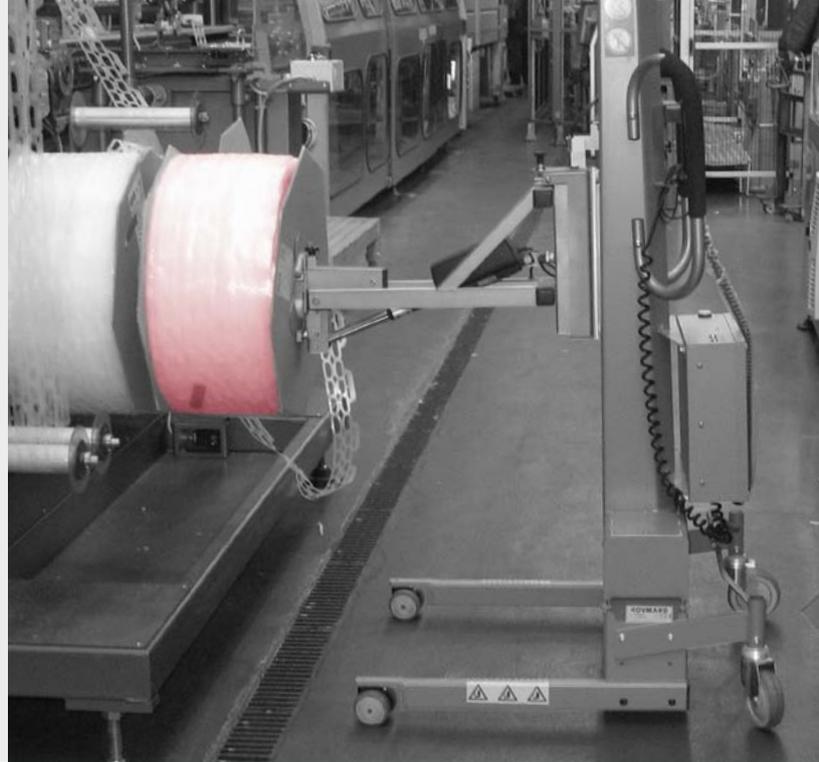


CASESTUDY

HI-CONE is a Spain-based producer of packaging material and machines for the beverage industry. The Spaniards are among the world's leading companies with solutions for multipacking cans and PET bottles rings.

The company produces packaging material and packaging machines in Spain, and supplies both to subsidiaries throughout the world destined for the company's final customers.

The Hovmand E160 lift with reel manipulator is used both internally at Hi-Cone and is supplied as standard equipment to the company's customers.



FUNCTIONALITY - OPPORTUNITIES - EFFICIENCY - WORKLIFE

BACKGROUND

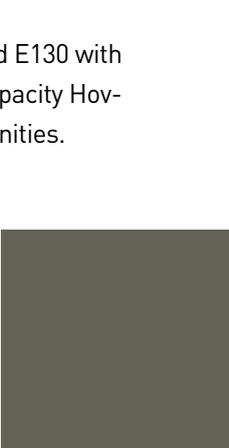
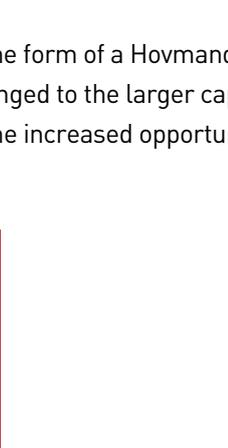
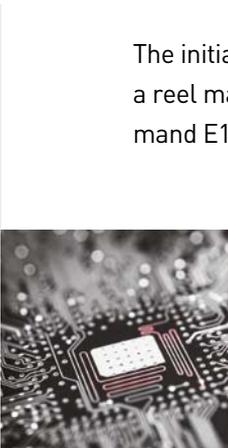
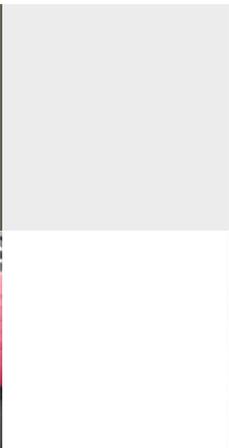
Hi-Cone originally supplied its customers with packaging material reels at a weight of 13 kilos. The customers handled the reels by hand when exchanging these on the machines.

In order to facilitate a ramp up of efficiency at both Hi-Cone and with the company's customers, Hi-Cone began working to increase the possible size of the reels to 29/30 kilos and thus extend the company's product portfolio – offering reels of both 13 kilos and 29/30 kilos.

