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Customer Success Story:

Producing Perfect Packages

By Ron Beckerson

The Achievement

Coyle Packaging Group of Peterborough, Ont. was able to meet their customer's needs for corrugated plastic boxes by using one of STANMECH's products.

The Challenge

Coyle Packaging was looking for a method to weld 10-mm sheets of corrugated plastic to form boxes that would hold 2,000 lbs. of material and be stackable three to four boxes high. Coyle's general manager, Bob Angione, also requested that the seal resist dust and be watertight to give their customer outside storage capabilities in inclement weather. Coyle had tried other methods of sealing the boxes including applications of hot glue to seal the corrugated plastic, but they had mixed results.



The Details

Initial meetings with Coyle took place in May 2006. STANMECH's solution was to use the Leister Varimat to weld the corrugated plastic to form boxes. Testing was done in June and July. Samples of the corrugated sheets were welded in STANMECH's Burlington lab. The results satisfied Coyle, who then requested further testing with

their own personnel present. Five boxes were sealed before Coyle staff, who approved the results and sent the boxes to their customer for an eight-week trial period. Coyle's customer was satisfied during the trial period.

Why STANMECH?

At the time of our initial meetings, Coyle was not aware that STANMECH supplied hot air equipment manufactured by Leister. Through meetings and discussions, Coyle was made aware of STANMECH's capabilities and expertise in the precise application of heat.

The Results

During testing, the Varimat provided the necessary temperature, pressure and welding speed to give a proper seal to the corrugated plastic to meet Coyle's customer requirements. The sample boxes provided by STANMECH were tested successfully under actual load conditions at Coyle's warehouse and found to meet all requirements as requested by Coyle. The Varimat unit was purchased in October.

E.L.V.I.S. Keeps Leaving the Building

By Paul Subject

STANMECH is saying "Thank you, thank you very much!" Our very popular E.L.V.I.S. vacuum impulse sealer is becoming difficult to keep in stock as our customers discover this economical, purpose-designed sealer.

It is easy to see why. E.L.V.I.S., which stands for Entry Level Vacuum Impulse Sealer, has been surprising customers across Canada with its versatile features and cost-effective robust design. One of E.L.V.I.S.'s key attributes is its ability to be customized to customers' specific needs, meaning that customers only pay for features that are required for their application. Each E.L.V.I.S. includes an impressive list of standard features consisting of a full stainless-steel body, pneumatic operation, master on/off switch, 20- or 30-inch seal length, single retractable vacuum nozzle, integrated exhaust port, a single 1/4" or 3/8" element, variable rotary timers for vacuum, heat and cool time, foot-pedal activation, low-pressure safety close, heavy duty transformer, eight-foot power cord and readily available 120 volt power. All E.L.V.I.S. sealers are clean-room compatible and we can provide NIST certificates of calibration.



Four popular option packages are

available based on customers' needs. The basic package, called Basic 1, includes all of the standard features mentioned above as well as an input for external factory air. This unit is ideally suited to applications where simple vacuum bag sealing is the only requirement.

The Basic 2 has all of the standard features and is off-fitted with an internal compressor for applications where factory air is not available. Like the Basic 1, the Basic 2 is suited to simple vacuum sealing applications.

The Basic Medical 1 has been designed for medical applications and incorporates all of the standard features with external factory air as well as a digital controller,

digital heat timer and exhaust port muffler.

The Basic Medical 2 is just like the Basic Medical 1 with an added internal compressor for applications without an external compressed air source.

Besides these basic packages, there are a wide variety of individual options that can be cost effectively added to any E.L.V.I.S. to provide the exact features desired. Among these options are: individual digital timers, dual retracting stainless steel nozzles, gas flush, dual elements, 1/2" wide element, seal-only switch, drilled seal bars for water cooling, 220 volt operation, vacuum gauge, digital pressure switch, digital vacuum switch, multi-stage capability (gas-vac, vac-gas), adjustable stainless steel product shelf, digital temperature controller, calibration ports, internal 5 micron filter, external air filter, universal stand and an emergency stop button.

