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Over
35 Years of
Working Together

World-wide Packaging
Equipment Specialists

NEM 2010 Trade Shows

In October, 2009, NEM unveiled its high-tech, upscale new look at Pack Expo Las Vegas. Visitors loved the trendy décor and marveled at the latest in capping and unscrambling technology.

2010 promises to be another exciting year for NEM. Look for our machinery at Expo Pack Mexico, June 22-25, Centro Banamex, Mexico City, and at Pack Expo International 2010, October 31—November 3, Booth S-2247, McCormick Place, Chicago, IL.



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NEM exhibits
at Pack Expo
Las Vegas
2009.



NEMNEWS & VIEWS



New England Machinery, Inc.

NEM Joins Open House in Tampa Bay

New England Machinery has joined together with a consortium of Tampa Bay packaging machinery manufacturers to host an Open House the week of **February 22 through February 26, 2010**. The companies offer a broad range of packaging machinery products that will allow potential customers to visit one geographical location in Florida, to fill all their packaging machinery needs.

The Open House includes: Mettler-Toledo Safeline, Inc. (metal detectors & x-ray inspection), Osgood Industries, Inc. (fillers & more), Westlund Engineering Co. (custom engineering services), Pitney Bowes, Inc. (friction feeders, booklet collators & more), Polypack, Inc. (shrink & stretch wrap equipment), ABC Packaging Machine Co. (case packers, palletizers & more), Universal La-

beling Systems, Inc. (pressure sensitive labelers & more), **New England Machinery, Inc. (unscramblers, cappers, orienters, retorquers & more)**, Inline Filling Systems (liquid fillers & labelers), KHS (cartoners, pouchers & shrink wrappers). The ten companies are all within a few hours driving distance of each other in the Tampa Bay area.

To learn more about the open house, get times to visit, addresses and directions to the participating companies, or find hotel and local attraction information, visit the website: **www.tampabaypackaging.com**.

Or call NEM and let us know you plan to be a part of this exciting event! **(941) 755-5550**. Come meet us and see our plant in sunny, Bradenton, Florida. We look forward to seeing you all here.

We Did It!

To many of our customers, consistent, specific applied torque is extremely important. Usually the customer needs assurance that their containers have an applied torque high enough to prevent leakage, spills, or product contamination. Some projects require precise applied torque for validation purposes.

Recently, however, a customer came to NEM with the request for a specific low torque for empty containers. The company produces containers that they cap before shipping to their customers. The company wanted to be sure that the caps were just tight enough not to fall off. They requested that a very low torque be applied.

NEM came to their rescue! Utilizing our Servo Capper, we consistently applied the

specified low torque required for this unusual application.

NEM offers a full line of servo cappers as well as our traditional AC motor-driven models. While most of the capping industry utilizes magnetic clutches, NEM's AC-styled machines provide reliability of applied torque and few wear parts.

If specific high or low torque, less wear parts, and reliability is important to your application, contact us at **(941) 755-5550**. Our Engineers will review your needs and recommend the correct capping machine to meet your requirements. You can also learn more about NEM's cappers and view videos of them in action by visiting our website at www.neminc.com.

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YEARS OF
EXCELLENCE

New England
Machinery, Inc.



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Choosing The Right Unscrambler

Nothing is more important to your production line than having the correct machinery. A mistake in purchasing the wrong machine will be costly with needless downtime, decreased production capacity, and sometimes the addition of other machinery to resolve the issue of the one wrong choice. To be sure you are making the right choice, create a list of what you need your unscrambler to accomplish. For example, what is the top speed it must run? How many types and shapes of containers will you need to run on it? Will you need an ionized air rinser? Will it need special electrical requirements such as wash down, or explosion-proof? Will it need to puck the

containers, or stand them on the conveyor? Will the containers need secondary orienting? Will the containers need a roll-ramp? Do you need to feed them in a left-hand configuration? How much room do you have for the unscrambler and hopper? How much room do you have between the unscrambler and the next machine in the line? How long do you want the hopper to run without having to refill it? After you have completed your list of current needs, take a look at your possible future needs. What additional containers might you run on this machine in the future? Could they have a different shape, size, or speed requirement? If the marketing dept. designs a beautiful

new container next year, will it run on the new unscrambler you just installed? Once you complete your list, you now need to find the machine that fits your requirements. Send your list to the companies that make unscramblers and tell them you need a machine that exactly fits your needs. Make sure they go over every point with you and show you how their machine can handle all of your requirements.

