

## CUSTOMERS SPEAK

### How to approach a packaging challenge from all sides

Discovering a protective shrink packaging solution for large building products is a challenge for many companies that manufacture architectural items like windows, doors, and screens. Headquartered in Houston, Texas, Quanex Building Products Corporation is an industry-leading builder of energy-efficient windows, doors, and skylights, as well as a full line of kitchen and bath cabinet doors, frames, and components. The Quanex team provides an array of custom and standard components that help boost energy efficiency, durability, security, and aesthetic appeal for a wide variety of window and door products. They needed a shrink packaging/bundling solution that delivered a retail-quality, poly shrink package to protect their products.

#### Seeking a one-size-fits-all packaging solution

Typically, Quanex would receive an order for a specific number of window and or door screens scheduled for shipment directly to the job site. These orders were often a jumble of different sizes and quantities of each product or component. The screens could measure as small as 12"x12" or as large as 48"x96". Each piece would require a different size shrink package, and it seemed that there was no one-size-fits-all solution. Quanex had been using a shrink bundler to package window and door screens at one of their facilities. However, the finished result was not to their liking, and the variation in sizes necessitated frequent and time-consuming size changes in the poly film. Quanex was searching for a solution that would add efficiency to their Texas plant, and if successful, could be specified in additional locations around the USA.

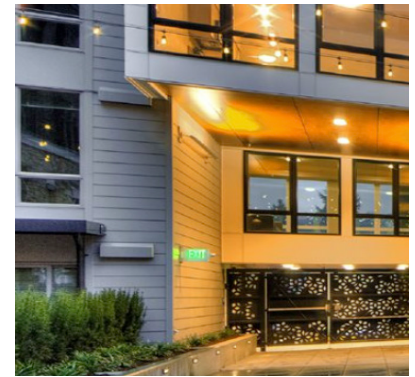


Clamco 4S-XL

described what he was looking for in a Google search. There he found several packaging machine manufacturers and distributors. Kostick performed the appropriate amount of due diligence and came up with a couple of companies that caught his attention. After discussing the project with a few people, he decided to present his requirements in detail with Mr. Greg Johnson, Regional Sales Manager at PAC Machinery. Greg listened carefully to what Ken Kostick wished to accomplish. He studied how the company was wrapping its products currently. He saw the problems and fully understood what the outcome should be. Now it was a matter of connecting the dots and come up with a great solution.

#### Discover the Clamco 4S-XL Four Side Sealer Shrink Bundling System

Having done much of the front-end fact gathering, Johnson turned to the PAC



*Quanex Building Products is an industry-leading manufacturer of components sold to original equipment manufacturers in the building products industry. Quanex designs and produces energy-efficient fenestration products in addition to kitchen and bath cabinet components.*

“Our team considered several ideas from all angles, but after a short time, there was consensus among the team members regarding the solution.”

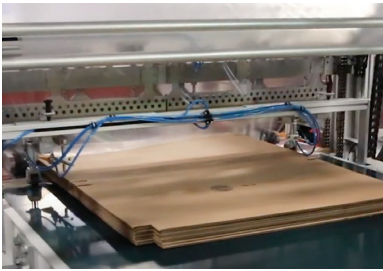
**Greg Johnson**

PAC Machinery  
Western Regional Sales Manager

## CUSTOMERS SPEAK - *continued*

application engineering team to discuss the challenge. The team considered several ideas from all angles, but they reached a consensus after a short time. This challenge would be an excellent fit for the extra large Clamco 4S-XL Four Side Sealer configured with a brawny 480V Clamco 10T Shrink Tunnel. Greg Johnson presented the idea and explained how the sealer/tunnel combo could achieve the specific goals defined by Ken Kostick. Kostick agreed that the big, four-side sealer and heavy-duty shrink tunnel were an excellent solution.

### A flexible shrink packaging solution



After the product is placed on the infeed conveyor belt, a positioning guide automatically centers the product on the conveyor. Next, the cross seal bar is activated by sensors that detect the product length. The film is fed on demand via two side-mounted powered film cradles. The product is now wrapped with film on the top and bottom. The two side sealers are automatically positioned according to the measured product width, and the side sealers automatically adjust in height for centering on the package. As the product transfers through the two side sealers, a four-sided seal is created.

the 4S-XL can accommodate thicker film. Another important consideration for Ken Kostick was the fact that both the Clamco 4S-XL and the four-zone, Clamco 10T shrink tunnel provide CE Compliance for enhanced safety.

### Meeting the growing demand

Business was booming for Quanex, and the requirement for an efficient shrink packaging system was urgent. The initial 4S-XL and 10T shrink tunnel system was built, delivered and integrated into the packaging line. Satisfied how the system improved the packaging process, a second system was built and installed. With both systems in place, Quanex has taken a giant step in growing their capacity and improving their bottom line. ❖



*Construction industry supply chain vendors have experienced varying degrees of impact as a result of the Covid-19 pandemic. The nature of the impacts are in large part dependent upon the location of both the supplier and the projects. One of the impacts for many in the building trades has been a slow-down of available goods. With the use of their new 4S-XL systems in conjunction with other production adjustments, Quanex has been able to stay in front of the curve and deliver a nearly uninterrupted product supply.*

**Watch the Clamco 4S-XL in action, >>**

<https://www.youtube.com/watch?v=NJZ-nyRn7Eo>