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Thompson Corrugated Systems, Inc.

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Introduction
Background
Change
Borders Books
Power Cost
Pogo Possum
T.C.S.
Savings
Engico
Converting Center
Fewer Machines
Less Space
Less Power
Summary
Borders Books
Come As You Are
Key Points (Bonus)

Home Page Print

Thompson Corrugated Systems
Representing
ENGICO

Reduce the power required to
make each box by up to 90%!

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Some people simply resist change.

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Borders had a great business plan for the 1990s.
They refused to accept a changing market.
Borders is bankrupt.

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Bloomberg
U.S. July Consumer Price Index Report

The energy index has risen 19.0 percent over the past year.

US SET FOR WAVE OF POWER PLANT SHUTDOWNS
DRUDGE REPORT

Electrical power will become profoundly more expensive.
Some people predict rationing like food during WWII.
Are you prepared?

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Pogo understood.
We are often our own worst enemy.

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Representing
ENGICO

euro log
ROBOTICA • LOGISTICA • AUTOMAZIONE

Revicart
SPECIALTY FOLDER GLUES

Thompson Corrugated represents these
3 inter-related machinery builders.
Engico: "Engineering for Corrugated."

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ENGINEERING for Corrugated

Bottom Print
Top Print
Fully Modular

50 x 110 to 98 x 260

Engico is one of the survivors of Gandossi & Fossati.
Engico has built machines since 1990.
We use the 66-inch top printer for this discussion.

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Engico Converting Centers
Flexo, RDC and P/S in one machine

110-120 amps with all modules running

One Engico replaces:
Many limited-output conventional machines
Their support equipment
The power consumed by both
Lots of floor space

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Go from this to THIS!

Replace these with THIS!

FFG	+++	ENGICO ↓ ↓ ↓
RDC	++	
Large Printer-Slotter	+++	
Folder-Gluer	+++	
Semi-Automatic #1	++	
Semi-Automatic #2	++	
Indirect Support	+++	

Using TAPPI productivity data and Engico user data:
A typical plant replaces 6 conventional machines and 18 people with 1 Engico and a 4-person crew.
Product flow is more uniform. Surges are eliminated.

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Go from this to THIS!

FFG	+++	ENGICO ↓ ↓ ↓
RDC	++	
Large Printer-Slotter	+++	
Folder-Gluer	+++	
Semi-Automatic #1	++	
Semi-Automatic #2	++	
Indirect Support	+++	

Orders/shift	19.3	19.4
Floor space	24,000 sq ft*	6,000 sq ft*
WIP space	20,000 sq ft*	10,000 sq ft*
Amps	2,360	350

One Engico produces the same volume in 28,000 square feet less space.
One Engico uses 2,100 fewer amps of supplied power.

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Go from this to THIS!

FFG	450	ENGICO ↓ ↓ ↓
RDC	350	
Large Printer-Slotter	350	
Folder-Gluer	200	
Semi-Automatic #1	30	
Semi-Automatic #2	30	
Indirect Support	950	

Orders/shift	19.3	19.4
Floor space	24,000 sq ft*	6,000 sq ft*
WIP space	20,000 sq ft*	10,000 sq ft*
Amps	2,360	350

Here we compare power consumed based on Amp service.
In this example, converting power is reduced 85%.

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Remember, Borders did not change.
They failed.

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Holding to obsolete methods is deadly.
The box business and war are "Come As You Are Parties."
Will you be ready or do you resist change?

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What else will you save?

- Reduce finished goods from 3+ weeks to less than 1 week.**
"Produce on demand" efficiently with an ENGICO.
- Liquidate Obsolete Machinery.**
Liquidate 6 machines and replace with 1.
Liquidate support equipment for the 5 eliminated machines.
- Reduce payroll.**
Direct Production staff
Indirect Production staff
Office staff
Warehouse staff
Wasted sales efforts
Wasted management efforts
- Eliminate Volume Surges.**
One Engico producing consistently will never create a surge.
- Operate with near zero waste created during Converting.**