New England Machinery has created an **Unscrambler Questionnaire**. Call us at (941) 755-5550 to request a **free, no obligation, copy** to help in determining your specific needs.

NEM now accepts credit cards through Paypal to make your ordering easier! Visit our website for more information:
www.neminc.com

Make a list of what you need your unscrambler to accomplish, not just for now, but for future use as well.

NEM Travel Schedule

- **Jan**—New York, Idaho, Oregon, Pennsylvania, Wisconsin, Texas and Louisiana
- **Feb**—California, New York, Florida, Georgia, Massachusetts, Connecticut, Rhode Island, North Carolina, Illinois, Michigan
- **Mar**—Iowa, Missouri, Kansas, Nebraska
- **Apr**—Oklahoma, Arizona, Alabama, Georgia
- **May**—South Carolina, Nebraska, Iowa, Missouri

Need to meet sooner with an NEM Sales Manager? Feel free to give us a call at (941) 755-5550.

NEM Survey on Social Media

NEM is conducting a survey on the usage of the various forms of Social Media in the packaging machinery industry. How much time are individuals in our industry spending on Twitter, blogs, linked-in, forums, UTube, Facebook, etc? Where are individuals going to research their machinery needs? How will the new forms of social media affect the packaging machinery industry? All participants will be sent the results of the survey via e-mail. If you would like to take the quick 2-minute survey, please contact Marge at: mbonura@neminc.com, call her at (941) 755-5550 or go to our website.

Visit our website at: www.neminc.com

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NEM's Green Initiatives

To look at an NEM unscrambler, capper, orienter, or other product, you wouldn't know that these machines are built utilizing green initiatives. After all, it looks like any other machine constructed with metal, plastic, wires, and motors. It's what you don't see, though, that makes the big difference.

NEM utilizes a very 'green' process for powder coating its main plates. The process requires low energy, no solvents and no water. This new method is clean and environmentally friendly.

All NEM machines are designed with fractional horsepower motors that use less energy. Another important

NEM energy-saving design criteria allows the machines to automatically turn off both compressed air and power when in an idle state to save on these resources.

NEM's plant and offices recycle all of the cardboard, plastic, and scrap raw materials used. We've also installed energy efficient light bulbs.

NEM is continually looking for ways to decrease our 'environmental footprint'. If you know of a product or manufacturing process that might be beneficial to NEM, please share it with us. You can call us at (941) 755-5550. We only have this one planet to pass on to future generations. Let's all work together to keep it clean and healthy.

SAVE MONEY
REDUCE DOWNTIME
MAXIMIZE EFFICIENCIES

Call NEM's Customer Service Dept. to get a custom-designed Maintenance/Service Contract that perfectly suits your needs. Let us assist you to resolve your machinery maintenance issues. Our PMMI Certified Service Technicians will keep your machinery operating at top performance, train your operators on the use and care of the machine, recommend upgrades and spare parts and reduce expensive wear and tear on the machine. Call today (941) 755-5550 to learn more.

Increase the life of your machine—Order Only Genuine NEM Parts & Change parts

NEM Expands Internationally

As 2008 drew to an ominous close, NEM realized that we needed to work harder and smarter to succeed in 2009. Business and financial analysts predicted a difficult year ahead for US manufacturers. NEM took their predictions to heart and decided to look to foreign markets to increase our sales and keep our US workers gainfully employed. To that end, we unequivocally succeeded.

Throughout 2009 we sold our unscramblers, cappers, lidders, orienters, re-torquers and more to Canada, Mexico, Germany, France, Greece, India, Puerto Rico and elsewhere. We have orders pending for 2010 in Argentina, Guate-

mala, Brazil, Chile and Colombia. Although we continue to fully support our domestic sales efforts, we recognize that packaging is a global industry that requires an international marketing strategy.

The US Trade Deficit continues to grow with November, 2009's numbers reaching a 10-month high of \$36.4 billion. NEM is taking steps to do our part in turning this imbalance around. Our goal for 2010 is to continue expanding our market reach throughout the entire world. We will focus on partnering with our customers to fully understand their needs, whether they be around the cor-

ner, or around the globe.

Travel and technology are combining to shrink the world we work in making communication and the execution of business easier and faster. The barriers of time and place are breaking down with teleconferencing, internet communication and instant messaging. The cost of international business is shrinking with the availability of free videoconferencing (using Skype), e-mail, faxes and scanning. The future leaders in business will be the executives who embrace the new technologies and steer their 'ships' on a long-distance, international course.

Visit our website at: www.neminc.com