



packaging **innovation**
at work.



International Dairy Show 2011 Preview

Booth # 1123 • Many *New!* Innovations for 2011 and Beyond!

Delkor Awarded Patent for Intelligent Positioning™ Technology

Delkor Systems, one of the world's premier manufacturers of top-load cartoning machinery, has been awarded a U.S. government patent for its new Intelligent Positioning™ Technology for carton closing.



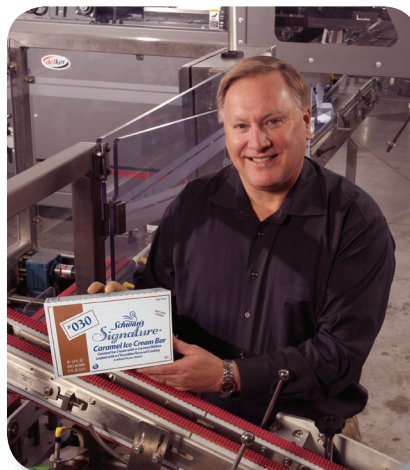
Delkor Capstone Carton Closer

According to Dale Andersen, President & CEO of Delkor Systems, Inc.: "We are very excited about this important breakthrough by our Engineering team. Delkor Engineers were the first in the world to figure out how to electronically analyze each carton for alignment and, if a deviation is detected, our new technology can make the precise correction on an individual carton basis at speeds up to 150 cartons per minute. Not only does Intelligent Positioning technology ensure that our customers are able to close near-perfect cartons each and every time, but it also reduces the number of parts and the machinery footprint by 35% over traditional carton closers."

Delkor To Focus Dairy Show Exhibit on Retail Ready/ Shelf Ready Packaging

With so many Retail Ready & Shelf Ready packaging concepts coming to market, Delkor elected to dedicate its entire Exhibit to this theme for both the 2011 International Dairy Show in Atlanta, September 19-20 2011, as well as the 2011 Pack Expo in Las Vegas September 26-28 2011.

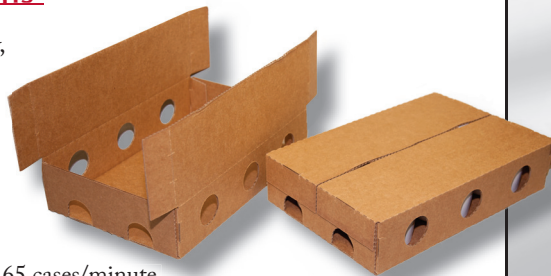
According to Dale Andersen, President & CEO of Delkor "in the 23 years I have been in this industry, I have never seen such a strong demand for both Retail Ready and Shelf Ready packaging. We are truly experiencing a period of great change in how the mass merchandisers would like product to come to market. In the past year Delkor designed eight new machines, and each one of them was to address a new application for either Retail Ready or Shelf Ready packaging. It really is the hottest trend in packaging."



Delkor designed this line to package product in either paperboard or corrugated formats

New Top-Load Wraparound Case Packer with Retail Ready & Shelf Ready Options

Throughout the International Dairy Show, Delkor will be running its new top-load wraparound case packer. This machine is designed to provide our customers with a standard corrugated shipper, as well as various Retail Ready and Shelf Ready options. As for speed, there are two versions – one design for up to 40 cases/minute and a high speed version for up to 65 cases/minute.



In addition, we will be demonstrating on this line our new Pack Pattern Release Feature. If for some reason the pack pattern to be loaded is not correct (missing container, tipped container, etc), the machine will automatically reject this pack pattern and keep on running. This new feature eliminates the need to stop the packaging line to clear a problem in the pick-up area. If your focus is to increase line efficiency, then please stop by to see Delkor's new Pack Pattern Release Feature.



Delkor is a long-standing member of IDFA, and a Gold Business Partner.

DELKOR'S NEW SHELF READY TRAY PACKER

This new packer was specifically designed to provide one of the vertically integrated mass merchandisers with a new Shelf Ready display package. The challenge for this application was the need for precision forming of the display tray because of the need to limit the frontal tray height to just one-half an inch so that the consumer would have full view of the product to be displayed. Once this tray has been properly formed by the Delkor Trayfecta® Tray Former, it is indexed into the load station where two pack patterns of product are loaded simultaneously.

Depending upon product type, a top pad may be added to provide added stability to the shipper. The equipment is designed with tool-less changeover to handle a wide range of product sizes and pack patterns. As for versatility in shipper styles, it can changeover to run full corrugated shippers or Spot-Pak packages.



DELKOR'S NEW SERVO TRAYFECTA® FORMER

THE BEST PRECISION FORMER ON THE MARKET FOR CORRUGATED OR PAPERBOARD

The uniquely versatile Trayfecta® Servo Former handles paperboard, E-flute, and corrugated blanks with precision 3-minute changeovers for immediate startups at production speed and quality.

Delkor's Trayfecta Former is a result of a two-year effort to develop a forming machine that offers a wider array of versatility coupled with the most advanced changeover on the market.



NEW HIGH SPEED SPOT-PAK FOR RETAIL READY SINGLE FLAVOR 6 PACKS

At a speed of 80 Retail Ready packages per minute, Delkor's newest Spot-Pak packaging line was designed to offer a new way to sell single-flavor six packs of yogurt. According to Dale Andersen, president of Delkor, "we designed this line to run single-flavor six packs in a print registered film at 480 containers per minute or 80 point-of-purchase packages per minute. These Retail Ready packages are then palletized without a secondary shipper. At the store level, this new package has been a real success."





MIKE WILCOX JOINS DELKOR AS VICE PRESIDENT

Mike Wilcox joins Delkor as Vice-President Sales, Marketing, and Aftermarket.

