

# FURTHER INVESTMENT FOR FC

**In September 2010, fc cartons took delivery of a new folder gluer, complete with the capability for Braille embossing, and for the third time in four years, Duran is the machinery supplier of choice in the ongoing expansion plans of this UK trade finisher. The relationship between the two began by chance in 2006, when Duran's response to an emergency situation could not have been any speedier, and the Turkish company has been rewarded by the ongoing loyalty of this family owned Castle Donington business.**

A report by Don Haines

In July 2006, two weeks after moving into new premises, fire spread from the factory next door, quickly engulfing the building and crippling all of fc's machinery. Within six weeks, an insurance settlement had been agreed and a lease arranged on temporary accommodation close by, all of which was worthless if replacement

equipment could not be found quickly. Having previously made contact with Duran Machinery and been impressed by the design and the quality of their range of folder-gluers, Managing Director David Woodyatt made extensive enquiries about the availability of new machines. He was astonished to be told that he could take delivery, almost immediately, of an Omega Allpro folder-gluer that had originally been destined for shipment to a client in Russia. Within six days the machine had arrived at Castle Donington.



## FURTHER INVESTMENT


### Express delivery repaid

Mr Woodyatt explains, "We had a visit from Oktay Duran, who happened to be in the UK at the time of our problems, and he asked if he could do anything to help. I explained that we badly needed a folder gluer as soon as possible, and the next day his UK agent John Twigg, rang me to say that we could have a machine within a week. Mr Duran had contacted his Russian client, who said that he was quite prepared to wait another two months for his new machine. That told me a lot about Duran, and two years later, having fully recovered from the fire and seeking to expand, we had no hesitation in buying another Duran folder-gluer, this time the Omega Allpro SM, which I had seen at an exhibition in Barcelona."

With its skills and its reputation as a trusted trade converter still continuing to create demand, the following year saw fc purchasing a Heiber and Schröder 1100 window patcher and in 2010 the purchase of yet another Duran folder gluer was contemplated. Mr Woodyatt continues, "We had planned to replace the Omega SM with a new Omega Allpro-SM 110, but with the volume of work we had on, we made the decision to keep the SM and looking back, I'm glad we did."

### Braille - a new venture

Duran has 21 years of experience in producing folder gluers, ranging in size from 350mm to 2000mm. The range now includes four series: Omega Magnus speciality gluers for corrugated, the well proven and highly versatile Omega Allpro, the more sophisticated Omega Allpro-S and the newly launched and affordable Omega Performa. In addition, Duran manufactures a carton bag machine aimed at the luxury bag market and the Phoenix Flame Sealer designed for polyethylene coated aseptic packaging for liquids. The latest machine for fc comes from the Allpro-SS range, which encompasses the Allpro-S, Allpro-SM with motorised features and Allpro-SMM with motorised features plus added memory option — all said to be



**BRaille CAPABILITY IS A NEW VENTURE FOR FC, BUT THERE IS SAID TO BE A GOOD DEAL OF INTEREST IN IT FROM EXISTING CUSTOMERS.**

designed for easy operation and minimum change over time. The feed section features belts that are easily and independently adjustable to left or right, with single-action tightening and changing. The motorised vibrating feed pile support helps separate the blanks and eliminate skips and double feeds — and there is motorised adjustment of the feed gates and hopper sides. This converter has opted for the optional modular side register system, which squares the blanks prior to entering the pre-fold section, giving additional control. A driven upper and lower auxiliary carrier transports blanks through the section when the side register is not being utilised. The system is easily converted to left or right side registration and equally easily adjusted for various material thicknesses.

The Omega Allpro-S gluers produce straight line, crash lock, 4 and 6 corner (with single finger servo fold for high speed precision) as well as double wall, inner partition, Z-fold, conical crash lock and CD boxes at a maximum speed of 400m per minute. A high speed version of Omega Allpro-S with 600m per min belt speed is also available. The single finger servo back fold system provides for folding of all types of boxes within the machine range, automatically making all the necessary adjustments following input of the flap length by the operator. Mr Duran tells us, "Since its launch in 2007, the Omega Allpro-S series

has been actively sought after in high-end markets. Its sophisticated modular design allows users to produce complex carton styles at high speed with minimum change-over times."

Braille capability is a new venture for fc, but there is said to be a good deal of interest in it from existing customers. Mr Woodyatt confirms this and says, "At the moment, the main requirement for Braille exists in the pharmaceutical market, but I can see a time when it will become more of a main stream requirement. Duran agreed to our request to install the unit immediately after the feed section for maximum flexibility — we always find them ready to listen to proposals for modifications, which incidentally sometimes end up being adopted as standard."

