impact at the store level.

With RRP's widespread adoption initially driven by the Big Box and Club Store retailers as a way to keep prices low, this innovative secondary packaging format has not only been warmly embraced by larger supermarket chains, but also in other retail channels—primarily because

it does not require the fact that the store staff to unpack the inner contents of the RRP package.

As a recent report from market researchers **The Freedonia Group** points out, "Gains will be supported by further growth of mass retailers and club stores, as well as food and beverage sales volume in nontraditional outlets such as drug and dollar stores.

"Additionally, the proliferation of club stores and 'no-frills' deep-



A Walmart store-shelf makes optimal use of available shelf space by displaying the rigid-plastic containers of the Beech-Nut brand of baby cereal products in Delkor's Turbo Case RRP trays.



Equipped with high-speed pick-and-place robots inside the enclosure, Delkor's MSP-m Series case-packer makes light work of placing stand-up pouches inside pre-printed retail-ready trays that can be placed directly onto the store-shelves upon their arrival with minimal effort.

discount grocery stores will be especially important for RRP, as such stores primarily sell merchandise directly from secondary packaging and require their vendors to ship products in RRP."

Projecting the U.S. market demand for RRP packaging to grow by 5.2 per cent annually over the next three years, The Freedonia Group study forecasts the U.S. market for RRP to surpass US\$6.2 billion by 2020.

According to the report's author Esther Palevsky, "Growth will be supported by expansion in the retail user base and increased presence of value-added box types."

As Palevsky explains: "The disruptive trends in the North American food retailing



Tubs of sour cream sit tightly in their cutouts inside a Delkor RRP tray made for the ALDI supermarket chain.

The **SRP** that is quickly becoming
The Standard

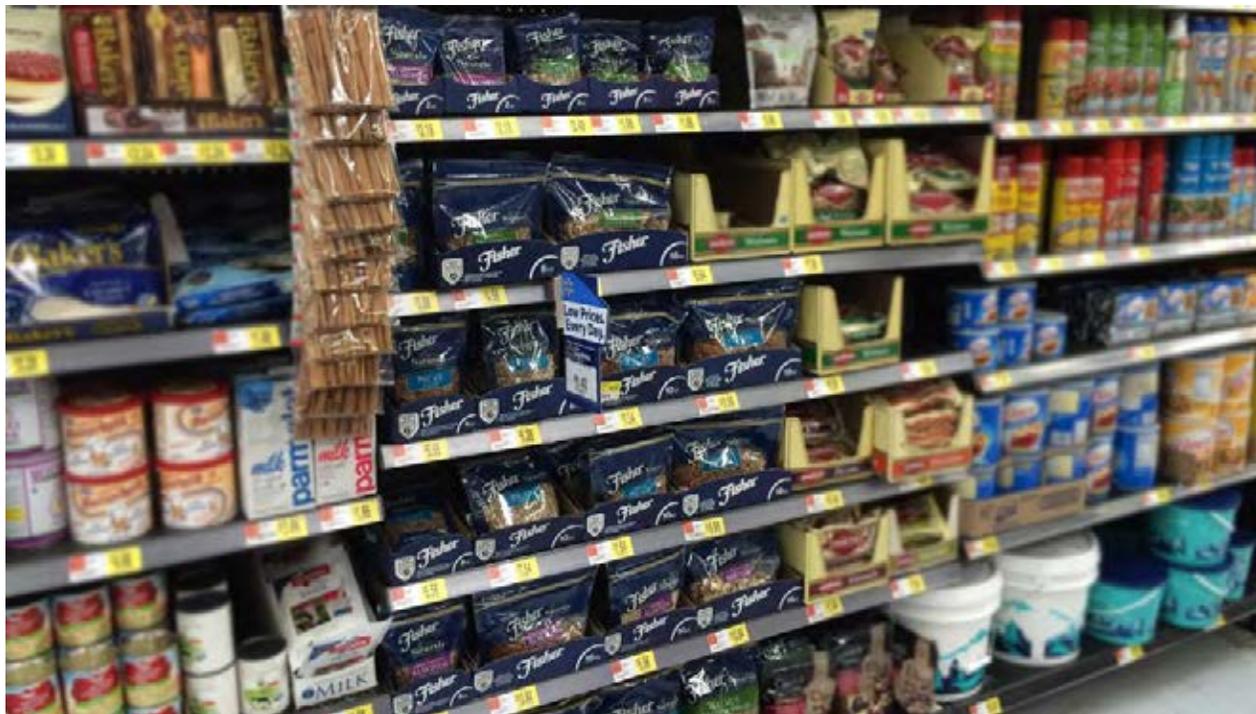


Delkor's award winning Cabrio Case[®]
Clean-Cut Case. Clear-Cut Choice.



The Delkor Cabrio Case[®] is patented and patents pending.

www.delkorsystems.com



Pouches of the popular Fisher brand of different varieties of processed nuts are easily displayed in their upright positions on a Walmart store-shelf by the virtue of being pre-packed into the Cabrio Cases trays on Delkor's Trayfecta G Series case formers.



A wide assortment of the two-piece retail-ready display trays made and filled inline by the high-speed SOMIC machinery.

landscape will bode well for RRP.

“Among such trends is the increasing competition that traditional supermarkets face from a host of alternatives, including club stores, deep discounters, mass retailers, drug stores, farmers’ markets, and e-commerce vendors.

“Increased openings of smaller-format locations by mass retailers will also promote gains for RRP,” Palevsky adds, “as these stores carry a more limited product selection than their traditional counterparts and have fewer employees.

“These stores can benefit from RRP’s ability to speed up the stocking of shelves and increase shelf space efficiency.”

According to Paula Feldman, director of business development at leading packaging industry group **PMMI, The Association for Packaging and Processing Technologies** in Reston, Va., “Urbanization, population and economic growth are significant drivers for RRP, especially when they are accompanied by an increase in the number of supermarkets and large box stores.

“Because RRP enhances shelf appeal and supply chain efficiency, retailers often see it as a ‘must-have,’ and use their considerable leverage with CPG manufacturers to make it happen.

“As they adjust their packaging requirements, manufacturers must continue to innovate to stay competitive,” she sates.

Tony Corsillo, general manager for the Retail Packaging & Displays Division of Toronto-headquartered corrugated packaging manufacturer **Atlantic Packaging Products Limited**, agrees: “Some of our customers request RRP due to retailer pressure.

“It all starts with cost-savings for the retailer to stock the shelves, which leads to lower merchandising fees.

“However, many others following are simply following suit while trying to stretch out their use of plain traditional packaging to save costs—not realizing that branding has a larger bottom-line impact in the long run,” Corsillo relates.

THE RIGHT IMAGE

“In the end it is the impact of the brand image improvement which raises the overall sales volume,” Corsillo explains, “and many larger CPGs with a global presence and ties to Walmart, or other large retail chains in Europe, have all experienced the many benefits of switching to RRP designs.”

Going forward, Corsillo predicts the RRP format to keep growing, “Because stockability and visual appeal will become even more important as consumers begin to lower the shopping decision time.”

While Europe currently remains the largest single market for RRP packaging, “North America is anticipated to grow at a significant rate due to retail market growth in Canada and the U.S.,” according to

another market study conducted by the U.S.-based **Global Market Insights, Inc.**

“More product visibility and brand retention are anticipated to be the key driving factors to influence marketers to adopt this technique,” the report states, “while easy transportation, reusability, and recyclability are likely to attract more retailers.”

Projecting the global market for RRP to exceed US\$71 billion by 2023, the report identifies food, beverage, bakery, electronics, flowers, and health-and-beauty products as the most promising categories for future RRP market gains worldwide.

“The increase in competition among FMCG (fast-moving consumer goods) companies, owing to large number of competitors coupled with consumer shift, is likely to boost retail ready packaging market growth.”

Rick Gessler, vice-president of engineering at secondary packaging equipment manufacturer **Delkor Systems, Inc.**, sees a “bright future for RRP,” citing nearly a billion Delkor-patented RRP packaging produced on Delkor equipment specifically designed specifically for this purpose annually.

