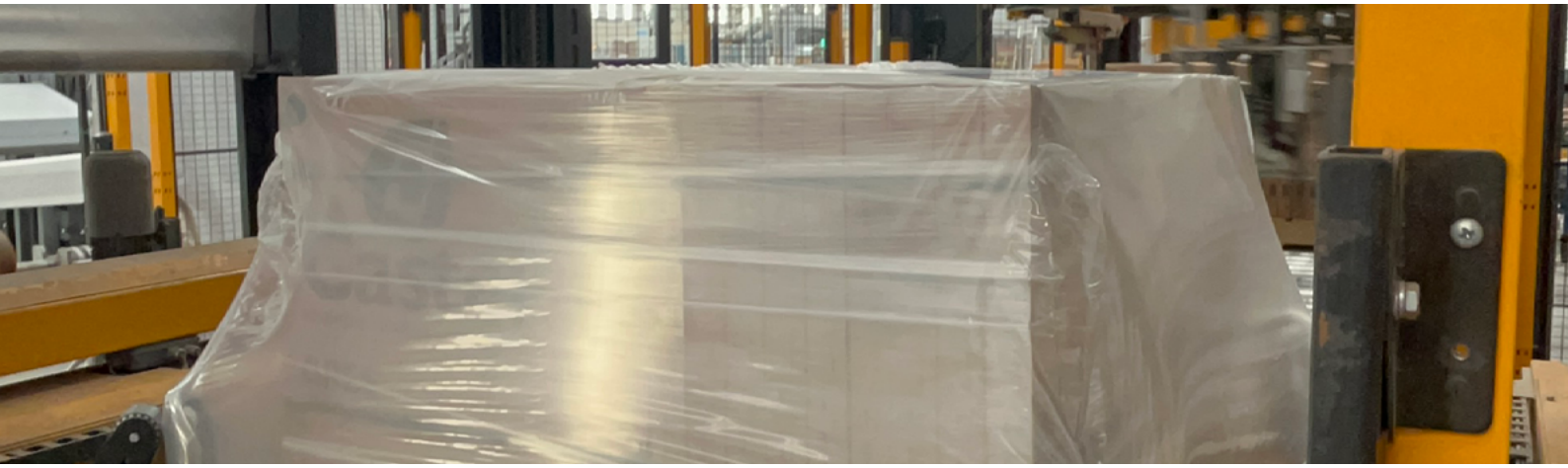
ExxonMobil Signature Polymers

Case study



Exceed™ Tough+ Exceed™ Flow

Salaverry displaces EVA resin in stretch hood film while incorporating recycled content, simplifying design, and improving mechanical properties

Downgauging opportunity

Can incorporate recycled content

Mechanical properties

Potential cost savings

Data and results presented herein apply specifically to the noted application under this fact sheet.
Your results may differ depending on factors such as operating conditions, equipment and materials used.

Challenge

Improve the performance of stretch hood films while simplifying design.

Salaverry, a Mexican company founded in 1991 located in Tlaxcala, MX currently produces 95% of its solutions for industrial applications and 5% for high performance films. They create multipurpose stretch hood film for industrial pallets in applications such as construction, salt mines, resin bags, supersacks, and bottle packaging. They historically used resins from ExxonMobil competitors for their general-purpose applications including resins for stretch hood. Salaverry recognized that it needed to evaluate performance resins instead of commodity resins to improve mechanical properties in its solutions and simplify complex formulations.

They teamed with Innova Group, a company founded in Castellon, Spain with more than 20 years of experience in the manufacturing of packaging technology, and local distributor Materias Primas to solve the challenge.

Solution

Salaverry used Exceed Tough+ to improve the performance of its stretch hood films, enabling them to create a monomaterial structure replacing a complex 7 resins structure.

The following performance polymer grades were used in different formulations based on requirements:

1. Stretch hood with excellent performance for heavy load. (Exceed™ Tough+ m 0512)
2. Stretch hood with excellent performance for general applications. (Exceed Tough+ m 0512 with Exceed™ Flow m 1020)
3. Stretch hood with excellent performance for general applications with post-consumer recycled content (PCR) incorporation. (Exceed Tough+ m 0512 with Exceed Flow m 1020 + externally sourced PCR)

Materias Primas innova group GRUPO EMPRESARIAL GESSA SALAVERRY

Technical support on ExxonMobil Signature Polymers was provided by local distributor Materias Primas. "This was a terrific collaboration," said Ricardo Gonzalez, Customer Application Developer for Materias Primas. "Salaverry was looking to innovate and create a higher performing stretch hood solution and ExxonMobil partnered with us to test and optimize the formulation, leveraging value based tools to provide detailed analysis on cost reduction in terms of cost per kilogram of film."

