



News Release

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'PELS' debuts at 'PELV'

The Packaging End-of-Line Solutions (PELS™) alliance will be represented by its member companies at their PACK EXPO Las Vegas (PELV) 2007 exhibits. PELS is dedicated to providing integration and post-sale responsibility for multi-vendor secondary packaging systems.

PELS™ (Packaging End-of-Line Solutions) is an alliance recognizing packagers' need for a flexible, turnkey solution that integrates and supports a complete secondary packaging system comprising best-in-class solutions from independent suppliers.

Information on PELS will be available at these participants' PACK EXPO Las Vegas booths:

- Goodman Packaging Equipment (C-3219)
- ELAU Inc., a Company of Schneider Electric (S-5414)
- Packaging Machines International (C-3212)
- Z Automation Company (C-3105)

PELS bridges the gap between a single source, single vendor system and third party systems integrators by taking responsibility beyond each partner's own machinery.

In 2007, PELS has had a presence at Interphex, Interphex Puerto Rico and EXPO PACK Mexico. PELV will be PELS' official launch within the contiguous United States.

PELS partners' perspectives

"Our companies have long worked well together, because we have a shared philosophy of cooperation, innovation and similar manufacturing standards," explains Zoran Momich, president of PELS and member Z Automation Company. "We've partnered with ELAU for an automation solution that is tailored for packaging, provides a common platform that simplifies integration and results in lower Total Cost of Ownership (TCO)."

"And we will continue to reduce our customers' TCO," explains Randy Spahr, vice president of member company Packaging Machines International and vice chair of PMMI, "especially through software innovation and modular, mechatronic design."

“Our solution also addresses the important issues of sustainability,” notes Bruce Larson, vice president sales and marketing for Goodman Packaging Equipment and chair of the PMMI education committee, “and machinery’s important role in adapting to new packaging materials and designs that use less material.”

PELS is consistent with the PMMI (Packaging Machinery Manufacturers Institute) MachinePLUS™ initiative to “go beyond the machine,” which recommends alliances that play to the combined strengths of PMMI member companies and provide value greater than stand-alone machines.

What PELS™ delivers

PELS™ (Packaging End-of-Line Solutions) is an alliance of companies providing integration and post-sale responsibility for multi-vendor end-of-line packaging systems. PELS bridges the gap packagers face when machinery suppliers see their responsibility ending at their machine.

PELS responds to packagers’ requests for quotation with a unified proposal for equipment, line integration, service, training, documentation and technical support. Customers can choose to work with one or all of the PELS partners. PELS also conducts plant audits to evaluate the performance of installed equipment and recommend opportunities for improvement.

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