

# Whatever you want

Shrewd investment has paid off for the long established trade converter PSG Group in two distinct business areas - Polyester Converting and Plastic Shims and Gaskets

**W**hatever you want; whatever you need could be the theme tune and slogan of the PSG Group, comprising Polyester Converting (PCL) and Plastic Shims and Gaskets (PSG).

The London-based trade converter has recently made its newest investment, bringing the total capital sunk into new clean room facilities to around £750,000 over the last decade.

After a considerable search by PCL for its latest slitter rewinder that could cope with the strict demands made on the company by its food packaging customers, managing director Lawrence Gardezi has once again turned to TS Converting and purchased a CW800 high performance slitter from the Taunton-based company. TS Converting had supplied a Deacro machine some five years ago as the inaugural slitter rewinder in PSG's new Class 8 cleanroom.

"We tested a particularly difficult film on the CW800," Lawrence Gardezi explains, "before committing to buy. This was a double-sided, co-extruded and chemically treated polyester material that is one of the hardest materials to run I have ever come across. It had variations of thickness, chemical properties and was prone to static, telescoping, stepping and starring, often all at once."

On the basis of the success of this trial, Lawrence Gardezi had no need to look at machines from other manufacturers. He had found the machine he needed to meet the

sometimes impossible deadlines set by some of his food packaging customers.

A typical job changeover on the CW800 takes under three minutes with one operator, including slit change, cut cores, reel change and resetting. It has a maximum speed of 600m/min and optional overhead web path, duplex turret rewind, automatic reel ejection, laser guided core positioning, auto knife setting, core and label printing and web cleaning. In addition to differential shafts, the machines are available with indirect differential shafts to reduce the need for core spacers at low tensions.

"Food packagers and brand owners make demands the like of which I have never seen in any other industry," believes Lawrence Gardezi. "An order can arrive at four pm for delivery by 10 am the next morning. In fact, turnaround times of two or three hours are fairly commonplace. Only modern machines geared to lightning quick changeover times are going to cope. So if we had not invested in the CW800 in an economic climate where customers can drive hard bargains then we would have lost ground and found it very difficult to get back again. We have to hold on to our pre-eminent position in this business."

Even with the latest slitting equipment, companies such as PCL has got to watch their 'waste' lines since reduced margins are now the norm in the business and waste can seriously damage your bottom line. Together



PSG Group: Lawrence Gardezi

with a corona treater from Proact, a trim and waste system from Kongskilde and a static elimination system from Fraser Antistatic, the investment in new slitter rewinder production technology came in at around £150,000. "We are even tailoring certain films based on the actual patching machineries ideal parameters, and are developing a new range of films specifically designed for the next generation of high speed patchers from companies such as Bobst and Accuwin," Lawrence Gardezi states.

## Rotary technology

The CW800 has not been the only capital equipment investment made by the PSG Group. Although primarily intended as a production boost for the Plastic Shims and Gaskets division, which converts high value materials for a host of industries, a new rotary converting and die-cutting machine has also been sited in the clean room.

This side of the business does not suffer from the instant demand philosophy current in food packaging. PSG has a store of 50,000 tools and 20 other machines producing a bewilderingly diverse range of products. In fact, as Lawrence Gardezi says, new applications and product specs seem to arrive monthly.



PSG Group: cleanroom team - BS EN ISO 14644:1999 Class 8