

Board Converting News

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The ONLY Weekly Publication Serving the U.S. and Canadian Corrugated and Folding Carton Industries

‘Cyber Monday’ A Boxmaking Boon

by Len Prazych

In case you haven't noticed by the customer orders that have been increasing for the past months, November 28,



Len Prazych

or Cyber Monday as it's become known, is expected to be not only the biggest shopping day of 2016 but in history. Let that sink in for a minute.

Loyal readers of *Board Converting News* know that we are not ones to throw around exclamation points quickly but this statement gets one: November 28 is expected to be the biggest shopping day in history!

This year's shopping apocalypse is projected to exceed \$3.36 billion in a single day, a 9.4 percent increase over last year's Cyber Monday revenues, according to Adobe's Digital Insights Shopping Predictions report, which surveyed more than 1,000 people, looked at 4,500 retailers' sites, examined a trillion visits and 55 million SKUs, as well as analyzing 75 million social media mentions. The upshot: online shopping is expected to increase 11 percent this year over last year, amounting to a projected record of

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Chicago TAPPI Focus: Corrugated Technology

by Anna Dutko Rowley

John Lingle of Schwarz Partners discussed corrugated technology and ways sheetfeeders can reduce their costs while adding value at the Chicago TAPPI meeting held earlier this month in Oak Brook, Illinois. Schwarz Partners through its subsidiaries, and partnerships supplies corrugated sheets for companies primarily in the U.S.



'What do our customers want? They all want the same thing: bigger, better, faster and cheaper.'

— John Lingle
Schwarz Sheetfeeder Group

More than 50 individuals attended the meeting to hear more about corrugated technology. What is driving the changes in the corrugated industry, specifically as it relates to corrugators? “What do our customers want? They all want the same thing: bigger, better, faster and cheaper,” Lingle said.

Focus On Value-Added Areas

Customers are looking for two things, what they can get on the value-added side without paying more money and ways of taking costs down on the sheet side, stressed Lingle.

Sheet feeder operations need to focus on value-added areas for their customers by providing smoother cleaner sheets with caliper and dimensional accuracy, additional flute options, flat sheets and accurate sheet counts.

There are multiple board options available for customers. Smaller flute sizes vary from F, N, R and S as well as unique doublewall combinations, EB, EE, and BB.

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Expansive Reach

BCN is read by MORE Decision-Makers in the Independent AND Integrated Corrugated and Folding Carton Industries than any other weekly publication.

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Lingle noted that sheet feeder operations could look into other areas where they can reduce their costs such as shipping, energy and materials. Increased trailer sizes can help with shipping costs. For energy savings, plants could look into improved use of gas/steam efficiency and electricity. For materials savings, operations could look into improved application rates and adhesive management and recycling of materials such as DLK, strapping and water.

Sheet feeders also need to be current on preventative and predictive maintenance on their corrugators, which will save costs in the long run. Lingle advised that on continuous run corrugators, plants need to look to into waste ejection systems in order to yield 100 percent good sheets in units.

Other Technology For Corrugators

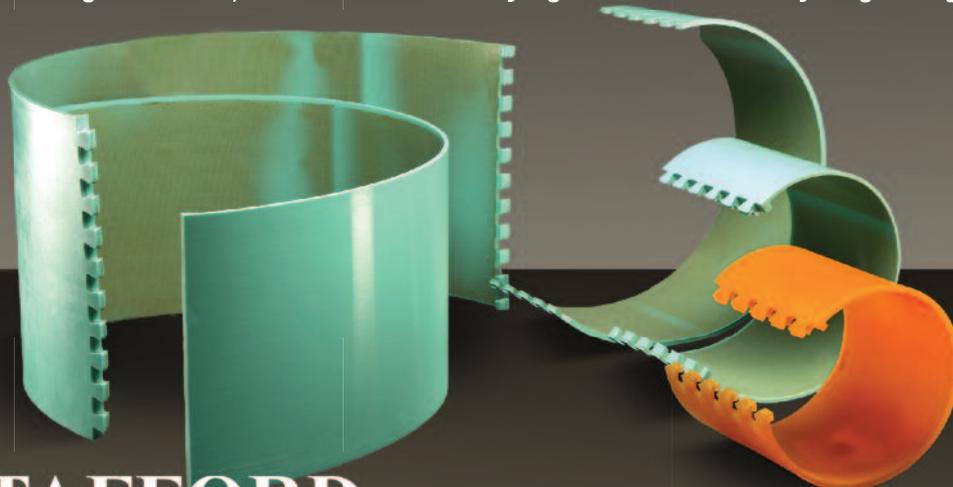
Lingle described systems that are available for detecting board quality. The Pro-Quality Vision System by Fosber America can detect defects such as stains, crush, blisters, tears, splice joints and delamination right at the singlefacer, so there is minimal waste, he explained. The machine offers very accurate detection with 100 percent board format coverage. The system has detection right at the singlefacer, with the possibility to react and adjust immediately. The machine has scrap diverters, so there is no waste in the slitter scorer and in the cut-off knife.

Lingle noted that BHS Corrugated has Remote Support Modules available for backup of configuration data on corrugators. He noted that other available support options

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