

# Ultimate Guide: How to choose the right Packaging Equipment factory.

Collaboration-Workforce-Productivity-Sustainability



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## ABOUT Lintyco

### THE INDUSTRY HEAD OF Packaging and Processing Technologies

Lintyco's core mission is to provide customers with high-quality packaging equipment and professional processing solutions. We are committed to uniting the entire packaging and processing industry supply chain, exchanging knowledge and experience with peers from various fields to ensure that customers succeed in rapidly developing markets. As a leading manufacturer in the industry, we represent all enterprises committed to promoting the development of the packaging and processing industry. Through continuous innovation and improved efficiency, we create greater value for customers. We are proud to collaborate with more than 900 companies to develop innovative manufacturing solutions and contribute to the future development of the packaging industry.

# How to Choose a Reliable Packaging Equipment Manufacturer in China

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# How to Choose a Reliable Packaging Equipment Manufacturer in China

ESSENCIAL TIPS AND TRICKS

Choosing a reliable manufacturing partner is essential for businesses that want to grow and develop products. The right packaging equipment manufacturer can provide excellent customer service, affordable prices, and high-quality products. On the other hand, unreliable manufacturers can cost businesses time, money, and customer confidence.

“

Top-level Keywords for Choosing a Reliable Packaging Equipment Manufacturer

- Packaging Equipment Manufacturers China
- Reliable Packaging Equipment Manufacturers
- Packaging Equipment Manufacturers Near Me
- Packaging Equipment Manufacturers Asia
- Packaging Equipment for Sale

How to Choose a Reliable Packaging Equipment Manufacturer

## A. Research Potential Manufacturers

Before settling on a supplier, research potential manufacturers to find the best fit for your business. Look for manufacturers with experience in your industry and products. Conduct thorough online research to learn about their reputation, quality of service, and price.

## B. Check References and Reviews

Get in touch with their previous clients, read customer reviews, and check for any complaints online. This will give you insight into the manufacturer's business practices and help you avoid potential problems.

## C. Verify Certifications and Licenses

Make sure to verify the manufacturer's certifications, licenses, and other necessary documents. This will ensure that the manufacturer meets industry standards and is authorized to provide the products you need.

“ Doing what we have always done will only allow us to keep doing what we are currently doing.

Effective collaboration, especially in R&D would break that cycle.



#### D. Quality Control Procedures

Ask for the manufacturer's quality control procedures, including testing, inspection, and certification. This will give you an idea of the manufacturer's commitment to quality and their ability to deliver dependable products.

#### E. Communication and Customer Service

Choose a manufacturer who communicates accurately and effectively. Clear communication is essential, especially for custom projects. Additionally, you want to work with a manufacturer who provides excellent customer service and can address any issues that might arise.

#### F. Price and Delivery Time

Choose a manufacturer who offers affordable prices and timely delivery. While price should not be the only factor in your decision, it is essential to find a reliable manufacturer who offers competitive pricing. Delivery time is also a crucial factor that can impact the timing of your project.

Reference Long-tail Keywords for Choosing a Reliable Packaging Equipment Manufacturer

- Customized Packaging Equipment Manufacturers China
- Reliable Packaging Equipment Suppliers China
- Innovative Packaging Equipment Manufacturers Asia
- Best Packaging Equipment Manufacturers for Food
- Packaging Equipment Manufacturers China with Good Communication

## “ Conclusion

Choosing a reliable packaging equipment manufacturer in China can be a daunting task, but with these tips, you will be able to find a manufacturer that fits your business's needs. Remember always to conduct thorough research, validate certifications, and prioritize quality and communication. By doing so, you can ensure that you have a dependable manufacturing partner committed to your success.



