Success Story Robatech AG

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## **Application of Hot Melt Adhesive in Ice Cream Paper Cones**

ZhongShan Dayuan Industrial Co., Ltd. uses Robatech adhesive application systems in its high-end ice cream paper cone machines. The company was looking for a gluing solution that enables a stable production of ice cream paper cones at high speed.

Founded in 1995, **ZhongShan Dayuan Industrial Co., Ltd.** is a professional and leading supplier of eco-friendly paper products, post-press processing equipment and paper carton products located in Zhongshan, Guangdong. After more than two decades of exploration and development, the company has become the market leader with four products which are designed and produced based on independent innovation: ice cream paper cone machines, carton erecting machines, paper cone cup machines and automatic punching machines. These products are highly recognized by domestic and international customers in more than 70 countries and regions. In recent years the company started to develop clamshell box window sticking machines, automatic paper roll slitter machines, waxing machines and hot air forming lunch box machines. The new products received positive feedback from the customers after being released into the market.

Dayuan has introduced to the market its own paper cone cups, which were professionally produced with the company's paper cone cups machine and have been certified by the relevant national hygiene authority. These paper cups have been widely used during Shanghai World Expo in 2010, at Shanghai Pudong International Airport and Hongqiao Airport, as well as other major domestic airports and public facilities, and have become very popular in the market.



Dayuan facility located in Zhongshan, Guangdong

At its early stage, Dayuan used a brand of hot melt application systems, which caused a number of problems. After much investigation and many tests, Mr. Chuanyong Cao, founder of the company, finally decided to choose Robatech as their supplier. In 1997, Dayuan started to replace all of its equipment with Robatech. Since the first project, Dayuan has widely applied Robatech gluing heads in its paper cup and carton erecting machines and other equipment.



Mr. Chuanyong Cao, General Manager of Dayuan

The cooperation between Dayuan and Robatech started from a high-end ice cream paper cone project, where the production speed was set to 220 to 250 pieces per minute. There were some special requirements in this project. Firstly, the starting points needed to be accurately positioned. Secondly, the cut off needed to be accurate, and the beads needed to be of the same width. To meet these requirements, Robatech's experienced specialists worked out an

ideal process solution: They combined the 5-kg tank melter Concept with the proven jetting head AX Diamond. It was clear that this sturdy application head was the right choice. Its filter, integrated into the head's heating block, avoids nozzle blocking and its nozzle protector minimizes nozzle damage and heat loss. All these features contribute to a precise tear-off and fewer operation interruptions. Especially the insulation of the application head, called CoolTouch insulation,

increases safety at work and uses energy efficiently: It ensures a constant melting temperature and prevents any undesired impacts of airflow.

"After repeated tests, we all agreed that Robatech was our best choice, as its products have the best gluing effect and a longer service life. It is a more economic and practical solution as we can save more on spare parts" said Mr. Chuanyong Cao, owner of Dayuan. "Robatech provides a 7 x 24 h service hotline, allowing users to contact us at any time," Mr. Michael Cao, Sales Manager of Robatech China, said cheerfully.



Ice cream paper cones



Dayuan paper cup machine with Robatech melter Concept (on top) and application head AX Diamond

After the replacement, customers spoke highly of the Robatech adhesive application system. "Robatech machines have proven to be our perfect match because back then, the project gave priority to the production speed and Robatech could ensure stable operation at a high speed." Mr.

Chuanyong Cao was very satisfied with Robatech. "The long-term cost efficiency, quality and durability offered by this leading technology are the main reasons for customers to choose Robatech. In terms of cost, the Swiss-made Robatech is slightly more expensive in price, but it can significantly bring down the overall cost in the long run, thanks to its energy saving, long service life and operation efficiency." added Mr. Michael Cao, Sales Manager of Robatech China.



Mr. Chuanyong Cao, General Manager of Dayuan, and Mr. Marcel Meyer, President of Robatech



Mr. Chuanyong Cao, General Manager of Dayuan, and Mr. Rakesh Kumar, Managing Director of Robatech China

Looking back, Mr. Chuanyong Cao said, "We have been working with Robatech for more than two decades and we have had a delightful time. We have much trust in Robatech machines."

For more information, please visit our website: www.robatech.com

Robatech with headquarters in Muri / AG in Switzerland is a worldwide leading provider of adhesive application systems for a variety of industry sectors. The product portfolio of the service and technology leader for green adhesive application solutions comprises hot melt adhesive and cold glue as well as PUR solutions. Robatech is present in more than 70 countries. Since 1975, the company has delivered high-quality controls, application heads, and dosing systems that are unmatched in terms of speed, precision, and reliability.

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