

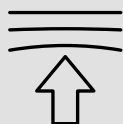


Exceed™ Stiff+

EPISA creates opportunities for new markets through the creation of stronger heavy duty bags with a simplified formulation



Downgauging opportunity



Stiffness



Strength



Simplified formulation

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

Challenge

Improve the performance of heavy duty bags while simplifying design.

Empaques Plasticos Industriales (EPISA), one of Mexico's leading flexible packaging manufacturers since 1964, is focused on serving industrial customers with a breadth of applications in heavy duty bags (FFS, open valve), stretch hood, stretch films and flat films for packaging. EPISA was looking to simplify their formulation, reduce HDPE and build potential for stronger customer differentiation in the market through heightened performance.

Recent regulation from the Mexican government demanded that 50 kilogram bags transition to 25 kilogram bags, providing the potential to open new opportunities for growth in markets typically dominated by raffia bags.

Solution

EPISA used Exceed™ Stiff+ performance PE in its formulation to provide the high performance needed to reduce the amount of HDPE and replace the incumbent LLDPE resin, while providing opportunities for downgauging.

"We trust ExxonMobil Signature Polymers as a technology partner and we are always willing to experiment with new grades in search of improvements for our customers," said Alejandro Palomino, Operations Manager, EPISA. "Partnership is key; we rely on their expertise and innovation to help enable our creativity and market knowledge to differentiate our products. In this case we saw a dramatic jump in performance and put it to good use."



Results

EPISA designed heavy duty sacks where the performance of Exceed™ Stiff+ resins allowed for:

- Stiffer, stronger heavy duty bags
- Formulation simplicity (less HDPE and less or no incumbent LLDPE resin)
- Downgauging potential

“Exceed Stiff+ is the best innovation in eight years in performance PE resins,” said Abraham Sleiman, CEO, EPISA. “It’s like the best batter on the team – you know it will always give you a home run. We are looking to extend its footprint within other applications such as construction shingle packaging.”



Standard formulation values represented as 100% reference
Graph data from EPISA



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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.



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