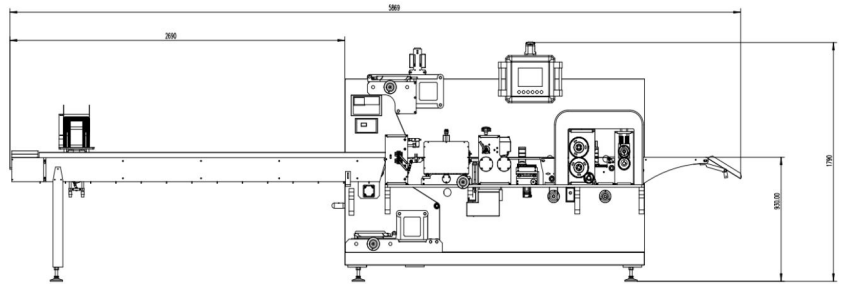
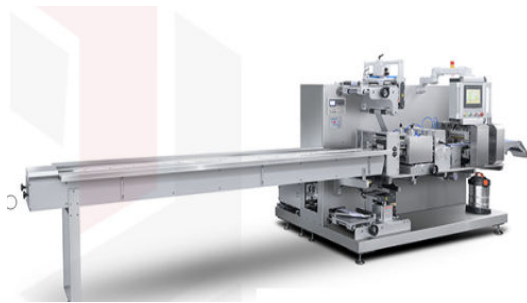
# Most Popular Machine

Right choices is most important

## Horizontal Form Fill&Seal Machine

When we asked all respondents – a mix of end users, such as consumer packaged goods companies , and original equipment manufacturers (OEMs) –They said they choose HFFS machine the most for machinery, because of its multi-faceted use, whether it is a pharmaceutical machine or a foodstuff that can be perfectly matched.

## What Are Successful Experience



## Collaboration Success Story

In early 2020, the COVID-19 pandemic flipped the world upside down. A Korean customer reached out to us for a mask machine due to the urgent need for epidemic prevention. With no mature mask machine production line in China yet, we quickly adapted an existing pillow packaging machine and integrated German and Japanese high-precision electrical products to achieve the first export of mask machines. Our swift action helped the customer seize the moment.

Founder Owen established the LINTYCO brand with a desire to help startups establish their own brands, open local markets, and fulfill their customers' needs. We pride ourselves on helping foreign brands with cost-effective product chains to improve their competitiveness.

Despite initial doubts on the viability of a million-dollar order from a new Korean mask brand, the customer placed high confidence in our speedy and top-quality mask machines, evaluating almost all the Korean mask machine market. During the epidemic, LINTYCO delivered millions of masks per minute , surpassing all expectations and contributing to global epidemic prevention.

Our Korean customer's leap from zero to a million-dollar order is the result of Lintyco's decades of experience in machinery technology and management. Our work philosophy is simple: to help customers turn their dreams into reality and deliver customer trust and satisfaction.

# Premade Pouch Packing Machine

Stay ahead of the game in this era of 'automation'

Premade pouch packaging machines are a reliable and cost-effective solution for businesses that require high-quality, versatile, and efficient packaging.

## Why is it popular

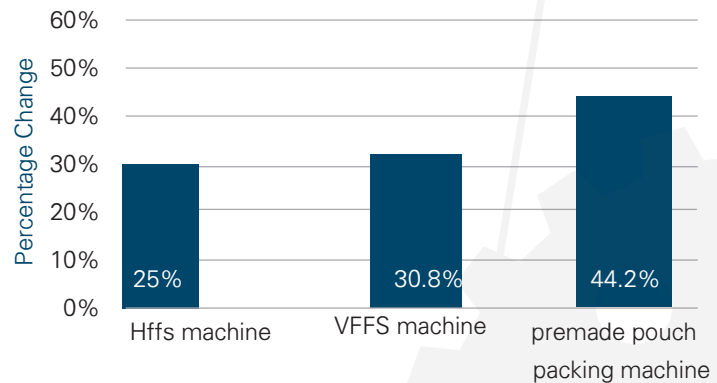
**Versatility:** Premade pouch packaging machines can package a variety of products, including snacks, pet food, coffee, tea, and more.

**Efficiency:** These machines are designed to handle high-speed packaging with minimal downtime, increasing production yield and throughput.

**Flexibility:** Premade pouch packaging machines offer various customization options such as the shape and size of the pouch, the type of packaging material, and different printing options.

**Convenience:** Pre-made pouches eliminate the hassle of assembling bags and filling them manually, making them an ideal solution for small to medium-sized businesses.

**Quality:** Premade pouch packaging machines offer superior sealing and packaging quality, maintaining freshness and extending product shelf life.



