

Does the supplier design, build and support their machines?



Look for these logos that demonstrate quality products



ENGINEERING

Does the supplier:

- Design their machine
- Support it in 3D CAD
- Integration with upstream and downstream equipment

FABRICATION

Does the supplier:

- Build the frame in house
- Internally handle repairs

SUPPORT

Does the Supplier:

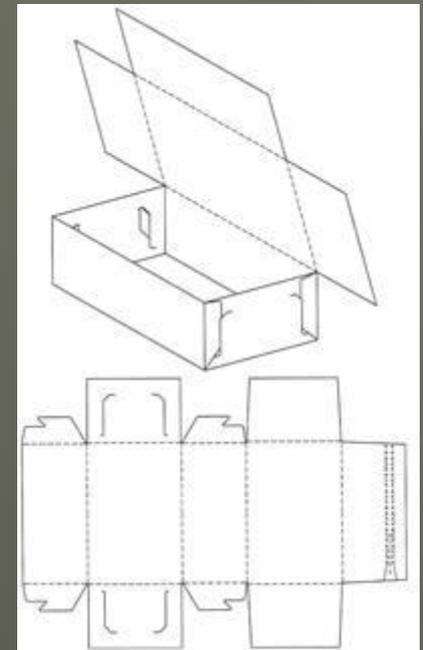
- Provide Installation
- Provide Training
- Preventive Maintenance Programs
- Service Available
 - Travel
 - Phone Support
- Inventory Replacement Parts

Types of Trays

- ◆ Make sure they can make the types of trays you want
- ◆ There are many styles listed below

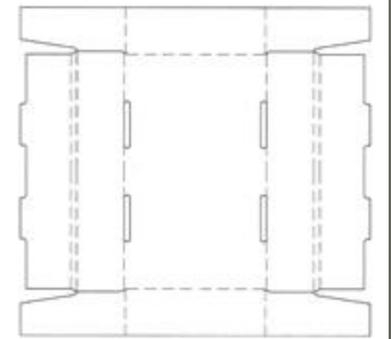
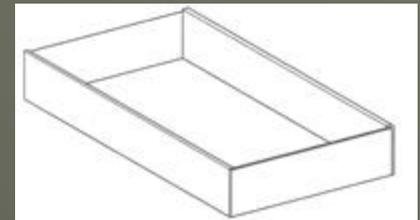
Common Carton (Stripper Lock 3-Flap Lid)

- ◆ Common for frozen foods, hardware, consumer goods, and novelties
 - Typical materials are paper board and chip board



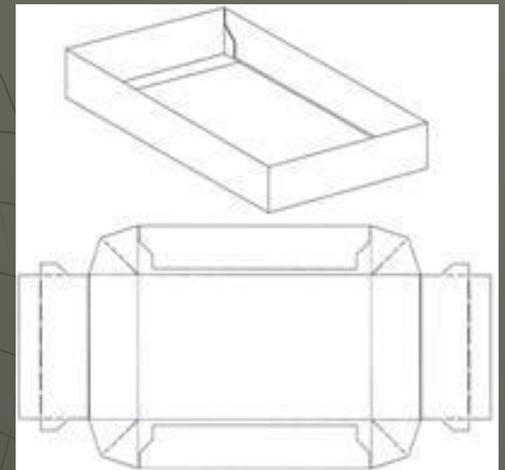
Common Carton (Simplex Bottom Lock)

- ◆ Common for beverage packaging, fruit and vegetable packaging
 - Typical material is corrugate (A-C-E Flute)



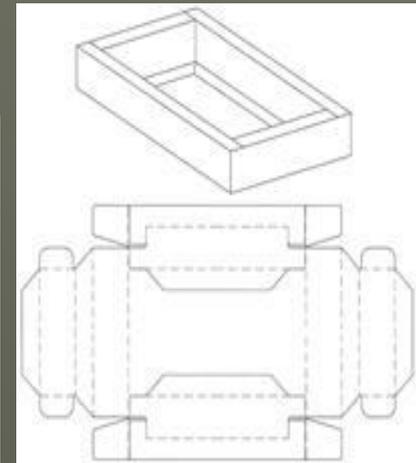
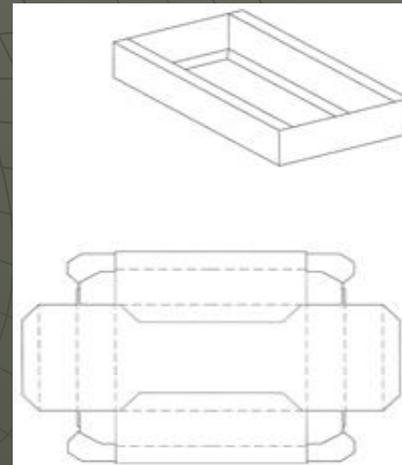
Common Carton (Simplex Corner Lock)

