



# Perm Machine & Tool

## Company Description

Since 1970 Perm Machine & Tool Company has been a worldwide supplier of replacement parts for the metal decorating industry. With family ties connected to the can making industry since the late 1940s, Perm has the experience to deliver innovative, solution based products to the market.

## Products and Services

- Oven Chain
- Wickets
- Oven Rail
- Lubrication systems
- Wagner Coaters
- Wagner Coater spares
- Hoe printing presses

- Magnetic Side gauging systems
- Robo roller storage system
- Accu-laser alignment tool
- Used Metal Decorating Equipment
- Rebuilding service
- Field technicians
- Equipment audits
- Over 500,000 spare parts in stock

## Recent Developments

Only two years after the acquisition of the HOE Printing Press Company, Perm has revitalised the Hoe Press through upgrades and innovation. Given the brand loyalty, return on investment, quality and performance, Hoe Presses will maintain a dominant presence in the market place.



Meet the presses that do  
**95%** of all the metal  
decorating in America



For the past 35 years Perm has been supplying replacement parts to the can industry through innovative design, strict quality standards, and utilization of the finest raw materials. Perm routinely produces products that far exceed original equipment standards



OVEN CHAIN FOR ALL OVENS



WICKETS



WAGNER COATER PARTS

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[www.permmachine.com](http://www.permmachine.com)

# Roeslein & Associates



## Roeslein & Associates, Inc

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### Key Personnel

#### CEO

Rudi Roeslein

#### President

Dave May

#### Director of Operations

Brian Sneed

#### Director of Projects

Rob Campbell

#### Director of Construction & Engineering

Charles Reneski

#### Director of Engineering

Terry Leebolt

#### Business Director

Steve Martin

#### Business Development

Ron Ragan

### Company Description

Roeslein & Associates is a highly experienced, professional engineering and construction management company offering Total System Integration services from concept to completion for the beer/beverage container manufacturing, PET and filling industries.

### Company Statistics

Roeslein & Associates, Inc, established in 1990, headquartered in St. Louis, Missouri, US, has proudly designed, built and managed, over sixty D&I can line projects throughout the world.

Some of these facilities continue to operate the highest efficiencies in the industry, continually setting new benchmarks and quality standards.

### Products

Pre-assembled manufacturing systems, electrical and line control systems, production management and reporting systems, and construction/installation/start-up management.



### Recent Developments

Activities include complete D&I projects with the top tier can makers, in addition to providing specialised engineering and consulting services for global independent clients in various markets.

### Services

Consulting, engineering design and construction management for the implementation of complete beer/beverage can manufacturing facilities, PET lines and filling industries.

**ROESLEIN & ASSOCIATES, INC.**

**Concept to Completion**

**Consultants  
Engineers**

**Construction Managers**

**Project Managers**

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Pneumofore

### Company Description

Founded in 1923, Pneumofore manufactures vacuum pumps and air compressors for industrial applications worldwide. With references such as Rexam, Can Pack, Crown Cork and Mivisa, Pneumofore guarantees technical expertise to the global can and packaging industries as well as many other sectors. Leader in rotary vane technology, Pneumofore focuses on efficiency, durability, cost savings and attention towards the environment.

### Products

Pneumofore offers a full range of vacuum and air systems. Especially vacuum assists the entire aluminium can making process by safely handling products at the production stage. The **UV Series vacuum pumps** are designed for can manufacturing: air cooled, single stage machines built with rotary vane technology to guarantee long lasting operation, high performance and the lowest life cycle cost on the market. Capacity from 250 to 3,240 m<sup>3</sup>/h with 0.5 mbar(a) residual pressure.

A **variable frequency drive** is available to adapt vacuum level and energy consumption to the actual production request.

The Pneumofore offer also includes air cooled rotary vane compressors, small industrial scale vacuum, air products and a full range of accessories.

### Product highlights

- **Durability and performance:** aluminum vanes, the core of Pneumofore technology, ensure long lasting operation in any climate.
- **Reduced maintenance:** Pneumofore machines guarantee high efficiency, components durability and drastically-cut maintenance and parts replacement costs.
- **High savings:** air instead of water cooling is the Pneumofore solution to avoid water costs and treatment troubles. Variable frequency drive option ensures low power consumption. Pneumofore technology also reduces maintenance.
- **"Plug & Play":** easy to install with no foundation or water connection required. All inclusive units supplied with sound proof cabin, electrical panel, filters and inlet valve.
- **Environment focus:** less power consumption, no coolant vapor or water waste. Operation noise reduction.

### Engineering & service

Pneumofore provides global assistance and engineering. Engineers support customers from application analysis to system design till start-up. Worldwide aftermarket service ensures full performance of the systems with regular operation and long-term maintenance needs.

### Pneumofore S.p.A.

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### Key Personnel

#### President/CEO

Daniel Hilfiker

#### Director of Sales

Mauro Ferrero

#### Area Sales Managers

Marco Opessio

Ernesto Palazzo

### References

Rexam, Can Pack, Mivisa, Crown Cork, Ball Packaging and others

Visit Pneumofore at:

**Asia Cantech 2009**

**Propack Asia 2010**

**Canmaker Summit 2009**

**Cannex 2010**

Pneumofore rotary vane vacuum pumps are a proven solution for centralized vacuum in cans manufacturing, designed for tough working conditions and constant operation in any climate.

- ✓ **High capacity:** single-stage rotary pumps up to 3.240 m<sup>3</sup>/h (1910 cfm), reaching 0,5 mbar(a) (0,014 "HgA).
- ✓ **Durability:** aluminium rotary vanes to avoid replacement and sturdy construction for round the clock running. Up to 5 years warranty.
- ✓ **Energy and Cost Savings:** lowest Life Cycle Cost. Air instead of water cooling. "Closed-loop" lubrication circuit ensures negligible coolant consumption. Reduced maintenance.
- ✓ **Variable Frequency Drive Option:** for a constant vacuum level at the process and no energy waste.
- ✓ **Easy to install:** "Plug and play" pumps, no foundation or water connection required.
- ✓ **Environment friendly:** high efficiency with the lowest power consumption. No coolant vapour. Reduced noise and no water waste.

Visit us @ [www.pneumofore.com](http://www.pneumofore.com)

## Vacuum Solutions for the Can Industry



**Pneumofore**  
Rotary Vane Technology



# Identify. Analyze. Optimize.

**Body-Maker ID** technology from Pressco traces defects back to the original body-maker/trimmer in real time.

- Highest percentage read rate available
- Reads multiple font types

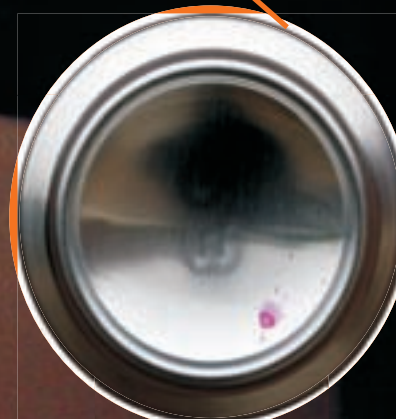
**Spray Dot Correlation** technology from Pressco links internal coating defects to improperly functioning spray heads in real time.

