

Press release, November 2016

Efficient packing gears Kailow for growth

Ultra modern, graphic total supplier is thriving

In many ways, Kailow is a unique business. Behind the company is the Kailow family, lending their surname to 15 of the 100 employees of the company. Kailow is an ultra modern company that has successfully developed from being a traditional printing house into a market leading graphic total supplier over the past 25 years.

From manual packing to mobile, semiautomatic packaging lines

When a printing house like Kailow suddenly receives a large order for printing of a magazine, quite a lot of paper will have to get through the flow quickly.

This was the background for the investment in 2 mobile boomerang packaging lines from SOCO SYSTEM in 2006.

The packaging lines are placed in the bookbinding department ensuring efficiency improvement and minimising manual lifts. The packaging line covers the entire logistics from printed matters to closed cartons - ready for palletising.

The core of the packaging lines is a semiautomatic case sealer for simultaneous top and bottom tape sealing. This feature is particularly interesting for Kailow as they cannot use cartons with automatic bottom due to the weight of the contents. This means that Kailow saves 2 manual handling processes for each carton (bottom and top tape sealing) when using the case sealer from SOCO SYSTEM. Furthermore, this ensures packaging savings as cartons with automatic bottom are significantly more expensive than regular folding cartons.

After the case sealer, the cartons are accumulated on a flexi conveyor system. The conveyor system is designed as an adjustable boomerang requiring a minimum of space. The boomerang brings the carton back to the operator, thus minimising the number of steps. Finally, the packaging line is equipped with castors for easy relocation in the production.

Halving of packaging time for volume orders - combined with high level of ergonomics

According to production manager, Klaus Kailow, 2 major arguments were decisive for the investment in the packaging lines: "One weighty argument is ergonomics. The pallets of the printing industry are probably among the heaviest in the market and manual handling of carton sealing is not easy. The other argument relates to finances and flexibility in the ability to deliver. With the new packaging line from SOCO SYSTEM, we have halved the packaging time for volume orders for catalogues. This means that the investment has paid for itself a long time ago. In addition to this, competitiveness in the form of the shortest

delivery times in the market is ensured”.

“One stop shopping” with cash benefits

The total investment per packaging line was less than DKK 50,000 including delivery, installation, and commissioning and it was, therefore, not a difficult decision for Kailow to make the packing shop more efficient and ergonomic. A few weeks later, the system was delivered and put into operation. The reason for this choice of supplier was, according to Klaus Kailow, SOCO SYSTEM’s overall concept, Danish quality, and convincing tests - first at SOCO SYSTEM and then at Kailow.

Modular design with unique extension possibilities

In addition to this, the SOCO SYSTEM modular design was interesting to Kailow always looking for ways to optimise and extend.

The packaging line is easily extendable with a bottom flap folder which is a small unit to be placed in front of the case sealer. The operator is then only to open the carton and place it in the bottom flap folder that will fold the bottom flaps of the carton and hold it firm during insertion of catalogues.

A unique extension feature for the case sealer is the Zipper® - which is a small piece of paper placed at the end of the packaging tape for easy reopening of the carton at the consumer. This patented SOCO SYSTEM feature saves time and eliminates risk of damage to contents as in connection with traditional opening with a knife.

Quality and cost efficiency in operation

The choice of system also proved to be the right solution for Kailow for their daily operation.

The frequent and time consuming tape roll changes in connection with manual tape dispensers are history. The case sealer contains a tape roll with 1500 m tape which means that daily tape roll changes are not required.

Klaus Kailow also notes the taping quality of the SOCO SYSTEM case sealers. It is simply better than with hand dispensers and this also generates significant tape consumption savings. Furthermore, closing of the cartons is more precise resulting in neater cartons and neater pallets thus providing an improved visual delivery quality. At the same time, safer handling in the logistic flow to the customer is ensured.

The case sealer is easily adjustable for new carton dimensions and this is a huge advantage for Kailow working with very different carton sizes.

Cutting edge working environment

The employees are involved in Kailow’s constant optimisation of the production

flow: One Kailow packing employee stated: “It is the first time I have experienced that a company makes an investment in making our working environment safe”. Kailow’s investment in the working environment is underlined by the Occupational Health and Safety Management, OHSAS 18001, company certificate. The Danish Working Environment Authority (WEA) validates such initiatives by exempting certified companies from the ongoing screenings.

Simple spare parts plan covers the future

When asked what Kailow does as to service, the response is prompt: “But it never brakes down. The packaging line has not failed once during the 2 years it has been in operation! Kailow ensures a consistent safe operation with the annual spare parts kit from SOCO SYSTEM for less than DKK 1,000. Kailow sums up: “This is not different than with cars - service does not tip over the budget when things are maintained”.

ABOUT KAILOW:

Kailow is one of the largest graphic total suppliers of the market including an ultra modern printing house, design & layout, exhibition stands, signs, photo studio, campaign management, and printing matter logistics. The company has 100 employees and an annual turnover of approximately DKK 110 mill.

www.kailow.dk

ABOUT SOCO SYSTEM:

SOCO SYSTEM is a global supplier of equipment for automatic packaging and handling - with subsidiaries in Europe and in the USA as well as more than 50 international distributors. The company main office is located in Denmark where development, manufacturing, and global management take place. SOCO SYSTEM has approximately 200 employees and an annual turnover in excess of DKK 200 mill.

www.socosystem.com

Enclosures:



Photo 1: Efficient and ergonomic case sealer

Production manager, Klaus Kailow, in front of the SOCO SYSTEM case sealer. It top and bottom seals simultaneously and can be extended with, e.g., a bottom flap folder.



Photo 2: Mobile packaging line with flexible boomerang

The packaging line is mobile (on wheels) and the flexible boomerang can be adjusted to the logistical conditions. It brings the carton back to the operator and saves steps.

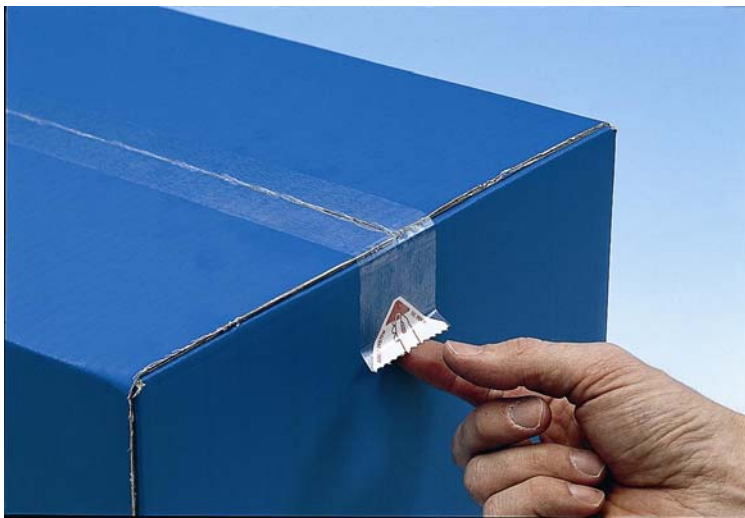


Photo 3: Zipper

The case sealer can be extended with SOCO SYSTEM's patented Zipper® - a small piece of paper placed at the end of the packaging tape for easy reopening of the carton at the consumer without damaging the contents.