

# Why Mix & Match?



**Minster Presses** are well known in the metal packaging industry worldwide for their quality, durability, accuracy and excellent service support. It only makes sense to include Minster Automation products with your Minster cupping press. By doing so, you can expect the same performance from your Minster coil handling equipment that you have enjoyed with your Minster cupping presses. To bring it all together, a Minster PMC control can integrate both the press and coil handling equipment. This provides a single source of responsibility for your press and coil handling equipment as well as aftermarket support. So when you are considering your next cupping line, ask your cupping system provider to include both the press and coil handling equipment from Minster.

Minster can now equip your entire line with Minster designed and manufactured products including:

- High Speed Servo Feeds, or Mechanical Cam Feeds
- Pull Off Stands,
- Stock Lubricators,
- Reels,
- Coil Cars,
- Upenders, and
- Pallet Decoilers.



240 West Fifth Street • Minster, OH 45865 U.S.A. • (419) 628-2331 • [www.minster.com](http://www.minster.com)



Minster Servo Feed



Minster Stock Lubricator



Minster Heavy-Duty Reel



Minster Coil Car



Minster PMC Control

## Minster Machine Co



### Company Description

Headquartered in Minster, Ohio for more than 114 years, The Minster Machine Company has become a world leader in producing high quality products, integrated systems and services to the material forming industry. Minster's product offering is targeted to three distinct market segments: Contract Stamping/OEM, Energy/Electrical and Packaging. In 1980, Minster opened its material handling manufacturing facility in Beaufort, South Carolina, producing feeds, thread tables, straighteners, reels, coil cars, die handling equipment and systems.

### Facilities

Minster maintains a 75,000 sq ft metal casting plant, a 30,000 sq ft heavy fabrications facility and a 270,000 sq ft precision machining and high quality assembly area in Minster, Ohio as well as a precision machining and component assembly plant in Beaufort, South Carolina. The company has sales and service offices located throughout the world.

### Company Statistics

Minster was founded in 1896, and employs approximately 425 people.

### Products

Minster produces a complete line of mechanical power presses and related material handling equipment. The presses are rated from 45 to 2,200 tons, with speeds of up to 1,000 strokes per minute. For the packaging market segment, products include cupping presses for two-piece beer/beverage cans, presses for two-piece drawn and redrawn sanitary food cans, presses for high or low volume end (shell) production, easy open end conversion presses and associated material handling equipment.

### Services

Minster provides press and component remanufacturing, clutch conversions, field service, training, equipment relocation, applied research, repair parts and upgrade kits.

### The Minster Machine Company

240 W. Fifth Street  
Minster  
Ohio 45865-0120  
USA  
Tel: +1 419 628 2331  
Fax: +1 419 628 3517  
Web: [www.minster.com](http://www.minster.com)

#### Divisions

- Machinery Division
- Services Division
- Midwest Manufacturing & Logistics

#### Automation Division

134 Parker Drive  
Beaufort  
South Carolina 29902  
USA

#### Key Personnel

##### President & CEO

John Winch

##### Executive Vice President, Machinery and Automation Divisions

David Winch

##### General Manager, Packaging Group

Greg Stueve

##### Sales Manager, Packaging Group

Joel Wuebker

##### Director, Minster Services

Steve Gruber

##### General Manager, Marketing & Sales – Automation Division

Robert Allred

## NDH Group



### NDH Group

Grosvenor Business Tower, TECOM C  
15th Floor, Office 1503  
PO Box 450477, Dubai, UAE  
Tel: +971 4 434 7225  
Fax: +971 4 434 7226  
E-mail: info@ndhgroup.com

### Key Personnel

#### Managing Director

Paul Scott  
paulscott@ndhgroup.com

#### CEO

Mick Flannery  
mickflannery@ndhgroup.com

#### Financial Director

Ken Crown  
kencrown@ndhgroup.com

#### Technical Director

Paul Evans  
paulevans@ndhgroup.com

#### General Manager

Eddie Simpkin  
eddiesimpkin@ndhgroup.com

### Company Description

NDH Group LLC is your professional global partner in turnkey high speed can line installation project solutions. Project management, supply, installation and commissioning are the key focus in installing new canning lines or upgrading existing lines. With staff in the UK, Europe, United Arab Emirates, Thailand and the Philippines, NDH Group is your truly global partner. NDH Group LLC has:

- The design capability to match your requirements
- The project management skills to bring your project in on time and within budget
- The Supplier Partnerships to ensure quality solutions at all levels of can manufacture
- Engineering excellence to provide world class can making lines
- Quality staff to mobilise immediately
- The skills to provide the highest specification and line reliability
- Proven training ability to ensure your staff will maximise your production.

