

FAS NEWS

Newsletter from Fas Converting Machinery AB

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Exhibitions with extra value

FAS has participated in four exhibitions during 2006 - Plast2006 - Milan/ IT, Plastpol06 - Kielce/ PL, NPE 2006 - Chicago/ US and finally Plasteurasia2006 - Istanbul/ TR. We have on all occasions shown and run mainly garbage bags with our BWU900 with and without TU220.



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Spare parts on the web

You can order spare parts on the web as well. It's worth it! Everyone who places an order before 1/5 2007 will get their spare parts delivered free of charge within Europe (for orders weighing less than 20 kg). Check out www.fasconverting.com and look for the "Order Spare Parts".

Geneva Enterprise

...from Trinidad/Tobago in the West Indies has shown an interest in FAS machines. Last year they have bought and been supplied with two Draw-Tape off-line set-ups with TU220, and we at Fas are proud to put another FAS machine in a new territory for us. Welcome to the FAS family !



Flexibility at Tikitea

On the island of Tikitea in French Polynesia garbage bags are among items manufactured with the help of the FAS machines set-up. The flexible machine was the reason the Tikitea Group chose FAS.



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Quick and personal service

SL Packaging are satisfied with FAS. They have reduced their operating costs by changing to FAS machines. In addition, FAS has helped to reconstruct an old French machine that today is just as easy to use as FAS's other machines.

SL Packaging (formerly AutoBar) is a medium-sized PE film manufacturer in northern Holland. With their 55 employees they mainly manufacture three different sorts of packaging: food/bread bags, plastic film for our customers' packaging machines and garbage bags. Alex van Dijk, production supervisor at SL Packaging, explains that they were contacted as far back as ten years ago by Peter Håkansson from FAS who presented a proposal that could reduce costs. When they then decided to reduce the costs for garbage bag production eight years ago, the decision was not difficult to go from off-line to in-line.

—When the decision was made, the choice of FAS machines was made on practical grounds and on the work Peter Håkansson had done before, explains Alex van Dijk.

At present SL Packaging operates three machine combinations of the B-series together with winding unit SP. These machines were chosen because they offer the right width and speed together with the existing extruders.

Exhibitions with extra value

FAS has taken part in four exhibitions during 2006. All provided very positive experiences – both for us and our visitors.

The Plast 2006 Exhibition in Milan was arranged for the first time in February 2006. FAS where showing our BWU900 with TU220 running garbage bags off-line. On the 30th of May FAS participated at Plastpol2006 in Kielce, Poland. This together with the Plasteurasia2006 in Istanbul, Turkey has been a very positive experience with several new machines sold. We are looking forward to meet you all at exhibitions in 2007 and are already planning for both Plastpol and the K2007 in Dusseldorf, Germany in October.



We exhibited our BWU900 with and without TU220, running garbage bags on roll, in Milan, Kielce and Istanbul. The Euroline! BWU900 machine perforates, seals and winds up in one section. It has both in-line and off-line configurations, our well-known engineering and our mechanical and electrical design.



Full speed in NPE, Chicago. The exhibition was in Chicago on the 19th of June. We ran full speed on two lines there. A smaller one: PU500 and TW475; and a larger one: QB1100 and IW1100.



Düsseldorf K2007 We will be at the same location as last time Hall 3 stand A96. Looking forward to meet you there!

Flexible machines at...

...Tikitea

The Tikitea Group is based on the island of Tikitea in French Polynesia. They are leading suppliers to the market for hygiene products. The flexible machines were the reason that Tikitea choose FAS as their machine supplier.

About 80 people work with hygiene products at Tikitea Group.

—Half of the turnover is made or converted in our factory, the rest is imported, says Mr Yoann Lamisse, production manager at Tikitea.

There are three different divisions in the factory: tissue, plastic and detergency. Since Tikitea has positioned itself in a narrow market and must offer a whole series of products, they needed machines that could change production easily and quickly, and were able to work at a good pace. At present Tikitea have the B1100 sealer with a SP500 winder and TU220 tape unit dispenser. On this line Tikitea produces the whole series of garbage bags from 10 litres to 240 litres.

