

## Forming Collars – the shape of things to come.



**Now manufacturing:  
Forming Collar Assemblies**

### One company, two specialties.

HOUSTON – A long-time leader in the design and manufacture of sealing jaws, Southwest Endseals is expanding to include bag-forming collar assemblies for both vertical and horizontal form-fill-seal packaging machines.

“We are designing our company around our clients’ needs,” says John Deterling, president. “Now, instead of having to go to one supplier for the collar and another for the jaws, they can rely on Southwest Endseals as a single source for both.”

By streamlining the process, Southwest Endseals will save clients valuable time and help them improve efficiencies.



**Dennis Kokkinis,**  
Company-wide Sales Manager

Dear friends, clients, and colleagues,

These are exciting times at our company. This spring, we’ve added a new specialty area to the services we offer: Forming Collar Assemblies. This expansion enables us to deliver the entire form/seal assembly, rather than just one part of it. It also capitalizes on our greatest strengths: problem-solving, CAD design, and in-house manufacturing.

#### **New area is up and running.**

I am delighted that Dennis Kokkinis will be heading the new department. Dennis has a long track record in the industry, and we will benefit from his considerable knowledge of form assemblies. He has already put together a stellar design/tech team.

As our company grows and changes, some things remain constant. Every day we come to work focused on solving whatever challenges come our way. Above

all, we emphasize teamwork. Every time a project comes to us, we try to do it better than it has ever been done before.

#### **We succeed when you succeed.**

The ingenuity and dedication I see in my team explains why Southwest Endseals has been a mainstay of the packaging industry for more than 30 years. Our name carries a lot of weight with our packaging clients, and we cherish that reputation. In adding forming collar assemblies to our capabilities, we will go the distance to ensure the reliability and superior quality you expect.

The next time you have a need for sealing jaws or forming collar assemblies, we’d welcome the opportunity to prove what we can do for you. I invite you to call anytime we can be of service: **866-832-1454.**

*John A. Deterling*  
President



At Southwest Endseals, all manufacturing is done in-house – from milling, to forming, to assembly. Because no part of the process is outsourced, we are able to achieve a matchless level of quality control.

### **New department head is no newcomer.**

Problem solving on forming collar issues is a way of life for Dennis Kokkinis, who heads the company’s new Forming Collars area. A native of Houston, Dennis has primary responsibility for ensuring that the team delivers work of the highest technical excellence.

In his 23-year career in the industry, Dennis has been deeply entrenched in both technology and client service. There’s almost nothing he hasn’t dealt with. But he loves a good challenge, so feel free to throw your thorniest problem his way and watch him go to work! Give Dennis a call at **866-832-1454.**

### **Ask Southwest Endseals**

**Q: Why is flexible film forming so critical?**

**A:** In recent years, there have been huge advances in packaging materials and technology. These require greater precision in film forming operations than was previously required.

If the film is not formed properly, the forming assembly will not track correctly, and the package barriers may become compromised. If this happens, you’ll get “lightning” marks on the package. But far worse is that the package may let in moisture, oxygen, or UV light, which will shorten the shelf life of the product.