







**Background** 

Conway, one of Belgium's leading wholesalers - part of the Lekkerland Group, the specialist on-the-go consumption company who serves some 85,500 outlets across Europe - supplies Belgian gas stations, bakeries, food retailers and quick service restaurants with convenience products.



Orders from customers are received via the Conway Group's two logistic centres. To streamline the picking operation, the company introduced a robust, pick-tolight system to increase efficiency and productivity. When an order comes through, the picker is optically routed to the locations and products, which were historically then taken to four packing lines where manual workers would form the cases, pack and then seal. To enhance efficiency further, Conway worked with Ferag in Belgium, who has successfully worked as a distributor for Endoline for over 20 years, to create a solution to automate this previously labour-intensive operation within one of its logistic sites.



## Results



Handling over 3,500 boxes a day



Up to 32 cases per minute are sealed across both systems



Supports the company's goal of reducing their carbon footprint.

## Solution

An Endoline 225 Case Erector was installed and due to Endoline's unique dual opposing vacuum technology, the system can process the entire range of boxes seamlessly at a speed of 12 per minute. Two, fully automatic Endoline 704 Case Sealers were also installed at the end of the packing lines, serving two lines each. Once the formed boxes are manually filled, they are pushed down to the case sealers. Significantly, the sealers adjust themselves automatically to the size of the boxes offered, and the installation has enabled Conway to run both new and used boxes, meeting the company's goal of reducing their carbon footprint.

The solution has enabled the company to reduce more than half the number of full-time operators working on the lines, whilst enabling the increase of capacity for the future. The Conway Group is now looking to replicate the automation at its second logistics centre.

"We are very happy with the installation of Endoline's equipment. The mixed use of recovered and new boxes can pose specific challenges to the flexibility of erectors and sealers, but we have overcome this with Endoline and Ferag's solution." Okay Ozel, Conway Facility Manager.