

# I NEED BOXES!

## Company Portrait

PackConcept GmbH & Co. KG was founded in 2012 by Henning Spilker; since then the company has specialised in the production of ecommerce and transit packaging made of corrugated cardboard for industry and end customers. The company, which is based in Lübbecke, north Germany, and now employs 14 people, is aiming for sales of 1.7 million euros in the current financial year. The company's web shop at [www.ichbrauchkartons.de](http://www.ichbrauchkartons.de) contributes 30 percent of total sales. "Ich brauch(e) Kartons" translates as "I need boxes".

## The Challenge

At present, the major part of PackConcept's output is classic folding boxes from FEFCO 0201/0202 standard layouts. In future, however, the company is aiming to significantly expand the share of die-cut cardboard products in its marketing mix and to increase its sales activities in this area accordingly. The company drew up a requirement profile for a new machine, prioritising capacity to handle larger orders right from the start plus the ability to respond quickly and flexibly to customer needs. To satisfy these requirements, Henning Spilker was looking for a modern, high-performance rotary die-cutter with a high level of automation and a large working width in order to be able to process multiple blanks simultaneously.

## The Solution

After the successful installation of a 2.6-meter-wide Autobox AB from Kolbus for the production of blanks for folding cartons in May 2020, PackConcept was open to the idea of a pilot installation of the new Kolbus RD 115S rotary die cutter. This machine features servo drives, a state-of-the-art machine control system and up to eight flexographic printing units (the PackConcept installation has three). With a feed width of 2921 mm, it can process up to four blanks per sheet of corrugated board. Processing speeds of up to 12,000 sheets per hour mean that the RD 115S is an attractive solution, even for large-volume orders in excess of 100,000 units. It matches PackConcept's requirement profile in every way.

## The Benefits

The RD 115S, which was installed in August 2020, enables PackConcept to produce high-quality, printed boxes with very short order lead times. Demand for this type of packaging is high especially from online retailers. The machine enables the company to share in the rapid growth of this market and to keep growing itself. PackConcept benefits not only from extensive after-sales service within the framework of a partnership with Kolbus, but also from the fact that the company's experience and requirements have directly influenced the design and development of their machine. Kolbus, on the other hand, greatly values this type of cooperation, because the machine can be tested under production conditions and demonstrated to other customers.

## Your contact und support

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