

Case Study

InSinkErator

Glue Dots® keeps new product from going down the drain

In the case of an unforeseen assembly problem, a simple solution can save a company from costly redesigns and product launch delays.

InSinkErator®, the leading manufacturer of kitchen waste disposals, encountered a problem with assembling its new line of products. Rather than go back to the drawing board, they drew on the creativity of Glue Dots International and the company's local distributor.

Problem: Electronics fall out

InSinkErator's new line of waste disposals was designed to be their flagship product. Unlike any other model, they featured electronic controls, which necessitated circuit boards and overload switches.

The circuit board and switch were positioned in a plastic housing, which workers had to turn upside-down to install the electronics. But the switch

would not stay in place when workers turned the housing over to affix it to the unit. "The switch fell out," said Pete Riebau, Senior Industrial Engineer at In-Sink-Erator. "There was no way to keep it in."

Solution: Glue Dots® help make the switch

Riebau decided to use an adhesive to keep the switch in place during assembly. Glue Dots International along with the local distributor, created a custom sized and strength adhesive that fit InSinkErator's needs.

The Auto Dot™ Pro, a variable-speed, bench top dispenser, and Glue Dots® adhesives were specified to increase worker productivity. Workers simply positioned the InSinkErator switch onto the Auto Dot Pro, which automatically dispensed the adhesive, and the switch could be put in place without falling out.



Results: Disposal ready for market

In addition to avoiding a costly redesign, which would have delayed the product launch, using Glue Dots® and the Auto Dot Pro also increased safety, productivity and product quality. Workers were able to assemble the switch quickly without using their fingers to hold it in place, avoiding injury and damage to the electronics.

"Glue Dots International and the distributor did their best to help us solve the problem," said Riebau. "It would have been impossible to assemble the switch. They saved a major redesign, reduced labor and improved quality."

Case Study

Engine Manufacturer

Glue Dots® helps major engine producer increase productivity 50%

A major producer of engine products realizes increased productivity in its assembly production process because of Glue Dots® adhesives and the Auto Dot™ Pro, a variable speed bench top dispenser.

Problem: Major bottlenecking on the production floor

The assembly process involves covering a wire harness with a fabric sleeve and heat shrinking the fabric sleeve around the harness. The fabric sleeve helps to protect the wires within the harness and provides a more aesthetically appealing part. In order for the sleeve to remain in place during the heat shrinking process, the end of the sleeve must cover and adhere to the plastic connector.

Initially, Glue Dots® were manually applied to the plastic connector straight from the dispenser box. The company's manufacturing engineer soon realized the assembly process was not keeping up

with production requirements, causing major bottlenecking.

Solution: Faster application, faster results with the Auto Dot™ Pro

The company positions the Auto Dot Pro at the end of the assembly line. Applying Glue Dots® is made faster because of the Auto Dot Pro's photo eye, which senses the registration on the adhesive liner and automatically advances each adhesive pattern. The operator applies one adhesive to one side of the plastic connector, flips it over and applies another adhesive to the other side. Once the Glue Dots® are applied to the plastic connector and the fabric sleeve is in place, the harness undergoes the heat shrinking process.

Results: Production efficiencies and product demand on the rise

"Since adding the Auto Dot Pro to the assembly process, efficiencies have improved 50%", said the company's manufacturing

engineer. The assembly rate increased from 125 parts per hour to 229 parts per hour. Meanwhile growing production requirements has precipitated an additional assembly line and two more Auto Dot Pros.



Case Study

iTunes

Glue Dots® keeps printing & packaging company rockin’

By providing complete printing, packaging and fulfillment services under one roof, companies can save their clients money while increasing their revenue. When the client is a high-profile brand like iTunes®, printers need to pay special attention to speed and precision without compromising the brand. Glue Dots® adhesives and applicators make this job a song.

Problem: Client demands precision, speed, cost-effectiveness and brand stewardship

A large Midwest printing company designs and prints plastic gift, phone and specialty cards for a variety of well-known clients. One such client, online music store iTunes®, tapped them to print multi-pack cards for high volume retailers Cosco and Best Buy.

The printer convinced iTunes® to allow them to develop cost-effective, brand-forward packaging, keeping the project with one vendor. The challenge was then to find an adhesive solution that met

iTunes® strict packaging guidelines and a fast adhesive application method. “We needed something that was fast and efficient, but it also had to be precise,” said the printer’s production manager. “iTunes® did not want messy glue strings detracting from their brand.”

Solution: Custom Glue Dots® formula & Auto Dot Pro incorporated into production line

Working with the printer, Glue Dots Intl. and a local distributor developed a custom quarter-inch, high-tack, high-profile adhesive and incorporated four Auto Dot™ Pro dispensers into the printer’s production line. The Auto Dot Pros were outfitted with jigs, allowing workers to easily apply the Glue Dots® in the right place on the clamshell packaging.

Even with the custom adhesive development, the Glue Dots® solution was on-line in less than two weeks, allowing the printer to meet

iTunes® aggressive timeline. “The Auto Dot Pro dispensers are fast and easy to use, and the Glue Dots® provide cleaner, more precise results,” said the printer’s production manager. “They’re the perfect solution.”

Results: iTunes® card packaging makes the brand sing, printer expands business

With the help of Glue Dots Intl. and the distributor, the printer was able to provide a cost-effective solution for an important client. The cards were produced fast enough to meet iTunes® shipping timelines. The high-profile Glue Dots® gave the cards the illusion of floating, which created visual interest on the retail shelf and represented the iTunes® brand well. Most importantly, it allowed the printer to grow their



business by providing complete printing, packaging and fulfillment services.