WHY COMPANIES CHOOSE TO WORK WITH PEARSON PACKAGING SYSTEMS

HOW THIS LEADER IN SECONDARY PACKAGING SOLUTIONS IS SETTING ITSELF APART FROM THE COMPETITION

Focused End-to-End Product Offering

Pearson Packaging Systems designs, builds and integrates automated secondary packaging solutions covering the erect, pack, seal and palletize categories. Customers span the food and beverage, personal care, household and industrial chemicals, e-commerce and warehouse distribution markets.

Standard, but configurable case/bliss/tray forming and sealing equipment, as well as configurable bag inserters, partition inserters and compact robotic palletizers are available, along with fully customizable robotic packers and palletizers tailored to meet application specifications.

Pearson does not aim to be ‘everything to everybody,’ but rather leverages their strengths and optimizes their processes to meet the needs of high volume manufacturers and distributors who depend on line reliability and uptime. Pearson equipment is ruggedly built to last, providing the highest value and lowest total cost of ownership.

Single-Source Turnkey Systems

Since all major line components can be sourced from Pearson's product portfolio, along with integration services, customers will work with a single company for the life cycle of the project: line design and build, material and product handling, electrical and controls systems, vendor and project management, installation and site management, and on-site validation and acceptance.

Pearson customers work with a single company for the entire life cycle of the project.

The benefits of this type of one-stop-shop model include:

- Shorter-than-industry-average lead times
- Uniform user interface and operation
- Uniform design philosophy and wiring
- Reduced failure points
- PackML compliance for ease of integration and serviceability
- Vendor management and a pre-qualified supplier network
- Comprehensive project and risk management
- Reliable support through design, build, install and start-up
- Cohesive system validation

Experience & Expertise

Pearson has more than 60 years of experience in the industry, entering the market with case erecting and sealing equipment, followed by top load case packing capabilities. The company secured some of the most tenured talent and product expertise from multiple acquisitions including product handling and packing specialist, Goodman Packaging Equipment, bliss box and tray forming company, Moen Industries, and the long-established robotics-only automation provider, Flexicell.

Market-driven approach to new product development & the incorporation of new technologies

As a member of industry associations, including PMMI, and in conjunction with partners like FANUC and Rockwell Automation, Pearson continually conducts market research and analysis to understand how customer needs are evolving and to incorporate new products and services that support those needs. For example, skilled operator shortages have spurred a continually-advancing design philosophy aimed to simplify machine operation and maintenance tasks. Additionally, increasing customer demand for reliable, future-proof solutions that are flexible enough to meet the continually-changing requirements of big box retailers and end customers have led Pearson to replace its mechanical gantry-style loaders and mechanical partition inserters with robotic solutions that are better equipped to evolve and change with the companies that utilize them. All Pearson palletizers are robotic.

Pearson continually conducts market research and analysis to understand how customer needs are evolving and to incorporate new products and services that support those needs.

In 2019, Pearson plans to pursue a Machine as a Service business model as an alternate tailored solution to customers who list high, reliable throughput rates as their primary concern.

Other technologies that have been recently incorporated or researched include:

- Vision and line tracking
- Independent cart technology
- Web-based HMI platforms
- Predictive maintenance
- Remote access
- Self-diagnostics
- Data analytics
- Intelligent customer portals
- Extended reality

User Centric Design

Launched in 2014, User Centric Design (UCD) is a design philosophy focused on improving the experience of equipment users. A dedicated group of Pearson engineers identifies opportunities for ease-of-use enhancements, conducts user studies and develops and tests potential solutions.

To date, mechanical, Human Machine Interface (HMI) and supplemental improvements have yielded:

- Faster changeover and fault recovery speeds
- Simplified learning curve for new and inexperienced users
- Easier equipment maintenance and extended machine life

Mechanical improvements have included reducing the number of changeover points and making them more easily identifiable and lightening the equipment powder coat color and adding LED lighting for greater visibility into machines. HMIs screens are larger in size with full-color displays. Common icons and terminology, along with reduced screen counts simplify navigation for users, while interactive maps, step-by-step guides and manual part control facilitate troubleshooting and fault recovery. Preventive maintenance recommendations, instructions and logs help technicians carry out and manage critical tasks to improve equipment performance and increase machine life. Additionally, a consistent programing language (PackML) facilitates faster integration and improves serviceability, while remote access to the HMI and Programmable Logic Controller (PLC) can reduce service lead times and associated costs.

Lean Manufacturing

Since 2003, Pearson has implemented Lean Manufacturing principles by outsourcing part fabrication from best-in-class providers and implementing a Just-In-Time (JIT) delivery structure that has facilitated shorter-than-industry average lead times. A 5S program entails regular shop floor audits to eliminate waste, keeping the manufacturer's facility organized and ensuring the highest levels of productivity.

Today, a team comprised of Six-Sigma Black Belts and a Master Black Belt, evaluates areas of improvement across internal departments and spearheads projects to increase efficiencies for the company. Over the past 5 years, these events have reduced machine build times, optimized assembly floor space, minimized lost parts counts, decreased parts order lead times and combined internal data systems for improved accuracy and visibility.

Support at all Stages

Pearson aims to serve as a true partner to customers through:

- A consultative sales approach
- A dedicated research & development area for proofs of concept
- Aggressive lead times
- Project management to ensure project remains on time and according to budget
- Commissioning
- Training services
- 24/7 Technical Support
- Parts Department
- Custom modifications, upgrades and machine rebuilds

Pearson Packaging Systems specializes in the design, production, integration and service of secondary packaging automation solutions. With the industry's most comprehensive portfolio of customizable machinery to erect, pack, seal, and palletize top-loaded cartons, cases and trays, Pearson is also uniquely positioned to provide fully integrated turnkey systems.

Join Pearson Packaging Systems at the American Packaging Summit 2019! Visit the event program to learn more.