### Recent Developments

- NDH Group together with CanTrain Ltd announces a major expansion to Training Division to offer a full portfolio of training products from the 'core skill

database', interactive machine training manuals and our 'production database'. We are pleased to be able to provide these proven training systems to both our new and existing projects.

- Project NEBA in Baghdad, Iraq will be the first in the country and will also be the region's largest can manufacturing facility capable of 6,000cpm. The plant will have room for additional lines. It is being built for NEBA who is also the Pepsi franchisor and bottler in the country. Being built at NEBA's integrated site in South Baghdad, this enormous project posed special challenges for NDH Group. Installation of the 250ml line at the can factory has been completed and the first cans have been produced. Full production was due to start in September with the 330ml line quickly following and the End Line producing by early next year. This turnkey project was engineered and managed by NDH Group LLC from Dubai which has now engineered, installed and commissioned the first ever can lines in Iran and now Iraq.

When your can manufacturing project is critical to the profitability of your business, you should speak to NDH Group to discuss your turnkey needs.

A reflection  
on expertise,  
quality and  
professionalism.



**NDH GROUP LLC**  
TURNKEY PROJECT MANAGEMENT

- Design Engineering
- Installation
- Training & Commissioning
- Mechanical Upgrades
- Maintenance
- Production Assistance



Grosvenor Business Tower, TECOM C  
15th floor, Office 1503  
P O Box 450477, Dubai, UAE  
Tel: +971 (4) 434 7225 Fax: +971 (4) 434 7226  
info@ndhgroup.com

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

*'Delivering a First Class Service to the Canning Industry'*



Nordson

### Company Description

Nordson Container Systems Group is a leader in providing complete system solutions for applying and curing adhesives, sealants, lubricants and coatings to two- and three-piece cans. Nordson also offers ultra-violet curing and induction drying systems.

Nordson Corporation is headquartered in Westlake, Ohio with manufacturing facilities throughout the world. Nordson is a global sales and service organization with facilities for research and development, lab testing and technical support.

### Products

- Advanced spray systems for two-piece and three-piece can lines include MEG® high speed spray guns, SPC fluid controls, iTrax® spray controller and process monitoring systems
- Specialised Dispensing Guns with fast, accurate material disposition
- High-performance Eco-Liner™ Compound Gun
- Temperature Conditioning Unit (TCU) heats and cools
- CleanSpray® system to clean airless spray nozzles automatically on line

- UV Curing systems for can manufacturing
- Powder coating equipment for metal tubes and cans
- Customised Lube systems to extend die life and greatly reduce amount of lube.

### Recent Developments

- Integrated iTrax® system that combines spray monitoring, timing control and spray pressure control into one system
- iDry® Induction Compound Dryer for applying water-based end compounds at speeds up to 2,200 ends per minutes for aluminium beer and beverage ends. New Spin Speed Monitor function measures and monitors the rotational speed of each chuck on the spray machine
- CoolWave® 2 UV Rim Cure system for coating bottom rim of two-piece D&I cans for increased mobility and improved throughput
- ISC2 Induction Heating system for curing powder and liquid side-seam coatings on three-piece cans.

### Nordson Corporation

300 Nordson Drive  
Amherst, Ohio 44001, USA  
Tel: +1 440 985 4000  
E-mail: container@nordson.com  
Web: www.nordson.com/container

### Key Personnel

#### Global Sales Manager

Andreas Trouvain

#### North America Sales Manager

Kirsten Bauchrowitz

#### Latin American Sales Manager

Carlos Sanchez

#### EUROPE, AFRICA and MIDDLE EAST:

#### European Sales Manager

Jose Manuel Goriz

#### ASIA: Container Sales Manager

Chris Lui

#### JAPAN: Container Sales Manager

Shigenori Kitasako

#### Global Marketing Manager

Mark Novotny



**We've got GREEN solutions for metal packaging.**

Nordson offers a complete line of container coating and curing systems that can help you save money, improve productivity and meet ever-increasing environmental demands for sustainability.

From spray guns, controls and nozzles to induction curing ovens, our green solutions can provide savings of up to 15% in production costs through:

- Better quality
- Higher manufacturing efficiency
- Less downtime
- Lower coating material consumption
- Faster line speeds

What's more, continued innovation allows us to spray new types of coatings, creating solutions that meet industry needs now and in the future.