Says Gessler: Yes, there are many customers buying online and that trend will likely continue to grow.

“However, the brick-and-mortar stores still play a vital role and consumers are still relying on them, particularly for daily shopping such as household groceries,” he points out.



A sampling of the many types of pre-perforated RRP cases produced by WestRock to pack a wide range of consumer products in easy-to-open packaging requiring minimal manual effort to stock on the shelf without any product handling of the contents.

CASCADES INNOVATIVE PACKAGING SOLUTIONS

THINKING OUTSIDE THE BOX FOR
MORE THAN 50 YEARS.



INSULATED PACKAGING



FOOD PACKAGING



HIGH GRAPHIC



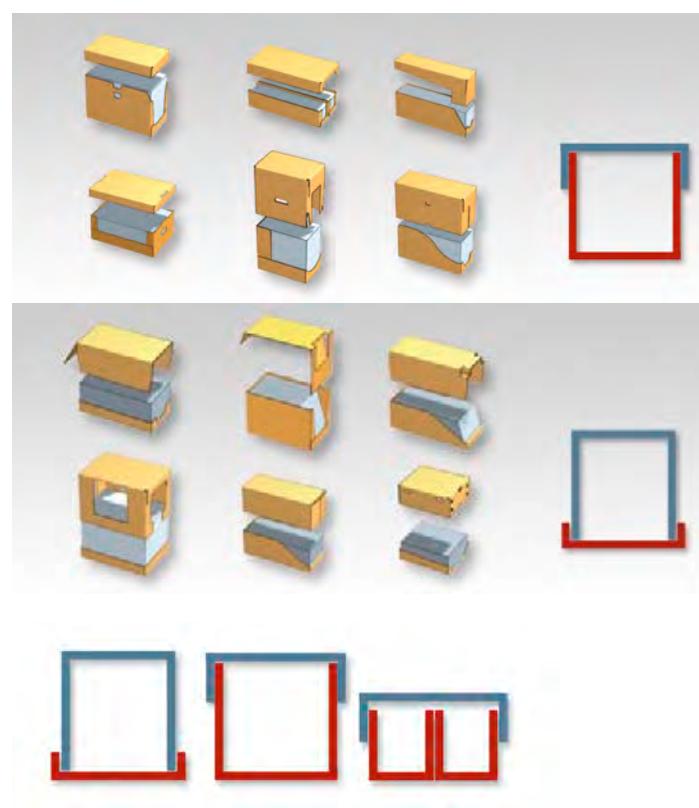
DISPLAYS

REDEFINING PACKAGING WHILE PRESERVING THE ENVIRONMENT. Cascades relies on facilities and equipment that are at the cutting edge of technology. We pride ourselves in making high-quality products designed to match our clients' needs and expectations and we do all that while continuously surpassing our ambitious goals in our efforts to preserve our planet. So when you choose to do business with Cascades, you also become greener, naturally.


Cascades

RECOVERY + PAPER + PACKAGING

CASCADES.COM



Manufactured by SOMIC, the 424 series machines enable high-speed production of an extremely broad range of RRP tray designs to suit virtually any primary flexible package format.

“That puts that onus on these retailers to be more operationally efficient,” he says.

“With RRP, stores can more quickly and efficiently restock shelves with cases that are easy-to-open and visually appealing when placed on the shelf,” Gessler continues. “This helps retailers ensure that their shelves are fully stocked and that products are not missing in the aisle, while consumers can quickly find the products they are seeking in the aisle.

“It’s a win-win for both retailers and consumers,” Gessler states.

“It was important to us and to our customers to be able to offer systems that can produce multiple package formats without the need to add additional machines to those systems,” he explains, “so we took on an initiative to create new package options that were efficient in terms of packaging material usage, while also leveraging equipment that can produce multiple formats.

“As we all know, more efficient material translates to lower package cost for our customers,” Gessler elaborates, “and multi-format packaging systems translate to streamlined plant operations and flexibility to better meet the requirements of the retailers.”

With decades of experience in the manufacture of case-packers and many types of cartoning machinery, Delkor has used its expertise to develop the *Trayfecta G Series* former that can form both standard shipper boxes as well as the *Cabrio Case* RRP packages without having to add a bliss-style former to the packaging system.

“For Delkor’s customers, it’s like having three machines in one,” he says, noting that Delkor’s recently-launched *Club Store Stackable Tray* is produced on the *Trayfecta G Series* case formers.

“The versatility of the Cabrio Case is well-proven by its rapid growth,” he adds, “as its usage has grown to more than 200 million cases per year over the past three years.”

KEEP IT SIMPLE

Peter Fox, senior vice-president of sales for North America at **SOMIC America Inc.** in Bensenville, Ill., says North American retailers have some catching up to do to their European counterparts in terms of RRP adoption, especially in making more use of the display tray packaging format that has largely displaced wraparound RRP boxes in Europe.

“The most effective retail ready package is one that is simple for the stockperson to open and display, requiring no directions and absolutely no tear-

ing of the corrugated,” says Fox. “This is why tray and cover is the dominant retail ready package,” says Fox.

“In Europe, SOMIC produces about 80 per cent of our machines for tray cover solutions,” Fox relates, “while the other 20 per cent are either wraparound case-packers or combination machines.

“While the opposite is true in the North American market, this trend will flip over the next 10 years with significant gains for tray cover applications,” says Fox, pointing to the ongoing growth of flexible packaging formats as a key driver for this trend.

“Due to the proliferation of the flexible packaging materials, the stand-up pouch and pillow-pack retail-ready presentations account for the bulk of the products we run on SOMIC lines, which have the ability to stand pouches upright for display or lie them flat for wraparound case formats—all on the same machine,” Fox explains.

“Retail markets are looking to reduce the time to get product on shelf, but at the same time do not want to look like a warehouse store,” says Fox, citing SOMIC’s diverse customer base comprising leading multinational manufactures of pet food, dry foods, dairy and confectionery products, with an installation base stretching from Canada to Russia.

“Having grown up in Germany in the midst of the of the birth of the European retail-ready style packaging, SOMIC’s expertise in this field is founded in the design of our machines as well as the material designs that provide the unique retail ready packaging,” Fox states, “which is why SOMIC is a global leader in this market.

For Nicole Lipson, segment marketing manager at Norcross, Ga.-headquartered corrugated packaging giant **WestRock**, an effective RRP package should address the so-called “Five Easies” of being:

- easy to identify,
- easy to open,
- easy to stock,
- easy to shop,
- easy to dispose of.

“Following the tenet of the Five Easies means retailers get product on the shelves faster and consumers find shopping easier,” says Fox, citing WestRock’s *Meta* brand of RRP boxes and equipment dedicated to high-speed forming of display-ready cases and trays.

“Our expertise in understanding customers’ supply chains, transportation challenges, fiber and sustainability requirements and branding guidelines

means we can help them find the best solution for that product and that channel,” Lipson relates, citing a successful RRP project WestRock has recently completed for a Canadian customer.

“The customer needed a retail-ready palletized solution for a bagged product, for which it was literally hand-folding cartons manually,” she relates.

“By assessing the product, the labor and the distribution process, we recommended a WestRock tray-former and a proprietary tray design.

“With the implementation of the equipment and the new container, we helped the company realize labor and fiber savings beyond its expectation.”

Says Lipson: “All our packaging solutions are customized for each company’s specific requirements, which combined with our knowledge of equipment makes us unique in the industry—offering customers the best of both worlds.

CREATIVE TYPE

“We can create designs and custom RRP containers for boxes, pouches, odd-shaped cans, jars or bottles, beverages, wine and other products with a large array of designs that are proven in the grocery and club channels.”

According to Lipson, the RRP offers CPG manufacturers and their suppliers of packaging and equipment tremendous opportunities in the North American market moving forward, driven by intense competition among retailers and rapid proliferation of retail channels.

“Retailers are seeing challenges from all side: stores are moving to smaller formats; the center store is shrinking; and consumers have more places than ever to purchase their food products.

