DATE:

PROPOSAL FOR:

ATTENTION:
COMPANY:
ADDRESS:
CITY, STATE, ZIP CODE:
FROM DISTRIBUTOR / SALES CONTACT: TJ's Packaging, 763-241-2022, orders@tjpackaging.com

THE SWITCH A-ARM (LP-SWA)

UNIQUE AUTOMATIC PALLET WRAPPER EXCLUSIVELY FROM COUSINS PACKAGING
The A-Arm has reinvented the fully automatic

- **Includes as standard *SMART TOUCH* Film Auditing Technology** control panel with easy-to-use interface to store production data for film cost per pallet. Has the ability to customize separate wrap patterns for different loads. Provides visual diagnostics for quick and easy troubleshooting.
- **Extremely reliable –** no air required and less Moving parts with no clamp on the turntable
- **3 machines in 1** - fully automatic, semi-automatic and top banding to ensure load stability
- **Can be programmed to apply different force-to-load (tension) settings** on 5 separate zones of the load to provide correct load containment where needed.
- **Options available** for most special applications including scale packages, large loads, different environments, roping device to secure the load to the pallet, etc.



ALL OUR MACHINES ARE BUILT IN A MODERN MANUFACTURING FACILITY IN NORTH AMERICA WITH STRICT QUALITY CONTROLS FROM START TO FINISH

Contact TJ's Packaging at 763-241-2022 or email us at orders@tjpackaging.com

PRICING SUMMARY

PRICES SHOWN ARE IN UNITED STATES CURRENCY

MODEL	*DESCRIPTION*	*SHIPPING WEIGHT*	*BASE PRICE*
LP-SWA	Fully Automatic – Low Profile - BASE UNIT	1600#	$ 15,400 *

*** This price does not include the ramp for pallet jack loading**

❖	A-Arm Technology – 3 machines in 1 – fully automatic / semi-automatic / top banding only	Included
❖	Smart Touch 7" touch screen controls provide film auditing and diagnostics	Included
❖	Film Usage & Cost Monitoring - stores film usage and cost per load for up to 30 loads.	Included
❖	Diagnostics – provides visual operating status of switches and sensors to simplify troubleshooting	Included
❖	LOAD CELL FILM DELIVERY Corner Compensation - for smooth and correct film dispensing	Included
❖	Innovative programming for ten (10) separate wrap patterns, each having individual settings for: - different top and bottom wrap counts - different force-to-load settings for 5 separate zones on the load - different spiral speed settings - different settings for a variety of load types Includes LCD operator interface with visual helpful diagnostic capability for trouble shooting assistance. Can be Programmed to reduce force-to-load (tension) at the bottom so the film will not break on sharp pallet corners. 	Included
❖	Maintenance Notification – alerts maintenance for recommended service based on cycle counter	Included
❖	Multi-Zone Force to Load – can apply different force to load settings in five (5) separate zones	Included
	REQUESTED OPTIONS	
	None Requested	

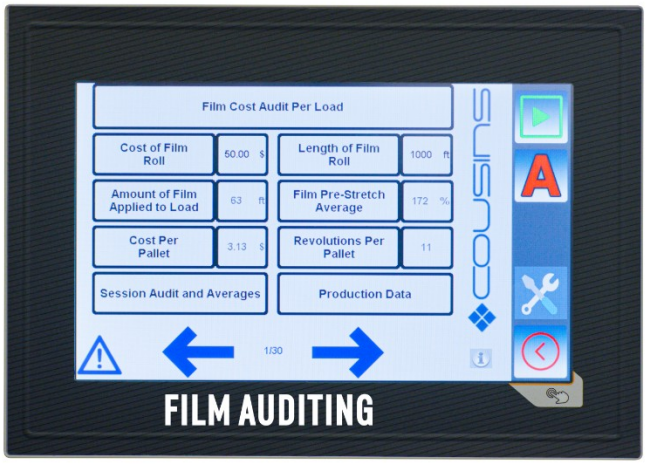
TOTAL MACHINE PRICE WITH REQUESTED OPTIONS:	**$ 15,400**
LEAD TIME: Subject to confirmation at time of order. Lead times are from receipt of order, payment, and approval drawings if applicable. Addition of options or changes to the order will add to the cost and lead time. Lead time is based on current production conditions and can change without notification. THE PROJECTED SHIP DATE WILL BE PROVIDED WITH ORDER CONFIRMATION.	To Be Determined

ADDITIONAL AVAILABLE OPTIONS FOR YOUR CONSIDERATION

Base unit price shown. Options must be configured - call TJ's Packaging at 763-241-2022 or email orders@tjpackaging.com for pricing.