Going green is easy when you trust the precision dispensing experts – Nordson. Call our specialists today for an evaluation of your processes and a demonstration on how we can help improve them.

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nordson.com | +1.440.985.4000



# OVEC SYSTEMS LIMITED

## Automatic Test Equipment For Genuine Micro Leak detection



**AET1800/2400**  
On-line leak detector

Testing up to 6000 ends per hour off-line and up to 500 ends per lane on-line, AET leak detection gauges can detect and measure genuine micro-leaks, down to 0.000003 cc/sec, to provide a warning of potential problems with leaking ends.



**AET6000**  
Off-line leak detector

*Keep the Fizz in the Can!*

The AER can test up to 108 shells or ends per test run, with up to 12 separate batches. Quick change parts are available for different end sizes and the gauge provides Industry Standard results both locally and as a network output.



**AER300**  
Automatic Enamel  
Rater



**ACS100**  
Automatic Compound  
weight gauge

The ACS can weigh up to 100 ends per hour, unlined and lined, and provide an automatic output of compound weight, independent of operator skill. There is a simple tracking facility to relate results to application guns. Weight is measured to an accuracy of 0.1mg, to assist in minimising compound costs.



**CPG200**  
Automatic Compound  
placement gauge

The CPG can test up to 200 shells per hour, opening the curl automatically and measuring compound placement for both shoulder and cut edge, to an accuracy of 0.01mm. Placement is measured at several points around the curl, to facilitate the control of compound application, using data which is not dependent on operator skill.

The AES will collect a user-defined % of ends from each lane of a 2, 3 or 4-lane conveyor to provide a representative sample of ends produced.



**AES1200-2400**  
Automatic End  
sampler

***Automatic - Fast - Accurate***  
***Please give us a call to discuss your requirements!***



Ovec Systems Ltd., 5 Brown Street, Coatbridge, ML5 4AS, Scotland  
Tel +44 (0)1236 710680 Fax +44 (0)1236 710747  
e-mail: [info@ovec.co.uk](mailto:info@ovec.co.uk) web site: [www.ovec.co.uk](http://www.ovec.co.uk)

## Ovec Systems Ltd



### Company Description

Ovec Systems was established specifically to provide automatic, accurate and reliable test equipment for automated manufacturing industries.

Design, manufacture, comprehensive service and customer support, together with a calibration facility, is provided from the Head Office in central Scotland.

### Products

By working closely with End plants, Ovec Systems has developed a range of gauges, to meet and help exceed Industry Standards.

These automatic gauges include:

- AET – micro leak detectors to detect and measure true micro-leaks, down to 0.000003 cc/ sec, on or off-line.
- AER – gauges which measure enamel rating and provide industry standard results.
- ACS – gauges which measure compound weight to an accuracy of 0.1mg.
- CPG – compound placement gauges which measure both shoulder and cut edge.

### Ovec Philosophy

The philosophy behind all Ovec gauges is that there should be no operator skill or judgement required to achieve consistent, reliable

measurements, with automatic feed and discharge of Ends and results which can be sent to the plant network.

### Quality and Reliability

Although there have been ongoing developments to take advantage of improvements in technology for current gauges, the first automatic leak detector, built in 1993, is still in daily use, typifying the standards set by the company.

Ovec gauges are used in many End plants through out Europe, the Middle East, South Africa and North and South America.

### Growth in 2010

In recognition of the unique value added by AET micro leak detectors, 2010 has seen a significant increase in the number of conversion presses installed with AET online leak detectors.

Although not unique, this value has been especially recognised by Rexam Beverage Can Ireland, who, 14 years after developing an award winning pressure system (which has been replicated across the globe), recognised that its equipment which was only able to detect 0.005 cc/ sec leaks had to be scrapped to make way for Ovec AET online leak detectors on all conversion presses in 2010.

We would like to thank all our customers, new and old, for their continued support and enthusiasm, which is invaluable in our every day operations.