“To respond, CPG manufacturers are evolving rapidly to supply retailers with products faster than ever, hence shelf- and retail-ready packaging makes perfect sense,” Lipson states.

“Smaller store formats for specialty and grocery, for example, are the perfect environment for shelf-ready packaging due to its advantages in stocking,” she says, “while other channels such as convenience stores and dollar stores also offer good growth opportunity.

“Our goal is to help consumer products companies develop every container, for every product, for every channel,” Lipson asserts.

“With the grocery segment changing so rapidly, today’s retailers must be able to populate and stock stores quickly and easily,” Lipson concludes.

“No one likes an empty shelf.” 🍁



Disruptive designs. Custom solutions.

Ship and display – all in one box.

Combine shipping and merchandising into one with WestRock's precision mandrel-formed cases. Increase sales with automated one and two-piece shelf and retail-ready designs that maximize brand impact without sacrificing package integrity.

Call us at 407.843.1300 to discover how our revolutionary precision mandrel-formed cases make it easier to replenish and shop products, increase product availability, and improve shopper satisfaction.

westrock.com/aps





IMOTIONAL RESPONSE

Industrial plastics pioneer is happily molding its own future with relentless product innovation and swift market diversification

BY GEORGE GUIDONI, EDITOR

For sheer necessity, utility and ubiquity, there really is no business like the plastics business.

And while clearly not everyone is a big fan of things made from moldable synthetic polymers, there are plenty of sound practical reasons why the highly versatile plastic materials continue to replace metals, glass, ceramics, wood, paper and leather in countless products and applications at an increasingly accelerated pace—despite all the criticism and disapproval this often entails.

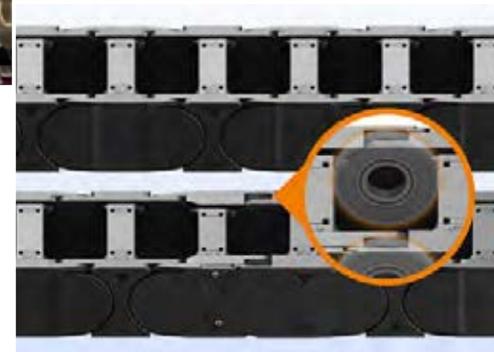
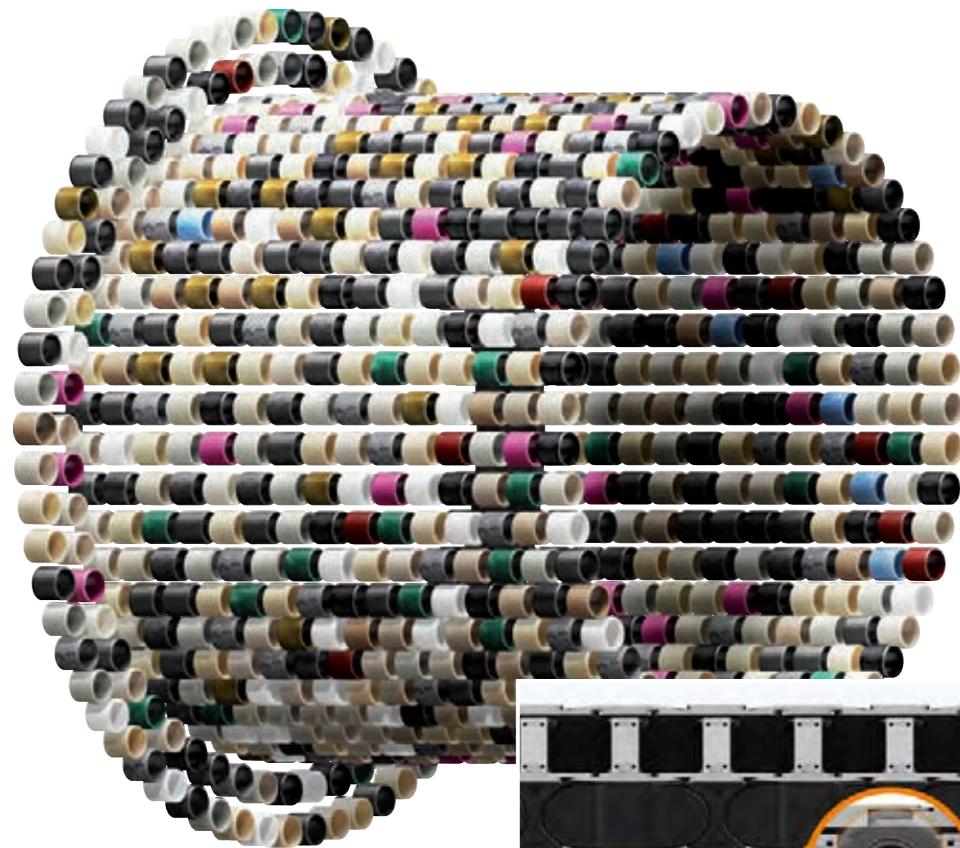
Happily for **igus, inc.**, German manufacturer of engineered industrial plastic products like ball and spherical bearings, linear guides, cable carriers and flexible cables, among many others, taking outside skepticism in stoic stride comes naturally for a company deep-rooted in the fundamental belief that anything one can do with metals to keep the wheels of the industry turning can be done with plastics just as well, if not better.

Founded in 1983 by Günter Blase, the privately-owned company is not an easy one to classify using traditional strict industry definitions, given its highly diversified global end-user base and an exceptionally broad and fast-expanding product range.

Nowadays serving 13 different industrial sectors—ranging from automotive and aerospace to packaging and food-and-beverage—igus has leveraged its pioneering instincts and formidable technical know-how to become a truly global supplier of seemingly unrelated, but highly functional and affordable polymer components and assemblies for all sorts of industrial automation applications.

While the bulk of these products are manufactured just outside of Cologne at the company's futuristic, one-of-a-kind factory designed by the world-renowned British architect Sir Nicholas Grimshaw, igus operates a network of 36 subsidiary companies around the world today—serving the U.S. and Canadian markets from a well-stocked distribution center in East Providence, R.I.

Today headed by the founder's son and company president Frank Blase, the company's Cologne factory is a vivid embodiment of progressive management practices, formidable automation capabilities, high product quality, innovative de-



Founded in 1983, igus makes a broad range of dry-running plastic bearings, requiring no lubrication and virtually no maintenance, and other industrial plastic products for a broad range of motion control applications in numerous industries worldwide.

sign strategies, superior craftsmanship and all other often-cited attributes underpinning Germany's acclaimed world-class manufacturing excellence.

Employing about 1,500 people on a three-shift, six-days-a-week schedule, the 120,000-square-meter manufacturing complex houses over 400 heavy-duty **Arburg** and **Engel** plastic injection-molding machines, running around the clock to set pace for the constant flow of activity from one end to the other at the modular-designed building—its walls suspended to the ground from above by heavy-duty cables linked to eight towering 30-meter yellow pylons more commonly found on top of large-capacity outdoor sports stadiums and arenas.

Fully embracing the wall-free open-design concept, whereby the president Blase's desk sits right on the factory floor within easy reach of all plant personnel, the unique building is a flexible, high-energy manufacturing operation where employees use a variety of electric-powered scooters to zip from one plant location to another in mere seconds to keep up with the busy production flow.

With all employees entitled to free company-paid meals and snacks throughout the day at the plant's well-equipped and professionally staffed canteen, the positive energy radiating throughout the building is in itself a remarkable competitive advantage nurtured through thoughtful employee motivation and engagement.

This employee empowerment is also readily evident in the senior management ranks, with dedicated management teams assigned to focus almost exclusively on one of the 13 core industries served by igus, each headed by a designated industry manager.

For Lars Braun, head of industry management for the packaging industry, this sector-specific approach to developing new market opportunities is paying off in a big way.

As he explains, packaging machinery manufacturers of all stripes worldwide are beginning to discover the unique advantages offered by igus's unique lubrication-free machine components—primarily maintenance-free operation, highly hygienic design, and significant energy savings over the equipment life-cycle.