- Reads single or multiple dots
- Flexible color identification software algorithms



**Pressco root cause process monitoring tools allow you to:**

- Quickly identify production problems
- Trend and keep processes in control
- Reduce Spoilage



The vision to innovate, the technology to excel™

+1 440 498 2600 [www.pressco.com](http://www.pressco.com)

## Pressco Technology



### About the company

Headquartered in Cleveland, Ohio USA, Pressco brings unequaled experience and knowledge to the vision and sensor based solutions it provides to the high-speed container manufacturing industry. With over 5,000 Pressco systems installed in over 68 countries worldwide, Pressco Sales and Service Engineers are strategically located in North, Central, and South America, Europe, and the Asia Pacific region. Its industry leading technical support group is available 24/7, allowing Pressco to respond quickly to customer needs anywhere in the world.

### Technology profile

Known for over 40 years of innovations, Pressco is recognised as the world leader in developing new vision inspection solutions to improve process control and maximise profitability for companies that manufacture and fill containers. All systems consist of modular components and are individually engineered and configured to meet the needs of a specific customer's application.

Supported by more than 25 patents and a wealth of proprietary expertise, Pressco products help customers reduce spoilage, increase uptime, and provide higher quality products to their customers. The **INTELLISPEC™** system employs the latest advances in cameras, software, lighting, and optics to optimise defect detection while minimising false rejects and false accepts. Each INTELLISPEC system can be configured with up to eight cameras to provide more application versatility while minimising the cost per inspection.

### Innovations

With its powerful hardware and easy-to-use software, the **INTELLISPEC** system provides unequalled performance for today's container manufacturers. The bottom line: Pressco customers realise the lowest total cost of ownership when deploying our systems and services.

**RETRO-SPEC.** **RETRO-SPEC** software is a powerful but easy-to-use interface for configuring Pressco's **INTELLISPEC** systems. Instead of adjusting dozens

of parameters to optimise the inspection process, the Operator simply adjusts the Sensitivity Bar up or down and the **INTELLISPEC** system does the rest. The Operator can zoom in on a single part or study an overview of the last several hundred parts, which provides the unique ability to determine the proper sensitivity settings on a population of parts rather than a single part. In addition, **RETRO-SPEC** software allows the Operator to "predict" future reject rates, thus reducing the spoilage that occurs when making changes to the inspection settings.

**Optimizer.** To assist Operators during the setup process,

Pressco has developed **OPTIMIZER**, a one click software optimisation tool. The user presents the system with a set of images representing acceptable product along with a separate set of images representing defective product. A single click of

the "Optimize" button quickly adjusts all of the critical settings to optimise the inspection parameters.

The result: false rejects are minimized while maintaining the highest level of detection for actual defects.

### **CHROMAPULSE Illumination.**

**CHROMAPULSE™**, Pressco's advanced, patented lighting system with **SmartLight™** control, combines flexibility with ease of use. The operator can maintain precise control over several lighting zones to assure proper illumination, thus revealing defects that are difficult to detect with conventional lighting techniques.

### Return on Investment

Pressco continues to invest its resources to maintain its leadership position. However, technology is of no use unless it improves the bottom line, that is, how quickly a customer can achieve a return on its vision system investment. Over the last several years, Pressco has participated in several head-to-head comparisons with our competitors and the results have confirmed that Pressco vision systems provide tens of thousands of dollars in savings year after year because of total lower cost of ownership than our competitors.

One customer recently asked Pressco to help them



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**One customer discovered that  
"their spoilage rate has been  
reduced by \$50,000 per year"  
using Pressco equipment!**



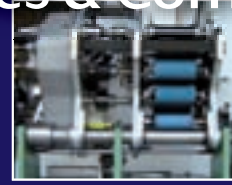
The INTELLISPEC system is able to ignore these draw marks while still detecting true rejects.

resolve a problem they had been experiencing for many years. The manufacturing process for two-piece beer and beverage containers can leave black lines on the inside surface of the can. While cans with these marks are considered good product, their vision systems had been rejecting them because their appearance is similar to actual defects. Pressco developed a software filter that allowed the vision system to ignore the black lines while still detecting true defects. The result? Their spoilage rate has been reduced by \$50,000 per year on each of their manufacturing lines!

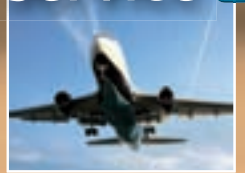
Contact Pressco to review additional results with one of our Sales Managers.

# Yes. We can!

## Machines & Components



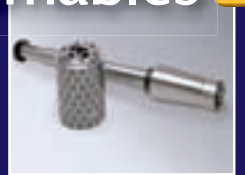
## Maintenance & Service



## Spare parts



## Peripherals & Consumables



We understand the importance of top-quality can printing. At Rosario, we are 100% committed to helping you make that unique product. That is why we offer a full service package including peripherals such as inker washers and service round the globe. Or as we like to say: from parts to a 2,200 cpm machine and everything in between.



  
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Can Technology

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# Rosario Can Technology

## Company Description

Rosario Can Technology is an independent and worldwide leading supplier in the two-piece can making industry. The company is specialised in high speed printing and within that scope offers the complete set of products and services.

## Rosario Can Technology - not just parts

Although having its origin as a distributor of Concord and Rutherford spare parts, Rosario over the last 40 years has developed to a full service organisation for coaters and decorators.



### Machines and Components

Our company builds complete coaters and decorators but can also provide separate components such as inkers or over varnish units. As no other we know how to combine your specific needs and demands with our experience and expertise. So far Rosario shipped over 50 machines, all truly Built to Order!

### Service and Maintenance

Rosario is unique, since we are common with both all OEM specs and real life machine situations. From that unique perspective as an independent we can assist during commissioning, installation, overhaul or upgrade programmes.

Moreover Rosario has developed its own training and maintenance programmes. These assure your equipment runs smoothly and efficiently.

### Spare parts

Rutherford or similar spares, assemblies, (maintenance) kits or upgrades; you name, we have it! We keep a vast stock of all regular wear parts, all at very competitive pricing. And also for Concord coaters and decorators we have developed several maintenance packages.

Besides the regular assortment our engineering department has developed several 'smart solutions', which have proven to be better or more efficient. Do you require a non standard solution? Just let us know and we'll see what we can do.

### Peripherals and Consumables

For all needs related to the printing process we offer a selection of high quality machinery and products:

- Inker Washers
- Viscosity control systems (over varnish /basecoat)
- Inker high speed test stand
- Diamond Pin chain

For more information, please check our website: <http://www.rosario.nl>

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## Key Personnel

### Managing Director

Harry van Tuyn

### Marketing and Sales Director

Jeroen Sluis

### Technical Operations Director

Roeland van den Dool

## Sandvik Hard Materials

### Sandvik Hard Materials

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[www.hardmaterials.sandvik.com](http://www.hardmaterials.sandvik.com)

Sandvik is a global company that supplies the full range of can tooling for the can industry. We provide copper press and bodymaker tooling worldwide, as well as ceramic and carbide necker tools in the Americas. Our leading can tooling technology is based on the following concepts:

#### Quality management

As a fully integrated supplier, we manage the full manufacturing life cycle of our products, from tungsten carbide raw material powder to finished tools, assuring the highest quality in every step of the production.