SMART TOUCH
DIGITAL FILM AUDIT

Our new Smart Touch Control Panel blends the best of an easy-to-use interface while providing decision making diagnostics and advanced film auditing capabilities

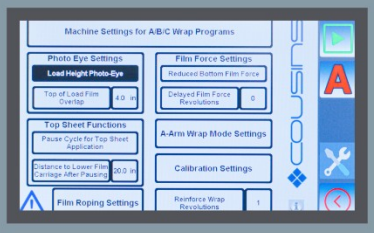


- 7" Color touch screen is Icon driven and easy to navigate
- With only two datum points (film cost and roll length), an instant cost to wrap a pallet is given.
- New controls optimize wrap usage
- Ability to customize for different loads and to store that information for future use.
- Visual image diagnostic capability for intuitive maintenance purposes.

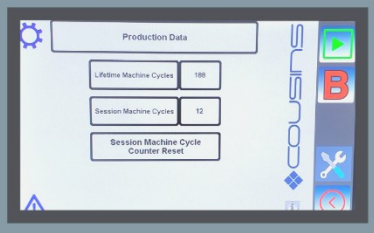
ACTIONABLE INFORMATION AT YOUR FINGERTIPS



DIAGNOSTICS I/O



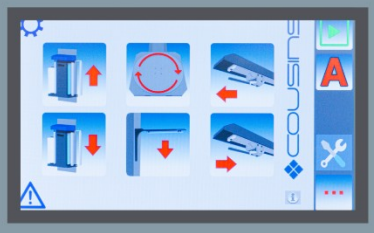
WRAP PROGRAMMING



DATA HISTORY



PRODUCTION DATA



MANUAL CONTROLS

Contact TJ's Packaging at 763-241-2022 or email us at orders@tjpackaging.com

SPECIFICATIONS

Cousins Packaging machines utilize non-proprietary UL/CSA approved parts where feasible. The equipment is designed and built to conform to NFPA 70 NEC and NFPA 79 Electrical Standard for Industrial Machinery.

PRODUCTION SPEED:

- Up to 35 loads per hour
  NOTE: Process rates will vary with load size, number of wraps & forklift load/unload time

LOAD CAPACITY:

- Maximum load weight: 4500# dynamic – 10,000# static
- Maximum load size to safely clear the tower: 64” x 64” (90” diagonal) x 80” H

LOW PROFILE TURNTABLE:

- 65” Diameter laser-cut steel plate with surround deck protection
- Maintenance free - 48 roller bearing support
- Turntable height 2.75” from floor
- ANSI # 50 direct chain drive c/w chain tensioner
- Between 3 and 12 RPM rotational speed c/w soft start acceleration
- 1/2 HP AC variable speed motor
- Final revolution deceleration and positive stop alignment
- Rugged surround deck for turntable protection, 3-sided loading, and pit mounting
- Front and back forklift ports for easy movement
- Accu-Count exact turntable positioning system for additional film savings
- Optional loading ramp 60” long x 48” wide complete with 10” level porch area available

FILM CARRIAGE ELEVATOR:

- 1/2 HP AC variable speed motor
- ANSI #40 direct chain drive c/w shock dampener & Anti-Fall Safety Device

FILM DELIVERY SYSTEM:

- LOAD CELL FILM DELIVERY 20” capacity powered pre-stretch film carriage
- Load cell corner compensation for smooth and correct film dispensing
- 1/2 HP AC variable speed motor
- 33% to 313% fixed stretch capability
- Pre-stretch ratio variable using easy sprocket change
- Safety Door with auto power cut-off switch
- Superior film-to-roller contact area
- Lifetime warranty on pre-stretch rollers
- Carriage Descent Obstruction Safety Shut-Off Device

CONTROL FEATURES:

- 7” color touch screen with diagnostics and advanced film auditing capabilities
- Power Off – On – Reset switch & Power On indicator light
- Single button Auto Wrap Cycle Start/Pause
- Cycle Pause for applying top sheets
- Reinforce Wrap control for mid-wrapping
- Base or Top Wraps First program
- Up Only or Up/Down wrap program
- Emergency Stop button
- Turntable Jog button
- Film Carriage Lower & Raise buttons
- Film Tension (Force-to-Load) control
- Separate film carriage raise & lower speed controls
- Operator programmable turntable speed control
- Triple beam automatic load height detection sensor for dark or shiny loads
- Separate 1 to 12 revolution top & bottom wrap control
- Selectable Reduced Film Tension parameters for wrapping top and/or bottom of load
- Cycle counter
- Ten (10) wrap program selector with capability to input and store unique wrapping parameters for each program
- PASSWORD PROTECTION - The wrap program selection and wrap program setting can be password protected when turned “ON” by management after creating a password.