### Ovec Systems Ltd

8 Ovec Systems Ltd  
5 Brown Street  
Coatbridge  
North Lanarkshire ML5 4AS  
Scotland  
Tel: +44 1236 710680  
Fax: +44 1236 710747  
E-mail: info@ovec.co.uk  
Web: www.ovec.co.uk

### Key Personnel

#### MD / Chief Designer

Campbell Logan

#### Global Sales Manager

Bill Spalding

#### Accounts Manager

Anne Logan

#### Service Manager

Alistair Logan

#### Software Manager

David Kirkhope

#### Engineering Manager – Manufacturing Division

David Keatings





THE VISION TO **INNOVATE**  
THE TECHNOLOGY TO **EXCEL**

**INTELLISPEC · CHROMAPULSE · RETRO-SPEC**



INSIDE  
INSPECTION



OUTSIDE  
INSPECTION



END  
INSPECTION



DRAW MARK  
FILTER



BMD  
CORRELATION



SPRAY DOT  
CORRELATION



RETRO-SPEC  
INTERFACE



## Pressco Technology



### About Pressco

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 minimised 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.

**Draw Mark Filter.** Pressco has developed a new technology that has been proven to dramatically reduce spoilage in the two-piece beverage can manufacturing sector. This method intelligently discriminates between defects and previously unavoidable acceptable process variations. For example, draw marks often appear quite similar to critical defects such as neck pleats. Working seamlessly inside the **RETRO-SPEC** interface, this feature can be easily added to existing inspections. Recently validated by a major US production facility, this innovative technology is projected to save the manufacturer approximately \$50,000 per can line each year.



### Pressco Technology Inc

29200 Aurora Road  
Cleveland  
OH 44139-1847  
USA  
Tel: +1 440 498 2600  
Fax: +1 440 498 2615  
24/7 Customer Support:  
+1 440 498 2000  
E-mail: sales@pressco.com  
Web: www.pressco.com



### 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.

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

# Perm Machine & Tool

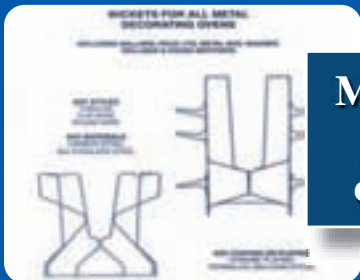


## PERM MACHINE & TOOL CO. DIVISION OF PERM INDUSTRIES, INC.

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

9660 Industrial Drive  
PO Box 660, St. John,  
IN 46373-0660, U.S.A.  
Tel: +1 219 365 5000  
Fax: +1 219 365 4847  
[www.permmachine.com](http://www.permmachine.com)

### 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

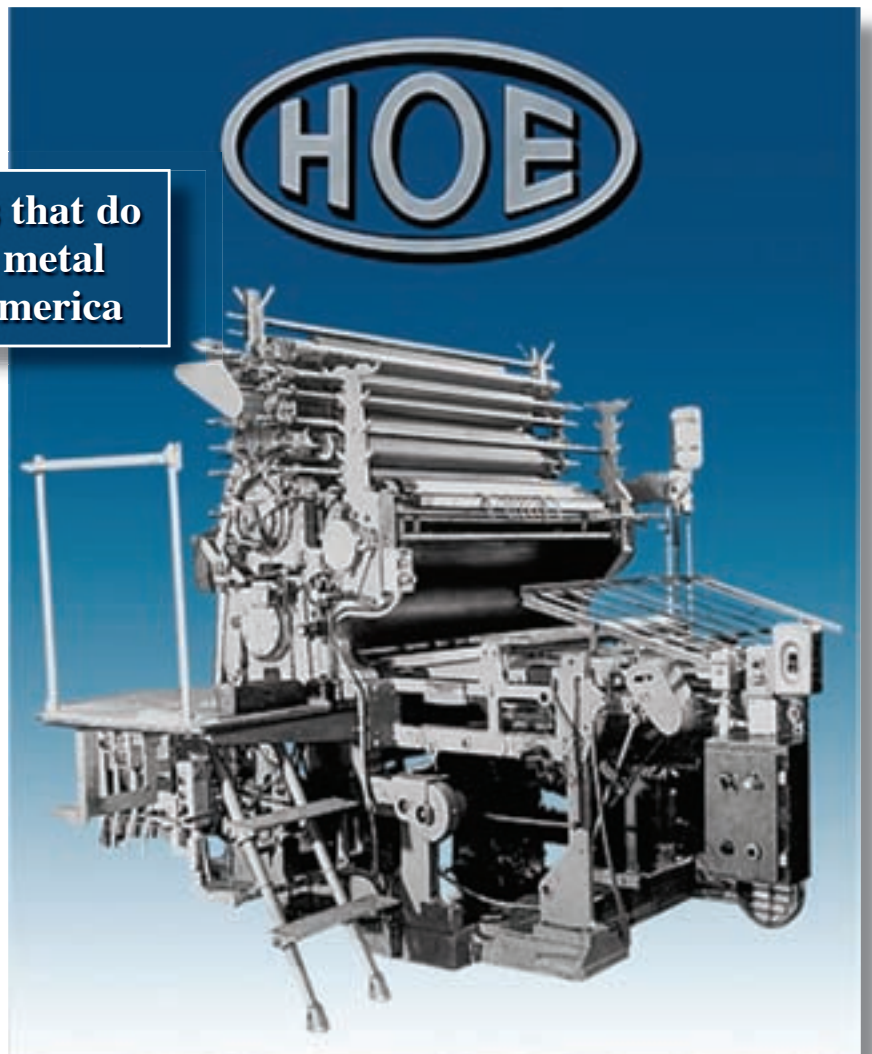
- Oven Chain
- Wickets
- Oven Rail
- Lubrication systems
- Wagner Coaters
- Wagner Coater spares
- Hoe printing presses