"Focusing solely on one industry allows us to learn more about what kind of new products we need to develop, as well as to learn to speak the customer's language," Braun told **Canadian Packaging** during a recent press tour of the igus Cologne factory and select installation sites for its equipment.



The new Sleevematic TS labeling machine manufactured by Krones makes extensive use of igus lubrication-free plastic components, such as the orange-and-black iglidur J trapezoidal threadnut (left) used for crosswise adjustment of the belting station.



Designed by famed British architect Nicholas Grimshaw, the modular igus factory just outside of Cologne has 264 transparent domes installed on its rooftop to serve as skylights that facilitate maximum natural light exposure for the 90,000-square-meter floorspace beneath.



Iigus president Frank Blase, who earned his MBA degree at the Texas Christian University in Fort Worth in the late 1970s, explains the highly-automated, fast-paced workflow at the Cologne factory housing hundreds of heavy-duty Arburg plastic injection-molding machines.

“We now understand the packaging market much better today than when we first entered it about 10 years ago,” says Braun, a 20-year igus veteran who has seen the company’s presence in the packaging and food-and-beverage industries grow in leaps and bounds.

“Being able to offer grease-free solutions to the packaging OEMs (original machine manufacturers) and their food industry clients is a very big selling point for us.”

According to Braun, igus has spent several years of intense product development to bring a multitude of **FDA**-approved food-safe plastic machine components and products to the North American market, and is currently working even harder on the next generation of similar products to meet the even more stringent food safety criteria anticipated to be launched in the EU (European Union) zone in the next couple of years.

“The main focus is on hygienic design solutions that would enable a linear table used in a meat slicing machine, for example, to resist any debris build-up during format adjustments,” says Braun, citing the company’s growing competence in providing pre-assembled system solutions/modules to its packaging customers, rather than just the basic components.

“We have noticed a trend among companies developing packaging machinery to concentrate on developing the machine without the distraction of developing a format-adjustment system that goes into that machine,” Braun explains.

This new core competence has enabled igus to become a close technology partner to some of the world’s leading manufacturer of processing and packaging machinery used in the food-and-beverage industries, including the likes of **Multivac, Krones, KHS, Mettler Toledo, Sidel, Tetra Pak** and many others.

“The igus packaging business has been growing by 20 to 25 per cent annually for the last several years,” says Braun, “and we expect this to continue for the foreseeable future.

“Naturally we have benefitted from the fact that Germany has a very well-developed packaging machinery market,” Braun acknowledges, “but we must reach out to the rest of the world to maintain our own growth.

“When I first visited the U.S. about 15 years ago, no one asked for or knew about maintenance-free bearings,” he recounts, “but now everyone we talk to is interested in maintenance-free packaging solutions.

“So the next few years should be a very exciting time for igus in the North American market.”

As Braun explains, about half of all igus-made packaging industry products are sold as standard off-the-shelf offerings, with the other half sold as proprietary assemblies to the OEMs like Krones.

“For companies like Krones, the spare parts business accounts for about half of their revenues, so if one of their machines at a Coca-Cola bottling plant needs a new part that was originally made by igus, they would have to purchase it through Krones because they paid for the original meld,” he explains.

“It is very unique in the packaging business for a company to be selling half of its products under such exclusive arrangement,” Braun states, “but all we are

really doing is just following the market.”

Says Braun: “The operating speeds of today’s packaging machines are truly amazing compared to only 10 years ago, going from 10,000 bottles or cans per hour to 70,000 to 80,000 containers per hour.

“As these speeds continue to increase, so will the demand for maintenance-free, grease-free, hygienically-designed, low-weight components and modules that combine plastic with stainless steel to accommodate those speeds, while improving the OEE (overall equipment effectiveness) performance,” Braun states.

Recently, Krones AG incorporated an array of igus-made components into the high-speed **Sleevematic TS** machine used to shrinksleeve beverage containers at speeds of up to 50,000 cans or bottles per hour.

Instead of using traditional cutting blades to cut the individual sleeves prior to their application, the machine uses rotating perforation cutters to micro-perforate the sleeves—enabling continuous movement of the roll and doubling the throughput rate, while extending the cutters’ service life up to 70 million cuts each.

The new machine features a wide range of lubrication-free components supplied by igus, including dry-operating **drylin R** plastic nuts and **drylin** linear bearings for round shafts in the belt station and the sleeve brush; **drylin W** profile guides in the inlet and outlet sensor; and complete **drylin SLW** lead screw lift-tables with hand-wheel for manual adjustment in the preliminary shrinkage, as well as the height adjustment of the guide rollers.

The guide rollers, supplied by igus to Krones as a complete system solution consisting of two **xiros** polymer ball bearings and an anodized aluminum tube, helped eliminate the problems encountered with earlier use of metal bearings.

According to Krones’ head of product management inspection and labeling technologies Josef Mayer, the sleeve roll would sometimes come to a complete stop whenever a label band would slip over it due to excessive vibration at high throughput speeds.

By switching to the lower-mass **xiros** ball bearings that use glass balls as the rolling elements, held by plastic ball races in the bearings, “These problems are now a thing of the past,” says Mayer.

Citing the “excellent” wear and friction values of the **xirodur** high-performance plastics used to construct the inner and outer rings of the bearings, Mayer has high praise for the fact that igus completely pre-assembles the guide rollers for easy installation onto the **Sleevematic TS** sleeve.

“We are dependent on partnerships where the quality has to be right,” says Mayer, “but it must also be something more than just the product alone.

“Therefore, it is very important for our suppliers to offer not only good products, but also complete assemblies or systems.

“This is something that igus does very well,” says Mayer, citing a mutually beneficial 25-year partnership that continues to strengthen and evolve.

“It really is a great collaboration,” Mayer concludes. “At igus, we always have a personal contact who will always provide us with straightforward and suitable solutions for all of our needs, even during the prototyping stage.” 🍁



FROM FEED TO FORK

Annual Atlanta meat-and-greet set to sizzle with product and process innovation

As one of the fastest-growing trade shows in the U.S., according to the authoritative **Trade Show News Network (TSNN)**, the annual **International Production & Processing Expo (IPPE)** meat industry trade fair in Atlanta, Ga., is a natural meeting point for hard-working folks in the business of supplying North American consumers with safe, high-quality animal protein at affordable price-points.

On track to bring together more than 1,200 exhibitors and 30,000 visitors to the Georgia World Congress Center in Atlanta, Ga., from Jan. 31 to Feb. 2, 2018, the **2018 IPPE** will once again have something for everyone involved in this critically vital food sector, including operation and plant managers, purchasing agents, engineers, and researchers from the world's top feed, meat processing and packing, and poultry companies.

Jointly produced by the **U.S. Poultry & Egg Association**, **North American Meat Institute** and the **American Feed Industry Association**, the flagship event will comprise three highly complementary, sector-specific exhibitions with their own acclaimed industry pedigree and expertise—including the **International Poultry Expo**, **International Feed Expo** and the **International Meat Expo**.

Representing all of the diverse industry's key segments—including feed milling, hatchery, live production, processing, further processing, marketing and all support activities—last year's **IPPE** drew a total of 1,383 Canadian visitors to the three-day event, the largest foreign contingent from more than 8,000 international visitors.