This size increase would lead to a more efficient internal production as well as a possible efficiency increase in the beverage industry as it more than doubles the capacity of the individual reel.

A doubling in size would force an application of a lifting and moving solution as handling by hand is not an option at this weight. And the solution should be available and accessible to both Hi-Cone as well as the company's customers – what good would a Hi-Cone-internal efficiency increase do if the customers were not able to handle the larger reels.

The initial solution came in the form of a Hovmand E130 with a reel manipulator, later changed to the larger capacity Hovmand E160 to capitalise on the increased opportunities.



FUNCTIONALITY

The company uses a Hovmand E160 with a reel manipulator, electric clamping, and a bespoke adapter for large mandrills. The lift is fully electrical operated.

The lifter manipulates the reel by expanding the clamp in centre of the reel and tilting it 90 degrees for direct positioning in the packaging machine. This means that the reels can be picked directly from a pallet without having to move the individual reels around.

OPPORTUNITIES

Implementation of Hovmand lifting and moving technology made it possible for Hi-Cone to increase the size of the packaging material reels from 13 kilos to 29/30 kilos.

After implementing the technology, Hicone found that the experienced efficiency increase also could be applied to the lifting, moving, and manipulating of plastic coils for the tertiary packaging of the cans and PET bottles distribution.

However, as these coils weigh 80 kilos, manipulating them was beyond the capacity of the Hovmand E130 and a Hovmand E160 was commissioned to fully exploit the opportunities.

Today, the Spanish company today operates and supplies solely the Hovmand E160.

EFFICIENCY

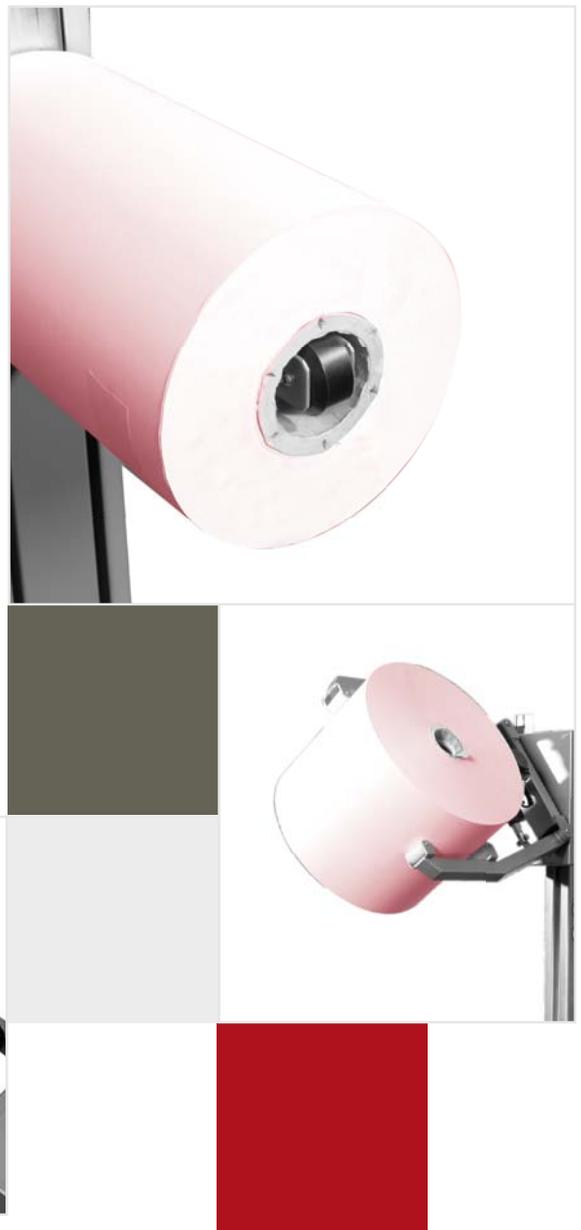
The increase in size resulted in a significant reduction of reel changes at the packaging machines with the company's customers: from a shift every 20 minutes to a shift every 42 minutes, a good 50 percent.

For a full production shift (8 hours) the increased efficiency corresponds to a reduction of necessary shifts from 23 to 11, and for full three shifts from 69 to 33.

WORK LIFE

At Hi-Cone and the company's customers, the Hovmand E160 eases and simplifies the daily work of moving, manipulating and lifting reels.

Repeated and heavy manual lifts and manipulations can cause both serious back problems and other chronic health related conditions and injuries. These lead to a poor working environment and an increase in sick leave days.



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