

Corrugated plastic welders provide the flexibility and quality required by today's market place

Originally developed in response to a single customer inquiry, Dukane's line of corrugated plastic material welders has grown to become an integral part of our product offering. In fact, that initial inquiry turned into an order for welders which have been used to produce millions of plastic postal boxes. Your company probably has a few of these containers in the mailroom—they are often recognizable by their white color and obvious wear. However, it was this type of visible durability that demonstrated the application potential of plastic.

THE HORN TECHNOLOGY USED IN THE CORRUGATED BOX WELDERS GIVES GREATER STRENGTH TO THE WELD...AND IMPROVES THE INTEGRITY OF THE FINISHED PRODUCT.

"Corrugated plastic can often replace corrugated paper and, in most cases, does a better job at a better overall price," notes Dukane Marketing Director, Fred McGowen. "The horn technology used in our corrugated plastic welders gives greater strength to the weld, which in turn improves the integrity of our customers' end products. That's what makes the technology attractive to so many different industries."

While the corrugated box welder utilizes a true ultrasonic process, the units are built differently than bench-

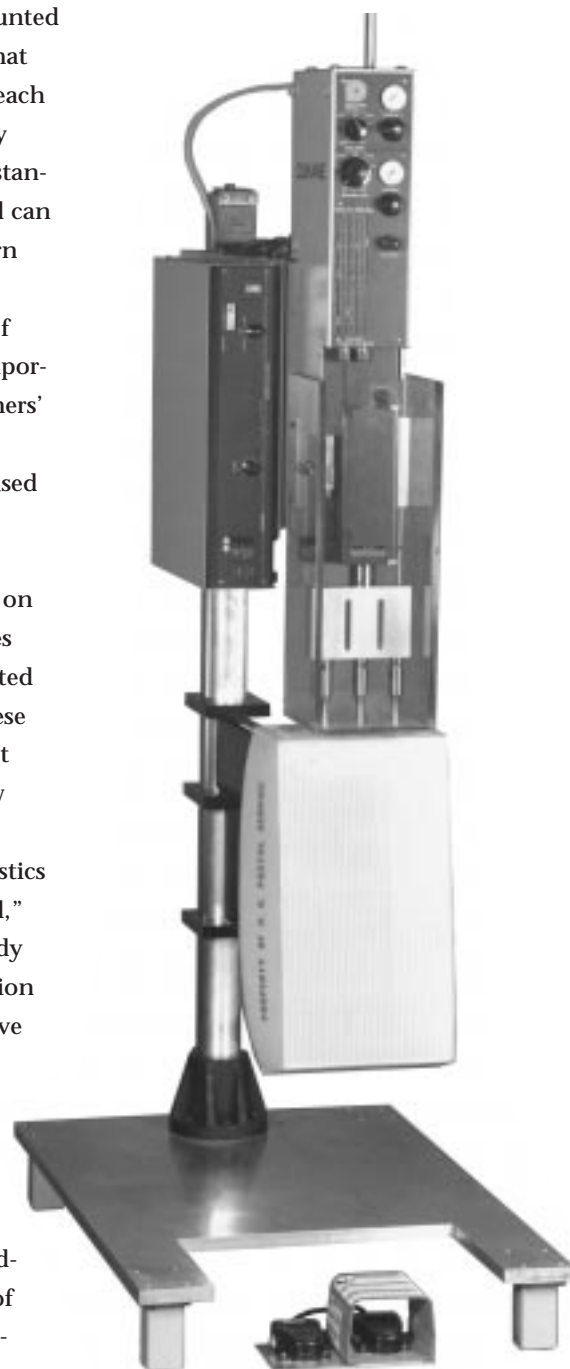
style welders. They are floor-mounted machines with a large column that gives the horn mechanism the reach it needs to produce the necessary weld joints. The entire line was standardized to be cost-effective, and can accommodate a full range of horn designs and machine sizes.

To measure the effectiveness of these units, we traveled to an important proving ground; our customers' plants. Here's what we found...

Greif Creative Packaging has used the corrugated plastic welder to expand their customer base and boost their bottom line. Relying on five different units, Greif supplies multiple industries with corrugated plastic boxes. However, until these projects came along, Greif wasn't even in the business—they knew cardboard.

"We weren't working with plastics at the time, but we saw potential," says GCP General Manager, Randy Gray. "When we made the decision to buy the welders, we didn't have any orders for corrugated plastic boxes. We simply relied on our vision of the market and the capabilities of Dukane's product."

One application of Greif's product involves the transportation of acrylic block windows. Their customer had been shipping compo-



nents in triple-wall corrugated, but found its durability to be insufficient. After a three-month test proved the durability of the plastic containers, Grief received the order— 42"x40"x48" totes, in two different colors to assist the customer's inventory control procedures.



The elimination of paper dust makes plastic totes more effective for transporting medical supplies.

"The customer got five or six turns with the cardboard totes," explains Randy. "Since switching to plastic, they have gotten at least 50 turns and are still going. The improvement in durability has been remarkable."

Another Greif customer uses plastic to transport medical components as part of an Encompass Program. Under this system, medical supply distributors use sterilized boxes to transport all items required for a specific surgical procedure. By eliminating the dust produced by cardboard, the plastic boxes can be delivered directly into the operating room with all the needed supplies. Randy notes, "They are only used once, but the elimination of dust makes them a more effective method of supplying medical products."


Creative Foam Corporation also uses the corrugated plastic welder to respond to their customers' changing needs. Creative Foam supplies heavy-duty, conveyable tote systems to the automotive industry, as well as fabricated foam specialty prod-

ucts to the automotive and medical markets.

The company is recognized internationally for their quality, service and engineering talents. And they expect similar qualifications of their suppliers. "Dukane really turned our heads during an educational seminar they conducted on horn technology," explains Bill Skaggs, Manufacturing Engineer at Creative Foam. "As we are striving to be a leader in our industry, we chose to work with Dukane partly based on the knowledge and expertise they demonstrated in that program."

The Dukane welders produce totes which are used to transport automotive parts. The challenge arises anytime a part is redesigned, because the material handling needs also change. "That's not a problem for us," notes Bill. "The Dukane units are extremely user-friendly and have excellent flexibility in terms of their production capabilities."

Depending on the specific container, Creative Foam can produce each piece in as little as 55 seconds. The more-demanding totes require about 2-1/2 minutes. Not bad when you consider the quality required by Creative Foam—every one of their facilities is certified to ISO and/or QS standards, and they do not tolerate inferior performance.

"We ran into numerous quality issues with the previous process," notes Bill. "However, Dukane's welder allows us to bond thicker materials, and also produces superior welds. Along with a better product, they have also given me plenty of application and technical support. I knew it would be the right choice." 

Anytime an automotive part is redesigned, the material handling needs change as well.



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