In fact, the show's increasingly global outreach has made it a natural fit for the **U.S. Department of Commerce's International Buyer Program**, which brings trade delegations together from around the world and helps to match international at-



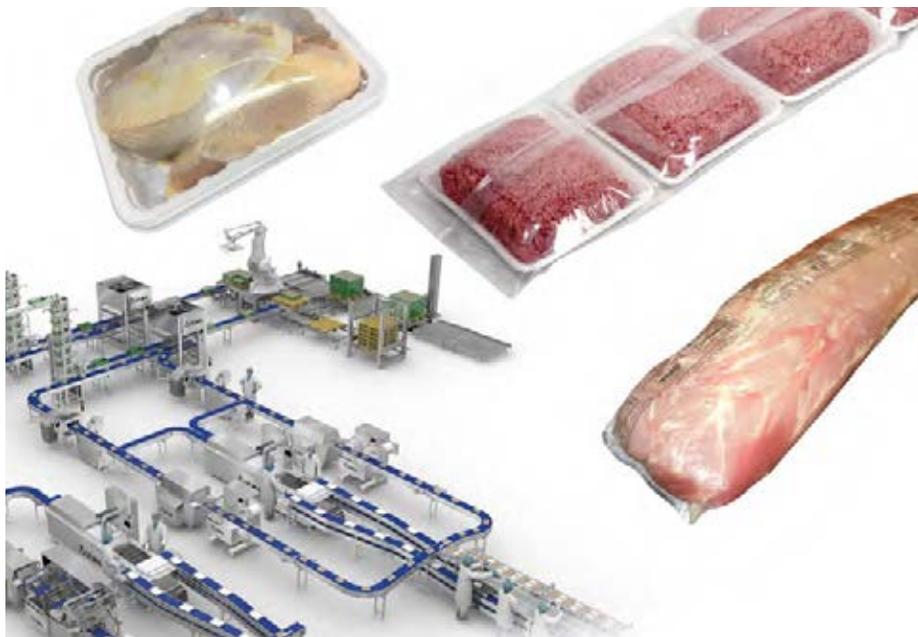
tendees with U.S.-based suppliers, while also providing provides export counseling, market analysis, and valuable consulting services to exhibitors and attendees alike.

"We are pleased again to be chosen as part of the International Buyer Program," the show's organizers say.

"This will be our 11th year participating in the program, which provides credible confirmation of the global scale of our trade show.

"Since 2006, our attendance from outside the U.S. has grown by more than 240 per cent, and we eagerly look forward to welcoming even more international buyers to the 2018 IPPE show."

For more information or to register for **2018 IPPE**, go to: www.ippexpo.org



WEALTH OF EXPERIENCE

With 40 years of experience in providing a comprehensive offering of primary and secondary packaging equipment and automated systems, **Harpak-ULMA** will exhibit and run live demonstrations of several advanced technologies right on the show-floor, including **G. Mondini** tray sealers; **ULMA** primary packaging equipment; **RAMA** secondary packaging equipment; and **DIGI** weigh/price/labeling systems. With the company's expert technicians strategically located throughout the U.S. and Canada to address the clients' needs with ongoing service, training and technical support, the company's single-source capabilities include thermoforming, tray-sealing, flowwrapping, meal assembly, **Darfresh** skin packaging, vertical form/fill/seal (V/F/F/S) applications, cartoning, sleeving, case-packing, robotics and automation solutions.

Booth B-6461

BRING ON THE HEAT!



Heat and Control Inc. will demonstrate the company's latest advanced technologies and equipment for processing, coating, seasoning, conveying, weighing, packaging, and inspecting product, including the **FastBack 260E-G3 (G3)** sanitary horizontal conveyor designed to meet the strict hygienic demands of the poultry processing industry. Built for washdown environments and simple sanitation, the **G3** can convey heavy loads of poultry products—including tenders, boneless breasts and other fresh chicken parts—at rates of up to 85,000 pounds per hour in swift but smooth and gentle operation to maintain high product

quality and appearance. Other products will include:

- **Spray Dynamics** single-shell coating drum with open-channel frame—designed and engineered specifically for the food safety and hygiene requirements of poultry processing;
- **Ishida** and **CEIA** automatic product inspection systems to provide sensitive, accurate and reliable contaminant detection to ensure optimal food safety;
- **Ishida CCW-RV** series open-frame multihead weigher for delivering fast, clean an accurate product weighing with near-zero giveaway.

Booth B-4245



MAXIMUM RESULTS

New thermoforming equipment enables upscale deli meats processor to boost its packaging efficiency and play up the company's branding message

BY ANDREW JOSEPH, FEATURES EDITOR
PHOTOS BY NAOMI HILTZ

Some corporate names are just too good to change, and when your brand name is **Max Meats**, why would anyone ever want to mess up a good thing like that?

Founded in 1955 by Max Mayer and nowadays jointly owned by company president Karl Ulrich and production manager Eddie Wong, Toronto-based **Max Meat Ltd.** boasts a highly esteemed track record as a reliable local supplier of high-quality deli meats for a multitude of high-end butcher shops and upscale grocery retailers in the southern Ontario markets, including the iconic St. Lawrence Market in downtown Toronto.

"When my dad, Fred Ulrich, bought the business back in 1978, he was just too busy in the early days to even consider a name change," Karl Ulrich told *Canadian Packaging* on a recent visit to the company's lively 5,300-square-foot meat processing facility tucked away in an industrial business complex in northern Toronto.

"And after he realized that the Max Meats brand name carried quite a lot of cachet within the Ontario meats processing markets, earned through many years of providing high-quality product offerings, it didn't really matter."

By the time Karl Ulrich took over the company management reins in 2000, Max Meat was already well on its way to expanding and diversifying its product portfolio with a growing range of Old World-inspired meat products for a



Karl Ulrich, one half of the dynamic duo operating Max Meat in Toronto, has moved the company into the higher echelon of quality meat producers in Ontario by selling the company's gourmet-quality wares to high-end butchers, rather than retail.

highly appreciative customer base.

"After my dad took over the company, we continued to produce the cooked and smoked meats, Black Forest ham, deli products and sausages, that we still produce to this day," Ulrich relates.

"But there was also a big effort to increase our market share and our customer base, by increasing the variety of products we offer," says Ulrich, noting the 10-employee company manages to produce over 200 SKU (stock-keeping units) of gourmet-quality fresh and processed beef, pork and turkey products.



Installed at Max Meat in August of 2017, the R126 thermoformer machine from Multivac has enabled the meat processor to vastly improve its overall packaging line efficiency.



Gourmet-quality smoked pork chops produced by Max Meat to be packaged inside and sealed by its Multivac R126 thermoformer.



Only a few months after its installation, the Multivac R126 thermoformer handles 70 per cent of the company's packaging requirements, with the HMI (human-machine interface) providing user-friendly operation for Max Meat employees.



The smoked porkchop products packaged and sealed by the Multivac R126 thermoforming machine offer significantly extended shelf-life.

Just in the sausage category alone, Max Meat produces about 40 different varieties of meat sticks, kielbasa rolls, meat loafs, pepperoni, etc.—all smoked, roasted, oven-roasted or barbecued to virtual perfection, doing due justice to many beloved authentic recipes passed through generations.

In similar vein, the company's richly diverse offering of no less than 11 different types of *Max Meats* bacon—including *Regular Bacon*, *Black Bacon*, *Beef Bacon*, *Canadian Back Bacon*, *Apple Flavoured Bacon*, *Cooked Cornmeal Bacon*, *English Bacon*, *Maple Flavoured Bacon*, *Rib out Bacon*, *Rind off Bacon*, *Smoked Bacon Wrapped Loin* and *Sweet Pickled Back in Cornmeal*—speaks volumes about the company's

knack for product innovation and culinary flair.

"We specialize in offering smoked, high-end, gourmet-quality meat products that follow the Old World traditions," Ulrich explains, "but are also different enough to stand out from the crowd, and to have established their own keen following in the market."

Says Ulrich: "People in the know really respect the high quality of the many specialty products we can provide—true taste sensations appreciated by the attuned palate."

Naturally, the company is very selective in the quality of raw meats it processes, Ulrich points out, opting for high-grade select meats raised in Ontario, Quebec, Alberta and some nearby U.S. states.

As he relates, the raw meat cuts are chosen on the basis of strict criteria that evaluates critical factors such as maturity, gender, muscle conformation, fat color, texture and marbling, among others.

"We sell our products as a gourmet product, so we make sure it comes from high-quality meat sources," says Ulrich.

While the company's modest size and production capacity currently prevent it from serving mass retail and supermarket chains for time being, Ulrich says he is happy with its current business model of supplying packaged meat products, bearing the Max Meats logo and banner, directly to high-end butcher outlets, including several vendors at the St. Lawrence Market, and smaller fine-foods outlets and deli outlets.

