



Packaging Engineers, Inc.

## E-Update Newsletter - October, 2011 Parts & Service

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[parts@edlpackaging.com](mailto:parts@edlpackaging.com)

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### The EDL Roadmap to Enhanced Machine Safety & Productivity

*EDL Packaging Engineers, Inc. is pleased to present you with the 1st issue of our E-Update Newsletter dedicated to the parts & service needs of our customers.*

Yes, it's about parts and service -- but it's much more -- it's about supporting our customers, doing everything we can, every single day, to keep your EDL Packaging machine up and running at peak performance. Our newsletter will be designed to help you build a roadmap to enhanced machine safety and productivity. We'll be including tech tips and recommendations to minimize down time and help maximize production.

EDL's long history of manufacturing end-of-line packaging machinery means that many of our machines run in the field non-stop. We've heard from some customers who have run their machine non-stop for 3 years or more without a preventive maintenance check. While this indicates the proven reliability of EDL's quality machinery -- we wouldn't want you to find out the hard way that you waited too long to schedule maintenance for your machine. Minimize costly down time by preventing small problems before they become expensive, machine down events.

We would also like to ask for your feedback. If you have subjects or ideas you'd like to have included in upcoming newsletters, we'd love to hear from you. Just drop us a line at [sales@edlpackaging.com](mailto:sales@edlpackaging.com).

In the meantime, take a look at what we have to offer to keep your EDL Packaging machine running at top performance.

#### EDL Preventive Maintenance (PM) Program

*Contract for Semi-Annual PM to save 40% off the standard service rate or an Annual PM contract to save 28%*

*Average service visit = \$5,250\*  
Annual visit = \$3,500 Semi-annual contract = \$3,000!*

- **Machine inspection for safety, damage and wear parts**
- **Identify correction action required**
- **Answer maintenance questions, discuss process improvements and machine upgrade options**
- **Provide parts list with pricing**
- **Order parts for next day delivery, install and make any necessary adjustments**

*(\*\$ estimate based on average expenses and subject to change based on fluctuations such as air fare, hotel costs, and actual hours required, etc.)*

### Seal Jaw Upgrades

Are you still dealing with the old-technology "impulse" seal jaws? Are you frequently needing to replace broken seal wires, worn Teflon tapes and other, more costly items? We have the solution. Nearly 10 years ago, EDL Packaging Engineers developed the **Constantly Hot Jaw** -- which is far more dependable and easier to repair.

- Customer response to retrofits has been overwhelmingly positive
- Contact us at [parts@edlpackaging.com](mailto:parts@edlpackaging.com) to retrofit your machine to EDL's **Constantly Hot Jaw**

### EDL Parts



- 99% of EDL's replacement parts are in stock
- In-stock parts are available for same day shipment if you call before 4 PM -- or even later!
- EDL's quantity purchasing power allows us to give you the best possible price
- Replacement kits are available for obsolete parts
- Quantity discounts for consumables (Teflon tape, full rolls of anvil rubber, etc.)
- Recommend Spare Parts Kit
- Seal Jaw Refurbishing Program

Contact us today at: [parts@edlpackaging.com](mailto:parts@edlpackaging.com)

### Why EDL?

EDL has over 40 years of experience designing and manufacturing shrink bundling machinery. The expertise gained and the technology developed over the years has helped us become an industry leader in innovative packaging solutions.

**We listen, study, design, and deliver value to our customers!**

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