

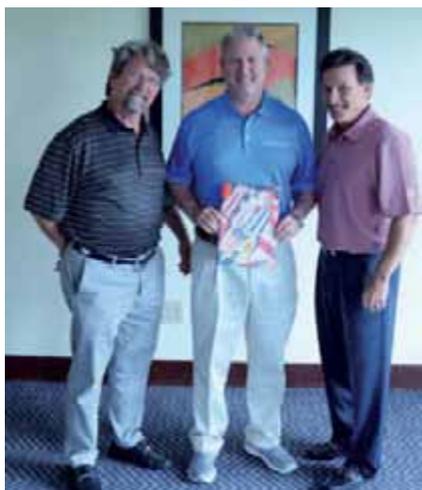


Precise machinery for demanding converters

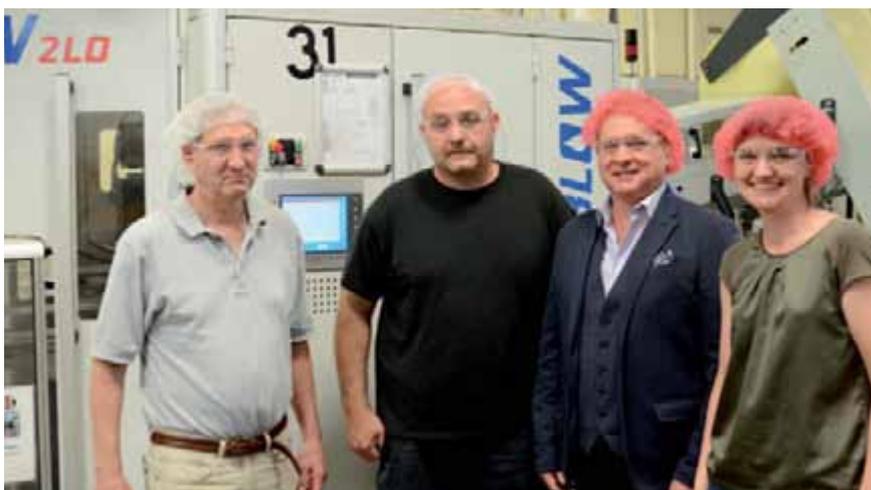
# A perfect match

by Heike Fischer

That's what trade fairs are for: meeting customers, discussing hot topics in the industry and having the chance to see fascinating new machinery. Then good things can happen: during a meeting with our customer 1 Blow at the NPE show PETplanet was spontaneously invited to visit Atlanta to get the chance to see their installed 4LO machinery at the plant of one of the very important key players in the US packaging industry: CKS Packaging Inc.



F.I.t.r.: Scott, John and Drew Sewell



Plant management team at CKS f.I.t.r.: Steven Sherrer, Scott Seeley, David L. Batten from 1 Blow and Heike Fischer, PETplanet Insider

We met:

**John R. Sewell, CEO, CKS**  
**G. Dewayne Phillips, Executive Vice President, CKS**  
**Doug Rendall, Director of PET, CKS**  
**Scott Seeley, Plant Manager, CKS**  
**Steven Sherrer, Senior Process Technician, CKS**  
**David L. Batten, Sales Manager US & Canada, 1 Blow**

It takes no more than a week to arrange everything! The PETplanet team was invited to meet the CEO John R. Sewell, G. Dewayne Phillips, Executive Vice President and Doug Rendall, Director of PET Technologies from CKS. During a break of their annual Sales meeting in a hotel close to the Airport in Atlanta they took time off to talk to us about their company history, current developments and their business relationship with 1 Blow.

John started by telling the impressive history of their family business: "In the early 1960s the company started as pioneers in their business of dairy packaging named Sewell Dairy Supply. After founding a new

company called Sewell Plastics with 5 manufacturing plants, the company's growth continued. The company was sold to Dorsey Corp. The President, Charles Sewell, John's father, invented the first 2 litre carbonated beverage container for Coca-Cola in 1977. He left the company and founded his own business called CKS Packaging in 1985. In 1992 we started the PET business in a plant in Atlanta. From 1997 to 2010 we tripled our company sales volume."