STRUCTURAL FEATURES:

- All structural and formed steel construction
- Electro-static powder coated paint finish

ELECTRICAL INPUT REQUIREMENTS:

- 115 Volts 1 Phase 60 Hz 15 Amps with dedicated service

CHOOSE ONE OF THESE POPULAR OPTIONS

PALLET LOCK ROPING DEVICE (option OPLRD)





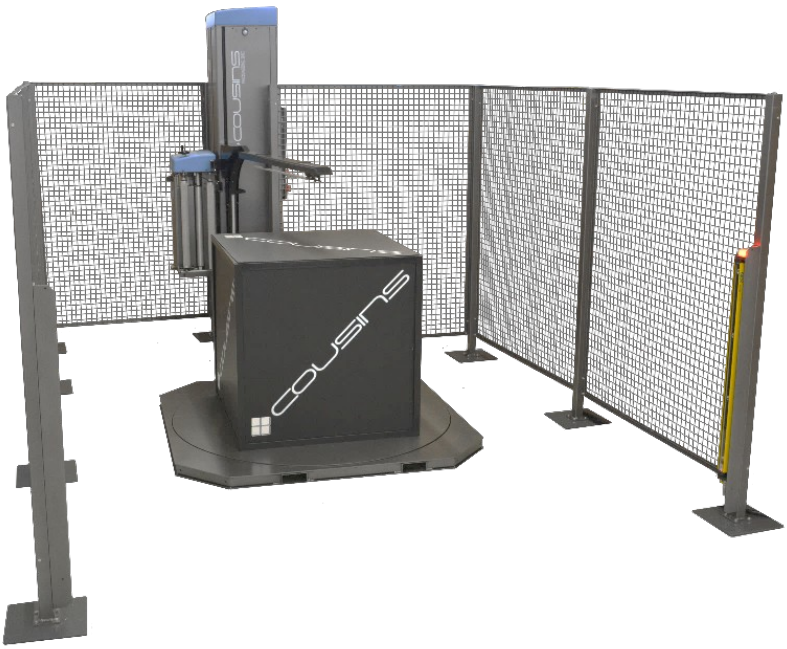
The most effective method of securing the load to the pallet or skid. Easily programmed using the standard Microprocessor and touchscreen to apply the roped or normal full web film for the following benefits:

- **Lock, secure and contain product to the pallet especially unusual shapes**
- **Prevent the film from tearing on sharp pallet corners**
- **Increase load containment where necessary without breaking the film**
- **Create air flow and ventilation for your product**
- **Includes a quiet, self-contained, and guarded air compressor.**

Standard Roping programs:

- **Rope Base off/on Base Roping Revolutions (0-9)**
- **Rope Ascending off/on**
- **Rope Top off/on**
- **Top Roping Revolutions (0-9)**
- **Rope Descending off/on**

All custom roping applications must be reviewed and quoted by engineering.



WRAP & WEIGH WITH SCALE OR BUILT-IN LOAD CELLS

ENHANCED SAFETY PACKAGE

SAFETY FENCING WITH INTRUSION LIGHT CURTAINS TO SHUT DOWN MACHINE WHEN SOMEONE ENTERS THE GAGE WHILE THE MACHINE IS OPERATING

OPERATOR SAFETY IS A PRIORITY

OUR MACHINE DESIGNS INCORPORATE MORE SAFETY FEATURES THAN ANY OTHER PALLET WRAPPER

- All motors/gearboxes/cables are fully enclosed and guarded
- Carriage Anti-Fall Device – in case of chain malfunction the film carriage cannot fall
- NEMA 12 control panel
- Descent Obstruction Plate – stops the film carriage descent if an obstacle is detected



- Changing the film is made safe – all power is shut off when the door is opened
- No pinch point between the tower and the turntable
- Film carriage is safely mounted on opposite side of tower away from the control panel

WHY AUTOMATION IS A CLEAR CHOICE FOR SAFETY AND COST BENEFITS

The numbers below represent the total annual estimated amount of times an operator will get on or off the forklift in a year dependent upon the number of loads. At a miniscule 25 loads a day, the operator will get on or off the forklift between 13 000 and 26 000 times a year. At least 13 000 times, the operator will be required to stoop for an extended period of time to attach the film to the pallet or cut the film.

