

# Command Performance

Listen ~ Learn ~ Lead™

## IMAGINE YOUR PROCESS...

# AUTOMATED

*Automating your process will have a huge impact on your entire organization. How it is implemented will determine whether that impact is good...or bad.*

When you think of automation, what is the first thought that comes to mind? Labor savings? Reduction in downtime? Fewer injury claims? While these are excellent benefits of successful automation, the rewards of a well-planned, well-implemented project are felt far and wide throughout the organization.

If you choose the right partner, use a well-planned, stepped approach, and prepare your upstream equipment:

- Automation will impact efficiency by improving production rates, reducing operating costs, reducing scrap, waste and downtime and by increasing flexibility.
- Automation, combined with proper diagnostics and culling, will reduce undetected defects, and ensure the delivery of consistent product quality to your customers.
- Automation will improve safety, reduce workplace injury, enhance labor efficiency, reduce turnover and improve the quality of your workplace environment.

### Successful Integration - The Devil is in the Details

Most manufacturers do not want the risk or the headache of taking on the integration themselves, so the best advice is to choose a partner who understands your process, your product and your expectations. Clearly establish how you measure quality, efficiency, safety and ROI. Look for:

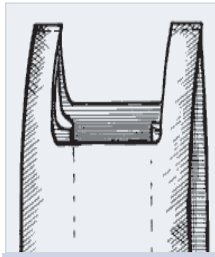
- A Single-Source Supplier
- An integration partner who is free to explore all equipment and integration technology among the vendor field
- An integration partner who will offer Total Project Management and takes responsibility for all aspects of the automation integration project
- A partner with a track record of successful automation integration projects in your industry
- A partner with knowledge and expertise within your industry
- A professional, stepped approach that minimizes your risk

Each automation project is unique and deserves a customized approach for long-term benefit. Rely on the proven technological resources CMD has to offer. Call for a no-obligation automation consultation today.



For more information, please contact  
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 +1 920.730.6888

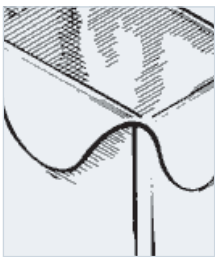
# Optimize Efficiency with High-Speed, Multi-Lane Converting



T-Shirt



Star Seal



Wave Top



Flat Top



## Model 1270GBM Global Bag Machine

If you're looking for process efficiencies for your bag converting production, consider this: One CMD 1270GBM high-speed rotary bag system can do the work of several older, intermittent-motion machines, takes up less floor space and uses less energy. The Global Bag Machine allows for multi-lane converting for side, bottom or star seal bags at up to 600 feet per minute, and can incorporate application options such as rotary die cutting for T-shirt or wave-top bags on a roll.

The Global Bag Machine incorporates the most recent technology and process optimization design features, including:

- Self diagnostic system check with readout of fault messages
- Ethernet equipped for better line diagnostics and remote programming and monitoring
- Five zones of web tension control for consistent product quality
- Layon roll with motorized position adjustment for sealing under zero tension
- More sealing dwell time for thicker and/or larger bags

The Global Bag Machine is designed to run either in-line with an extruder or out-of-line from parent rolls. For those companies considering a change to out-of-line converting, the 1270GBM offers the high speeds and process efficiencies to deliver big results to your bottom line. The Global Bag Machine can be configured for application versatility with print registration, slit-sealed or post-gusseted product, and can even be used to run sheeting.

CMD offers a full complement of downstream options for bag folding or winding, including tail gluing, optional core loading, roll banding and package automation.

Please contact CMD for more information:  
[www.info@cmd-corp.com](mailto:www.info@cmd-corp.com)  
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# Steadying the Shaky Process

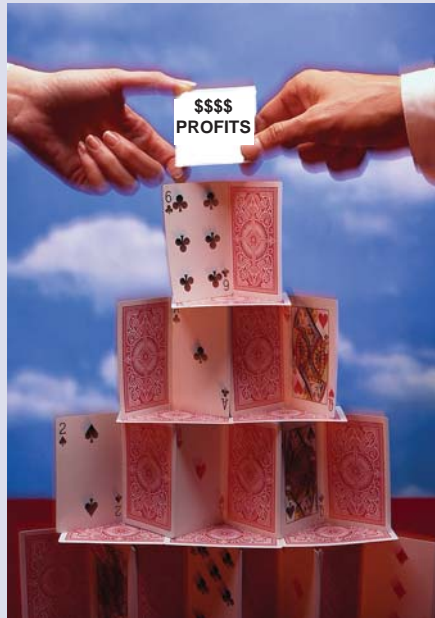
What is the value of a pallet of scrap? How much is 15 minutes of downtime worth? What about one worker injury? How much efficiency does an under-trained operator cost? These are the kinds of issues that can be dramatically impacted by steadying a shaky process.

