

# CASE STUDY

## Automotive aftermarket specialist BM Catalysts' road to packing automation starts with an Automated Packaging Systems PS 125 OneStep™.

### Background

BM Catalysts is the largest independent manufacturer of high-quality aftermarket catalytic converters, DPFs and front/connecting pipes in Europe. From two high-tech facilities in Nottinghamshire, England, it exports to more than 35 countries.

It uses the semi-automatic desktop PS 125 OneStep bagging system from Automated Packaging Systems to pack fitting kits for its catalytic converters, diesel particulate filters (DPFs) and front/connecting pipes.

### The Challenge

BM Catalysts Project Manager James Saunders explains, "We have an extensive product line, with many products available with a range of fitting kits to meet customer needs. Fitting kit packing is an important part of our operation; we work extremely hard to ensure that every kit is complete because we know a missing nut, for example, is a major headache for customers."

### The Solution

"The PS 125 OneStep is used to assemble, pack and label 2,500 unique combinations of fittings into kits for stock, so that they can be called off as orders come in. We don't pack to order, although the PS 125 OneStep does make that possible.

"We chose the PS 125 OneStep with guidance from Mick Sorahan of Automated Packaging Systems. Before that, we packed everything by hand. We agreed to the specification in consultation with Mick, and used his expertise to make the right choice.

"Our fitting kits range in size, from very small (nuts, bolts) to much larger (gaskets). Some of our catalytic converters, DPFs and front/connecting pipers have multiple kit options, so customers can choose a basic kit or one that includes everything they might need. Because fittings can often be re-used, some customers don't always require a full kit to fit the part.

"The PS 125 OneStep marks each bag with a kit number so customers can marry up the right part with the correct fitting kit. It also marks the bags with barcodes and reference numbers for our own stock control and traceability."

#### Company Name

BM Catalysts

#### Products Being Packaged

Aftermarket catalytic converters, DPFs and front/connecting pipes

#### Equipment Used

Autobag® PS 125 OneStep™

#### Materials Used

Autobag® Bags-on-a-Roll



## The Results

"As well as the quality of our products, what really sets BM Catalysts apart is our dedication to customer service. Our senior management team created the company while working in garages, so knowing what our customers need is in our DNA.

"We wanted a system that would allow us to move away from a predominantly manual bagging process, and that's what we got. The PS 125 OneStep allows us to do repeat runs of popular kits quickly and easily. We didn't really measure our efficiency before we had the PS 125 OneStep."

## The Future

"I'm sure we haven't yet realised the full functionality of the PS 125 OneStep, partly because we haven't had time to play with it as much as we'd like. The IT has been easy to manage, and there haven't been any issues.

"We are still manually packing a number of our kits; the OneStep is just one part of our overall process, but it's our first step on the road to packing automation. We believe we have the largest range of kits of any aftermarket catalytic converter manufacturer, and it is growing rapidly, so we must be doing something right."

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