#### Increase customer productivity

Sandvik invests four per cent of invoiced sales in R&D to optimise the productivity and profitability of each tooling application. As a result of this continuous effort, Sandvik leads the development and introduction of new carbide grades and other materials based on the analysis of the failure mode.

#### Innovative partnership

We work closely together with our customers to understand their needs and find the right material, process, product design and technology that will improve productivity and exceed customer expectations. We also work in partnership with main coolant suppliers to ensure corrosion resistance of our carbide and with main can sensor suppliers to secure the best sensor compatibility with our tools.



Sandvik Hard Materials

**SERVING THE MARKET  
FOR 150 YEARS.  
STABLE, RELIABLE,  
CONSISTENT.  
SANDVIK.**

[www.hardmaterials.sandvik.com](http://www.hardmaterials.sandvik.com)



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>>>YOUR PRODUCTIVITY<<<

**innovative**  
PARTNERSHIP

**NO BOUNDARIES**



Sprimag

### Company Description

Sprimag Spritzmaschinenbau GmbH & Co KG is one of the world's leading manufacturers of:

- Internal coating and outside bottom coating machines for two-piece steel and aluminium beverage cans
- Internal coating and drying plants for three-piece steel cans
- Internal coating and drying plants for aluminium monobloc aerosol cans as well as aluminium bottles
- Annealing, internal coating, drying and latexing plants for collapsible tubes.

In addition to machinery for the packaging industry, Sprimag also manufactures surface coating equipment for mass-produced parts made of metal, plastics, rubber, wood, glass etc. Capabilities range from supply and commissioning of stand-alone machines to complete coating banks in various sizes and capacities.

The Quality Management System is certified through ISO 9001 and VDA 6.4 as well as the Environmental Management System through ISO 14001.

### Facilities

Sprimag is located in Kirchheim/Teck, approximately 15 minutes by car from Stuttgart airport at the Autobahn Stuttgart-Munich.

### Statistics

Otto Heinrich, who gained patents for a 'Spraying device with hand handle' in 1906, founded the company in Leipzig on 31 July 1925. Sprimag moved to Kirchheim/Teck in 1949 and has expanded steadily since then. Today, it employs 160 people and annual turnover is around €26 million.

### Services

Sprimag believes that innovative technology is the key to positive partnerships. The company's customers can draw upon its extensive experience of spraying, to find solutions to specific technical problems. Do you have a new idea for your company's products? Do you need to increase the productivity of a production line? Do you need technical assistance? If you do, contact Sprimag, who are at your service worldwide.

### Sprimag Spritzmaschinenbau GmbH & Co KG

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### Key Personnel

#### Managing Directors

Michael Anger  
Philippe Nollet

#### Sales Manager Beverage Cans

Matthias Allar

#### Sales Manager Aerosol Cans, Aluminium Tubes

Joachim Baumann

## Internal coating of bottles and cans?



[www.sprimag.com](http://www.sprimag.com)

# Standard Engineering Group



## Standard Engineering Group Inc

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### Key Personnel

#### President

Ron Schlemmer

#### Vice President

Bill Simmons

#### Director of Development

Jeffrey Berring

#### Service Manager

Dennis Marlatt

#### Accounts Manager

Jackie Schlemmer

## Company Description

Standard Engineering Group Inc is a company that specialises in the design and manufacturing of cupping, shell and draw/redraw dies and systems. Founded in 1999, Standard Engineering Group is continuing in our pursuit to be the best at what we do.



- We specialise in new and rebuilt cupping dies and shell dies.
- We offer service technicians worldwide at reduced rates.
- Press rebuilding services.
- We provide complete electronic engineering documentation along with final inspection charts.
- Spare parts.

## Recent Developments

- We have expanded our business to assist customers in Europe and Asia.
- Our new patent pending "Cushioned Pistons" reduces the largest load seen by the press during metal forming.
- New lab development systems that utilise a double action hydraulic press that can be programmed to mimic any stroke and phase angle, and also provide graphic output of press loading during the stroke to help evaluate new products and materials.



Offering new and rebuilt cupping dies, shell dies and complete systems for the food and beverage container industries as well as specialty metal forming systems and product development.

Visit us at [www.standardengineeringgroup.com](http://www.standardengineeringgroup.com)

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Stuurman

### Company Description

Stuurman BV sells both new and used metal packaging equipment. The company was founded in 1946 and is active as an agent and distributor for some of the leading suppliers in the container industry.

### Facilities

Office and warehouses are located 10km from Amsterdam airport.

### Services

We assist in disposing of or obtaining equipment ranging from one machine to complete factories. Under the Container Equipment Exchange banner we have warehousing, financing and marketing facilities available for good quality used container manufacturing equipment.

Worldwide mailing programme with the Container Equipment Exchange Bulletins.

Extensive stocking programme available for parts and tooling.

### Information update

Forward your e-mail address to [sales@stuurmanbv.com](mailto:sales@stuurmanbv.com) for automatic updates on equipment.

### Stuurman BV

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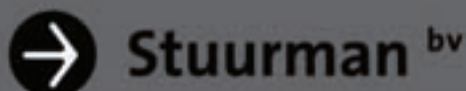
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### Key Personnel

**President**  
Rogier Stuurman



Stuurman B.V. is a responsive and flexible partner in solving your production requirements in the most cost effective way. We are a trading company in new and used production equipment. Innovative thinking combined with years of experience result in fresh yet realistic and measurable solutions. We love to be challenged, come challenge us!



[www.stuurmanbv.com](http://www.stuurmanbv.com)



# Lean and clean

Thanks to downgauging, cans are now thinner and lighter than ever before, reducing both energy consumption and the amount of material used. Combine this with the ecological advantages of high-level, infinite-loop recycling, and steel cans emerge as not only one of the most efficient forms of packaging available but also one of the cleanest. And prove they can be lean without being mean.

Technology that keeps you ahead

**Soudronic**

# Soudronic

Technology that keeps you ahead

Soudronic is the undisputed technology and market leader for canbody welders worldwide. Its installed welder base of over 5.000 systems is producing over 95 per cent of the total world production of three-piece cans.

Founded in 1953, Soudronic's headquarters are located in Bergdietikon near Zürich. Today, the company employs a staff of more than 600 people in its development and production facilities all over the world. The company's sales and service network covers more than 120 countries, reflecting a large and globally diverse customer base. Thanks to a sound financial basis, Soudronic has remained independent throughout a history going back more than 50 years.



**Canbody Welder**  
**SOUCAN 1080 FB**



**Heat-sealing System**  
**UNISEAL HSX for Peel-off Ends**

Together with its group companies, Soudronic is also the benchmark for complete production systems for

- Three-piece canmaking
- Two-piece canmaking
- Endmaking
- Systems for the production of peel-off ends

The following five Soudronic group companies are completing the industrial core of its operation:

**Cantec in Germany** – Cantec stands for the development and production of bodyformers, high performance manufacturing systems for ends, caps and easy-open shells as well as for the supply of complete endmaking lines.