CMD offers a palette of tools and programs that can be scaled to your needs and provide measurable results.

"I think there is a misconception that process optimization has to be long and expensive," says Brad Schmoll, CMD Manager of Technical Service.

"The truth is, optimization should identify the greatest pain points in a converter's operation, and a plan should be put in place to first offer the simplest, least expensive solutions."

The expectations among converters varies. "We understand that there are customers who have fine-tuned their process to a great degree and need little or no assistance in process optimization and that there are others still identifying the direction they wish to go," Schmoll adds.



In any given operation, optimization requirements can change over time, for instance, if automation is being considered.

"A small inefficiency in a process will become exponentially more problematic if it is not corrected before automation integration," said Schmoll.

Another important factor is security and confidentiality. "As partners and consultants, we offer assistance with absolute confidentiality for our customers," he said.

CMD offers a wide range of services and tools for each optimization project, including:

- Process Validation Service
- Machine Optimization and Equipment Auditing
- Customized Training
- Ongoing Upgrades/Retrofit Kits Program\*

**Contact Brad today for more information  
Brad.Schmoll@cmd-corp.com 920.540.4310**

\* Sign up to receive important e-alerts and announcements.  
See page 5 for details

## 6σ Process Validation Services

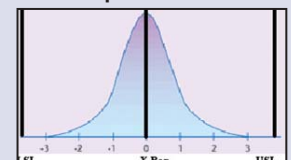
Process Validation Service, or PVS, can be performed on existing lines or new equipment. It provides statistical validation of machine performance on customer-specific products. The PVS is customized to each converter's needs, can be scaled for one or multiple lines, and offers these and other benefits:

- Saves money
- Saves resources
- Enhances product quality - product ensured to your specifications
- Reduces waste - the process dials in your quality requirements for fewer defects
- Reduces downtime, problems, headaches, scrap
- Equipment is guaranteed to your specific requirements so you meet your production goals
- Out-of-the-box, flawless start-up for new equipment
- Trained personnel will follow SPC to test your Sigma Process
- No need to tie up equipment or personnel for time-consuming testing
- Utilizes state-of-the-art software for analysis and graphs

**Schedule a consultation today and learn how PVS can provide the quality validation data to meet the most demanding customer expectations.  
info@cmd-corp.com 920.730.6888**



**Identify and measure your process control requirements**



**Measure and analyze to determine Cpk**

 A table with multiple columns and rows, representing a detailed data collection log for equipment performance. The columns include various parameters and the rows represent individual data points over time.

**Run equipment and thoroughly detail all data collection**

# Digital Internal Bubble Cooling (D-IBC) for Blown Film Extrusion

Written by Gilli Gozani, Sysmetric Chief Engineer, and the Sysmetric R&D team

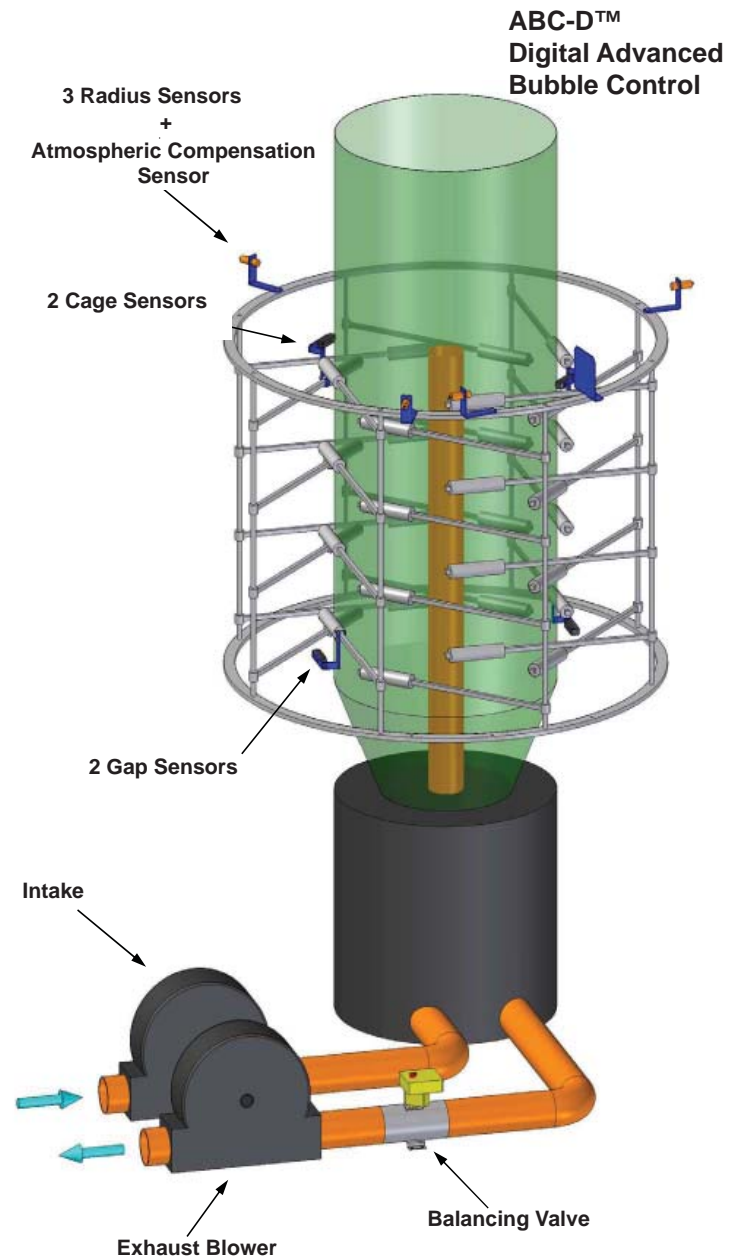
The latest digital internal bubble cooling system developed by Sysmetric has already seen over a year of successful activity. This system is part of the Sysmetric comprehensive line of profile control models.

