

**CASE STUDY**

**SEABOARD FOLDING  
BOX BOOSTS EFFICIENCY  
WITH AUTOMATED SCRAP  
REMOVAL SYSTEM**

Westminster, MA



# INTRODUCTION

Seaboard Folding Box Company is a full-service provider of high-quality folding cartons with extensive design, pre-press, printing and finishing capabilities in Westminister, MA. Seaboard has a 60+ year track record of manufacturing folding cartons for a wide range of industries and takes pride in getting the job done right and on time, every time.

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## THE CHALLENGES

Seaboard was known for its responsiveness, attention to service, and top-notch quality, but its old scrap system was struggling to keep up with production. A planned expansion to a new facility meant they needed a better way to handle the scrap from manufacturing operations.



### Inefficient System Design

The old scrap system was overloaded and labor intensive. The new system needed to be capable of handling Seaboard's increased capacities while reducing labor costs.

### Costly Heating and Cooling

High energy bills from heat loss plagued the old facility. The new building would have a fully conditioned production floor, so energy efficiency was of utmost concern.

### Insufficient System Capacity and Grade Segregation

Bale quality needed improving, and the old scrap system was undersized and couldn't support additional equipment lines.

# AES SOLUTIONS

Seaboard turned to AES for an innovative solution to overcome these challenges while achieving the speed, reliability, and capacity needed to enable future growth. AES provided a turnkey system to help achieve these goals, with a scope of work that included system design and engineering, equipment selection and integration, the fabrication, rigging, and installation of twin cyclone collectors and associated ducting, divert valves, fans, support structures, and a fresh air intake system.

## Improved System Efficiency and Redundancy

With a new automated scrap removal system installed, Seaboard's high speed die cutters could operate at full capacity, improving the overall throughput and efficiency, while automated features helped deliver labor savings. Built-in redundancy helps reduce downtime and the system now has capacity for new machines as Seaboard continues to grow.

## Fresh Air Make-up System

AES's fresh air make-up system eliminated the need for an expensive dust filtration system, bringing cost savings upfront and month-over-month, while improving the efficiency of the HVAC system.

## Energy Efficient Motor Controls

The use of energy-efficient motor controls further reduced Seaboard's energy expenditures, resulting in additional savings each month as well as a sizable rebate from the company's utility provider.

## Grade Segregation Features

The system was built to maximize scrap revenues by enabling efficient separation by grade, adding to the overall ROI of the project.



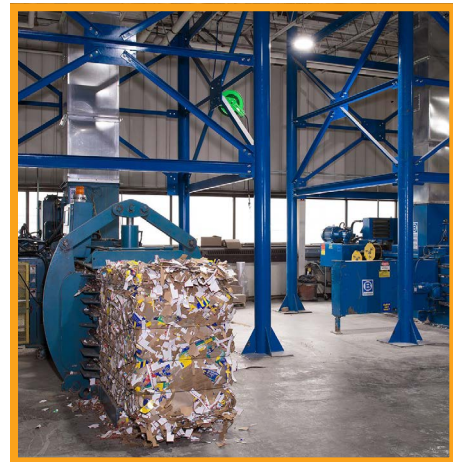
# THE RESULTS

With the new automated scrap removal system and fresh air make-up system installed, Seaboard was able to achieve their goals of improved operational efficiency, labor savings, and system redundancy with capacity for future growth. Seaboard achieved significant cost savings on their energy bills, received a sizable rebate from their utility company, and realized upfront cost savings by avoiding the need for an expensive dust filtration system. Thus, Seaboard Folding Box was able to boost overall operational efficiency and increase product throughput.

**1**  
**Equipment  
and Infrastructure  
Cost Savings**

**2**  
**Energy Savings  
and Sizable  
Utility Rebate**

**3**  
**Excess System  
Capacity and  
Redundancy**



# About AES

AES is a leading full-service provider of integrated conveyance systems specializing in scrap, trim, and dust that designs, builds, and maintains economical solutions for more efficient byproduct handling. As a single source for conveyance needs, AES engineers custom scrap systems and works as a partner in process improvement to help businesses achieve greater profitability, productivity, and sustainability in their manufacturing operations.



Single Source for Conveyance Needs



Custom-Engineered Scrap Systems



Partner in Process Improvement

**SOLVE YOUR SCRAP PROBLEMS.**  
**CONTACT AES TODAY.**

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