**Cepak in Italy** – Cepak is a recognised high-quality manufacturer of slitters.

**Ocsam in Italy** – Ocsam is the leading manufacturer of high capacity slitters and transfer systems.

**Soudronic Guangzhou in China** – Soudronic Guangzhou is producing low and medium-speed welding machines for the Chinese market.



## SOUDRONIC AG

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# SWISSCAN

## SWISSCAN Network

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## Key Personnel

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Hans Leuenberger (Frei AG)  
Günter Rochler (Germann & Frei AG)

## The perfect line ...

... is what YOU define as such!

The SWISSCAN network of canmaking machine suppliers support your ideas and work out possible solutions according to your technical and financial requirements and possibilities.

The members of SWISSCAN can offer the two first modules of a can making line with their products: Module 1 for the can body making plus Module 2 for the downline. Furthermore existing lines can be upgraded with modifications or replacements of particular machines.

In addition SWISSCAN, as a general contractor, provides offers and prices for complete can-making lines, deals for you with the different suppliers and takes care of the details.

But before we reach that final stage you need to be informed about what's new and fits best to your way of can making.

Here comes the first service of the SWISSCAN Network in action, the SWISSCAN TOUR.

Check your schedule and let us know when you plan to travel to Switzerland and let us do the rest.

For TOUR - booking use our online booking system at [www.swisscan.net](http://www.swisscan.net)

WELCOME TO SWITZERLAND!

Can Man

Frei AG

Germann + Frei AG

Langhans Innotec

Sabatec

# SWISSCAN



[www.swisscan.net](http://www.swisscan.net)



# T D Wright

## Company Description

Setting the standard for innovative plate cylinder design in the metal decorating industry, T D Wright continues to invest in state of the art technology, process control, and CNC machine tools in order to bring customers the best products and service possible.

## News

Low maintenance, fast label changes, and improved repeatability are the hallmarks of the ENOC system. Hundreds of inkers have been successfully converted to the ENOC system as it continues to adapt to current production needs. For example, new developments include the introduction of heavy duty 24 and 32 oz versions.

## Products

TDW has developed a full line of precision plate cylinder assemblies and related accessories for the Rutherford, Concord, and other metal decorating machines. Its objective is to meet customers' needs for products that provide improved graphics at lower cost. Examples of these products include: the ENOC System, modular magnetic lightweight Concord cylinders, modular magnetic lightweight Rutherford cylinders, modular clamp cylinders, ENOC clamp cylinders, lightweight modular magnetic cylinders for Computer-To-Plate units, and accessories.

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**President**  
David McEachern

**T.D. Wright's line of Precision Plate Cylinders for Metal Decorating**

**The ENOC System:**  
Proven for faster label changes and better repeatability,

**Modular™ magnetic Rutherford cylinders**

**ENOC Clamp**

**Modular™ magnetic Concord cylinder**

**Concord Speed Clamp**

**T.D. Wright, Inc. • +1-651-227-1302 • www.tdwright.com**



# Unimaq



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E-mail: [enquiries@unimaq.co.uk](mailto:enquiries@unimaq.co.uk)  
Web: [www.unimaq.co.uk](http://www.unimaq.co.uk)

## Key Personnel

### Managing Director

Berty De Jong

### Business Coordinator

Andy Carlton

### Marketing & Sales Manager

Roman Lozano

## Company Description

Unimaq Limited is an independent global leader in all aspects of beverage can print technology, bringing over a wide experience on engineering and manufacturing to every project we undertake worldwide.

We specialise in key equipment such as six and eight colour decorators, high speed basecoaters and inker/over varnish units. Recently, Unimaq has also developed a new UV mass bottom rim coater, which brings further speed-up and spoilage reduction to the can making process.

Our company also provides accessory equipment such as inker and OV test stands and supports can makers around the world with spare parts and consumables such as gravure rollers and mandrels.

Since our origin, Unimaq has focused and acquired a lot of experience providing technical support, theoretical and practical training, equipment upgrades and productivity/quality improvements related to the beverage can decoration field.

Unimaq is specialised in providing effective and quality assistance to customers' immediate needs worldwide, for which we have an expert technical support network available everywhere required.

## Main products:

- Two-piece beverage can Decorators and Basecoaters
- Inker and Over-varnish units
- UV Mass Bottom Rim Coaters
- Inker and Over-varnish test stands
- Spare parts and consumables.

## Main services:

- Technical support/maintenance/audits
- Upgrade and speed-up on existing machinery
- Turnkey and greenfield start-up
- Quick can size changes
- Theoretical and practical training programmes
- Standardise inker units for offset printing
- Customer assistance in reducing maintenance costs.

**UNIMAQ**  
Beverage Can Print Experts

[www.unimaq.co.uk](http://www.unimaq.co.uk)

ISO 9001 REGISTERED FIRM

UV Mass Bottom Rim Coaters

Basecoaters

6 & 8 colours Decorators

The advertisement features a collage of images showing various Unimaq printing equipment, including a UV Mass Bottom Rim Coater, a Basecoater, and a 6 & 8 colours Decorator. A large, clear beverage can is prominently displayed in the center. The Unimaq logo and website URL are at the top, and an ISO 9001 Registered Firm certification logo is in the top right corner.



## Yuan Rox Machinery Co

### Company Description

YUAN ROX Machinery Co Ltd is a specialist in the design and manufacture of a comprehensive range of can body making machines for beverage, food and industrial applications.

For the past 28 years, we have installed a multitude of machines worldwide, to the complete satisfaction of our customers.

YUAN ROX's machines are known for their productivity, precision, practicality and safety.

And this is the reason why YUAN ROX machines are the first choice for customers in can body production.

YUAN ROX's reputation for dependability begins with our outstanding design capability. We are dedicated to providing customers with the finest in can body production equipment.

This drive to pursue technological perfection has produced a remarkable number of innovations. YUAN ROX's equipment is manufactured by our highly skilled technicians.

Rigorous testing is conducted throughout every phase of the manufacturing process, and machine

performance is tested before shipment. Our comprehensive technical service system will provide you with the most detailed production know-how. Outstanding design, dependability and technology – all geared to meeting your production needs.

The following are the YUAN ROX new generation machines:

1. Welding machine capacity 600 cpm (mercury free, t1, t2, welding monitor, two temperature, servo motor; dr8 0.14 mm)
2. Inner powder machine capacity 600 cpm (generation 2)
3. Outer line lacquering machine capacity 600 cpm
4. High efficiency post curing machine capacity 800 cpm
5. Vacuum can leakage tester capacity 800 cpm
6. Linear 18 kg square can air pressure can tester 50 cpm
7. Canton casing machine capacity 800 cpm  
new generation machine still in development.

### Yuan Rox Machinery Co Ltd

No 69, Lane 22, Sec 1, Hsin Jen Rd  
Tai-Ping City  
Taichung 411  
Taiwan

Tel: +886 4 2275 5011  
Fax: +886 4 2275 4464  
E-mail: yuanrox@ms15.hinet.net  
Web: www.yuanrox.com

### Key Personnel

**President**  
T H Pan

**Sales Manager**  
Newton S.

WE MAKE HIGH CAPACITY CAN MACHINES



YR-500

HIGH SPEED CAN BODY WELDING MACHINE

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- WIRE SPEED: 70 M/MIN
- INTERNET TROUBLESHOOTING
- MERCURY-FREE
- INSIDE POWDER
- TWO TEMPERATURE

YUAN ROX MACHINERY CO., LTD.