Loads/Day		(# Times Off	+	# Times On)		5days x 52weeks		Annual Total
25	X	(1 or 2	+	1 or 2)	X	260	=	13,000 - 26,000
50	X	(1 or 2	+	1 or 2)	X	260	=	26,000 - 52,000
75	X	(1 or 2	+	1 or 2)	X	260	=	39,000 - 78,000



A ***SAFE*** Investment.
The cost of a fully automatic Cousins Model A-Arm is not much more than a good semi-automatic machine and the safety benefits provided are a ***SAFE*** investment.

CONTACT COUSINS PACKAGING FOR A QUOTE ON THE THE UNIQUE AND PATENDED FULLY AUTOMATIC A-ARM

WRAP AND WEIGH MACHINES

NEED TO WEIGH YOUR PRODUCT?
COMBINE TWO OPERATIONS INTO ONE LOCATION SAVING MONEY, TIME, AND SPACE

The average time to move a pallet to the scale and then move it again to a wrapper is 4 minutes.

- scale or load cell options will save $ 6,000 to $ 8,000 in labor per year at only 25 loads per day!
- combining two operations regains the use of approximately 100 sq. ft. of valuable floor space!

STAND ALONE SCALE **STAND ALONE PALLET WRAPPER**

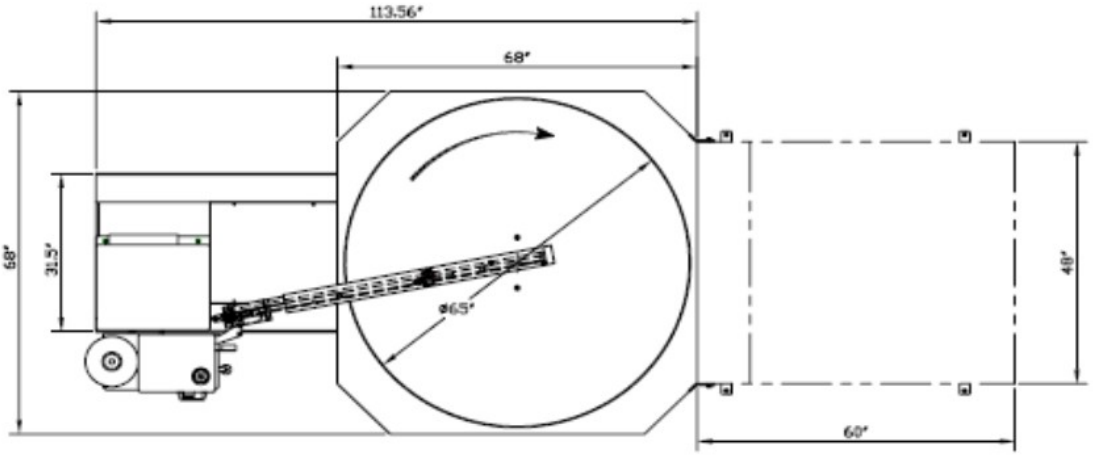


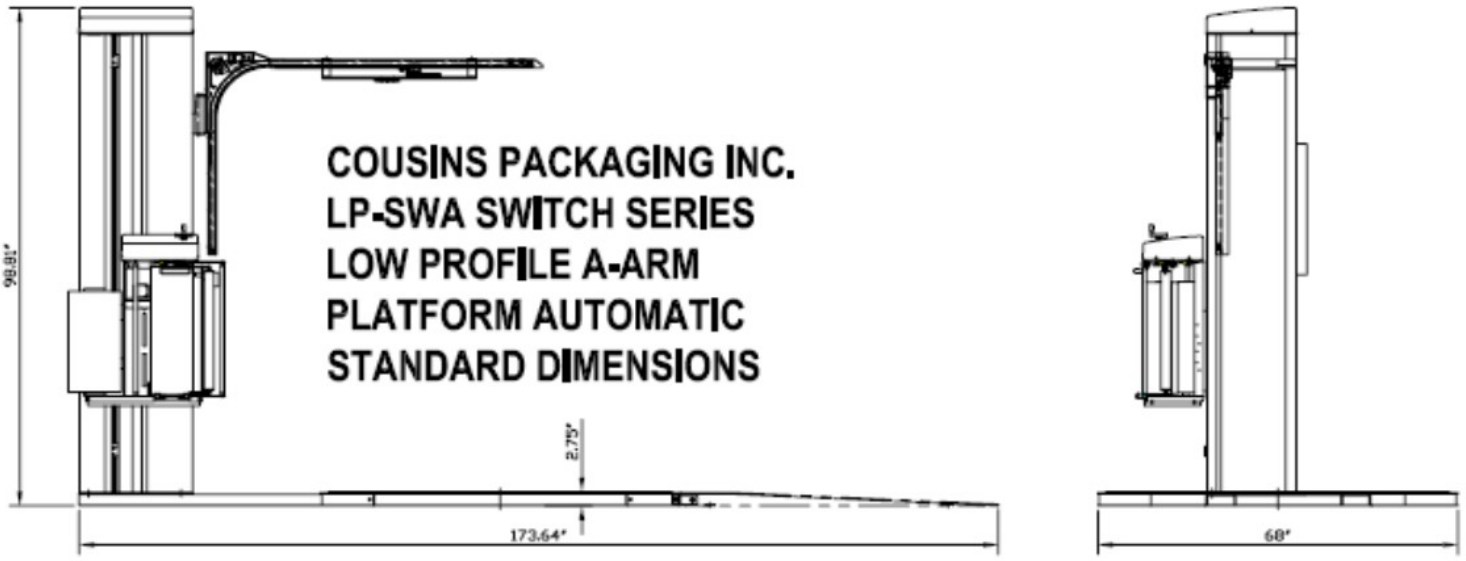
HP2100-SRT WITH SPLIT BASE AND INTEGRATED PLATFORM SCALE OPTION

Contact TJ's Packaging at 763-241-2022 or email us at orders@tjpackaging.com

STANDARD MACHINE LAYOUT DRAWING

NOTE: Standard machine not including options such as base extensions, scale packages, tower extensions, etc.





COUSINS PACKAGING HAS THE SOLUTION



Our standard line of pallet wrappers is designed to satisfy most applications but if needed, we can provide a time-tested and dependable option for any of your specific and/or unusual wrapping requirements. The standard machines can be equipped with options to handle larger, taller, heavier and unusual, shaped loads. They can be designed to be used with standard or special material handling equipment. All environmental conditions can be met with options such as dusty, wet, cold, freezer and even explosion proof requirement packages.

ENGINEERED SYSTEM LINKS

Need a solution to a specific requirement or an engineered system?

Engineered System to Meet 3.5" Conveyor Height **– customer requested 3.5" conveyor to be loaded with pallet jacks without the aid of a scissor lift or an expensive pit that creates safety issues.**