“We look forward to having Mike apply his extensive packaging industry knowledge and proven management skills to secure and expand Delkor’s position within the very top tier of cartoning machinery and other packaging solutions” said Dale Andersen, Delkor’s President CEO.

Mike joins Delkor with more than 25 years of domestic and international sales and marketing management experience. Mike was most recently with Bosch Packaging Technology, Inc where he was responsible for the sales groups and marketing activity for the Americas Region. Prior to Bosch, Mike held numerous sales and marketing positions with Elopak, Inc, primarily serving the dairy, juice, and liquid egg industries.

DELKOR’S NEW SHELF READY PACKAGING LINE FOR BEVERAGE CONTAINERS

At the request of a mass merchandiser, one of Delkor’s beverage products customers was in need of a packaging machine with an unusual degree of versatility and capability. Specifically, the mass merchandiser needed product in a traditional corrugated case, as well as product shipped in a Shelf Ready display tray, and for a Retail Ready format it requested that some product have both two-pack and three pack plastic handles applied.

Delkor engineered this line to include all three of these features and covering a range of beverage container sizes and pack patterns. All these change-overs are accomplished without tools and in fewer than 10 minutes.



Delkor’s New Shelf Ready Case & Tray Packer for Beverage Containers.

According to Adam Koller, director of engineering for Delkor, “this is the first such case packer to incorporate a plastic handle applicator as a component of the machine. For our customer it eliminated the need for a separate packaging machine specific to placing the handle on the beverage containers. As a result, this was a very economical way to add this Retail Ready two-pack and three-pack feature to their line of beverages.”

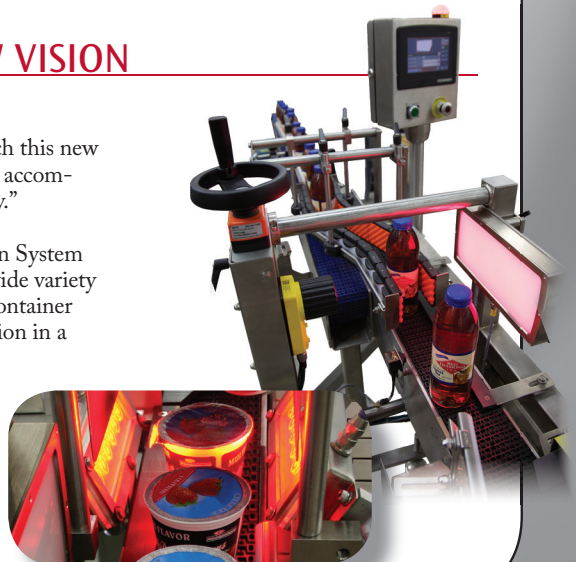
DELKOR AWARDED U.S. PATENT FOR ITS NEW VISION DETECTION SYSTEM

Delkor recently received a U.S. patent for a new type of vision detection system now used by several Delkor customers for both yogurt containers as well as fluid milk. An important feature of this new invention is the ability to remove defective products from the production flow without contacting the container.

According to Dan Schroeder, Delkor’s Controls Engineering Manager and the primary inventor of this new device, “our goal was to be able to detect quality problems at high speeds (over 600 containers per minute) and then remove this defective container from the production line without having any impact on production

flow. It is really amazing to watch this new detection device in operation. It accomplishes this primary goal perfectly.”

The new Delkor Vision Detection System can be customized to analyze a wide variety of quality issues, from beverage container cap integrity to a fold or perforation in a foil lid on a yogurt cup. In the case of a foil lid, it can detect any perforation – no matter how small.



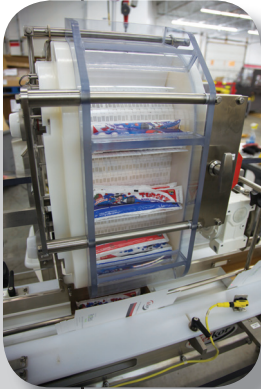
NEW TUBE LOADING SYSTEM

When it comes to loading tube yogurt, Delkor's new top load cartoning line is well suited for the task. The key is a loading system that is completely synchronized with product flow

from the filler and linked to carton forming, loading, and closing.

This loading system was designed for a range of applications including flexible tubes, stick packs, sachets, etc.

A really important feature of this new packaging line is a reject device which monitors product flow, count, and overall line operation. If a problem is detected, the reject device permits product to continue running from the filler without causing a line stoppage, resulting in greatly enhanced line efficiency.



DELKOR'S RETAIL READY FORMER

When it comes to Retail Ready, Delkor's line of Trayfecta® Formers are particularly well designed to offer the flexibility to move from one package format to another rapidly, dependably and without the need of tools.

In today's packaging environment, the equipment must be able to adapt to wide range of both shipper styles and package sizes. Delkor's engineers designed flexibility and repeatability into every aspect of our line of Trayfecta Formers. No other forming machine on the market can handle the range of corrugated cases and trays as well as applications for paperboard cartons as the Trayfecta family.



Be sure to see "Packaging Innovation at work" in our Exhibit # 1123, International Dairy Show 2011 with these live packaging machine demonstrations:

- *New!* Retail Ready Tray Former.
- *New!* Retail Ready Carton Closer.
- *New!* Trayfecta® S series Servo Tray and Carton Former.

Stop by our booth at these trade shows.

Pack Expo Las Vegas 2011
September 26-28, 2011
Booth # 4045
Las Vegas Convention Center
Las Vegas, Nevada



Process Expo 2011
November 1-4, 2011
Booth # 1426
McCormick Place, South Hall
Chicago, Illinois



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