The unique Sysmetric system employs eight ultrasonic sensors (as opposed to five sensors found in most systems on the market), a Sysmetric-designed, dedicated “sensor-controller” circuit board and a new digital balancing valve developed by Sysmetric and operated by a servo step motor and a unique control method called “modeling.” All of the above features ensure both highly accurate width control and fast reaction times.

So, Why Invest in This Type of Control System?

- Without depending on skilled operators, save money by reducing the setup time and wasted material created during product size changes.
- The high stability provided by the system allows changing production parameters, such as increasing output, while maintaining high production accuracy.
- Reduce valuable maintenance time because the system meticulously performs self-diagnostics to check the system components during operation. The automatic back-up of some of the components allows for early detection of faults before any damage can be caused.

**Please contact CMD for more information:  
info@cmd-corp.com 920.730-6888**



## Your Partners in Total Process Optimization



# KNOWLEDGE IS POWER

## Stay on Top of the Latest Technical Updates

Staying current with the latest upgrades and technical developments is important to your business. That's why CMD is committed to a consistent communication plan that will give you the latest parts, service and technology updates on a regular basis. In order to do this most efficiently, it is important that we have your email address and the email addresses of those in your organization that you wish to be included in our regular Technical Update distributions.

Teaming up for this effort are Parts Sales Manager, Troy Hoehne, and Technical Service Manager, Brad Schmolli.

"The new email alerts give customers timely information on important technology, service and maintenance updates on a regular basis," says Hoehne. "The emails go right to our customers' email inbox, are quick and easy to read, and include links to request more information."

"We're still here to offer personal phone support," says Schmolli, "But the email information campaign lets us reach people 24-7, giving customers the flexibility to review the updates at their leisure and act on the information when the time suits them."

Research indicates that more people prefer to receive information electronically, rather than in printed form through the mail. It is a simpler, more sustainable option that CMD will investigate for additional forms of communication, like this newsletter, in the future.

***We are always looking for your input, so please contact us at [info@cmd-corp.com](mailto:info@cmd-corp.com) with any questions or suggestions.***



***An example of a recent technical update email on 4213RO process improvement upgrades.***

**Please be sure you and your personnel are signed up to receive these important updates by sending a message to:**  
**[info@cmd-corp.com](mailto:info@cmd-corp.com)**

**Enter "subscribe" in the subject line  
or**

**[Click Here](#)**

**Additionally, please follow these steps to be sure our email messages are not intercepted by your company's spam filters:**

- 1) Add [info@cmd-corp.com](mailto:info@cmd-corp.com) to your personal safe sender's list.**
- 2) Ask your IT department to allow .html and .pdf file types to be received from [info@cmd-corp.com](mailto:info@cmd-corp.com).**
- 3) Advise your IT Department to add [info@cmd-corp.com](mailto:info@cmd-corp.com) to your company's mail gateway**

# International News

Offering Innovation Solutions Around the World



**35 Countries into which CMD® or PDI® Equipment has been Installed**

It's K time! For more than 40 years, K has been and still is the biggest international trade fair for plastics and rubber, and takes place once every three years. The fact that more than 3,100 exhibitors from over 50 nations and 242,000 visitors from 100 countries expressed their full satisfaction at the last staging of K in 2007, promises future success for all those involved in the industry.