No. 69, Lane 22, Sec. 1, Hsin Jen Rd., Tai-Ping City, Taichung, 411, Taiwan  
Tel: +886-4-2275-5011 Fax: +886-4-2275-4464 E-mail: yuanrox@ms15.hinet.net http://www.yuanrox.com



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## 360° Powder Coating for Aerosol Cans and Tubes



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Hofenstrasse 18  
CH-9300 Wittenbach  
Switzerland  
Tel: +41 71 292 3434  
Fax: +41 71 292 3400  
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Web: www.frei-ag.com

## Aerosol Manufacturing Equipment



**CarnaudMetalbox Engineering plc**  
Dockfield Road  
Shipley  
West Yorkshire BD17 7AY  
UK  
Tel: +44 1274 846 200  
Fax: +44 1274 846 201  
E-mail: adrian.long@eur.crowncork.com  
Web: www.canlinespares.com



**Germann + Frei AG**  
Martinsbruggstrasse 92  
CH-9016 St. Gallen  
Switzerland  
Tel: +41 71 282 16 40  
Fax: +41 71 282 16 50  
E-mail: info@germannfrei.ch  
Web: www.germannfrei.ch



**Lanico Maschinenbau Otto Niensch GmbH**  
PO Box 3065  
D-38020 Braunschweig  
Germany  
Tel: +49 531 809 060  
Fax: +49 531 809 0627  
E-mail: info@lanico.de



**Shin-I Machinery Works Co Ltd**  
No 43 Chung Cheng St  
Chingshui  
Taichung  
Taiwan ROC  
Tel: +886 4 2623 8181  
Fax: +886 4 2623 2129  
E-mail: shinican@ms15.hinet.net  
Web: www.shinican.com



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3172 Niederwangen  
Switzerland  
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Fax: +41 31 980 8166  
E-mail: info@ch.styner-bienz.com  
Web: www.styner-bienz.com

## Anilox Coating Systems



**Anilox Metering Technology**  
Unit NM10, The New Mill,  
George Street, Milnsbridge  
Huddersfield  
HD3 4JD, UK  
Tel: +44 1484 652 680  
Fax: +44 1484 652 228  
E-mails: steve@aniloxmt.com  
pete@aniloxmt.com  
david@aniloxmt.com  
Web: www.aniloxmt.com



**John M Travis Ltd**  
Global Anilox and Printing Solutions  
**East Coast USA, European and Asian Operations**  
578 Overlook Drive  
Lancaster  
OH 43130, USA  
Tel: +1 740 689 2914  
Fax: +1 740 654 7159

## West Coast USA and Latin American Operations

27031 Trinity Heights  
San Antonio  
TX 78261, USA  
Tel: +1 740 407 0685  
Fax: +1 830 438 5782  
E-mail: info@travisitd.com  
Web: www.travisitd.com

## Bailing Machines



**Sargiani SpA**  
Via Farnesiana 84  
29100 Piacenza  
Italy  
Tel: +39 0523 615 250  
Fax: +39 0523 593 938  
E-mail: sargiani@sargiani.com  
Web: www.sargiani.com

## Base Reforming Machines



**Belvac Production Machinery Inc**  
237 Graves Mill Road  
Lynchburg, VA 24502-4203, USA  
Tel: +1 434 239 0358  
Fax: +1 434 239 1964  
E-mail: info@belvac.com  
Web: www.belvac.com

## Base Reforming Machines



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Dockfield Road  
Shipley, West Yorkshire BD17 7AY, UK  
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Fax: +44 1274 846 201  
E-mail: adrian.long@eur.crowncork.com  
Web: www.canlinespares.com

## Beading Units



**CarnaudMetalbox Engineering plc**  
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Tel: +44 1274 846 200  
Fax: +44 1274 846 201  
E-mail: adrian.long@eur.crowncork.com  
Web: www.canlinespares.com



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Fax: +41 71 282 16 50  
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Web: www.germannfrei.ch

## Body Makers D+I



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Fax: +44 1274 846 201  
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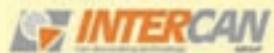
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Cincinnati  
OH 45240, USA  
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Fax: +1 513 825 1948  
E-mail: sales@oklcan.com  
Web: www.oklcan.com

## Bodymaker Spares & Repairs



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Tel: +1 314 965 0755  
Fax: +1 314 965 2286  
E-mail: dmeyer@beckoninc.com  
Web: www.beckonworldwide.com

## Can Decorating Equipment



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Web: www.intercan.co.uk

## Can & Double Seam Testing Equipment



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Web: www.cmc-kuhnke.com  
**CMC-KUHNKE, GmbH**  
Colditzstr. 34-36, Bau 18  
D-12099 Berlin, Germany  
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Fax: +49 30 2300 6666  
E-mail: info@cmc-kuhnke.com  
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Fax: +39 0521 645949  
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## Can Line Control Systems



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Fax: +90 216 466 21 20  
E-mail: kontek@kontekotomasyon.com.tr  
Web: www.kontekotomasyon.com.tr



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## Can Making Machines and Complete Lines



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Web: www.goldeneagle-can-machinery.com



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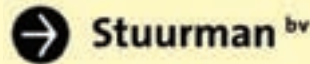
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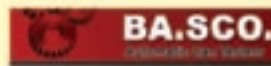


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Web: www.soudronic.com



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Web: www.stuurmanbv.com

## Can Testing Equipment



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Fax: +39 0119 355 763  
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Web: www.basco-testers.com



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Web: www.cmc-kuhnke.com

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Web: www.cmc-kuhnke.com



**InnoScan K/S**  
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Web: www.innoscan.dk

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QUALITY CONTROL

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GA 30291, USA  
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Web: www.productiontool.com



## Sencon NORTH, CENTRAL & SOUTH AMERICA

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Web: www.sencon.com

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Fax: +44 1905 795876  
E-mail: sales@sencon.co.uk

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## Can Testing Equipment



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Fax: +41 56 618 4344  
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Web: www.wilco.com



**Yuan Rox Machinery Co Ltd**  
No 69 Lane 22  
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## Can Trimmers



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Web: www.belvac.com



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Fax: +44 1274 846 201  
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Web: www.canlinespares.com

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Fax: +1 540 662 3150  
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Web: www.ashworth.com

## Can Washers



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Fax: +1 513 923 5694  
E-mail: sales@cinind.com  
Web: www.cinind.com

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Toll Free: 800 677 0076  
Tel: +1 513 923 5600  
Fax: +1 513 923 5694  
E-mail: sales@cinind.com  
Web: www.cinind.com



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**International Thermal Systems LLC**  
4697 W Greenfield Avenue  
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WI 53214, USA  
Tel: +1 414 672 7700  
Fax: +1 414 672 8800  
E-mail: matt.wingert@itsllcusa.com  
Web: www.itsllcusa.com