Today CKS has 22 manufacturing plants in the US and is the largest family owned blow moulder in North America. Four generations are working in the company. They are currently approaching sales of \$450m. As a custom blow-moulder they need special blowing equipment, small machinery with 2 to 4 cavities. They run smaller volumes, with a type range of 5-10mil. This results in frequent change-overs during processing. "That's why we have a lot of Sidel and 1 Blow equipment. 1 Blow came along at just the right moment. For our customers we want the most consistent quality and service," John adds.

The company processes every resin, and serves every plastic packaging market one could imagine. "PET is the fastest growing sector; it is 30% of our business. We see water bottling but also a lot of food packaging. Most products previously packaged in glass are now in PET. Wide mouth application has been the most important segment," explained Doug. "At the same time food and beverage represents a cross-section of the market which are growing sectors for us and this is where the 1 Blow machines are important."

After the pleasant discussions with the management of CKS we took the Editourmobil very quickly to their Atlanta plant where the Plant Manager Scott Seeley, Senior Process Technician Steven Sherrer and David L. Batten of 1 Blow awaited us.

Scott explained, "In this area of 1 square mile we have three plants for PET. This one here is a rPET 75,000 square foot plant. For other material, e.g. HD, we have 4 plants in Atlanta, so in total 7 plants just in Atlanta.



Fully covered floor space at the 75,000 square foot rPET plant, CKS Atlanta

Here in this plant the newer machinery is installed. We have been replacing some of the older machines. In total we have 19 machines, 7 1 Blow machines here; additional 1 Blow machines are in plants in Dallas and Orlando.” Steven adds, “A couple of hundred different types were produced on these machines for CKS. For moulding we have mould changes four to five times per day. In a typical week we change 25-30 times, excluding the injection part. It is a very high capacity and we do difficult shapes here, too. We do premium bottles here, but we do not do long runs, and some lines run continuously for three or four days. We are also producing heat resistant bottles.”

One 1 Blow machine we saw on the floor is a 4LO, 4 cavity for bottles with 18-38 mm narrow neck application, with a nominal output for standard bottles of 0.5l with an output of 7,500-8,000 bph with a 13g preform or 6,400-6,800 bph for 1.5l with a 24g preform.

“On oval and wide bottles, we start with a round preform. Using the preferential heating, preforms will be heated from both sides longitudinally. So we create two areas of hot and two of cold that goes into the mould. With special lamps we heat just before the preform goes into the mould, and that makes the process more reliable. These longitudinal areas may also be moved off-axis from the preform centreline, so that offset neck bottles can be produced,” explained David.

The key advantages of the 1 Blow machines are the neck orientation: this mechanical system puts all the neck finishes on each bottle in the same orientation. This is invaluable for containers that use a flip-top cap so that it aligns in the proper position for opening and pouring. This alignment can be done without the need of a specific tab or V-notch on the preform. The system relies on the thread start and thus can use standard preforms, opening the spectrum of preforms that can be used. The heat set combines heated blow-moulds with recirculating high-pressure air cooling to induce higher crystallinity into the bottles. This higher crystallinity allows the resultant bottles to have heat resistance for the hot fill process.

“CKS and 1 Blow got to know each other 4 years ago, shortly before the NPE show. CKS bought the machine presented on the booth. From that moment on a very close and reliable business relationship began. CKS is the best customer for 1 Blow in the US,” Dave explained.

For the North American market the 1 Blow equipment fits perfectly. It is designed and suited for custom container manufacturing. The smaller machine with 2 and 4 cavities is ideal for short runs, is flexible for making difficult containers and it has a high output. “One more attractive thing is the compact form of the machine. Three people can be working inside the machine for the same time; it is a simple machine compared to other blow moulders. In this plant with 19 machines we have created a lot of space by replacing one old machine with one 1 Blow machine. That’s what CKS also discovered. In the space of one 6 cavity rotary machine we can put three 4 cavity 1 Blow machines. And they have a lot of the rotary machines here, so they sort 1 out and put 3 new in. That is very important for companies like CKS when they want to increase output, as they would not have sufficient space. They would have to look for a new plant which is hugely expensive.”

PETplanet very much appreciated this whole day with CKS Packaging and 1 Blow - and we say a big thank you for the invitation and the chance to learn about this perfect match!

[www.ckspackaging.com](http://www.ckspackaging.com)  
[www.1blow.com](http://www.1blow.com)



Newly installed 1 Blow equipment at CKS production hall in Atlanta