

## Jomet

### Jomet: adding value to packaging

**Finnish manufacturer Jomet builds comprehensive systems for the packaging industry, from product handling and quality control to labelling, palletizing and wrapping. Working with major online retailers, Jomet faces continuing demands for innovative solutions, and with Omron's help they are creating machines that are fast and reliable, and which deliver beyond the end-users' expectations.**

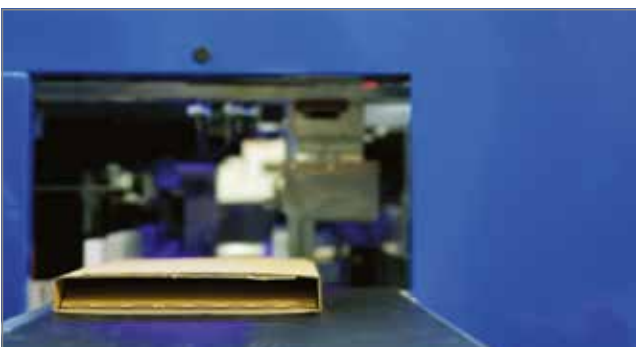
One of the side-effects of the 21st-century boom in e-commerce and online shopping has been to increase the importance of packaging as a means of reducing costs, increasing profitability and maintaining customer satisfaction. Now that so many products go directly from retailers and manufacturers to customers, effective packaging – particularly secondary packaging – can have a significant impact on the whole business process. Boxes and cartons must be strong and resilient enough to protect the products against handling which is not always gentle; yet at the same time, they cannot be so heavy that the cost of shipping becomes prohibitive.

As a supplier to major online retailers, logistics companies and systems providers, packaging specialists Jomet – based in Finland and with sales partnerships in Europe and North America – understands fully the need for more efficient and effective packaging. In particular, the company specialises in developing customer-specific solutions based on individual needs and requirements, using a modular design philosophy that ensures machines and systems can be delivered quickly and cost-effectively.

#### **Everything from primary packaging to palletisers**

One result of this is that the company's machines are used in an exceptionally wide range of applications: the company claims that if they have not made machines for packing a particular product, they will have done something fairly similar a dozen or so times before. The range includes machines for primary packaging of food, stationery, hygiene products and similar dry goods, including automatic sleeves and display packs and trays which can be used directly on supermarket shelves. At the other end of the packaging line, Jomet has machines for palletising and shrink-wrapping everything from washing-up liquids to pizza boxes to disposable nappies.

Jomet also has a proud record of innovation, creating machines that deliver more than customers expect, or that provide entirely new ways to package products for transportation. The Jomet Crosspack CWA, for example, is used to package books, DVDs, software, industrial products etc, either individually or in multiples of different shapes and sizes, ready for shipment. The machine forms boxes to a precise size and shape, to hold goods securely



and prevent movement – without the need for fillers. The machine incorporates a facility for automatically printing address details and barcodes to ensure effective tracking during the delivery process.

### “We have to come up with better solutions”

Of course, nothing stands still, and as Jomet’s Automation manager, Juha Kiiskinen, points out competition is tough: “We can’t compete on price with countries like China, so we have to come up with better solutions. Fortunately, we have a good relationship with our customers, and they know they can rely on us to build machines to meet their needs. Those needs can include entirely new products, but there is always an underlying requirement for machines that are faster, more automated, and more reliable: “More speed, lower costs and increased uptime” is Juha Kiiskinen’s succinct summary.

Jomet and Omron have a long-standing working relationship, and although he’d never worked with the company before he joined Jomet two years ago, Juha Kiiskinen appreciates the contribution that Omron makes to the design process. “When new products are developed” he explains, “there are daily meetings with Omron sales engineers, designers and other technical staff. A local Omron engineer is also there during machine commissioning.”

The introduction of Omron’s Sysmac platform has also had a significant impact on Jomet’s new-product development, as it has for many other machine makers. Sysmac is a powerful machine automation system, with a single controller, the Sysmac NJ, giving an integrated overview of motion, sequencing, networking and vision inspection – all of which are fundamental to Jomet’s packaging machinery. Sysmac Studio software is common across the platform, a fact that speeds up configuration, programming, simulation and monitoring. And the fast EtherCAT machine network, providing all the acknowledged benefits of Ethernet technology, controls motion, vision, sensors and actuators, making wiring, connectivity and commissioning much more straightforward.

For Jomet, this technology speeds up machine development, while maintaining and improving operating performance. Sysmac creates an “integrated development environment” which enables faster programming and commissioning, as well as providing a foundation for future machine development. Juha Kiiskinen says that Sysmac was particularly helpful in the creation of a cutting edge control system for Jomet packaging machines, because it relies on the latest technology available to the market. Omron worked closely with Juha Kiiskinen and his team, helping them to implement in particular the benefits of Sysmac NJ controllers. “Omron provided technical support during design, prototype and commissioning phases”, he explains, “and that involved Omron teams in Europe and Japan.” The solution that was developed helps the end users to optimise materials usage, cutting down on pack sizes. As a result, more products can be loaded on to delivery vehicles, wastage is reduced.

### A cutting edge in a very competitive marketplace

Markku Seppälä, Omron’s Field Sales Engineer in Finland, says that it’s unlikely that any other supplier could have delivered this comprehensive solution. “We worked very closely with the Jomet design engineers,” he explains, “which helped us to avoid any issues and to foresee problems even before they appeared. But we also used our own specialists, including our Tsunagi Labs, to show that if there were problems we could solve them easily.”

The Tsunagi Labs are a unique – and typically Omron – approach to design and installation issues. They are staffed by specialist engineers whose sole job is to make sure that Omron devices can be connected with all kind of non-Omron equipment in the most optimal way. By centralising the effort to make devices work correctly with each other, we reduce the burden on the customer to work out interoperability issues. As Markku Seppälä explains, “Omron is a completely borderless business now, so in addition to the Tsunagi Labs, we worked with different divisions, different countries, coming up with four different solutions and developing a system that gives Jomet a real cutting edge in their very competitive marketplace.”

Juha Kiiskinen says that the global economy is still affecting business, and the only way that businesses like Jomet can compete effectively is by coming up with new ideas, and getting them to market quickly. “We’ve found that Omron’s Sysmac automation platform is invaluable, because programming, design, commissioning and installation are all a lot easier and faster.” He also notes that, in the future, the Sysmac platform and Omron’s market knowledge will make redevelopment and upscaling of existing machines much simpler.

Jomet’s aim is to make a real difference to their end-users by helping them to innovate. Developments like the Sysmac platform and software, the new NJ-based control system, and the increased use of Omron sensing technology – particularly vision sensors - are helping to reinvent packaging. It’s a way of adding real value that can be extended right down the supply chain to the ultimate customer.