Met in Düsseldorf

Tikitea began their journey in 1978. They distribute 2,000 tons/year of hygiene and maintenance products. Tikitea stands for 75 % of the production and distribution of tissue within the territory.

They produce 1,000 tons/year of paper for bathroom hygiene, 450 tons/year of detergents and 100 tons/year of carrier bags. Tikitea came

Quick service

SL Packaging are very satisfied with the service provided by FAS. In their view FAS machines are uncomplicated and easy to service and repair. Alex van Dijk explains:

–Up to now, we have never needed a spare-part that FAS did not have in store and delivered, sometimes as fast as the same day.

He recalls an incident four years ago when a crisis occurred. One of the machines broke down at the worst possible time when they had a huge workload. They called FAS to ask for advice and were told that one of FAS's employees was flying to the UK and could land en route at Schiphol, the Dutch airport. All SL Packaging needed to do was to fetch the spare part from the airport!

–Our relationship is very good, says Alex van Dijk. When you call FAS you get individual attention and it really feels that everyone there knows who you are and which machines you have.

Rebuilding machines

Two years ago SL Packaging had a problem with an old French sealer and perforation machine of the Contiflex type. They decided to rebuild it in some way. Alex van Dijk fills in:

–FAS came up with the idea to get rid of the old clutch-brake system and rebuild the machine with servo motors.

He continues:

–This worked so well that, right at this moment, we are rebuilding the second machine in the same way.

Low costs

Alex van Dijk is satisfied. The fact that FAS machines are easy to handle has a positive effect on operating costs as well. He relates that it is always possible to reach FAS via telephone and they will send a technician who can solve any problems on site. He finishes by revealing:

–If SL Packaging needs more in-line machines in the future we will definitely be approaching FAS.

FAS

exhibiting for the Polish market

FAS has acquired a partner in Poland. Europack Foil has, since the beginning of 2006, helped FAS to market the machines in the Polish market.

Europack Foil is one of the largest manufacturers of HDPE and LDPE based in Poland. They have been in existence since 1992. They mainly produce polythene film, shopping bags and garbage bags.



Change to...

Since Europack Foil also is in the machine branch they have come across FAS many times at exhibitions and suchlike.

–There are not so many manufactures of converting machinery so everyone knows each other and FAS has a good reputation, says Edward Baldyga from Europack Foil.

–Therefore, it was a natural step for us to contact FAS when it was time to change machines because of a change in product range.

...Euroline

Europack Foil changed to Euroline. They wanted a quick, reliable machine that was simple to operate and maintain. With Euroline they have been able to expand their assortment of garbage bags.

FAS on the Polish market

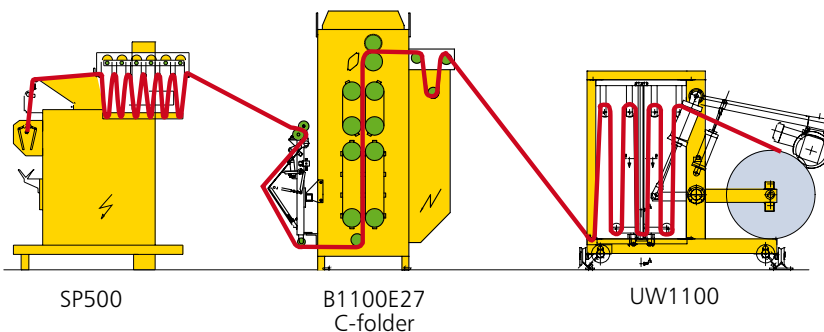
In the course of the PlastPol Exhibition in Poland last year Europack Foil and FAS decided to work together as well. Europack Foil is helping to expose FAS machines for the Polish market.

–We help them with contacts, translations, show the machines and so on, explains Edward Baldyga.