**European Office:**  
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Tel: +44 7900 191 352  
E-mail: david.reeve@itsllcusa.com

**Asian Office:**  
**ITS Industrial Thermal Equipment Co Ltd**  
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Fax: +86 21 6774 2860  
E-mail: matt.wingert@itsllcusa.com



**VMI EPE Holland BV**  
Gelriaweg 16  
8161 RK Epe  
The Netherlands  
Tel: +31 578 679 111  
Fax: +31 578 621 317  
E-mail: sales@vmi-group.com  
Web: www.vmi-group.com

## Capping Machines



**Sommetrade SL**  
Parque Tecnológico de Zamudio -  
Edificio 301  
48170 Zamudio (Vizcaya)  
Spain  
Tel: +34 94 431 8611  
Fax: +34 94 431 8200  
E-mail: a.martinez@sommetrade.com  
Web: www.sommetrade.com

## Cap Making Machines



**Apex Tool Works Inc**  
3200 Tollview Drive  
Rolling Meadows  
IL 60008, USA  
Tel: +1 847 394 5810  
Fax: +1 847 394 2739  
E-mail: apextool@apextool.com  
Web: www.apextool.com



**Bortolin Kemo SpA**  
Corso Lino Zanussi 34/b  
33080 Porcia (PN)  
Italy  
Tel: +39 0434 922 010  
Fax: +39 0434 921 733  
E-mail: info@bortolinkemo.com  
Web: www.bortolinkemo.com



**Cantec GmbH & Co KG**  
Helenenstrasse 149  
D-45143 Essen  
Germany  
Tel: +49 201 633 1461  
Fax: +49 201 633 1239  
E-mail: info@cantec.com  
Web: www.cantec.com



**Rainer Naroska Engineering GmbH**  
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32108 Bad Salzuffeln, Germany  
Tel: +49 5261 6606 0  
Fax: +49 5261 6606 30  
E-mail: mail@naroska.com  
Web: www.naroska.com

## Ceramic Can & End Tooling



**Lieb Precision Tool, Inc**  
1225 Aeroplaza Drive  
Colorado Springs  
CO 80916, USA  
Tel: +1 719 637 8713  
Fax: +1 719 596 3019  
Operation Manager: Mike Simonson  
E-mail: mikes@liebpt.com  
sales@liebpt.com  
Web: www.liebpt.com



**Wallram GmbH**  
Kaninenberghoehle 50  
45136 Essen, Germany  
Tel: +49 201 89636 660  
Fax: +49 201 89 63 630  
E-mail: duda@wallram.de  
Web: www.wallram.de

## Coating and Viscosity Control



**opti-color GmbH**  
Vor dem Dorf 2-12  
D-31162 Bad Salzdetfurth, Germany  
Tel: +49 5064 8077  
Fax: +49 5064 8187  
E-mail: info@opti-color.de  
Web: www.opti-color.de

## Coating Machines



**Crabtree of Gateshead Ltd**  
Kingsway, Team Valley Trading Estate  
Gateshead, Tyne & Wear NE11 0SU, UK  
Tel: +44 191 487 5071  
Fax: +44 191 487 3997  
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Web: www.crabpress.co.uk

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Fax: +49 711 69971-670  
E-mail: info@kba-metalprint.de  
Web: www.kba-metalprint.de

## LANCE SERVO METAL COATER

**Lance Machinery Co Ltd**  
No 640-1, Sec 2, Jhanghe Rd  
Hemei Township  
Changhua County 508, Taiwan  
Tel: +886 4 736 1632  
Fax: +886 4 736 1693  
E-mail: lance.coater@msa.hinet.net  
Web: www.lancecoater.com

## miotto este

**Miotto Este**  
Via Talamoni 4  
I-20047 Brugherio (MI), Italy  
Tel: +39 0392 878 284  
Fax: +39 0398 84594  
E-mail: info@miottoeste.it  
Web: www.miottoeste.it

### Coating Machines Bottom Rim

## Belvac Production Machinery, Inc. A DOVER COMPANY

**Belvac Production Machinery Inc**  
237 Graves Mill Road  
Lynchburg, VA 24502-4203, USA  
Tel: +1 434 239 0358  
Fax: +1 434 239 1964  
E-mail: info@belvac.com  
Web: www.belvac.com

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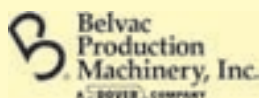


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Fax: +44 151 548 0649  
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Web: www.diccoatings.com

**DIC Coatings - Japan**  
5-58 Sakashita 3-chome  
Itabashi-ku, Tokyo 174-8520, Japan  
E-mail: dic-chemicoat@  
mc.dic.co.jp  
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Web: www.wallram.de

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E-mail: info@belvac.com  
Web: www.belvac.com



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**FMC Technologies NV**  
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Fax: +32 3 777 7955  
**US Office:**  
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**Sankyo America Inc**  
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Web: www.sankyoamerica.com



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Web: www.littell.com



**Zhejiang Hengli Shearing Machinery Co, Ltd**  
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Deqing, Zhejiang Province  
China 313200  
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+86 572 8832000  
Fax: +86 572 8832222  
E-mail: zjhzhengli@163.com  
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## Shell Tooling



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Fax: +41 62 777 4441  
E-mail: sales@canman.ch  
Web: www.canman.ch  
Member of SWISSCAN Network  
Web: www.swisscan.net

### Training & Commissioning



#### NDH Group

Grosvenor Business Tower  
TECOM C, 15th Floor, Office # 1503,  
Dubai, United Arab Emirates  
PO Box 450477  
Dubai, UAE  
Tel: +971 4 4347225  
Fax: +971 4 4347226  
E-mail: info@ndhgroup.com  
Web: www.ndhgroup.com

### Turnkey Can Making Lines



#### Cantec GmbH & Co KG

Helenenstrasse 149  
D-45143 Essen,  
Germany  
Tel: +49 201 633 1461  
Fax: +49 201 633 1239  
E-mail: info@cantec.com  
Web: www.cantec.com

### Turnkey Project Management



#### NDH Group

Grosvenor Business Tower  
TECOM C, 15th Floor, Office # 1503,  
Dubai, United Arab Emirates  
PO Box 450477  
Dubai, UAE  
Tel: +971 4 4347225  
Fax: +971 4 4347226  
E-mail: info@ndhgroup.com  
Web: www.ndhgroup.com

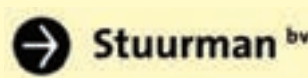
### Twist Off Caps



#### MIVISA Envases SAU

Poligono Industrial Los Pinos  
30565 Las Torres de Cotillas  
Murcia  
Spain  
Tel: +34 968 364400  
Fax: +34 968 364442  
E-mail: mivisa@mivisa.com  
Web: www.mivisa.com

### Used/Refurbished End Equipment



#### Stuurman BV

PO Box 35  
1520 AA Wormerveer  
The Netherlands  
Tel: +31 75 6283551  
Fax: +31 75 6286037  
E-mail: info@stuurmanbv.com  
Web: www.stuurmanbv.com

