



## Becoming more green while saving money

**“Technology for tomorrow”. For over 70 years Itoh Denki has provided quality products in motor manufacturing for their customers. “Conveying Confidence” is an assurance that Itoh Denki manufactures and develops top of the line products in conveying systems.**

### Background

With 50 employees in the United States, Itoh Denki USA had been using a dumpster for disposal. This process was proving inefficient, taking too much time and cost per year for emptying. With recycling booming, Itoh Denki was looking to make their facility more environmentally friendly by trying to steer away from plastic wrap and bubble wrap and use the cardboard they had to produce packing material for small, daily packages. Since inception in 1946, Itoh Denki has been a company built on innovation. With facilities in Japan, across Europe and the United States they have expanded tremendously from where they began as a small repair shop. Today, with over 20 years of United States production and the largest installed base in the country, Itoh Denki continues to innovate and grow to anticipate future needs.

### Objective: Save Time and Money

Prior to purchasing the HSM V-Press 860 plus B baler and the HSM ProfiPack P425 packaging machine, employees were spending valuable time getting the cardboard into dumpsters. With the high costs of dumpsters and additional packing materials purchased, Itoh Denki knew there had to be a better alternative.



The HSM V-Press 860 plus B vertical baler produces the optimal bale size for the American market, selling these bales to a recycler sees a ROI quickly, as well as being good business to go green.



“Delivery, installation and training went smoothly, like the operation of both machines.”

Mr. Richie Kosik Jr.,  
Production Manager, Itoh Denki USA



After an internet search, Itoh Denki found HSM as a local vendor who could meet their needs. HSM was quick to respond to the inquiry and was able to provide a live demo at a trade show, which both were attending.

Itoh Denki liked the technology and the ease of operating the equipment. The HSM V-Press 860 plus B baler has a smooth and silent operation, with no wire jamming for bale creation which sets it apart from other balers in the market. The machine is safe with its patented sliding door and front loading. The HSM ProfiPack P425 packaging machine is unique in the United States market, and employing it made good business sense and provided a quick return on investment (ROI).

### Outcome

Itoh Denki now has approximately two bales per week to recycle. With the HSM V-Press 860 plus B baler, they have optimized efficiency and are able to sell these bales to a recycler. The HSM ProfiPack P425 packaging machine has made them more environmentally friendly and reduced their need to purchase plastic and bubble wrap. Both machines also help reduce storage needs, which optimizes space.



Spending less time and money on cardboard disposal and saving on the cost of packing materials, Itoh Denki continues to grow and maintains confidence that they are economically and ecologically sustainable.



### Market situation

With recycling becoming more prevalent within business frameworks, many companies are looking for solutions to turn their trash to cash; not only because it helps the environment, but because it also helps their bottom line.

Balers and cardboard perforators are one of the most useful pieces of equipment designed to date for recycling. With balers, corrugate and other waste materials can be easily compacted and sold to brokers or mills providing a quick return on investment, while also allowing customers to achieve their environmental goals. Cardboard perforators quickly turn used cardboard into high-quality packing materials, while being economical and ecological.

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