"Moving our product to a retail chain might be a thing for Max Meat down the road," he acknowledges, "but right now we are content in growing our niche mom-and-pop style market segment, where we have full control over our high-end meats."

"Quite often, the butcher will simply take our packaged meat, slit it open, throw away the packaging and place the meat product for sale within their refrigerated display cases," Ulrich relates. "So even at the high-end butchers we sell our meat to, the consumer may or may not see our branded meat products."

"Although that might seem like a waste of packaging, we still take great pride in how each product looks when it leaves our facility," says Ulrich, citing the company's recent purchase of the **Multivac R126** thermoforming machine from the Brampton, Ont.-based food packaging equipment specialists **Multivac Canada Inc.**

Installed last August, the new *R126* machine was brought in to not only improve the plant's packaging line efficiency, according to Ulrich, but also to provide a higher-end look to the branded packaging—good enough to be left intact in the display areas or the shops for consumers to have a good look.

"Prior to purchasing the R126 thermoform machine we were exclusively a vacuum chamber technology end-user," Ulrich relates. "And there is nothing wrong with vacuum chamber technology: we still use it for many larger products like whole hams, meat loaves and turkey portions."

"However, we had to do something to increase our line speeds," he says. "With our production volumes and market demand growing, the 30 seconds or so that it takes to seal a product using vacuum chamber technology was not quick enough for us."

"But with the Multivac R126 in place, we are now able to seal some 20 units or more within that same 30-second time-frame," Ulrich extols, noting that the new Multivac thermoformer requires only one machine operator to run it, compared to three workers needed to look after all aspects of the vacuum-chamber system.

"The Multivac R126 has allowed us to move workers to other areas of production to make us even more efficient," says Ulrich, noting the new Multivac's



arrival has virtually eliminated the frequent bottleneck encountered in the plant's packaging area previously.

"Thanks to the R126, which is now handling 70 per cent of all our packaging requirements, we no longer have a bottleneck in our production line," says Ulrich reveals, adding the plant typically packs about 1,500 units a day using both systems.

"Whereas it would previously take all day to do 1,500 packs, it now only takes a few hours, with reduced labor requirements," he states.

"Moreover, there's less of a rush on the vacuum chamber production line now, making it a total win-win."

According to Ulrich, Max Meat carefully evaluated three potential suppliers to deliver a thermoforming machine before ultimately settling on Multivac's robust made-in-Germany technology.

"My decision to go with the Multivac was primarily based upon their deep technical support and their exceptional service levels," says Ulrich, noting that Multivac Canada also supplies Max Meat with all its thermoforming film requirements.

Multivac also supplies the film used in the R126 thermoform machine.

"Along with only having to deal just with Multivac, there's been an additional bonus," he hints. "With the film, the vacuum and seal Multivac R126 creates and enhances the over all shelflife of our products."

Says Ulrich: "I did a lot of due diligence by talking with some other food processing and packaging companies, and they all said that the Multivac equipment is great.

"And so far it has worked like a charm... fantastic even," Ulrich enthuses.

"I never realized it could be as efficient as it has been," he says, also crediting Multivac for developing just the right kind of a die to handle all the different products made at Max Meat.

"The R126 fits well within our space requirements," he says, "and seeing how easily it has been able to handle the vast majority of our differently-shaped product makes me very happy."

Although Ulrich admits there was some initial reluctance among employees to change their packaging routines and procedures, "We are all humming along quite nicely now."

Other equipment utilized at Max Meat, includes:

- a **Pronto! 482** high-speed color label printer from **QuickLabel Systems** capable of printing up to 10 ips (inches per second);
- a **Handtmann VF 608** vacuum-filler sausage stuffer system;
- **Sipromac** vacuum chamber machines;
- solid plastic **Uline** holding trays for finished goods.

While Max Meat currently does enough business to maintain a steady, one-shift weekly schedule, Ulrich says that having the installed high-performance thermoform packaging machinery can position the company to introduce its *Max Meats* line of product to the larger mass retail marketplace down the road.

But only when the time is right, Ulrich insists.

"It's just not a huge priority right now, however," Ulrich asserts

"At the moment I'm looking to continue growing my customer base of high-end butchers, and I believe the Multivac R126 thermoform machine will be of great assistance in helping us achieve that goal.

"There are still many pockets within the Toronto area, for example, where butcher shops exist and thrive," he says, "and the number of communities adding high-end butcher shops appears to be growing, as more people are looking for that old-fashioned feel of purchasing high-quality meats from a specialized butcher—rather than from nameless workers stocking shelves at a grocery store.

"Consumers may love a bargain, but they also love quality and, above all, superior service." 🍁



A sampling of meat products packed by the Multivac R126 thermoform packaging machine provides the meat processor with a high-quality look befitting its high-quality product.



Max Meat utilizes solid plastic Uline trays and movable carts for moving the loads of finished products inside the plant.



Hundreds of smoked Hungarian csabai sausages await their turn to be packaged on the Multivac R126 thermoform packaging system recently installed at the Max Meat facility in Toronto.

SUPPLIERS

Multivac Canada Inc.

QuickLabel Systems, an AstroNova Division

Handtmann Canada Limited

Sipromac

Uline Canada Corp.

BLASTS FROM THEIR PASTS

Our readers recall past glories and challenges along the way to industry prominence

With our 70th Anniversary year now almost behind us, the *Canadian Packaging* magazine would like to extend a big and hearty Thank You to all readers who took the time to share a bit of their company's history with us.



MK NORTH AMERICA INC.



Celebrating their 30th anniversary next year, Bloomfield, Conn.-based **mk North America, Inc.** was founded in 1988 by

Andreas Tietje as the North American subsidiary of the former **Maschinenbau Kitz**, which today operates out of Germany as **mk Technology Group**—focusing on contract manufacturing and co-packing.

Having grown from a single office into a 38,000-square-foot manufacturing enterprise with offices across the U.S. and Canada, as well as a distribution network in Mexico, mk North America is renowned for its robust conveying solutions for industrial and food-specific applications.

This expertise traces back to the original conveyors manufactured by Maschinenbau Kitz in 1971, followed by the development of mk's patented aluminum extrusion technology in 1982.

This soon became a building block for the growing range of mk conveyors, which were introduced to North America in 1988.

Today, mk North America is looking forward to a bright future in all aspects of automation—from assembly to packaging—by embracing the company's 'Better products, better solutions' mantra to set itself apart from other conveyor suppliers with a relentless focus on the solutions aspect of its system offerings, and working in close partnership with its customers.



CIMA-PAK CORPORATION



With previous experience and expertise in military and aerospace packaging, **CiMa-Pak Corporation** founders Tim Dawson and Sonja Berg were well-prepared for the battles ahead when they incorporated the company back in June of 2000.



Initially focusing on the food and print industry, the company entered the fast-and-easy prepared meals market by supplying this growing segment with reliable tray-sealing equipment and CPET (Crystalline Polyethylene Terephthalate) trays.

For the print industry, the company's **One-step** shrinkwrapping systems and **Mailbag** polybaggers provided printers with quick, affordable, versatile and tamper-evident packaging for magazines, direct mail and virtually any other imaginable print product.

But as growth in the print industry started to slow, CiMa-Pak's focus shifted mainly to the food industry—leading to development of a more refined line of trays and tray-sealers to meet new consumer requirements for healthier, fresher and portion-controlled meal solutions.

Earlier this year, the company launched its new made-in-Canada **CiMatic Tray Sealer** as a cost-effective solution for medium-volume food producers looking to automate the prepared meal packaging of fresh, frozen and MAP (modified atmosphere packaging) prepared meal solutions catering to today's busy on-the-go consumers.



SHURTAPE TECHNOLOGIES, LLC



Today ranking as one of the world's leading producer of pressure-sensitive tapes, **Shurtape Technologies, LLC** traces its roots back to 1880, when Abel A. Shuford founded **Shuford Mills**, a manufacturer of yarn, twine and other cordage products, in western North Carolina.



A major driver in the local economy and community life, the company employed hundreds of people at its height as a thriving textile manufacturer.

In 1955, the company created its pressure-sensitive tape division in response to the gradual replacement of twine with tape in a multitude of commonplace packaging applications.