3.5" Conveyor Passline Height for Pallet Jack Loading

Engineered System to Wrap Specific Products such as Concrete Blocks **– designed for the specific product**

7100 Wrapping Concrete Blocks

Automatic Top Sheet Dispensers **– protects the top of the load providing 5-sided load protection.**

6100 with top sheet dispenser and tab folders

Roping devices- **for added strength and/or allows air flow for products that need to breathe.**

Manual Roping Device

Roll (Cocoon) Wrappers **– completely encapsulates rolled products.**

Roll (cocoon) Wrapper

Window/Door Wrapper **– wraps individual windows or doors for added protection.**

Window/Door Wrapper

Heat Seal Device **- secures the film tail to keep it from unraveling during shipment.**

Heat Seat Device

Tab Folders **– folds up slip sheet tabs so they are captured by the film to protect against forklift damage.**

6100 with tab folders

Load Lifting Device **– lifts the load to insure the film wraps the entire pallet or to secure a tray/slipsheet.**

7100 with load lifting device

Systems with Unusual Product Flow **– product flow to satisfy space requirements or existing plant layout.**

3300-CTA with 90 degree outfeed

Explosion Proof Systems **– designed to meet plant environmental conditions or government regulations.**

3300-A explosion proof system

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Auto Film Start **– cut the times the operator has to get off the forklift by 50% reducing injury risk.**

Auto Film Start and Manual Roper

SecurLoad **– one of our roping device options that can secure unusual shaped product to a pallet.**

SecurLoad Automatic Roping Device

Manual Roping **– the simplest way of using a rope for added strength or allowing product to breathe.**

Auto Film Start and Manual Roper

STANDARD TERMS, CONDITIONS AND WARRANTY

TERMS: **Credit card or 100% due prior to shipment.**

TAXES:

Applicable taxes not included.

FOB POINT:

Factory – Toronto, Ontario (Canada). Freight prepaid and added to invoice.