**Sale 10%**



# PRODUCTIVITY

## EMBRACING AUTOMATION, FLEXIBILITY, AND TRAINING

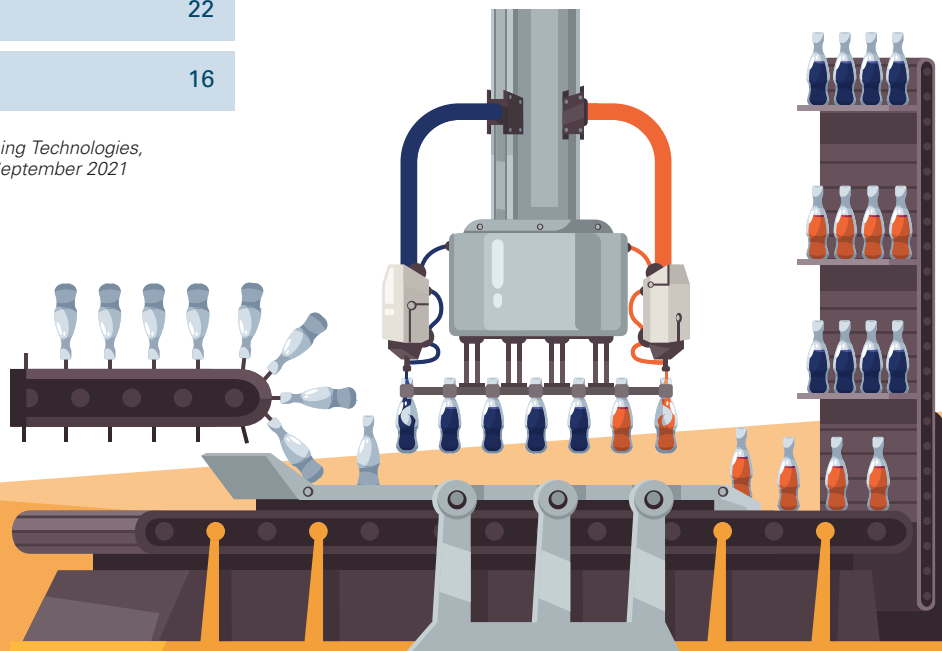
In a list of their top five operational priorities, CPGs put automation as number two (see graph below). We've already said a lot about automation, and many respondents brought the subject up in answer to questions about the labor shortage. But automation also has a huge role to play in improving productivity and efficiency, increasing line speed and reducing safety concerns. Some CPGs aspire to having fully automated 'lights out' production lines that can run themselves, but that's for the future. In the meantime, current automation solutions can deliver huge productivity benefits. As one respondent from a global pharmaceuticals company, told us:

“ Human error is still a large factor in deviations, resulting in downtime, waste, etc. We are looking at the use of cobots, robots designed to execute packaging tasks, especially redundant manual tasks, such as feeding bottles.

### Top five Lintycio operational priorities.

Workforce	38
Automation	34
Productivity	26
Growth	22
Supply Chain	16

Source: Lintycio, *The Association for Packaging and Processing Technologies, Key Challenges for Packaging and Processing Operations, September 2021*





Productivity came third in the list of Lintyco operational priorities. And key to productivity is flexibility. Flexibility is a buzz-word among CPGs. In this context, flexibility means the development of machinery that can do more stuff.

With the boom in e-commerce, CPGs are looking for machinery that has the flexibility to “rapidly and cheaply meet the customization requirements that consumers expect in today’s market.”

The pressure is on for OEMs to offer new, more sophisticated systems which can, for example, accurately count and place fragile pieces in a package and have the capability to produce multiple formats such as stand-up bags, pillow bags and cartons, in varying quantities and sizes.

