

Improved Productivity

Visitor traffic for AFA Systems on the first day of ProPak Asia was very positive, says Eric Langen, sales and marketing manager for the Canadian company. The company received a healthy mix of Asian distributors as well as end users that stopped by their booth. Mr Langen is excited to see how visitor traffic will turn out over the entire span of the show as he is expecting increased traffic on the third and fourth days of the show. The company first participated in ProPak Asia last year and they have a better booth location this year as compared to the year before. Choosing a booth location that was more centralised was key in attracting more visitors to their booth.



The company's primary focus is on manufacturing end-of-line machinery for the industry, and their main product line includes machinery for cartoning, packing, carton forming and tray forming. Mr Langen has been sharing the latest technology in case packing and cartoning to visitors, as well as information on machinery that are able to perform complete servo changeovers—which means the production line can be easily changed with the touch of a single button.

More companies are also focusing on faster changeovers which means that when the production of different products are changed, they want limited operator intervention as this allows their processes to be more automated as it helps in product line efficiencies. In Southeast Asia, the machinery market is still growing and it is expected that more companies will be moving towards automating their processes as labour rates in the region are increasing. This can already be seen in countries like Thailand, China and Indonesia. The packaging industry is also starting to develop in Vietnam, and more companies have started to invest in this segment, and this is a market that AFA Systems is interested in the future as well.