What are the benefits of customers designing their own E.L.V.I.S.? First, our customers obtain a well-priced vacuum impulse sealer that can perform and be cost effective. Second, our customers have the ability to pick only the components they need for their particular application without paying for unnecessary extras. Last, each E.L.V.I.S. has a two-year warranty and is built with the same high quality and durability found in each of our heat sealing systems.

Send your samples in today so that we can show you the benefits of E.L.V.I.S.

Walt Spence:

Helping Customers

Walt Spence, Certified Engineering Technologist and technical sales representative, handles Canadian industrial sales and OEM sales outside of Quebec. Employed with STANMECH since January 2003, Walt says he gets on-the-job satisfaction from "taking a prospect's concern, working through the options available, and then completing the sale of goods."

His greatest professional achievement so far was helping a machine builder who returned to STANMECH seeking a tool to improve their quality control. The clients had been using the Hot Wind S, which had been meeting their needs, but let individual operators on the shifts make too many adjustments to the temperature. Switching to a Diode PID let the temperature be set permanently, which improved quality control of their products. Additional benefits were energy efficiency and cost savings.

The biggest challenge Walt had was to do reverse engi-



neering from photos of drawings of old Leister equipment that was working well in China. The customer wanted similar equipment for a facility in Canada. Walt helped current Leister equipment be used to replicate the function, and get it updated to Canadian standards, on budget.

Outside of work, Walt and his wife Theresa are kept busy by their two grown children and two granddaughters. Walt is also fond of curling at the Burlington club. "This year I'll be volunteering at the Tim Hortons' Brier in Hamilton in March," he adds.

Walt also volunteers with his professional association, OACETT, of which he's a past president. For five years he served the Fanshawe College Alumni Association, with past president being his last position.



Drop By to Say Hello



We will be exhibiting at two trade shows in the next few months. The first is **IFAI Canada Expo, Feb. 21 to 23** at The Sheraton Parkway in Richmond Hill, Ont. We will show our newest technology for the fabrication of industrial fabrics, which can improve your quality while lowering your costs. See us at **Booth 600**.



PLAST-EX 2007
Solutions for the next 50 years!

From **May 1 to 3** we will be at **Plast-Ex 2007** in the International Centre, Mississauga, Ont. We'll be presenting our newest technologies, particularly our laser and extrusion joining systems, as well as our deflashing systems, useful for all plastic moulders. All these products improve efficiency and reduce costs. Drop by **Booth 325** to meet us.

Practise Welding Plastics March 9

STANMECH's popular one-day course in basic plastics welding will be held again on **Friday March 9**. No more than five people will be able to take part. Recent participants appreciated the chance to practise actual welding.

"I liked the prep work, how to tack things so they're easier to work, and I learned how to tell different plastics apart," says Victor Rocha of Provincial Excavation.

All five participants felt more confident of identifying and working with plastics as a result of taking the course. One person would have liked the course to go on for two days.

The course costs \$199 plus GST. Lunch is provided. To register, call **905-631-6161** or email info@stanmech.com.

Technical Department Expands



John Wesselon, C.E.T., has joined the STANMECH technical department as a technical service, support and repair specialist. John will be training with Bryan Sharpe for the next year as he learns our products and technology. Included in John's responsibilities is the service and repair of all STANMECH products, the designing and building of control systems, technical and applications engineering support for the sales team and

liaising with our partner-suppliers for product service and support. John comes to STANMECH with 12 years of electronics trouble-shooting experience in various industries throughout Ontario.

"We are looking forward to leveraging John's electronics expertise across our entire organization," says Paul Subject, president of STANMECH. "His excellent problem-solving skills combined with his caring customer service approach has already had a positive effect on those he works with."

John says that he "noticed immediately the superior knowledge and dedication of each person here and I see examples of that every day. I am thrilled to be a part of the STANMECH team."

We look forward to John's contributions to STANMECH.