### Used/Refurbished Equipment



#### Can Making Solutions SL

Corredera San Marcos 37 30B  
23700 Linares (Jaén)  
Spain  
Tel: +34 953 606 375  
Fax: +34 953 691 857  
E-mail: info@canmakingsolutions.com  
Web: www.canmakingsolutions.com



#### Cazander Bros. & Sis. BV

Ring 40  
3241 CR Middelhamnis  
The Netherlands  
Tel: +31 187 471000  
Fax: +31 187 471005  
E-mail: info@cazander.com  
Factory Address:  
Kaagstraat 5b  
8102 GZ Raalte  
The Netherlands



#### Container Fabrication Machinery

2216 E Miner Avenue  
Stockton  
CA 95205, USA  
Tel: +1 209 469 7384  
Fax: +1 209 469 4826  
E-mail: sales@canmaking.net  
Web: www.canmaking.net



#### Lacueva Can Making Machinery S.L.

Pol.Industrial El Roturo  
Parcela 1, 26511 El Villar De Arnedo  
La Rioja, Spain  
Tel: +34 941 130918  
Fax: +34 941 135113  
E-mail: lacueva@maquinarialacueva.com  
Web: www.maquinarialacueva.com



#### OKL Can Line Inc

11235 Sebring Drive  
Cincinnati,  
OH 45240, USA  
Tel: +1 513 825 1655  
Fax: +1 513 825 1948  
E-mail: sales@oklcan.com



#### Stuurman BV

PO Box 35, 1520 AA Wormerveer,  
The Netherlands  
Tel: +31 75 6283551  
Fax: +31 75 6286037  
E-mail: info@stuurmanbv.com  
Web: www.stuurmanbv.com

### Used/Refurbished Metal Decorating Equipment



#### Brodie System, Inc

1539 West Elizabeth Ave  
Linden  
NJ 07036, USA  
Tel: +1 908 862 8620  
Fax: +1 908 862 8632  
E-mail: tnielsen@brodiesystem.com  
Web: www.brodiesystem.com



#### KBA-MetalPrint GmbH

Wernerstr. 119-129  
D-70435 Stuttgart, Germany  
Tel: +49 711 69971-0  
Fax: +49 711 69971-670  
E-mail: info@kba-metalprint.de  
Web: www.kba-metalprint.de



#### Miotto Este

Via Talamoni 4  
I-20047 Brugherio (MI), Italy  
Tel: +39 0392 878 284  
Fax: +39 0398 84594  
E-mail: info@miottoeste.it  
Web: www.miottoeste.it



#### Perm Machine & Tool Co

PO Box 660, 9660 Industrial Drive  
St John  
Indiana 46373, USA  
Tel: +1 219 365 5000  
Fax: +1 219 365 4847  
E-mail: sales@permmachine.com  
Web: www.permmachine.com

# Buyers guide

To advertise, contact Victoria Deakins on  
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Email: vicky@bellpublishing.com

## UV Curing Equipment



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D-72622 Nürtingen  
Germany  
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Fax: +49 7022 6002 76  
E-mail: info@ist-uv.com  
Web: www.ist-uv.com

## KBA-MetalPrint

**KBA-MetalPrint GmbH**  
Wernerstr. 119-129  
D-70435 Stuttgart  
Germany  
Tel: +49 711 69971-0  
Fax: +49 711 69971-670  
E-mail: info@kba-metalprint.de  
Web: www.kba-metalprint.de



**Roeslein & Associates Inc**  
9200 Watson Road, Suite 200  
St Louis  
MO 63126-1528, USA  
Tel: +1 314 729 0055  
Fax: +1 314 729 0070  
E-mail: sales@roeslein.com  
Web: www.roeslein.com

## Wagner Coater Parts



**Perm Machine & Tool Co**  
PO Box 660  
9660 Industrial Drive  
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Indiana 46373, USA  
Tel: +1 219 365 5000  
Fax: +1 219 365 4847  
E-mail: sales@permmachine.com  
Web: www.permmachine.com

## Washer Mats & Belts



**Ashworth Bros, Inc**  
450 Armour Dale  
Winchester  
VA 22601, USA  
Tel: +1 540 662 3494  
Fax: +1 540 662 3150  
E-mail: ashworth@ashworth.com  
Web: www.ashworth.com

## Washers for Cans



**CINCINNATI  
INDUSTRIAL MACHINERY**  
**Cincinnati Industrial Machinery**  
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Toll Free: 800 677 0076  
Tel: +1 513 923 5600  
Fax: +1 513 923 5694  
E-mail: sales@cinind.com  
Web: www.cinind.com



**Worldwide Headquarters:  
International Thermal Systems LLC**  
4697 W Greenfield Avenue  
Milwaukee, WI 53214, USA  
Tel: +1 414 672 7700  
Fax: +1 414 672 8800  
E-mail: matt.wingert@itsllcusa.com  
Web: www.itsllcusa.com

**European Office:  
International Thermal Systems Ltd**  
11 Ham Common, Richmond  
London TW10 7JB, UK  
Tel: +44 7900 191 352  
E-mail: david.reeve@itsllcusa.com

**Asian Office:  
ITS Industrial Thermal Equipment Co Ltd**  
Tel: +86 21 6774 1033  
Fax: +86 21 6774 2860  
E-mail: matt.wingert@itsllcusa.com



**VMI EPE Holland BV**  
Gelriaweg 16  
8161 RK Epe  
The Netherlands  
Tel: +31 578 679 111  
Fax: +31 578 621 317  
E-mail: sales@vmi-group.com  
Web: www.vmi-group.com

## Washer Ovens



**Ashworth Bros, Inc**  
450 Armour Dale  
Winchester  
VA 22601  
USA  
Tel: +1 540 662 3494  
Fax: +1 540 662 3150  
E-mail: ashworth@ashworth.com  
Web: www.ashworth.com

## Welding Machines



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**International Container Supply  
Customer Service – USA**  
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Fax: +1 937 291 0236  
E-mail: customerservice@icstrading.net  
Web: www.icscangroup.net  
**Customer Service – China**  
Tel: +86 137 05 288211  
E-mail: gyao@icstrading.net  
**Customer Service – Mexico**  
Tel: +52 5555 779087  
E-mail: ramador@icstrading.net  
**Customer Service – Thailand**  
Tel: +66 86 558 3033  
E-mail: chat11000@gmail.com

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**Soudronic AG**  
Industriestrasse 35  
CH-8962 Bergdietikon  
Switzerland  
Tel: +41 44 743 66 66  
Fax: +41 44 743 66 99  
E-mail: info@soudronic.com  
Web: www.soudronic.com

## Welding Machines & Weld Seam Protection



**Yuan Rox Machinery Co Ltd**  
No 69 Lane 22, Sec 1 Hsin Jen Rd  
Tai-Ping City  
Taichung 411, Taiwan ROC  
Tel: +886 4 227 550 11  
Fax: +886 4 227 544 64  
E-mail: yuanrox@ms15.hinet.net  
Web: www.yuanrox.com

## Wicket and Chains for Sheet Fed Ovens



**Perm Machine & Tool Co**  
PO Box 660  
9660 Industrial Drive,  
St John, Indiana 46373, USA  
Tel: +1 219 365 5000  
Fax: +1 219 365 4847  
E-mail: sales@permmachine.com  
Web: www.permmachine.com

