

## **A-ARM - MOST COMMON QUESTIONS**

### ***Why is the A-Arm sell price up to \$4,000 less than the competition?***

The unique A-Arm technology that attaches and cuts the film at the top of the load is a singular device with one fractional HP motor. This singular device did away with a multitude of costly components like the clamp, the (air or electric) components that supply power to the clamp, the film cut and wipe and all the electrical control components. This resulted in a tremendous cost reduction in both components and assembly labor. Cousins Packaging decided to pass these cost savings on to our customers.

### ***Why does the Arm flex during the wrap cycle?***

The A-Arm is designed to flex during the wrap cycle. This allows for any misalignment that may cause undue pressure on the clamp through the wrapping process. With turntable clamp style machines, there is no allowance for misalignment, so the load has to be placed in a strategic position to the clamp every time or there will be an issue in the wrapping cycle. The operator's ability to consistently spot the load properly is so erratic, problems and breakdowns are common. The net benefit with the A-Arm is, no need or concern for sensitive load placement, no clamp trip hazard, no turntable clamp taking up a portion of your turntable load area resulting in your load having to hang partially off the turntable while wrapping. To spare the operator the concern for proper load placement the arm is allowed to move. The arm is designed to "flex".

### ***Why does the A-Arm reduce the possibility of forklift damage?***

Lift operators have been known to hit and damage stretch wrappers. Forklift damage to turntable clamps was one of the main reasons for Cousins to engineer a better way to automatically grip and attach the film. The arm that does the attaching, gripping, and cutting of the film is up in the air and much easier to see by the operator compared to a clamp on a turntable or cut/wipe assembly where the visibility is usually obstructed by the load.

### ***What are the advantages of starting the wrap cycle at the top of the load instead of the bottom?***

Because the A-Arm starts wrapping the load at the top, the load is stabilized earlier in the wrap cycle. The machine has three (3) program adjustments that can be easily accessed and changed with the standard touchscreen operator interface. The A-Arm is capable of wrapping very light or unstable loads with these simple adjustments:

- 1) Automatically reduces the tension (force-to-load) at the beginning of the wrap cycle.
- 2) Sets the height of the film carriage before the first turntable revolution so there will be more layers (weight) used to attach the film to the load.
- 3) Select a slow (scanning mode) first turntable revolution to secure the load before introducing the fast turntable wrapping.

Another benefit is the film tail is left on the top of the load instead of the bottom. See the description below.

### ***What are the benefits of leaving the film tail at the top of the load?***

All film tails can unravel unless secured by a heat seal or other device. Conventional types of automatic pallet wrappers leave the tail at the bottom of the load. The patented A-Arm leaves the tail at the top because of its unique and simple way of cutting and clamping the film. Tails at the bottom can drag on the floor and get tangled in the wheels of the material handling equipment as well as getting wrapped around conveyor rollers both causing maintenance issues. More importantly it can become a potential safety hazard with the possibility of people tripping on the film tail. Film tails that are positioned on the top usually remain on the top of the load providing the highest level of load integrity.