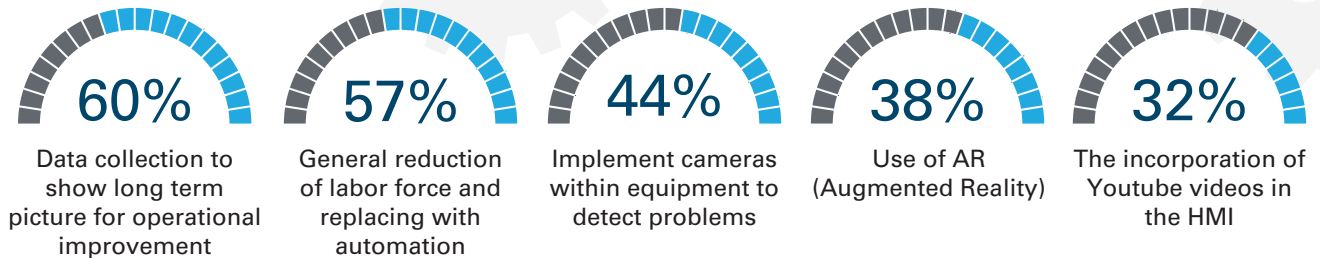
A packaging design and development leader for a leading medical solutions company calls for “game-changing technologies that reduce or eliminate change-over, offer enormous product flexibility and provide smart, error-proofing technologies to ensure quality and compliance.”



## Productivity Top 5

An in-depth conversation between OEMs and CPGs on how to improve the overall operation in a facility by using technology to increase productivity resulted in this top five list.

## In What Ways Has Technology Been Used in Your Company to Increase Productivity?



## Productivity success story

We had some facilities that were very high turnover. We worked with a supplier to not just create videos for us on how to work with the equipment, but they actually came to the plant and filmed on the actual equipment that our technicians would actually be working on.

It worked so well that it was spread out through five different plants. In the last 18 months, there has been a 60% - 70% reduction in calls from the plant to the OEM with questions on how to operate the equipment, fix things or change anything. So we've seen a lot less downtime in the equipment.

And then on the flip side, the supplier spent a lot less time on the phones with us. It was very valuable to have them on site, at the plant, allowing our new technicians to actually see the equipment that they were laying their hands on. It wasn't some random piece of equipment in some far off place. It was literally the piece of equipment in the plant. So a little bit of time went into it, but the gains have been astronomical.



# SUSTAINABILITY

## THE SUSTAINABILITY CHALLENGE

Packaging professionals know that the entire purpose of packaging is to reduce the wastage of the products being packaged by getting them to their destination safely. And, in that sense, packaging is playing an important part in global waste reduction. However, that on its own isn't enough. And packaging companies are under massive pressure to improve sustainability by reducing packaging waste.

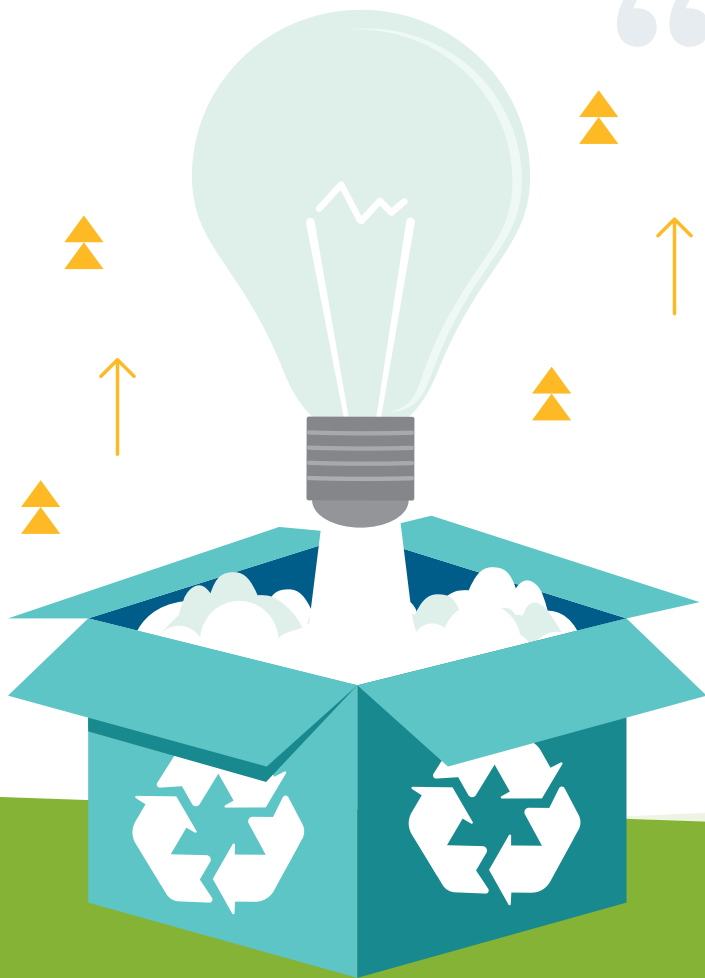
“ This is a huge issue for us. However, the technology is limited at this point. There are plenty of great ideas in the marketplace, but not many have made it to the point of being readily available or cost competitive.