–FAS is reliable, nice, keep their word and have a great history so it is not difficult to market them, he continues.

Edward Baldyga sees Europack Foil's relation with FAS as long-term. He thinks that they have good machines that are quick and easy to operate and maintain.

–FAS salespeople and service technicians are specialists, image people and very outgoing. You are very well-received whenever you have technical questions. So we look forward to a long period of working together, he concludes.



in contact with FAS at an exhibition in Düsseldorf in 2004. They were looking for a flexible machine for their products.

Positive co-operation

–The advantage of working with FAS is that it's a small company says Mr Yoann Lamisse at Tikitea, and he continues:

–That means that you quickly get to know everyone which is positive for the working relationship.

Mr Yoann Lamisse is satisfied with the reception he has received from FAS.

–We did get trouble with the machine at the start but FAS is very available and reactive. Moreover I must add that we have not had much trouble yet with the machine.

Growing market

Tikitea looks forward to future growth in the market. They hope to be able to extend or modify the machines they have. They are also certain that they will be continuing their good working relationship with FAS and look forward to many years together.

Biobags is the future



BioBag International AS has a big faith in the future. They have a long experience of making plastic bags and have used FAS machines in more than 10 years. For about three years ago BioBag International started to specialize in making bags which are 100% biodegradable and compostable and can be recycled or incinerated.

–We believe in this future, says Jørn Johansen, president and CEO at BioBag International.

–Many people get more aware of how important it is to take care of our earth.

BioBag International has activities in 18 countries and the list of products is long. They are also having a business relation with another of FAS customers, Jemaco, regarding marketing and producing high quality bio-products in Belgium.

Jørn Johansen thinks that FAS good quality of their machines, nice prices and good service fits well in this environmentally friendly future.

Comment by Jonas Hellstrom: Especially the combination of the tensionless sealing and sealing from both sides, makes FAS perforation and sealing units to a perfect match to run the biodegradable products on. FAS sealing system is the only proven system that can handle all kinds of PE from HD to LD, recycled and biodegradable without any special adaptations.

Service and Spare Parts

Your contacts for Service and Spare Parts

For technical questions, technical support or to order spare parts, call +46 411 692 98 [between 8 and 16 CET], send mail, or use our Spare Parts Form

Bengt Wiberg, Service Manager. Phone: +46 411 692 71
Rolf Gustavsson, Service Technician. Phone: +46 411 692 63
Filip Wighagen, Service Technician. Phone: +46 411 692 92

Your contacts in the North American markets

Joachim Baier, Service Manager/Technical Support, Mobile: +1 973 204 7505
Emilio Rascionato, Spare Parts
+1 973 882 0512, info@pecofas.com

For more information on our news, contact the service department on service@fasconverting.com.



New and updated

- IW: We at Fas are currently working with our widest winders, the IW1100 and IW1600 or better known as Industrial Winders. These both units can be optionally equipped with a perforation unit for the production of pallet covers, sheetings etc. If you interested in these models please download our brochure for series W where you will find all technical data or simply contact us directly for an introduction to these units.
- PU500: The PU500 is a perforation unit used together with our SP500 or TW475 for producing cover sheets when painting, table covers and suchlike.
- TU220: The upgraded version of our TU220, taping unit is now available. The main parts that have been changed are the tape feeding, control and operator panel, programming. The changes and testing have been made in close cooperation with Sphere NL in Hardeberg.



Welcome to Fas News 2007!

We welcome you to a new issue of FAS News. The year 2006 has been both exciting and eventful. The exhibitions have been rewarding and we have been able to present some innovations as well. We hope that you feel satisfied with the service in 2006 and we look forward to a continued pleasant working relationship in 2007.

–See you all at the K2007 in Dusseldorf !

Revised product catalogues, videos and website

We have now updated our product brochures together with our websites. New photos from exhibitions and new videos of machines. Brochures are now also available with imperial measurements. If you want to look more closely please log on to www.fasconverting.se where you can download the pdf-file or simply send us an email and we will send you a hard copy.



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