- 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

Four years after the acquisition of the HOE Printing Press Company, Perm has revitalised the HOE through upgrades and innovation. Perm has begun a rebuild and exchange program as well as offering new HOE presses.

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



# Roeslein & Associates



## 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 70 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, modularised manufacturing systems, electrical and line control systems, production management and reporting systems, and construction/installation/start-up technical and operational 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

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

## Key Personnel

### CEO

Rudi Roeslein

### President

Dave May

### VP & CFO

Brian Sneed

### VP – Operations

Rob Campbell

### VP – Construction & Engineering

Charles Reneski

### VP – Engineering

Terry Leebolt

### VP Operations – Denver

Steve Martin

### Director – Business Development

Ron Ragan

## Rosario Can Technology



### Rosario Can Technology, BV

Eindsestraat 129  
5105 NA Dongen,  
The Netherlands  
Tel. +31 13 579 26 00  
Fax +31 13 579 92 00  
Web: [www.rosario.nl](http://www.rosario.nl)  
E-mail: [info@rosario.nl](mailto:info@rosario.nl)

### Key Personnel

#### Managing Director

Harry van Tuyn

#### Marketing and Sales Director

Jeroen Sluis

#### Technical Operations Director

Roeland van den Dool

### Rosario Can Technology - not just parts

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.



#### Machines and Components

Our company builds coaters and decorators, but also provide separate components such as inkers or over varnish units.

#### Service and Maintenance

Rosario is unique, since we are common with both all OEM specs and real life machine situations. As such we can assist whenever and wherever you like.

#### Spare parts

You name it, we have it! We keep a vast stock of all regular wear parts, all at very competitive pricing. Besides that we have developed several 'smart solutions' and are capable of designing spares based on your specific demands.

#### Peripherals and Consumables

For all needs related to the printing process we offer a selection of high quality machinery and products, such as Inker Washers, Pin Chain and Viscosity Control Systems.

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

# Yes. We can!



Machines & Components



Maintenance & Service



Spare parts



Peripherals & Consumables



Eindsestraat 129  
P.O. Box 56  
5100 AB Dongen  
The Netherlands

T +31 (0)13 579 26 00  
F +31 (0)13 579 92 00  
E [info@rosario.nl](mailto:info@rosario.nl)  
I [www.rosario.nl](http://www.rosario.nl)



# WELCOME TO THE WORLD OF METAL PACKAGING

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*Place of Events*

## Schuler



### Schuler AG

Bahnhofstr. 41  
73033 Göppingen  
Germany  
Tel.: +49 71 61 / 66-226  
Fax: +49 71 61 / 66-659  
E-mail: info@schulergroup.com

### More News

The Schuler Group's range of products for the packaging industry is rounded out by the special presses PAL 400 and PAZ 630 of Schuler's Swiss subsidiary Beutler Nova for forming aluminum and tinplate. Applications include innovative capsule systems used for coffee and other hot beverages or light metal containers for food and pet meals.

### About the Schuler Group

As the technological and global market leader in metalforming, Schuler supplies machines, production lines, dies, process know-how and services for the entire metal-working industry. Our clients include car manufacturers and their suppliers, as well as companies in the packaging, household equipment and electrical industry. Schuler is also the market leader in coin minting technology and produces complete wind turbines. The company employs around 5,000 people and is represented by its own facilities and sales offices in 40 nations around the world. The Schuler Group also comprises Müller Weingarten, which it acquired in April 2007.

### Schuler products for packaging industry

The Schuler Group has installed around 2,500 lines for the global packaging industry since the 1960s.