The unit is servo controlled to synchronise with the folder gluer, and features two discs, one male and one female, with the male having dual embossing that allows two blanks to be processed with one rotation. Machine speed information from the encoder, and carton position data received from a photocell, are evaluated by a motion control unit. Information is then sent to the servo motors and drives to enable the system to apply the embossing with the correct pressure and at the right speed, with the system's own touch screen allowing for quick and easy changeover between jobs.

## FURTHER INVESTMENT

### Green credentials

As would be expected of an ISO 14001 accredited company, environmental responsibilities are taken seriously at fc and so unavoidable production waste is kept to a minimum and carefully stored for collection by Smurfit Kappa Recycling. However, not many converters have gone one step further; fc has signed up to a tree planting programme. Marketing Manager Jane Page tells us, "Since early 2007, we've been fully committed to the Tree Appeal programme, whose aim is to promote biodiversity, create habitats for wild-life and improve the environment for people. On our behalf, they will plant broad-leafed trees such as oak, ash and beech, in local nature reserves, dedicated woodlands and parks. Each year

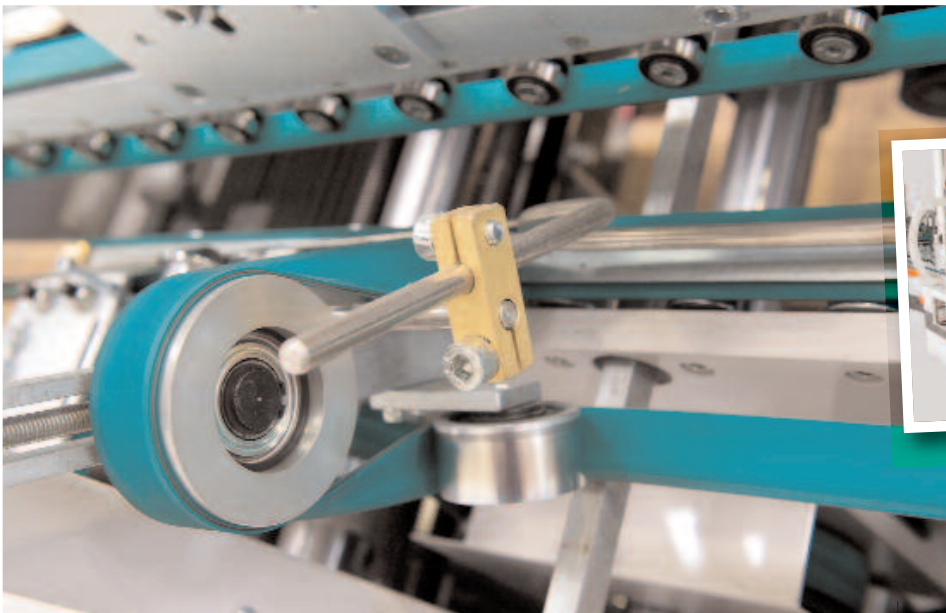
wherever possible. Our recycling regime extends to printer cartridges, and even our factory cleaner is obliged to use environmentally friendly cleaning compounds."

### Can-do attitude

Reflecting upon the experiences of recent years, Mr Woodyatt says, "That fire taught us a lot about ourselves. Most of our employees have been in the trade for a long time, and most have been with us right from the start – and we didn't lose a single employee in the period that we were out of action. There was a point when Debra, our Financial Director, and I wondered whether we could pick up the pieces and start again."

capacity on running less complicated higher volume work, rather than expose themselves to the possibility of added changeover downtime. Others will use us because they don't have the capacity themselves – one of them told me that he is delighted to see us investing in new capacity because it means he doesn't have to! We're keen to demonstrate our capabilities and early in the New Year, together with Duran, we will be hosting an Open House week at our Castle Donington plant."

**DURAN ARE OFTEN AMAZED BY THE COMPLEXITY OF SOME OF THE WORK THAT WE MANAGE TO PUT THROUGH THEIR MACHINES.**



we pay for further tree planting based on how much waste we have produced in the previous 12 months. In addition, we are currently looking at the ways in which we can reduce our carbon footprint, with a view to eventually achieving a carbon neutral status, beginning with taking steps to measure our Greenhouse Gas Emissions using information supplied by DEFRA. A fifth of our workforce cycle to work each day, taking advantage of the shower and locker facilities we provide, and the rest of the employees are encouraged to car-share

There is a 'can-do' attitude towards potentially difficult jobs at fc, which is possibly due to the combined effects of David and Debra Woodyatt's will to succeed, and the loyalty of the work-force. Mr Woodyatt concludes, "Duran are often amazed by the complexity of some of the work that we manage to put through their machines, but our ability to do such work is one of our great strengths. We have been running some of these trade jobs for years, and will continue to run them simply because our trade customers often prefer to use their own