Results

Stretch hood films with good toughness, puncture resistance and high holding force.

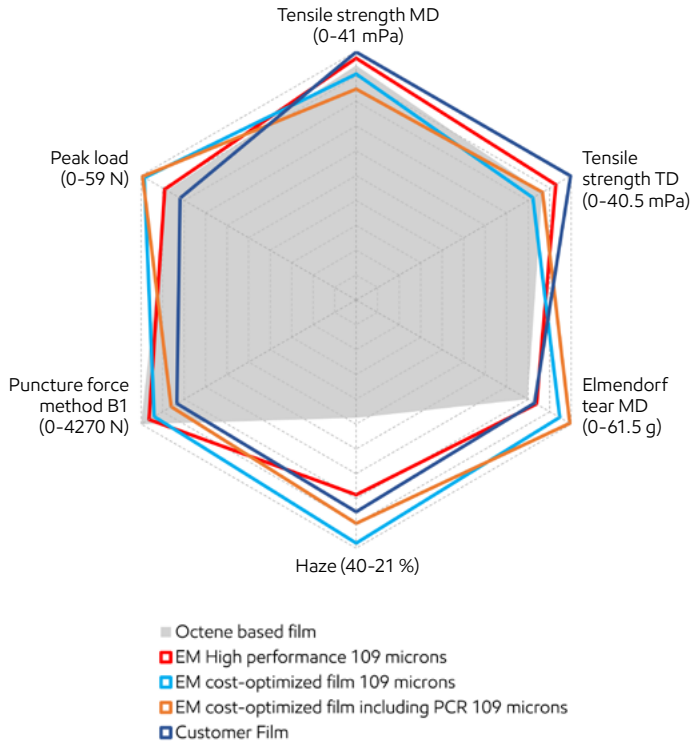
The collaboration resulted in simple formulations (monomaterial solutions) without EVA resin, with the potential to incorporate recycled content while maintaining mechanical properties. It allowed Salaverry to have a simpler operation avoiding formulation errors, and preventing film production and delivery delays associated with EVA supply issues. The monomaterial structure maintained mechanical properties in comparison to the formulation with EVA, ensuring consistent film quality.

"With the stretch hood film, we can provide protection and impermeability for our customers' palletized products. This film conforms to the dimensions and shape of the load, making it water, dust and UV ray resistant," said Ángel Valls, Sales Director, Innova Group.

There is flexibility to adjust the formulation depending on requirements and type of application, providing cost optimization possibilities that can be competitive with imported films. The company was also able to downgauge film up to ~13% compared to the previous solution, going from 118 microns to 102 microns.

"We are confident that this solution will help to grow our business," said Rafael Saldaña Jimenez, Director, Salaverry. "This will accelerate the acquisition of a new 5-layer machine for stretch hood with the savings resulting from the new formulation."

With stretch hood film from Salaverry certified for Innova Group machines, the OEM considers this as a great opportunity to penetrate the Mexican market with the use of films produced in country, that meet resistance and pallet wrapping requirements.



ExxonMobil Signature Polymers

Bring your impossible

ExxonMobil Signature Polymers was born from the belief that people fuel progress. From automotive and construction to packaging, agriculture, industrial, and beyond, we leverage the scale and reach of ExxonMobil to deliver the insights and innovations that empower our diverse, global partners to take their businesses to new heights. We continuously work to provide the listen-first, service-driven, game-changing collaboration that unlocks opportunities for our partners and advances their business goals.

What's new: ExxonMobil Signature Polymers

All our polymers are now positioned under a single portfolio brand: Signature Polymers. The aim is to simplify our product architecture and naming to improve portfolio navigation for you. We would like to stress that our commitment to high quality products remains the same. The composition of the products are unchanged, it is only the names that updated. We will be making these modifications over the next few months, through mid 2025, so you will see both old and new grade names highlighted during that time. Here's a quick overview of brand and grade that have been changed in this document:

Legacy Commercial Name	New Commercial Name
Exceed™ XP 7052ML	Exceed™ Tough+ m 0512
Enable™ 2010 MA	Exceed™ Flow m 1020

Want to see what's changed in our portfolio? Go to exxonmobilchemical.com/sptransform