- ◆ Common for candy, golf ball, clothing, and greeting cards
 - Typical materials are paper board and chip board



Common Carton (Simplex Frame View)

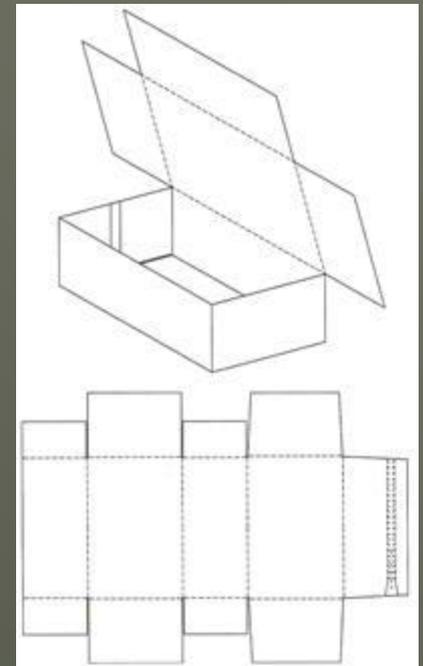
- ◆ Common for cards, golf balls, candies, and greeting cards
 - Typical materials are paper board and chip board
 - Used to make product bigger than it actually is



Common Carton (Glue Style 3-Flap Lid)

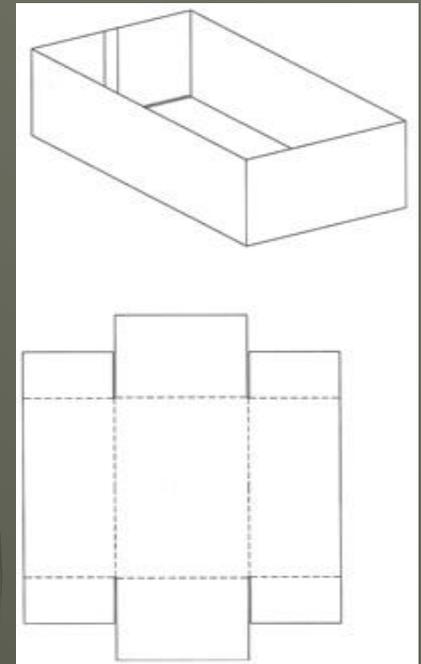
- ◆ Common for candy, tea, and individually packaged goods
 - Typical materials are paper board and chip board

(Uses are similar to
Stripper Lock 3-Flap Lid)



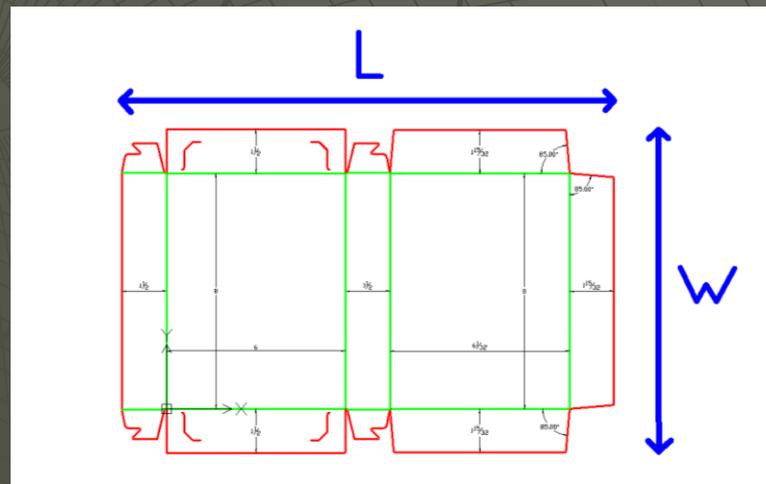
Common Carton (Glue Style Tray)

- ◆ Common for beverage packaging, fruit and vegetable packaging
 - Typical materials are paper board, chip board, and corrugate
 - Uses are similar to Simplex Bottom Lock



Can the supplier do these things?