Before long, tape sales surpassed those of the company's legacy products—prompting the addition of several more tape manufacturing facilities to deliver continued growth and innovation in the market.

In the early 1990s, the Shuford Mills tape division separated from the textile business and became its own company.

Today, Hickory, N.C.-headquartered Shurtape Technologies manufactures and sells a wide variety of adhesive products worldwide, including packaging, masking, duct, foil and film, and double-coated tapes.



CEDAR BAY GRILLING COMPANY

The **Granville Gates & Sons** plant in Blandford, N.S., was originally a salt fish plant that operated from 1949 to 2001. At the time, the booming cod industry made it the largest producer of salt fish in

Atlantic Canada, with its 70 full-time employees filling 20 trucks per week. During the 1950s, more than 100 fishing boats regularly sold their catch to this plant.



But with the cod industry's collapse in 1990s, the plant was eventually shut down, seemingly for good.

However, in 2008 the building was purchased by a group of enterprising investors who brought the facility back to life under the name of **Cedar Bay Grilling Company**.

Employing up to 40 people during the busy season, Cedar Bay Grilling is a well-respected manufacturer of value-added fish and seafood products—specializing in cedar-planked Atlantic salmon.

With its products nowadays available in most major grocery retailers throughout Canada and the U.S., it takes great pride in being acknowledged as world's largest producer of planked salmon products.



OMRON CANADA, INC.



Seventy years ago, the company known worldwide today

as **Omron Corporation** was operating in Kyoto, Japan, as **Tateisi Electronics Co.** under the leadership of its legendary founder and president Kazuma Tateisi.

After decades of building itself up into one of the world's largest manufacturers of industrial automation technologies, the renamed company made its grand entry into the Canadian manufacturing landscape with the 1982 launch of the **Omron Canada, Inc.** subsidiary in Toronto to offer exciting new technologies to support the growing automation needs of Canadian food-and-beverage, packaging, automotive and resource extraction industries.

The company's core competencies in sensing and controls were well-matched to machine-builders' needs and for the support of installed control systems on imported equipment.

Today, Omron Canada offers fully-integrated solutions that incorporate robots, precise motion control, vision, machine safety, networking and sequential control, as well as a wide range of panel building components.

The company's offices are equipped with proof-of-concept labs where customers can test automation solutions to their manufacturing challenges with fully integrated simulations.

In addition to the extensive globally available product portfolio, Omron Canada also offers a full complement of training, support and services to sustain the customers' production equipment over its entire life-cycle. 🍁

2018

Jan. 17-18

Düsseldorf, Germany: *Future of Polyolefins 2018*, summit by Active Communications Europe Ltd. (ACI) To register, go to: www.wpigroup.com

Jan. 24-26

Tokyo, Japan: *COSME Tech 2018*, cosmetics and beauty products technologies exposition by Reed Exhibitions Japan Ltd. At Makuhari Messe. To register, go to: www.cosme-i.jp

Jan. 30-31

San Francisco, Ca.: *Sustainable Food Summit North America 2018*, conference by Ecovia Intelligence. To register, go to: www.sustainablefoodssummit.com

Jan. 31 – Feb. 1

Atlanta, Ga.: *IPPE (International Production & Processing Expo 2018)*, exhibition and conference by U.S. Poultry & Egg Association. At Georgia World Congress Center. To register, please go to: www.ippexpo.org

Jan. 31 – Feb. 2

Paris, France: *Aerosol & Dispensing Forum 2018*, jointly with the *PCD Paris* cosmetic and beauty packaging show by Easyfairs Oriex. Both at Paris Expo Porte de Versailles. To register, go to: www.easyfairs.com

Feb. 5-7

Orlando, Fla.: *The Packaging Conference, by Plastic Technologies Inc.* At Wyndham Grand Orlando Resort – Bonnet Creek. To register, go to: www.thepackagingconference.com

Feb. 6

Charlotte, N.C.: *Converters Expo South*, package converting technologies exhibition by Packaging Strategies Group. At Charlotte Convention Center. To register, go to: www.convertersexpo.com

Feb. 6-8

Anaheim, Ca.: *WestPack 2018*, packaging technologies exhibition by UBM. Jointly with *Design & Manufacturing Pacific, PLASTECH West, ATX Automation Technology West* and *MDM West* exhibitions. All at Anaheim Convention Center. To register, go to: <https://westpack.packagingdigest.com>

Feb. 7-8

Los Angeles, Ca.: *MakeUp in Los Angeles*, cosmetics and beauty products exhibition by Beauteam US Inc. At Barker Hangar. To register, go to: www.makeup-in-losangeles.com

Feb. 14-16

Amsterdam, The Netherlands: *AWA Global Release Liner Industry Conference & Exhibition 2018*, by AWA (Alexander Watson Associates). At Hilton Amsterdam. To register, go to: www.awa-bv.com/events

■ **FPIInnovations**, Montreal-based research institute mandated to develop scientific solutions to boost competitiveness of Canada's forest products industry, has appointed Stéphane Renou as president and chief executive officer.



Renou

■ **Toray Plastics (America), Inc.**, North Kingstown, R.I.-based producer of polyester, polypropylene, bio-based and metallized films for flexible and rigid packaging applications, has appointed Chris Nothnagle as senior director of corporate marketing.



Nothnagle

■ **WAGO Corporation**, Germantown, Wis.-based supplier of industrial connectors and fieldbus technologies, has appointed Shaun Nagi as regional sales manager for the province of British Columbia; Tyson Home as regional sales manager for the territory of the U.S. states of Utah, Idaho, Wyoming and Montana; and John Bukowski as the company's distribution channel manager for North America.



Nagi



Home



Bukowski



THE INTELLIGENT PATH TO RETAIL READY

With the smallest footprint in the industry a single Somic machine delivers flexibility to pack virtually anything.

- Packs pouches, cans and everything in between
- Handles both wraparound cases and tray covers
- Unmatched reliability, efficiency and ease-of-use
- Custom designed for your unique needs



Find out how Somic can simplify your retail ready operation.
630.274.4420 | info@somic.us | somic.us

somic
Engineered to perform



INTERCEPTOR

STEALTH Pipeline

FORTRESS TECHNOLOGY

Visit Us  B4821
INTERNATIONAL PRODUCTION & PROCESSING EXPO

NEVER OBSOLETE:
Our Metal Detectors Are Always Supported

- ✓ Readily Available Parts
- ✓ Software Upgrade
- ✓ Global Service Team

NEXT EVOLUTION

IN METAL DETECTION

888-220-8737 / sales@fortresstechnology.com
WWW.FORTRESSTECHNOLOGY.COM



FESTIVE PACKAGING FEAST FOR THE EYES

PHOTOS BY SHANNON KAUPP

With the holiday season just around the corner, colorful festive packaging is popping up all over the place in a brief, but thoroughly enjoyable display of innovative design, eye-catching graphics and ingenious takes on everyday products that have suddenly found a new voice and identity to vie for consumers' attention during the year's busiest shopping frenzy.



Spice and seasonings distributor **Oliver & Taylor's Amish Country Popcorn** gift-box offers a vivid example of how a little divine packaging inspiration can turn a simple staple product into an elegant upscale addition to any kitchen décor. Containing five different varieties of gluten-free, non-GMO popcorn lovingly grown by a devoutly spiritual Amish community in Berene, Ind., the pretty teal display case is a joyful feat of brilliant structural design that enables all nine

products in the set to remain upright, snug and cozy, in their custom-fitted compartments. Filled to the top in simple 113-gram clear-plastic pillow-bags, each of the lovingly named popcorn varieties oozes with rich natural colors and purity to project a calming comfort-food vibe. Also housing three mini clear glass mason jars containing 130 grams of *Chipotle Salt*, *Garlic Salt* and *Szechuan Pepper Salt*, the ensemble offers a multitude of possible flavor combinations to try over the holidays—the proverbial gift that keeps on giving. Product transparency is a beautiful thing when you have nothing to hide.