SHIPPING PREPARATION:

Domestic – standard machines are wrapped in plastic and shipped upright. Machines with tower extensions are hinged and partially knocked down. No wood is used. Crating/palletizing is a factory quote.

International – All towers are completely knocked down to reduce shipping cost. There is a $150 net charge for this package. Export crating is not included. Crating/palletizing is a factory quote. Crating/palletizing does not take into account any unknown wood requirements or restrictions which may increase the cost of materials. Customer must provide any wood requirements or restrictions that apply for a factory quote.

SHIPMENT:

Quoted lead time is from receipt of order, payment, and approved drawings if applicable. Addition of options or changes to the order will add to the cost and lead time. The lead time is based on current production conditions and can change without notification.

START-UP SUPERVISION:

Start-up supervision is available for $1,200 per day ($150/hour) plus expenses (including a 10% administration fee). Two days on-site are typically sufficient. Weekend and overtime start-ups will incur extra charges.

WARRANTY:

Includes lifetime on blue pre-stretch rollers, 5 years on metal fabrications and 3 years on buyout components. See "Standard Machine Warranty" included in this proposal for complete warranty coverage terms and conditions.

PRICE PROTECTION:

All prices are valid for thirty (30) days from date of quotation.

CANCELLATION:

On all cancelled orders the buyer shall compensate Cousins Packaging for its performance, commitments and damages as follows:

1) **Normally stocked items and standard semi-automatics without options – the buyer shall pay Cousins Packaging a cancellation fee determined by Cousins Packaging not to exceed 25% of the purchased price.**
2) **Semi-automatics with options, automatic systems, and special machines – the buyer shall pay all engineering, labor, and material costs used or committed to by Cousins Packaging plus 10% of the full purchase price. In no event shall the full amount exceed the purchase price.**

STANDARD MACHINE WARRANTY

Effective September 2016

All components used in the manufacture of pallet wrap equipment and associated parts by Cousins Packaging are warranted to be free from defects in material and workmanship for a period from date of shipment as follows: lifetime on blue pre-stretch rollers, five (5) years for metal fabrications manufactured by Cousins Packaging and three (3) years for buyout components (items purchased by Cousins). Bought-out commercial OEM assemblies including lift-tables, air compressors, etc. are covered by the OEM's warranty. Cousins Packaging will, at its sole discretion, repair or replace any defective components.

Not covered by this warranty is normal wear of components such as, but not limited to; belts, chains, fuses, bulbs, etc., or misuse or abuse of the machine or any components thereof. As well, parts returned without the prescribed paperwork will not be covered by this warranty. Labor to remove or repair any component is also not covered by this warranty. Damage in transport is the responsibility of the carrier and is not covered under our warranty.

Except as stated herein, Cousins Packaging makes no other warranty, expressed or implied, nor does it assume or authorize anyone else to assume for it, any other obligation relating to Cousins' machinery or equipment. This warranty does not apply to equipment that, in the opinion of Cousins Packaging, has been subjected to misuse, neglect, or has been repaired or altered by unauthorized personnel. All defective parts must be returned in their original state. Defective parts that have been disassembled or damaged during removal or otherwise tampered with will not be covered under warranty, unless otherwise stated in writing by Cousins Packaging. Cousins Packaging makes no warranty as to fitness of equipment for particular purposes. Cousins Packaging Inc.'s sole obligation under this warranty will be to provide for repairs to components or replacement of parts, FOB Cousins Packaging Inc., Mississauga, Ontario, Canada.

INSTALLATION/START-UP

CUSTOMER RESPONSIBILITIES:

- **Unload, unpack and inspect the equipment for any freight damage (apparent or hidden). If There is damage the Bill of Lading will need to be signed, noting the damage. You will then need to file all necessary freight claims with the appropriate carrier.**
- **Remove all interfering equipment and clear the area where the equipment is to be installed.**
- **Assemble / erect subject equipment.**
- **Furnish all electrical wiring and connections per system requirements.**
- **Furnish any air connections if required.**
- **Integrate with any existing upstream and/or downstream equipment.**
- **Provide qualified technicians, operators, and**

maintenance personnel to start-up system.

- **Lag system to the floor.**

NOTES:

1) **This work must be completed prior to the arrival of a technician if start-up supervision has been requested.**
2) **All start-up and training costs must be covered under a separate purchase order at prevailing rates. It is easier to track time, expenses, and materials.**
3) **Please allow a minimum of four (4) weeks for Scheduling start-up of systems.**