# Diary

## September 2009

**Pack Print International**  
23-26 September, BITEC, Bangkok  
Contact: Messe Duesseldorf Asia Pte  
Ltd, Singapore 099254  
Tel: +65 6332 9620  
E-mail: ppi@mda.com.sg  
Web: www.pack-print.de

**PPMA Show**  
29 September - 1 October, NEC  
Birmingham, UK  
Contact: Ian Crawford  
Tel: +44 20 8271 2156  
E-mail: ian.crawford@reedexpo.co.uk  
Web: www.ppmashow.co.uk

**Propak India**  
28-30 September, New Delhi, India  
Contact: Marek Szandrowski,  
Overseas Exhibition Services  
Tel: +44 20 7840 2108  
E-mail: mszandrowski@oesallworld.com  
Web: www.propak-india.com

## October 2009

**Pack Expo Las Vegas 2009**  
5-7 October, Las Vegas Convention  
Centre, Las Vegas, Nevada, USA  
Contact: Laura Thompson, PMMI  
Tel: +1 703 243 8555  
Fax: +1 703 243 8556  
E-mail: laura@pmmi.org  
Web: www.pmmi.org

**Luxe Pack**  
20-23 October, Monaco  
Contact: Luxe Pack  
Tel: +33 4 74 73 42 33  
Web: www.luxepack.com

## November 2009

**Asia CanTech 2009  
The Conference for Can Makers  
& Fillers in the Asia Pacific Region**  
15-17 November, Royal Orchid  
Sheraton Hotel, Bangkok, Thailand  
Contact: Chrissy Payne  
Tel: +44 1474 532202  
E-mail: chrissy@asia-can.com  
Web: www.asia-can.com

## December 2009

**Dubai Drink Technology Expo**  
6-8 December, Dubai, UAE  
Contact: Vicky Lo, Event  
Coordinator  
Tel: +971 4 362 4717 Ext:166  
Fax: +971 4 362 4718  
Email: vicky.lo@index.ae  
Web: www.drinkexpo.ae

# Candid *(adj. truthful and straightforward; frank)*

**R**exam is one of the world's major beverage can producers. Since the takeover of Brazilian beverage can maker Latasa in 2003, the company has seven plants in South America, five of which are in Brazil, where the company has an estimated 64% share of the beverage can market.

André Balbi has been president and CEO of Rexam Beverage Can Americas since June of this year, having previously run Rexam's Beverage Can South America division since the end of 2004. Prior to that, he was with Latasa, and before that he spent five years with Frito-Lay.

**Q.** Brazil is a fairly large single market for Rexam. What plans do you have to develop this country's beverage can market further?

**A.** We are the largest beverage can-maker in Brazil and have unique advantages in the market. We continue to work very closely with our customers to understand their needs and what they want to do with their brand. We have aligned our efforts to provide business solutions across the customer's entire supply chain, from package development to distribution to retail display. We offer a variety of sizes, including 8.4oz, 12oz, 16oz, and Rexam Sleek cans in 9.1oz and 10.5oz. These Sleek can sizes are only produced in South America by Rexam and we offer the Rexam Slim can, which is imported from Europe. We also offer new printing technologies, such as Illustration Impact, thermochromic ink and UV, Sparkle and Glow in the Dark varnishes. These options enable brand differentiation and the opportunity to build strong presences across growing beverage categories such as soft drinks, beer, teas, juices, spirits and sport beverages, to name a few. We're excited about the opportunities in South America and are confident that our presence there will continue to strengthen.

**Q.** What other countries in South America seen as possible growth markets for Rexam and why?

**A.** In addition to Brazil, we're very pleased with the growth we've seen in Chile, among other markets. Our growth in Chile, combined with our strength in Brazil, helped contribute to an overall 11% increase in volumes for us in the first half of this year. This is just one indication that these areas continue to be recession-resilient, and the beverage can continues to be recognized as the package of choice. The growth has continued because business-savvy marketers recognise the beverage can is the right choice to build a



brand and business due to superiority in brand graphics, recycling and distribution economics.

**Q.** Going forward, where do you think the South American market will be headed, in terms of can use?

**A.** I think it will continue growing. If we can show growth during a global recession, we'll show growth as the economy strengthens. There is also a continued trend toward use of speciality size cans. Sizes such as 16oz and the Sleek options are increasingly being used by beverage marketers to stand out on retail shelves. Final consumers are

willing to pay a higher price point for this differentiation and functionality. It's opening up growth in beverage categories outside traditional soft drinks and beer. We're seeing spirits, juices, sport and energy drinks, even dairy, utilise the can to build their business.

**Q.** How has the market in Brazil changed over the past few years since Rexam's integration of Latasa?

**A.** There has been a strong shift to the use of speciality size cans. Speciality sizes grew more than 60% the first half of this year compared to last year. We took full advantage of this trend by launching our Rexam Sleek 9.1oz can in November 2008 and the 10.5oz. version in May of this year. This complements

the strong demand for the Sleek and Slim can packages we have already seen demand for in the US and throughout Europe. Our speciality size portfolio in Brazil has grown to 14% of our volumes, compared to 10% last year. This is an excellent trend as we broaden the reach of the aluminium can into a variety of growing beverage categories.

We must continue to build relationships with customers and fully explain the brand building and economic value the beverage can provides to marketers striving to build their business. We also need to team with our suppliers and improve our cost structures and improve efficiencies. We have inherent advantages over any other beverage package in terms of filling speeds, distribution economics, and, of course, recycling. But we must continue to support our customers in reducing the total can cost while reducing usage of materials such as energy, water, natural gas, etc. This is also to protect our advantages in terms of environmental superiority. We believe that the beverage can is the perfect choice for the beverage marketer who wants the best in building their brand, while projecting excellence in beverage integrity and environmental concerns – and we need to keep it that way. □

**André Balbi,  
president and CEO,  
Rexam Beverage Can  
Americas tells Suzanne  
Christiansen about  
his plans for this vast  
region**



If you would like to be featured in the Candid column, or you know someone who would, please contact Suzanne Christiansen. Email: [suzanne@bellpublishing.com](mailto:suzanne@bellpublishing.com) Tel: +44 1474 532 202

4 Wax Marks (Pass)

1 Scrap In Die (Fail)

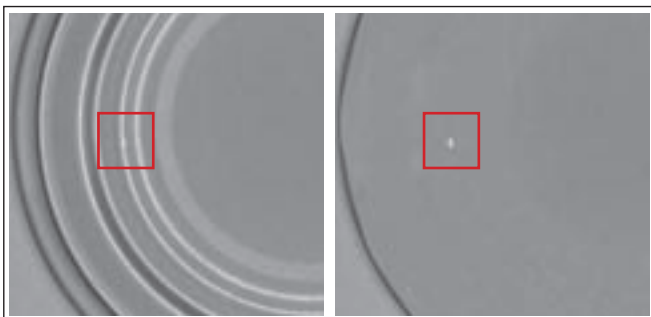
2 Coating Scratches (Fail)

2 Clipouts (Fail)

3 Compound Voids (Fail)

**1 Single Inspection Tool**

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(Actual container defect)

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