The cheerful paperboard sleeve packaging of the **Jane and Bleeker Critter** socks cleverly uses the product as part of the package to make the shoppers feel like they are adopting a cute little cuddly pet, rather than a functional pair of slipper socks. The lunch-bag style sleeve allows the critters' adorable faces to stop the shoppers in their tracks with their irresistible cuteness factor, affectionately enhanced with the graphic image of a winter scarf underneath and a tuque hat just above the window cutout. A festive-red ribbon keeping the socks together through the peg hole at top of the bag also makes it perfectly Christmas Tree-ready, with no need for any additional wrapping or decoration.



If you were in the business of making egg-shaped soaps, what would you want to package them in? An egg carton, of course! Manufactured by **Holika Holika**, a division of Korean-based beauty product and cosmetics giant **Enprani Co. Ltd.**, the **Charcoal Egg Soap** brand comes in white-coated molded-fiber egg cartons that vary in size depending on how many soap bars, eggs rather, they pack. Formulated to exfoliate the skin, tighten the pores and prevent acne outbreaks, the product's all-natural formulation—including the use of egg whites—is aptly projected by the simple, straightforward and logical packaging that instantly connects with consumers on both the emotional and pragmatic level, with the carton's easy recyclability a welcome guilt-free bit of value-added packaging savvy.



For its part, the **Morgan and Grace** brand of Irish-based pharmacy wholesaler **D. O'Reilly & Sons Ltd.** uses a round dome-shaped clear-plastic bubble to package its 50-ml tub of **Recover and Relax Duo** of premium body skin treatments. Doubling both as a Christmas Tree ornament and a fancy gift requiring no extra wrapping, the eye-catching globe hits all the right festive visual notes with its turquoise and gold color scheme, along with a sparkling golden ribbon to hang it up on a green branch for some extra seasonal cheer.



With all the extra eating and snacking that comes with the holidays, keeping your breath fresh is an ongoing endeavor—thankfully made easier with the new packaging for **Wrigley's Excel Soft Chew** gum brand of the **Mars, Incorporated**. Containing 15 pillow-shaped pieces of pieces of explosive bursts of peppermint to tackle the nastiest mouth odors, the rigid clear-plastic container is small and slim enough to easily slip into a pocket or small purse, and the bottom flip-up closure snaps in perfectly after use to prevent any loose pieces from wandering astray from the pack. A refreshingly good packaging idea.



Shannon Kaupp is a licensed doctor of naturopathic medicine living and practicing in Toronto.





Built For Life!

Machine Features:

- Designed for round, square, rectangular or oval bottles.
- Designed to apply a full or partial wraparound label, a 2, 3, 4 or 5 panel label and a front and/or back label
- Meets FDA requirements following cGMP guidelines.
- Integrated bottle separation system
- Integrated touch screen HMI (Human Machine Interface).
- Integrated sanitary raised-bed conveyor.
- Stainless steel mono-frame base.
- Quick, repeatable change-overs.

Applications: 2 Labels | Round, Square, and Oval Containers | **Speed:** up to 250 BPM

S I N C E 1 9 6 4
OVER 50 YEARS OF MANUFACTURING PACKAGING SOLUTIONS

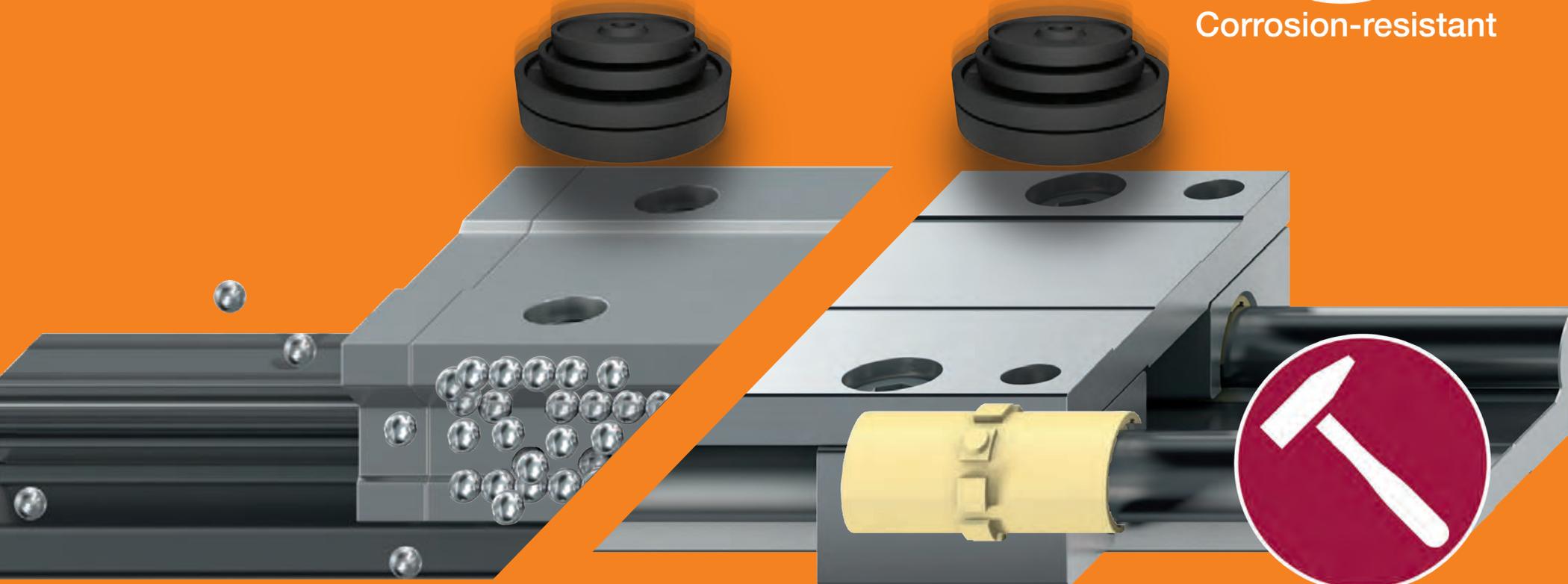
ADVERTISERS' INDEX					
ADVERTISER	PAGE	ADVERTISER	PAGE	ADVERTISER	PAGE
APPE	8	Graphic Packaging International	5	Schubert Packaging Machines	11
Balluff Canada Inc	4	Harlund Industries Ltd	21	Somic	39
Biederman Packaging	6	Harpak-ULMA Packaging, LLC	9	Uline Canada Corporation	20
Canpaco	IFC	Heat and Control	12	VC999 Packaging	7
Capmatic Ltd	8, 17, 40	igus@ inc.	IBC	Veritiv Canada, Inc.	OBC
Cascades Containerboard Packaging	29	Plan Automation	7	Videojet Canada	1
Delkor Systems Inc.	27	Plexpack Corp.	24	Weber Marking Systems Ltd	23
Ellis Packaging	10	Regal Beloit America, Inc.	2	WestRock	31
Fortress Technology Inc.	39	Reiser / Robert Reiser & Co.	25	Zund America, Inc.	8

Unlimited advantages...

...replace metal bearings with plastic



Corrosion-resistant



Shock-resistant

Upgrade your linear system to drylin®
drylin® W linear bearings and guides offer rugged, rust-proof operation, as well as a range of other advantages, including up to 40% reduction in overall bearings costs.

igus®
motion? plastics!

Visit www.igus.com/drylin to learn more about self-lubricating drylin® linear systems



ARE YOU PACKAGING PROFICIENT?

TEST YOUR TAPE KNOWLEDGE.

When should I use acrylic carton sealing tape over hot melt?
Is water-activated tape the best solution to protect against pilferage?
Which tape is best for bundling – filament or masking?

TUFFflex™ tackles your toughest tape questions.

This line of packaging essentials is available from Veritiv™ – a leader in packaging solutions. So when you choose TUFFflex, you gain access to a dedicated Veritiv packaging expert.



Carton Sealing and Industrial Tape
Hand and Machine Stretch Film
Bubble Wrap® and Mailers

TUFFflex™
tufflexpackaging.com