- ◆ Form a multitude of carton styles, any of the examples shown
 - Tooling made specific to customers' carton style
- ◆ Form a wide range of different sizes
 - Machine size determined by customers' carton



Explore the type of drive

- ◆ Cam driven action vs. pneumatics and individual motors
- ◆ Cams
 - Reduce noise and wear parts
 - Easy to work on and less maintenance
 - Lower TCO. Higher OEE

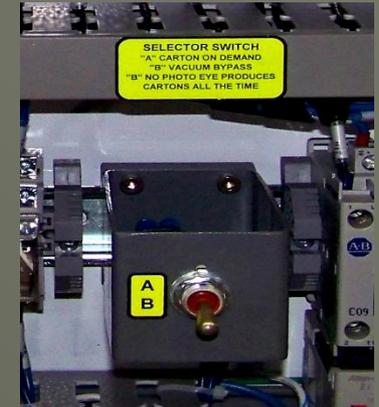
Look at the material of construction

- ◆ Stainless steel doesn't chip, rust or result in audit deductions
- ◆ Cams don't wear out
- ◆ Look at ease of tooling change over
- ◆ Check that the controls are quality materials

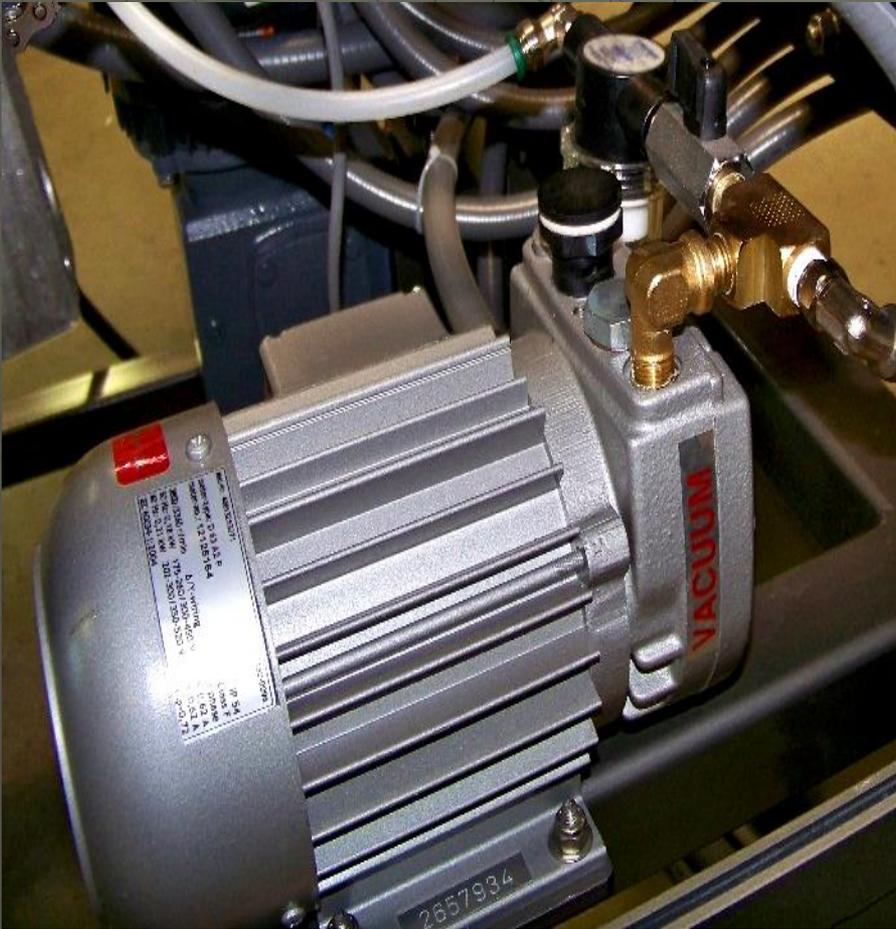


Does the machine have options

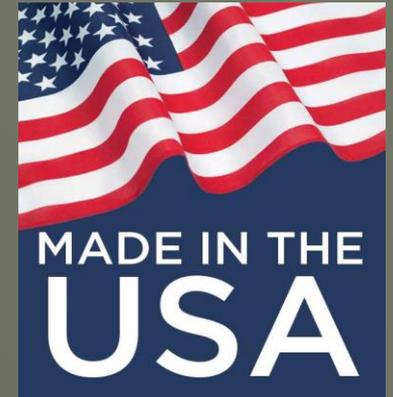
- ◆ Photo eye optional
- ◆ Can run in "vacuum bypass" or "carton on demand" mode
 - Vacuum bypass allows the machine to continuous cycle with vacuum cut off
 - Carton on demand stops and starts the machine
- ◆ Variable Speed Controls



Are components high quality?



A.E.R. Satellite Advantages Made In America!



- ◆ Machines manufactured in USA
 - Denver, CO
- ◆ USA service, support, and parts
- ◆ Eliminate labor cost of hand set up operation.
- ◆ Increase line output due to higher rate of carton supply.
- ◆ Reliable machinery with low maintenance cost.
 - Low Initial Cost
 - Low Total Cost of Ownership
 - Mechanical operation means No Cylinder Replacements!
 - Less reliance on expensive plant air
 - Lifetime wear on cams
 - Heavy Duty formers
 - Heavy Duty Vacuum, Venturi and Hot Melt Systems employed
 - Lower Costs than RSC
 - Environmentally friendly compared to RSE