

# A CASE STUDY IN THE BENEFITS OF AUTOMATED PACKAGING



## AUTOBAG'S TOTAL SYSTEMS APPROACH PROVES TO BE THE RIGHT SOLUTION FOR DALTEK



When Daltek Inc. of Dalton, Georgia, USA received a contract to bag and label cellular phone battery covers, the company knew they would need a dedicated bagging system. This proved easier said than done until they discovered Autobag.

“It was the first exposure I’ve had to baggers,” said **Phil Raisin, Daltek President** “We got the first manufacturer’s machine in and we had all kinds of problems with it. It would rip the bag about every 50 bags. It was inconsistent and it was very slow. It couldn’t do the volume the sales rep said it could and the first couple of months we were just up against the wall. We just couldn’t ship enough product,” he explained.

Realising quickly that this machine could barely produce 10,000 parts in a 10-hour shift - when they needed 20,000 to meet their customer’s requirements - it didn’t take long for Phil and his team to come to an obvious conclusion. “This tabletop unit wasn’t for high volume production, and so wasn’t the machine for us” he stated.

Phil turned to the Internet to search for another bagging system and bought one direct from another manufacturer. “They sold me a unit direct and I didn’t even know they had a sales representative in Atlanta,” Phil said. That proved to be significant because when Daltek began having problems with this unit, since the transaction didn’t go through the sales rep, the manufacturer had to service the unit from its headquarters and wanted to charge Daltek for the service call. “Suddenly I didn’t have any local service and they wanted to charge me £700 to send somebody down here on a brand new machine that wasn’t working right,” stated Phil. “That hurt. The whole experience with them was very bad.”

With the contract winding down and renewal not guaranteed, Phil was running out of options. At that point they tried a system from Automated Packaging Systems (APS) on a two-week trial. From the minute the Autobag Excel<sup>®</sup> autobagger and Precision<sup>®</sup> imprinter was installed, the results were impressive.

*“We started doing 25-30 percent more parts with the same set up,”* Phil stated. Plus, a big improvement came from less downtime. *“If our downtime was an hour per shift with the other machines, now with the Autobag unit it’s probably just ten minutes a shift”* Phil claimed.

As a result, Daltek’s output has soared from 10,000 parts per shift with the tabletop unit, to about 16,000 parts with the second machine, to a consistent 20,000 parts with the Autobag system. Now, Daltek is running two shifts per day, and at 20,000 parts per shift, they’re regularly producing 200,000 parts per week - easily meeting their production goals.

Although Phil had to endure some pain in the process, once he and Daltek settled on the Autobag system, his fortunes immediately looked up. From increased output, to lower downtime, to more consistency, to ease in changing barcodes, Automated Packaging Systems has proved to Daltek its commitment to supplying the right bagging system for the right job with service and support to back it up. The Autobag Total Systems Approach.