

# CASE STUDY

## Automated Packaging Systems provides Draper Tools with protective packaging solution

### Background

Established in 1919, Draper Tools is now considered one of the largest suppliers of tools in the United Kingdom, with its headquarters reaching a size of 535,000 sq. ft.

With this in mind, it's important that the fast-paced environment can keep up with increased demand, particularly during peak periods. To achieve this, Draper Tools sought a reliable protective packaging solution that could deliver a quick turnaround while maximizing space within the warehouse.

As a result, Draper Tools approached protective packaging expert, Automated Packaging Systems, to seek a solution.

### The Challenge

Previously, Draper Tools' packaging operation was handled manually with operators working at back-to-back benches. This was time-consuming as they were required to move between stations to pack the products with protective packaging.

Mark Burnett, Shop Floor Manager at Draper Tools, said: "We required an automated solution that would speed up the packing process and reduce space constraints, enabling us to increase stock and deliver a faster turnaround time. We approached Automated Packaging Systems and were very impressed with the quality of its AirPouch® offering. The speed of its inflate-on-demand packaging, including its air pillows and bubble quilt, particularly stood out and met our unique requirements.

"We're also committed to doing our bit for the environment and were therefore keen to find an environmentally-friendly packaging option and Automated Packaging Systems' GeoTech® range offered the perfect solution."

### The Solution

Draper Tools opted for four AirPouch Express 3™ machines with overhead hoppers, using the GeoTech packaging material, all of which were implemented in 2017.

The void-fill systems met the company's requirements as they provide easy-to-use pillows on demand, increasing packing productivity while maximizing warehouse space thanks to their compact design.

Burnett continued: "We were finding that our operators were wasting valuable time walking to and from each working bench when packing products. However, the new machines give them a lot more space and freedom as the individual pillows simply feed into the overhead hopper, saving a considerable amount of floor space. As all of the required packaging materials are now in closer proximity to the workers, the turnaround time has significantly improved, enabling us to continue to meet demand during peak periods.

"The machines are easy to set up too and minimal training is required to operate the machine, reducing training time and increasing the efficiency of the overall operation. As the products are so reliable, they are ideal during busy periods as the packaging line isn't slowed down by machinery issues."

#### Company Name

Draper Tools

#### Equipment Used

AirPouch® Express 3™

#### Materials Used

GeoTech® packaging material

Draper Tools sought an environmentally-friendly protective packaging alternative and therefore selected the GeoTech reprocessed material as it is manufactured with up to 95% pre-consumer recycled content.

Designed to offer companies a cost-effective, sustainable packaging alternative, the void-fill air-pillows feature easy-tear perforations, making it easier to separate the desired number of pillows, resulting in reduced packaging waste. EZ-Tear™ perforations also enable maximum inflation of the pillows, providing higher material yield and lower cost per cubic foot.

The EarthAware material comes in easily-recognizable green shades for consumer awareness and, like all polyethylene materials, it can be repeatedly recycled.

## The Results

The deployment of the AirPouch machines at Draper Tools has enabled the company to react quickly to ever-changing customer requirements and sufficiently keep up with rising demand during peak times.

Burnett concluded: "We needed a space-saving solution and the tabletop systems provided just that. Not only can we now benefit from additional floor space, but as the pillows are incredibly lightweight, we've also experienced savings on shipping costs."

"The quality of the material is clear to see and its durability has vastly improved the protection of our products."

"The support and service from the Automated Packaging Systems' team has been second to none and they have been on hand at every stage to offer specialist expertise when required, while ensuring the packaging solution was tailored to our unique needs."

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*Inflated air pillows are delivered to a hopper directly above each packing station for optimum productivity.*



*AirPouch® pillows provide protective packaging in many configurations.*

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