



“When I realized what we were spending on packaging material, the decision to get the HSM ProfiPack was one of the quickest decisions I have ever made.”

Ralph Schmid

Managing Director
WUSTEC GmbH & Co. KG

Packaging Machine for cost optimized processes

How the cable manufacturer WUSTEC saves on expensive filling material with the HSM ProfiPack P425.

Up to now, WUSTEC had to buy expensive packaging material. Now the packaging machine HSM ProfiPack P425, not only improves cost efficiency, but also ensures that the company's products are optimally protected when shipped.

Since its founding in 2000, WUSTEC has developed from the proverbial garage start-up into an internationally active, medium sized company. Today, the custom cable specialist with its team of about 30 people helps to accelerate the manufacture of control cabinets and also reduce the associated costs with pre-fabricated wire sets. The company from Baden-Württemberg is not only focussed on the efficiency of its customers, but also on its own efficiency: when investments in new machinery are made, attention is paid not only to the ROI (Return on Investment) but also to streamlining and optimizing on-going processes.

Until now, expensive filling material was purchased

This optimization is also true for the recycling of old cardboard: before now, this had been laboriously disposed of and then expensive packaging material purchased, so it was time to find a more economical solution. WUSTEC then remembered the mechanical engineering company HSM, with whom they had had a successful

partnership in the past. And after a comprehensive consultation, it quickly became clear that the partnership between the two companies should continue.

To recycle the cardboard, WUSTEC now uses the HSM ProfiPack P425 packaging machine. In a single work step, the machine bolsters up several layers of the used cardboard and creates packaging material which is as good as new. This not only saves the medium-sized company in Baden Württemberg money, but also makes a useful contribution to environmental protection. An additional advantage of the ProfiPack is that the high degree of efficiency enables a particularly sustainable operation.

Inexpensive Packaging Material - made to measure

The infinitely variable adjustment of the working width on the machine's measuring scale means that the packaging material really is made to measure. Moreover, the degree of cushioning can also be adjusted as required. WUSTEC can therefore modify the packaging to suit their requirements and give their products optimum protection.

One challenge which had to be overcome when manufacturing their own filling material was the amount of dust generated. But HSM had a compact and powerful



solution for this – the optional DE 1-8 dust extractor: since the dust extractor reliably extracts any cardboard and dust particles created during the process, it ensures a clean operation of the packaging machine.

The Investment paid off

When WUSTEC's storeman (who operates the machine) has some spare time, he processes all the cardboard which has accumulated. The packaging machine is used for about half an hour a day. Approximately 8,000 packages are sent per year and this equates to about 2 cubic metres of packaging material which is stored in 2 Euroboxes.

The investment in the Profipack therefore paid off quickly. Compared to the cost previously spent on expensive packaging material, WUSTEC recouped the costs after about a year. And since the machine operator works there anyway, this means

that the cable manufacturer is actually making money.

The outcome is that WUSTEC does not need to buy any filling material whatsoever. All products sent via a parcel service are packed safely and carefully with the filling material they produce themselves. And since they do not always have enough cardboard waste of their own, WUSTEC even gets cardboard waste from associated companies.

A Partnership cushioned by Trust

The cable manufacturer is very satisfied with the HSM Profipack P425 and is, above all, very happy about the costs it is saving today and will still be saving tomorrow. Moreover, from the very first contact and all through the ordering process and installation of the HSM packaging machine, everything ran smoothly. Up to now, the field service only had to visit once and any

other questions were answered quickly and simply over the phone.

This is an efficient partnership, based on mutual trust - with a result which optimizes WUSTEC's costs.



HSM Profipack

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