That comment, made by a representative of a packaging company working for one of North America's biggest drinks producers, pretty much sums up the situation. In terms of sustainability, packaging operators recognize that they are to some extent behind the curve and are aware of the need to catch up, though as another respondent pointed out

“ Sustainability metrics, goals and accomplishments are quickly becoming a consideration for tendering agreements that will drive significant increase in focus on this topic in the near future.

The goal of sustainability touches all aspects of the packaging industry, as indeed it likely does with any industry. A senior director in the packaging division of a global food and beverage company pointed out that R&D, marketing, engineering, and operations all need to work together “to understand trade-offs as they explore reductions and alternative materials. The industry shift will require technology breakthroughs and significant capital investment to overcome the global plastics challenge.”

So the drive towards sustainability in the packaging industry clearly presents new challenges for packaging machinery manufacturers, with CPGs calling out for new machine technologies that can respond swiftly to ever-changing market demand, offering versatility in packaging format and size, and working efficiently with a range of biodegradable packaging materials. And all the while minimizing material waste and reducing energy consumption during the packaging process.



## CPG PRODUCTS ARE MOVING TO SUSTAINABLE PACKAGING



### Reduce

Minimizing packaging to reduce waste.



### Recycle

Using packaging materials that can be remade into new products.



### Reuse

Packaging designed to be returned for multiple uses.



### Reformat

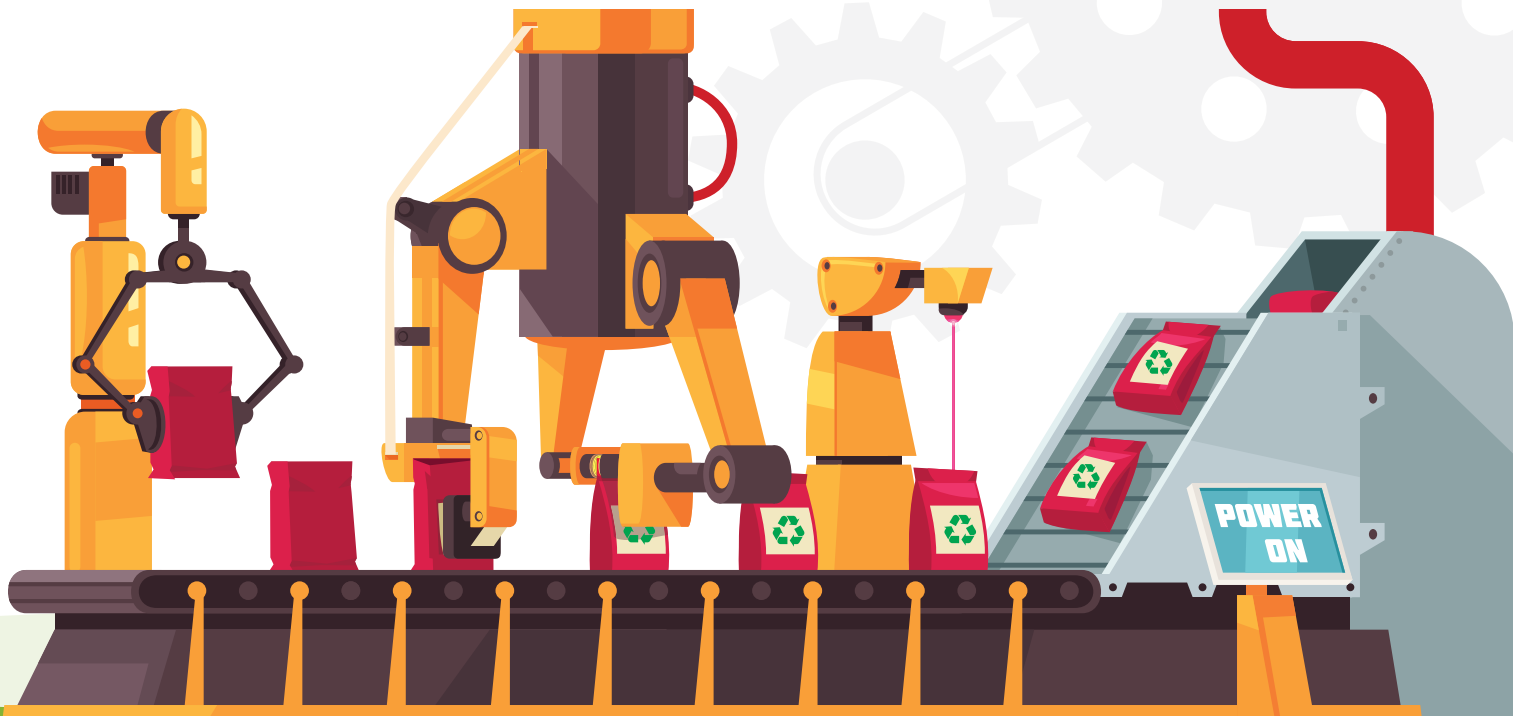
Redesigning packaging using sustainable materials to replace non-recyclable materials.



