



CASE STUDY

IPG'S ET XTREME® TAPE HEADS CUT WASTE, REDUCED DOWNTIME, AND DELIVERED COST SAVINGS WITH RELIABLE PERFORMANCE



Customer Overview

An IPG distributor collaborated with a major pasta manufacturer who was focused on reducing product waste and boosting efficiency. The end user's objective was to enhance operations by streamlining processes and maximizing resources.



Excessive product waste



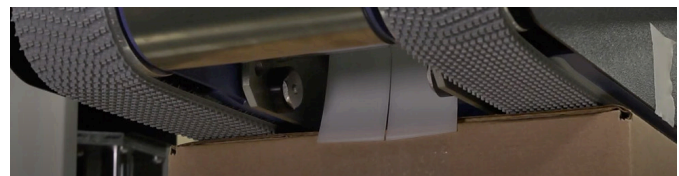
Outdated equipment

The Challenge

The client was using a competitive 1.9 mil pressure-sensitive carton sealing tape but had consistent issues with it breaking as the roll got closer to the core. This resulted in numerous partial rolls collecting around the end user's plant that were to be discarded.

Proposed Solutions

The IPG team collaborated with the distributor and end user to discuss the benefits of IPG's ET Xtreme (ETX) tape head technology. ETX is designed to maintain tape unwind tension and does not stretch the tape film as the rolls deplete. The patented dual wipe down tabs drives the adhesive into the corrugate for the most secure seal. These features ensure IPG's tape runs all the way down to the core without breaking and the tape securely seals the box without popping off. This included highlighting the patented magnetic blade guard for enhanced safety and the oiler pad, which lubricates the blade to ensure a clean cutting mechanism. The team conducted trials using the ETX tape head alongside IPG's 7100 1.9 mil hot melt carton closure tape on one of the end user's case sealing lines, which consisted of an older competitive bottom-seal-only horizontal mount case erector and a competitive top-seal-only case sealer. Along with the trials, the team presented comprehensive tape head and equipment programs offered by IPG for consideration.



Results

The trial proved highly successful, leading to the installation of IPG's ETX tape heads on the packaging line. This upgrade completely resolved the partial roll issue, resulting in smoother operations, reduced downtime, and improved efficiency. By eliminating waste from incomplete rolls, the end user experienced significant cost savings and greater consistency in their packaging processes. Additionally, the enhanced reliability of the ETX tape heads contributed to fewer maintenance interruptions, enabling the line to operate at optimal performance levels. These benefits solidified the distributor's role as a trusted partner in delivering effective, long-term solutions.



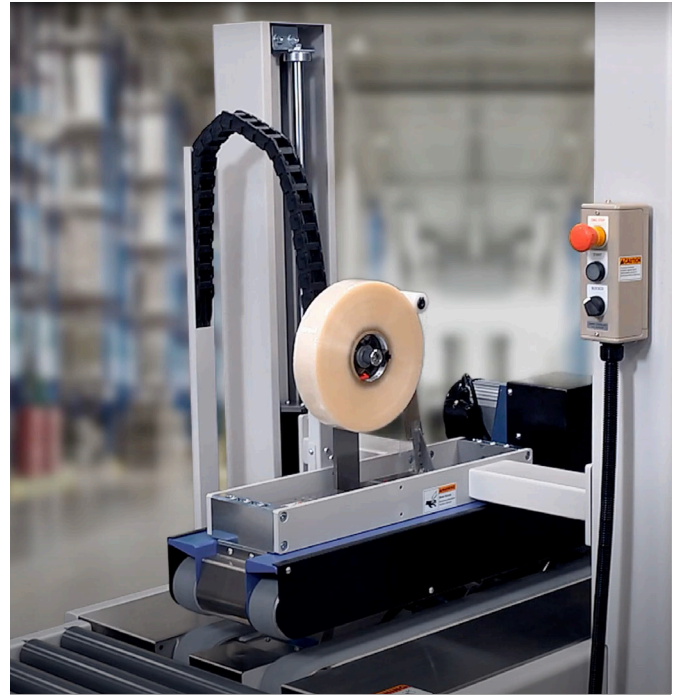
**Waste
reduction**



**Increased
efficiencies**



**Enhanced
reliability**



“The elimination of waste from incomplete rolls not only led to significant cost savings but also enhanced consistency in the packaging process.”

Conclusion

The end user took advantage of IPG's tape head program to place orders of IPG's 7100 1.9 mil carton closure tape. In exchange for the tape agreement, the program supplied the pasta manufacturer with six free 2" ETX tape heads and six \$500 equipment vouchers which can be redeemed for Interpack equipment to assist the customer in phasing out their outdated competitor case sealers, ensuring a smoother and more efficient upgrade process.



IPG's parent company, Clearlake Capital Group, is nationally certified by the Southern California Minority Supplier Development Council, which is part of the National Minority Supplier Development Council.