

COLOR, COLOR, COLOR AT MAXCO!

A MULTI-DECADE RELATIONSHIP THAT KEEPS ON GROWING

In 1972, Max Fleming started Maxco Supply to meet the packaging needs of fruit growers in the San Joaquin Valley of California. Beginning as a supplier of wood veneer grape boxes, Maxco transitioned into corrugated packaging as the fruit industry moved towards paperboard boxes. Today, Maxco provides more than 150 million boxes a year to the valley's grape, citrus, berry, and tree fruit growers. The company is also known for its innovation, commitment to continual improvement to enhance quality and maximize efficiency, and long-term industry partnerships with customers and suppliers.

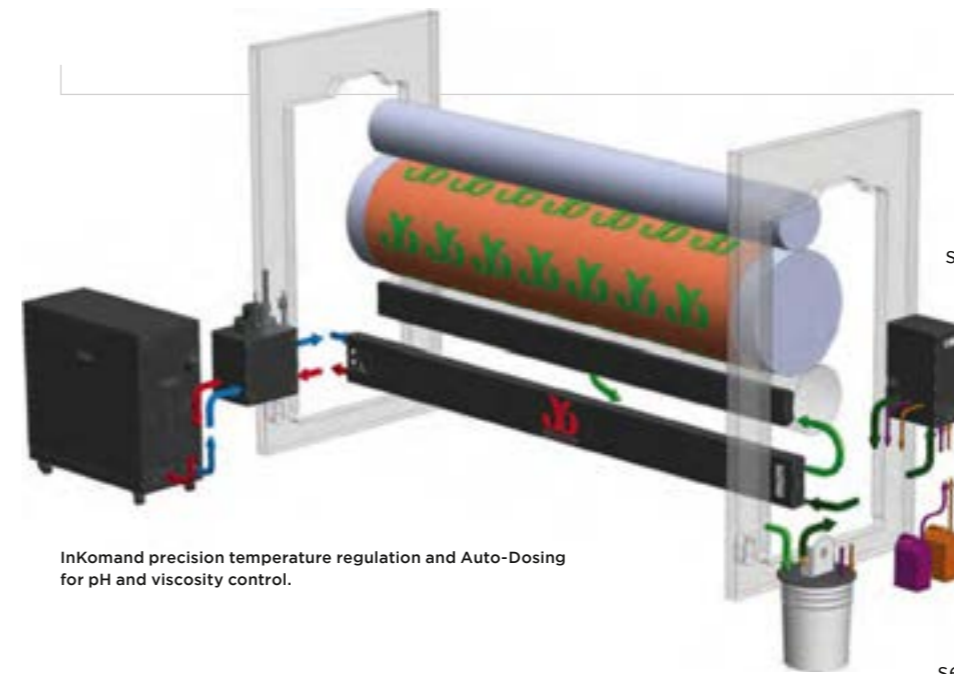
"We've been working with JB since the mid to late 1990s," says Joe Sepe, General Manager, Maxco Supply. "In the early 2000s, we bought our first Bobst DRO HBL 6-color with JB IR Dryers and UV curing system on it. Now all of our die cutters have some configuration of JB IR dryers on them and many have JB's UV systems as well. We've been working with JB Machinery for 20+ years, and we consider them partners with outstanding products. And when it comes to

service and support, JB is the best I've worked with. Operators have a question, maintenance has an issue, they are right there to help. From installation, throughout the lifecycle of their products, service and support live up to their promises."



Left to right: Joe Sepe, General Manager, Maxco Supply with Max Fleming.

New MAXCO plant in Fowler, California.



InKomand precision temperature regulation and Auto-Dosing for pH and viscosity control.

same color all day long on 150,000-piece orders without touching the ink!

"But the benefits we get go beyond just controlling color. We're getting faster changeover times, because the ink is ready to go when we're ready to start feeding sheets. Wash-ups are quicker because we're maintaining the balance of our ink. And we're seeing fewer wrap-ups," adds Sepe.

Latest Installations

Maxco most recently added a number of JB's InKomand precise ink temperature control systems to their Bobst die cutters. "Our region can see significant temperature changes during a shift. We can see a twenty- or thirty-degree change in ambient temperature. On top of that, ink naturally changes temperature as it circulates through the machine," says Sepe. "Keeping our ink pH and viscosity under control required constant attention from the operator and crew. We have some customers that are extremely particular about their color. The last box of an order must be the same as the first box.

Keeping the ink chemistry correct to maintain color and coverage was a full-time job."

Sepe continues, "JB comes in with this new product, InKomand. We saw the results users were getting and we ordered our first system for one of our HBLs. The operators took to it right away. They loved it. They turn it on, enter the specs and that's it. They don't touch it after that. It lets them get on with their other tasks and they don't have to babysit the ink. It's like having an invisible crew member. It's really a 'set it and forget it' system. We have virtually eliminated color variation. The operators are holding the

Another Site Too

A few months after their first InKomand installation in Parlier, Maxco ordered a second system for their multi-color Bobst DRO die cutter in Fowler, California and have recently purchased two more InKomand systems. In total, when the final two systems are installed, Maxco will have InKomand running on all four of their Bobst DRO 6 and 7 color die cutters.

Sepe concludes, "The bottom line is this... happy customers, happy crew, quality finished product. InKomand is an outstanding piece of equipment - the answer we as printers have been looking for." ■

Central chilling unit supports multiple print station units.