### Renew

Choosing packaging materials from resources that can be renewed for a circular economy.

One of the major barriers is that sustainable materials often have narrower tolerances than virgin or highly engineered standard materials. At least one respondent made the key point that OEMs need to work closely with the developers of sustainable packaging material to ensure that such material has an adequate shelf-life and can be handled by machines that are on the market today.



# CPG PRODUCTS ARE MOVING TO SUSTAINABLE PACKAGING

80% of CPGs are making efforts to minimize packaging and reduce waste.

Minimizing packaging to reduce waste.

**80%**

**89%**

Designing recyclable packaging.

CPGs' Packaging Sustainability Strategies

**36%**

Implementing re-use packaging.

PMMI  
©2022

**56%**

Redesigning packaging using more sustainable materials.

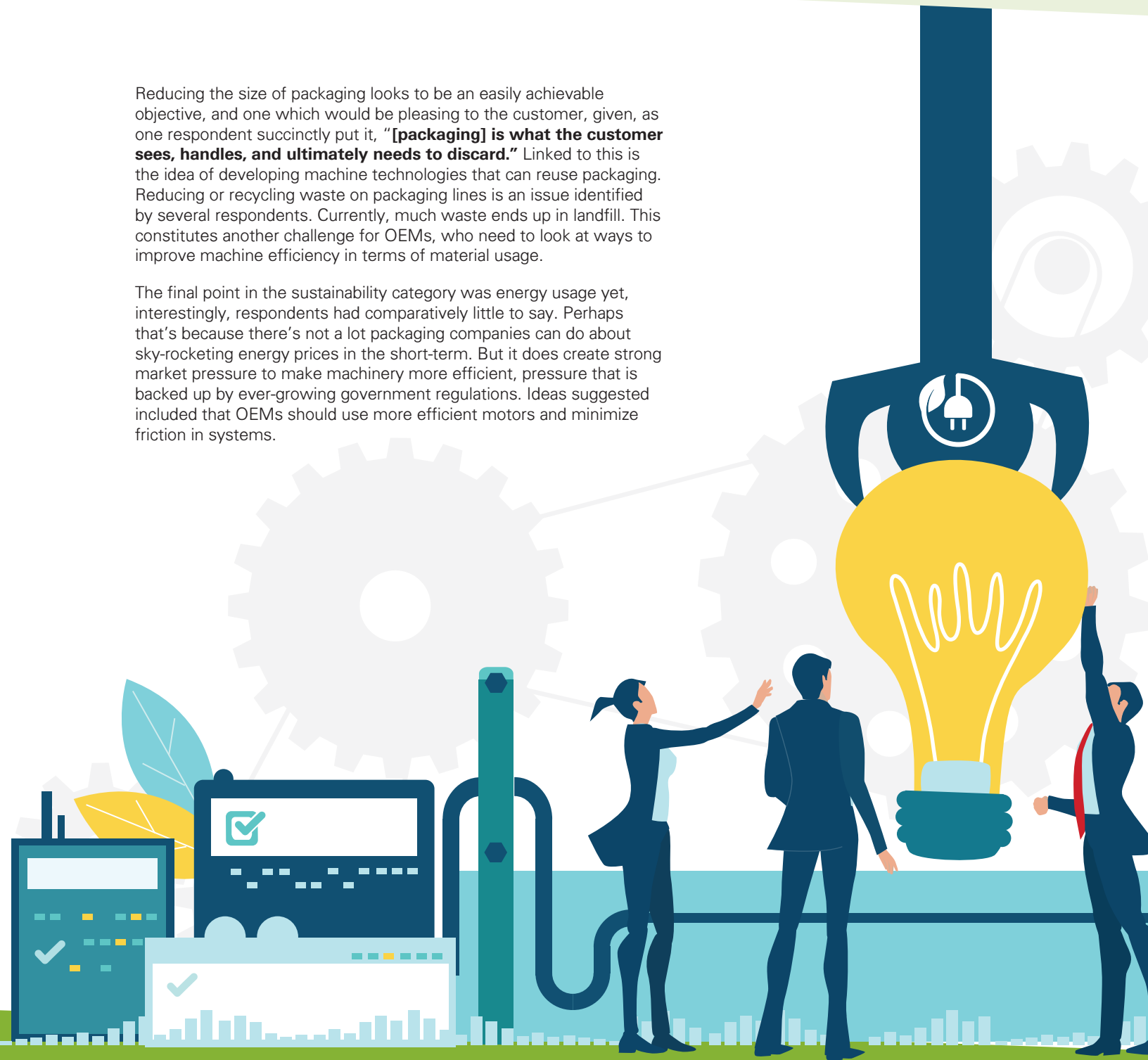
**27%**

Choosing renewable sourced materials.

Source: PMMI, The Association for Packaging and Processing Technologies, Packaging Sustainability: A Changing Landscape

Reducing the size of packaging looks to be an easily achievable objective, and one which would be pleasing to the customer, given, as one respondent succinctly put it, “[**packaging**] is what the customer sees, handles, and ultimately needs to discard.” Linked to this is the idea of developing machine technologies that can reuse packaging. Reducing or recycling waste on packaging lines is an issue identified by several respondents. Currently, much waste ends up in landfill. This constitutes another challenge for OEMs, who need to look at ways to improve machine efficiency in terms of material usage.

