

## CUSTOMERS SPEAK

### Tooling up for the future

In 1920, a cultural shift was underway in the United States as the automobile was rising in popularity. This created the need for an emerging automotive repair industry, and Joseph Johnson, an engineer from Milwaukee, Wisconsin had an idea that would revolutionize auto repair and make work easier for professional mechanics. Joe and his co-worker, William Seidemann, spent weekends using crude bending jigs and pure muscle to fashion two sample sets of wrench handles and ten sockets. Using only these demo sets and brochures, Johnson and Seidemann generated over 500 orders. With this initial success, the Snap-on Wrench Company was formed. Today, Kenosha, Wisconsin-based Snap-on Tools employs 12,600 associates, offers 65,000+ SKUs, and boasts net sales just shy of \$4 billion. They are a preeminent, global manufacturer of hand and measurement tools for a wide variety of industries

#### For Snap-on Tools the future is now

The folks at the Snap-on Tools facility in Iowa City, Iowa were extremely happy with the Clamco 4C Combo Shrink Wrap packaging system they had purchased in 2015. So, when the demand for packaging capacity outpaced the existing infrastructure, the purchase of an additional Clamco 4C Combo seemed like an obvious decision. Like Snap-on Tools, the Clamco 4C Combo Shrink Wrap system is built for performance. Clamco 4C and 6C combination shrink wrap systems combine a heavy duty L-bar sealer and shrink tunnel for packing, sealing, and shrink wrapping – a perfect match for the type of products that Snap-on manufactures. Plus, this durable shrink wrap system could deliver the kind of flexibility Snap-on sought. The system could be used with a wide range of packaging films owing to their precise temperature and speed controls. Clamco 4C Combo Shrink Wrap systems come equipped with a standard power take-away system and are available with a sealer mechanism that works manually, pneumatically, or with a motorized arm.

#### If it were just that easy...

Ordering a new 4C Combo would simply require a quick call to Crown Packaging, Snap-on's local packaging distributor. But Snap-on Tools had an interesting idea: would it be possible to manufacture the second Clamco 4C as a "mirror image" of their existing machine with the feed side on the left instead of the right? The objective was to place the new 4C system back-to-back with the existing 4C and feed both machines off of a single production line. This would enable Snap-on to more efficiently package the growing number of premium, Snap-on Tool sets. By configuring the line this way, production capacity could be increased substantially with minimal impact on precious floor space.




*According to Nicholas T. Pinchuk Chairman and Chief Executive Officer Snap-on Incorporated, the company is rooted in the dignity of work. From their founding 98 years ago, they have been dedicated to this timeless principle. Snap-on celebrates this work and they celebrate their customers - the makers and the fixers - who perform day in and day out to move the world forward.*

**“Snap-on Tools had an interesting idea: would it be possible for us to build a new Clamco 4C as a “mirror image” of their existing Clamco machine, changing the feed side to the left instead of the right?”**

**Bruce Howell**

Product Line Manager - Shrink Packaging  
PAC Machinery

# PAC Machinery

More experience. Better choices.

Snap-on's request came to Clamco, via Crown Packaging with a simple question: Could this machine be built for a reasonable cost in an acceptable time-frame? On the surface the request did not seem complicated – but early on, the Clamco engineers realized the depth of the request. After careful review, the engineering team at Clamco decided they could, indeed, build such a machine. However, it would require engineering time, a new bill of materials, drawings, assembly instructions, plus a little extra time to build the machine as it was at the same time familiar yet a bit unique. The price was acceptable, however Clamco came up with a build time of approximately 14-18 weeks.

When Crown presented the time-line, Snap-on understood the engineering requirements to build the custom machine, and accepted the schedule. Focusing on long term return on investment, they understood that when the machine was completed, and in place on their line, the savings would increase quickly. The bottom line told the tale: the wait was worth the extra time.

## On the clock

The order for the left-hand-feed Clamco 4C Combo Shrink system came in from Crown Packaging; with an extremely tight production schedule, now it was time for the team at Clamco to focus. Clamco learned how quickly 14 weeks can pass – and there were challenges along the way as a large number of parts had to be built for the first time as mirror image versions of standard 4C parts. This sounds simpler than it actually was. In any event, the Clamco engineering and manufacturing teams gave it there all - they completed and delivered the machine to Snap-on according to the negotiated schedule. Location and setup of the machine were a slam dunk, and before long the Clamco "left-handed" 4C Combo Shrink System was on the Snap-on packaging line. Innovation is forged in to every Snap-on product, and the same spirit of innovation can be seen in their unique – and efficient – mirrored packaging line. Clamco, as it turned out, was an Invaluable tool in Snap-on's tool box.



## Clamco 4C Shrink Wrap Machine

*The Clamco 4C and 6C combo shrink wrap machines combine a heavy duty L-bar sealer and shrink tunnel for packing, sealing, and shrink wrapping a variety of products. Clamco combo shrink wrap systems can be used with a wide range of films due to their precise temperature and speed controls. These combo shrink wrap machines come with a standard power take-away system and are available with a sealer arm that works manually, pneumatically, or with a motor.*

**Watch the Clamco 4C in action:**

<https://www.youtube.com/watch?v=ZW0o8t5TBvM&t=2s>



*Like Snap-on Tools, the Clamco 4C Combo Shrink Wrap system is built for performance. These combination shrink wrap systems are a perfect match for the products that Snap-on manufactures.*