



PHOTOS: PESMEL

Coil packing, optimised: Chalco takes aluminium coil packing to new levels

A compact mill and high performance parameters led to the delivery of a truly innovative coil packing line.

As an experienced provider of metal industry solutions to Chinese business, Pesmel CEO **Tony Leikas** reflects on his involvement in securing the company's first direct Chinese customer, Chalco, in 2011. At the time, Tony had been involved in sales to Asian markets.

"The solution that Chalco required had many compelling features. As a major manufacturer of aluminium, Chalco required an automatic, high capacity packing line that was capable of attaining 98% availability and packing 20 coils an hour.

"As our negotiations continued, we realised that Chalco would benefit from utilising our Through Eye Wrapping (TEW) technology. Aside from leaving the eye accessible for handling, Pesmel was at that time the only operator able to deliver TEW for aluminium coils wrapped on 400mm corrugated cores, as opposed to the larger 610mm and 700mm eyes used with other metal types".

Chalco also wanted to have excellent moisture protection. Each packaged coil had to remain airtight and watertight after staying outside for 2 days – during the rainy season. After working with Chalco to create solution parameters, Pesmel was able to deliver a packing line that met all requirements and paid for itself within 3 years.

Increased productivity with significant financial savings

"The biggest savings to be found in packing lines come from optimised material usage", continues Tony. "The cost of materials used by a packing line in 1 year alone is usually comparable to the total investment cost for the line. A 30% saving on materials means that the investment pays for itself within 3 years.

"Through eye wrapping uses less packing film than traditional axial wrapping. We combined our TEW

technology with a mechanically-applied external protection system that automatically optimised for different coil sizes. As a result, Chalco is now benefiting from a highly efficient packing line that has already paid for itself".

A highly-satisfied Chalco is now looking to utilise Pesmel packing technology at its other sites. Through good communication, extensive experience, cross cultural understanding and excellent relationships with its customers, Pesmel aims to help the Chinese metal industry raise standards to new levels. •



Through Eye Wrapping using 400mm corrugated cores.