



Left to right: Doug Carswell, Plant Manager and Kemp Bouknight, President of Performance Packaging Inc.

PERFORMANCE PACKAGING SELECTS NEW BAYSEK EL-150

BAYSEK LAUNCHES THE NEW MODEL FOR SHORT-TO-MEDIUM RUNS.

BY JACKIE SCHULTZ



Performance Packaging, a sheet plant in Piedmont, S.C., has the first installation of Baysek Machines' new EL-150 diecutter. Founded by Kemp and Steve Bouknight in 1995, the company offers a traditional mix of corrugated products, from RSCs to multi-color diecuts. Specialties include JIT warehousing and design.

"With two flexo folder-glueers and two flatbed and one rotary diecutter, along with large box capabilities, our product offerings are broad," Kemp Bouknight, President of Performance Packaging Inc., says. "The EL-150 is a valuable addition to our company. The ability to run jobs multi-out, clean, counted and nick-free has been great."

Performance's initial conversations with Baysek began in March 2018

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KEMP BOUKNIGHT, PRESIDENT OF
PERFORMANCE PACKAGING INC.

after the company experienced considerable growth in its diecut insert business. Kemp Bouknight says the new diecutter offers production advantages and key benefits to customers. “The Baysek is a simple, one operator machine. It produces a multi-out, nick-free, clean, counted product. Our design options have been enhanced due to large die format capability and automatic trim removal. Second stage trim removal that was required on many jobs in the past has been eliminated with the Baysek and quick setups allow both small and large jobs to be run economically.”

New Design

Baysek launched the new EL-150 diecutter model to target the short to medium run corrugated converting sector. “Baysek couldn’t be more pleased than to have Performance Packaging as its first EL-150 customer,” states Mark Helbach, President of Baysek Machines.

The new EL-150 machine has the same diecutting principals and characteristics as the company’s flagship model C-170, providing nick/tag-free diecutting with fully automatic waste removal. Finished product exits the EL-150 accurately counted and stacked, offering significant time

savings as no further finishing process is required. The ability to cut a wide variety of substrates ranging from micro-flute to doublewall corrugated, solid and coated board, foil/foam/print laminate sheets, as well as large format print displays, makes Baysek diecutters one the most versatile available, according to Helbach.

Additionally, the EL-150 is designed to be expandable to accommodate large sheet sizes. “Kemp Bouknight and the Performance Packaging team challenged us with an 84” (2130mm) through format,” Helbach says. “We knew their request was a perfect match for the new EL-150.”

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A simple yet intelligent design, with standard components such as touch screen control, the EL-150 requires only one operator. Standard specifications include various modes of operation – single cycle, continuous cycle and variable speed control with no makeready required. Job changeovers can be accomplished in as little as 10 minutes. Combined with affordable pricing and low maintenance costs, a quick return on investment is anticipated. Baysek cutting dies are also interchangeable between machine models for ease of transfer if trades for other Baysek diecutter models are made.

“We were excited to be chosen and challenged to provide the diecutting solution Performance Packaging was looking for,” Helbach says. “Machine feedback from Kemp and the Performance Packaging team on the EL-150 has been exceptional. It has been a true pleasure to work with Kemp and the entire Performance Packaging team. They are good and talented people and we look forward to a long-lasting relationship with all.”

Baysek offers aftersales service to all customers, with a large inventory of spare parts in stock at US and UK offices for maximum customer service and machine uptime.

Bouknight says his experience with Baysek in terms of the sales process, installation and training has been

extremely positive. “Vern Engle, in sales, has been very responsive and a real pleasure to work with. The Baysek team has always been easily accessible and service has been excellent. David Helbach, Baysek’s founder, is a pioneer in machine development for our industry.

David and Mark Helbach and all the folks at Baysek have been easy to work with on this project. They build a solid, American made machine that the industry can be proud to support.”

Continued Success

Performance Packaging is currently in its third facility – a 40,000-sq-ft modern main building with an additional 16,000 sq ft for warehousing. “Our typical client requires warehousing, design and quick service. Assembly is also very common,” Bouknight says.

The company continues to invest in new technology and infrastructure. Investments in the past year include \$800,000. “Doug Carswell, our Plant Manager, did a great job overseeing this massive project,” Bouknight says. Investments included a new waste extraction system and baler, a McKinley two-color flexo folder-gluer, tractor and trailers and the new Baysek diecutter. “Our Baysek will be an asset for years to come and has already helped deepen our partnership with several key customers,” he says.

Summing up Performance Packaging’s success, Bouknight says, “Being second generation box makers, my brothers and I grew up in this business. Summer and Christmas breaks always meant working on a diecutter, press or baler. I learned more from my father, Bill Bouknight, a principal owner of Sunbelt Container, now part of both PCA and Supply One, than in any college class or seminar. He was a great father, businessman and a real people person. God has blessed this company with talented employees and loyal customers throughout its 25-year history. It has been fun to be along for the ride.” ■