

## **PACKAGING AUTOMATION SECURE LATEST HIRE DEAL WITH LEADING MEAT SUPPLIER**

Exemplary past service and their pioneering hire scheme stood Packaging Automation Ltd in good stead when the West Country's leading meat processor was looking to update its heat-sealing equipment.

The customer, Lloyd Maunder, major supplier of poultry and red meat to the retail sector, has had a long-standing relationship with the UK's leading exponents of heat sealing technology and did not hesitate to go back to Packaging Automation when it wanted new machines.

The result is the replacement of three PA182 hire machines with two of the latest upgraded models – also on hire. The original machines were supplied four years ago and the popular automatic hand-turned rotary table heat sealing machines have been a great success.

Lloyd Maunder's factory manager Geoff Pugsley explained: "We had the new machines installed in July and, like the ones they have replaced, they are on hire. The change came because we were switching to a complete ring main gas system so we needed the capability for modified atmosphere packaging."

So a pair of the latest version PA182MAP-F were despatched to Cullompton in Devon where Lloyd Maunder has had its base since 1898 with directors Peter, Richard and Andrew Maunder being the fourth generation of the family to be involved in running the successful business.

Speaking of the relationship Lloyd Maunder has developed over the years Mr Pugsley commented: "I first became aware of Packaging Automation about 11 years ago at a time we were developing our processing department."

“At the time we were looking for a solution to leakage problems with stretch-over wrappers on products which included marinades.

“We needed a top seal to prevent this leakage so I made contact with Packaging Automation after reading an article about them. We went up to their premises in Knutsford to take look at the solutions they could offer and that was the start of it all.”

And Mr Pugsley has nothing but praise for the latest machines which are being used to seal chicken and lamb dishes for food giant Sainsbury’s.

“In all honesty I can say that both Packaging Automation’s products and their service are of the highest quality – among the best I have ever known. The machines are operating day-in, day-out and their reliability is second to none. And the fact that they have a hire deal also helps when you are dealing with seasonal fluctuations in demand.”

Packaging Automation’s engineer John Dumbell is not surprised by Lloyd Maunder’s testimony. “The fact that they have been among our customers for 11 years speaks volumes,” he said. “When people keep coming back to us time after time, we know we are doing the job for them in exactly the way they want it. In the PA182 we have a heat-sealing machine which is at the top of the league in terms of quality. And because it is available for hire, it gives producers the flexibility they need.”

## **Background Information:**

Packaging Automation was established in 1963 and is the UK's leading manufacturer of heat sealing machinery for the food industry.

Operating from 'state of the art' premises located in Knutsford, the business employs 120 people and produces a wide range of equipment. These range from simple manual units and semi-automatics through to in-line fully automated systems. The company also manufactures volumetric, filling and sealing machines, conveyors and various other ancillary equipment.

This level of professionalism has made Packaging Automation one of the market leaders in the supply of heat sealing solutions for a wide range of markets including food, medical, personal-care and DIY. The company is the first choice for a wide range of suppliers to multiple outlets including M&S, J Sainsbury, Asda and Tesco to name but a few.

*Feb 2004*