CMD will exhibit at K2010 with revolutionary technology for the converting and packaging industries. "We meet and interview converting and packaging leaders throughout the world and discuss operational and process challenges they might face," says Shaughn Hanley, Director of International Sales. "We use these listening sessions to learn new ways to solve problems. Our new technology will reflect solutions uniquely designed for the global marketplace."



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# The New Face of PDI®

*The pouch market is predicted to reach new levels of growth. Profit leaders will use technology to carve out greater market share.*

Pouch demand in the U.S. is predicted to grow more than 6% to nearly \$8 billion by 2012, according to industry sources. Unit demand will increase more than 4% to nearly 90 billion. Medical pouch demand will see better than average gains, and stand-up pouches may see double-digit increases in the same time period. Pouches will continue to expand their presence over other types of packaging, particularly rigid. The demand for lighter weights, faster speeds and sustainability initiatives will further drive pouch penetration. Pre-mades will continue to offer flexibility and will maintain an almost-even share of the market with form/fill/seal.

Historically, those converters, packagers and consumer goods companies with the technology to provide process optimization or new package functionality and design are those that earned the greatest market share.

“Because our focus *is* technology, we intimately understand its relationship to the growth and long-term success of our customers,” says Scott Fuller, CMD Intermittent-Motion Product Line Manager. “The New Face of PDI® will weave in those technologies that provide the biggest bang for our customers; from intuitive controls to space-saving global design, to cross-application flexibility.”

Mirroring the aggressive technology development of the CMD Converting Solutions product line, the PDI side of the business already has several new patents pending, and continues to develop new technologies through proprietary development projects currently under way. “We are excited about the new technology we are developing and are partnering with companies who want the early market advantage,” says Fuller.

## Seal Test Lab Opens in CMD Technology Center

Building equipment is one thing. Providing solutions, helping our customers convert concepts into profits is quite another.

Engineering Project Manager Scott Grasse heads up the new Seal Test Lab and is enthusiastic about the services available for pouch converting customers at the CMD Technology Center.

“We have equipped the lab with a sealing station featuring platen, cross and longitudinal sealing,” says Grasse. “The lab allows converters to test even technically complex film and web combinations without the need to interrupt production or send in large quantities of expensive film.” The confidential testing can provide valuable pre-project, validation or optimization data, including:

- Optimal seal temperatures
- Optimal dwell times
- Optimal sealing hits or passes
- Optimal process speed
- Cycle rates, p/p/m, etc.
- Verify expected performance



For more information, please contact Scott Fuller, Product Line Manager  
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+1920.740.8728

“Bring us your challenges,” invites Grasse. “We can help convert those ideas into successful products.” Please call today to arrange a tour and demonstration.



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## In This Issue:

Page 1

Imagine Your Process Automated

Pages 2/3

Optimize Efficiency with Multi-Lane Converting  
 Steadying a Shaky Process

Pages 4/5

Sysmetrics Digital Advanced Bubble Control System  
 Stay Current with Technical Updates

Pages 6 /7

International News  
 The New Face of PDI®

Page 8

Sales team and product line-up



See us  
 at K2010  
 Oct 27 - Nov 4  
 Dusseldorf

## World-Class Equipment. Exceptional Support.

### CONVERTING EQUIPMENT

#### BAG & POUCH MAKING

High-Speed Rotary Bag Machines  
 PDI® Pre-Made Pouch Systems  
 Bottomseal Bag Systems

### WINDERS & FOLDERS

Rotary Overlap Bag Winders  
 Turret Film and Bag Winders  
 Coreless Bag Winders  
 Plastic Sheeting Winders  
 High-Speed Polybag Folders

### UNWINDS

Surface-Driven Unwinds  
 Center-Driven Unwinds  
 Unwind Stands

### COMPLEMENTARY EQUIPMENT

Drawtape Bag Equipment  
 Bubble Slit Sealers  
 Bubble Post Gusseters  
 Rotary Die Cutters  
 Sine Wave Cutters  
 Package Automation Equipment  
 Sysmetric Dosing and Material Handling Systems

### PACKAGING EQUIPMENT

#### VFFS TECHNOLOGY

Custom Projects  
 VFFS Upgrades  
 System Integration Services

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 Seal Test Lab  
 R&D Engineering Team  
 Proprietary Projects  
 Rapid Product Development

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