



March-April 2008 Newsletter

Starview's Skin Packaging and Die Cutting Machine Sales Stimulus Package

Over the last six months we have seen a resurgence of skin packaging machine applications and sales. While the new applications are primarily for industrial packages (shipping containment) there are some new retail carded packages as well.

Entry into skin packaging is typically more capital intensive than blister packaging. We believe, with the new legislation that allows 50% or more of machinery purchases made in 2008 to be expensed for tax purposes in the current year, companies will be more willing to make the higher dollar machinery purchases required for skin packaging.

We have elected to reduce the prices immediately on all of our Skin Packaging and Roller Die Cutting Machine models to further stimulate sales of these units. The base price of every machine in the MSP, SP, SP/IR, ASP, ASP/IR and RP Series has been reduced from the prices shown in the August 2007 CD ROM set V3.0. Pricing of options remains unchanged.

If you have made recent quotations for these machines please contact us for revised prices. We hope you will use this opportunity to encourage your clients to make the move to Skin Packaging Machines from Starview.



Starview's 2008 CD-ROM Set V4.0.

We are in the process of creating the new CD-ROM set for 2008. The CD set will be similar to V3.0 distributed in August 2007. It will be a two disc set with one disc strictly for videos and the other for all of the other intellectual properties.



The new CD set will update many of the videos and provide additional ones where machines have been added to the product line or substantially updated. The product specification area will be updated with new pricing and updated specifications where needed. The Food Packaging Machinery Section will be expanded.

We would like to have your input. Is there anything we can provide in the 2008 CD Set that would better support your efforts to market and sell Starview machines? Please email your suggestions and comments to: steve@starview.net

Starview just delivered one of the largest orders in our history.



Pictured above is one of three Model BSC II 16-1824 Sixteen-station Carousel Style Fully Automated Blister and Clamshell Sealing Machines we just completed. The machines were specified and sold to a major packager of electronic components by Xpedx, A Division of International Paper.

These machines are capable of producing up to eight 5" x 7" packages at rates exceeding 12 cycles per minute. Automatic feeders as well as finished package unloading were included. The systems included bar code verification for two rows of packages. UPC bar codes on actual insert cards are compared in real time against standards entered into the PLC memory.

These machines use our Patent Pending Hot/Cold Clamshell sealing process. Included in all of our BSC and BSC II Conveyor Blister and Clamshell Sealing Machines are new features including storage for up to 99 process recipes, an alarm log file that stores the last 1000 events, an on-screen alarm icon that when touched accesses the current alarm in the log file and real time graphs for machine operating temperature and pressure.

Starview BSC & BSC II machines are available in standard sealing areas of 14" x 18" and 18" x 24". These may be configured with a minimum of 10 stations up to 20 stations and more to provide a maximum number of loading or customer provided automation stations. A BSC II series configured with four Starview pick and place feeders would be capable of feeding all components and sealing clamshell packages with insert cards, standard carded blister packages, double card trapped blister packages, half-clamshell packages and two piece club style packages.

We have a formal video of this system available upon request. Which one of your clients can benefit from the automation savings of a Starview BSC or BSC II Carousel Style Machine?

Let Starview assist your customers with machines designed to make the total manufacturing process more effective. Contact one of our sales staff for packaging solutions to help your customers reduce cost and stay competitive.

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