

# IEN



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PROBLEM SOLVER

## Taking Customers to a New Level



Developing a multitiered solution for a new line of photo paper has put Dorner Mfg "into the picture" with a leading paper packager.

Pemco, a Sheboygan-based manufacturer of paper converting equipment, faced a small problem while developing a new handling system for photographic quality paper. A machine upstream in the line was outputting the photographic paper at two different heights.



Pemco contacted local Dorner distributor Managed Packaging Systems, who used several Dorner Series 2200 conveyors to create a system that pivoted the stacks of photo paper up or down to a flat fixed level, where they then joined together.

For many years, Pemco had designed and built its own conveyors. In some cases the systems it needed were extremely specialized and not readily available on the market. In other circumstances the conveyor was such an integral part of the manufacturing machinery that it made sense for them to be designed and built together.

After becoming familiar with Dorner's products, Pemco decided to allow the conveyor expert to assist it in maximizing efficiencies in its manufacturing processes. Dorner's willingness to provide specialized equipment for less than Pemco was paying to manufacture it allowed the company to focus on the product, not the process.

"Dorner was quite flexible and gave us special features that made our system run even more efficiently," explains Jeff Vogel, Pemco business manager for packaging.

One of the benefits Pemco realized was the value of small diameter nose rollers. Small diameters provide smoother transference between conveyors and allow Pemco to transport loose stacks of paper without the fear of rogue sheets jamming the system.

"At Dorner, the manufacturers, integrators, and distributors we work with are more than just customers, they are actual business partners," said Gary Wemmert, director of marketing for Dorner Mfg. "This practice and position has helped Dorner grow its business relationships with companies like Pemco, and best of all, has helped those companies become more efficient and profitable."

Bill Steuer, managing partner of Managed Packaging Systems, agrees: "Dorner's solution for Pemco was simple, clean, and economical. The success of this and previous projects is sure to take Dorner's relationship with Pemco to a new level."

"They provided a good quality product at a great price," explains Vogel. "It is a pretty easy decision when those are combined together."