The final point in the sustainability category was energy usage yet, interestingly, respondents had comparatively little to say. Perhaps that’s because there’s not a lot packaging companies can do about sky-rocketing energy prices in the short-term. But it does create strong market pressure to make machinery more efficient, pressure that is backed up by ever-growing government regulations. Ideas suggested included that OEMs should use more efficient motors and minimize friction in systems.



# CPG PRODUCTS ARE MOVING TO SUSTAINABLE PACKAGING

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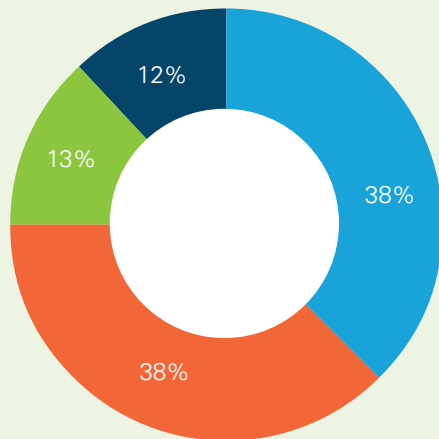
## Sustainability Top 5

Sustainability – OEMs and CPGs discussed the sustainability implications for Packaging and Processing Operations. The strategy that rose to the top was to introduce and include recyclers as part of the sustainability discussions.

### What Are the Strategies That Will Help Your Company Achieve Its Sustainability Goals



Which of the four topics discussed during the Top to Top meeting are you most likely to act on?



- Collaboration
- Workforce
- Productivity
- Sustainability

### Sustainability success story

One of our teammates brought in a third party auditor to audit their plants for everything and anything, carbon footprint, water usage, energy usage, and they were experts in the field. They had a model and could model the facility, find out where all of that was being used and expended, resulting in tremendous cost savings.

It started as a pilot plant in one of our plants. And then it went to all of the plants, so it was a tremendously successful. Use third party experts and subject matter experts to really analyze the facilities we have and where we can find opportunities.





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