#### Beverage can production

Schuler recently began offering complete cupping press systems from a single source for beverage can manufacturers. The range is based on the DA 140 cupping press with a press force of 140 metric tons for the production of two-part beverage cans, which is designed for maximum output performance. Schuler has developed a complete produc-

tion system tailored to this machine type, which includes a control system, decoilers, feed units, lubrication units and cupping diesets. These cupping press systems can be operated at speeds of up to 300 strokes per minute. In everyday practice, users generally operate at speeds of 250 strokes and thus reach outputs of around 3,000 cans per minute.

#### Aerosol can production

Schuler's XS range is a new generation of impact extrusion presses with press forces of 150 to 400 metric tons for the production of aerosol cans. The X-250S for aerosol cans with diameters of up to 59 millimeters is a high-tech line capable of operating at 210 strokes per minute – a speed which until recently was still regarded as unachievable.

### News

Schuler is currently working on a new machine to produce ironed aerosol cans. The aim is to reduce can weight by up to 50 per cent by replacing the impact extrusion process with the draw and iron process known from the beverage can industry. Schuler plans to replace the impact extrusion press with a single machine which works with disc blanks as its basic material. The machine is due to be launched in 2011.



## Efficient cupping press systems for beverage can production



### See cupping presses in operation

Presented by Schuler in Goepingen, Germany  
November 10–11, 2010

The complete production line is offered as a turn-key system, including coil line, feed, coil lubrication and die. The cupping system is supplied and put into operation in your facility from a single source.

### Ground-breaking technology that sets the standard

SCHULER AG | Bahnhofstr. 41 | D-73033 Göppingen | Phone +49 7161 66-540 | Fax +49 7161 66-659 | info@schulergroup.com | www.schulergroup.com



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 150 people and annual turnover is around €24 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

Henriettenstrasse 90  
D-73230 Kirchheim/Teck  
Germany  
Tel: +49 7021 5790  
Fax: +49 7021 579 107  
E-mail: info@sprimag.de  
Web: www.sprimag.de

### 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)



# And there really is a silver lining

Good news for the environment. Thanks to infinite-loop material use and high-level recycling, cans are among the most eco-friendly packaging forms available today. Combine this with the weight reductions and energy-saving made possible by downgauging, and it's safe to say that modern cans significantly reduce our carbon footprint. Without being accused of having your head in the clouds.

Technology that keeps you ahead

**Soudronic**

Soudronic AG Industriestrasse 35 8962 Bergdietikon Phone + 41 44 743 66 66 [info@soudronic.com](mailto:info@soudronic.com) Switzerland

# 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 90 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 around 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.



## SOUDRONIC AG

Industriestrasse 35  
CH-8962 Bergdietikon  
Switzerland  
Phone +41 44 743 66 66  
Fax +41 44 743 66 99  
info@soudronic.com  
www.soudronic.com

### Key Personnel

CEO  
Jakob Guyer

CFO  
Rocco Statunato

COO  
Peter Schreiber



Together with its group companies, Soudronic is also the benchmark for complete production systems for two- and three-piece canmaking, endmaking, lines for industrial packaging and 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.

**Sabatier** in France – Sabatier is the world's leading supplier of complete production systems for industrial packaging.

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

# Stuurman



### Stuurman BV

PO Box 35  
1520 AA Wormerveer  
The Netherlands  
Tel: +31 75 628 3551  
Fax: +31 75 628 6037  
E-mail: [info@stuurmanbv.com](mailto:info@stuurmanbv.com)  
Web: [www.stuurmanbv.com](http://www.stuurmanbv.com)

Office address:  
Produktieweg 113  
1521 NJ Wormerveer  
The Netherlands

### Key Personnel

**President**  
Rogier 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.

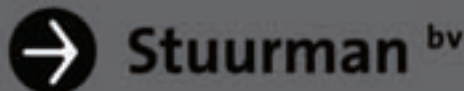
Extensive stocking programme available for parts and tooling.

### Information update

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



Stuurman 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)

# SWISSCAN

## SWISSCAN Network

Mülisacker 221  
CH-5705 Hallwil  
Switzerland  
Tel: +41 62 777 4440  
Fax: +41 62 777 4441  
E-mail: [box@swisscan.net](mailto:box@swisscan.net)  
Web: [www.swisscan.net](http://www.swisscan.net)

## Key Personnel

Ruedi Umbricht (Can Man AG)  
Hans Leuenberger (Frei AG)  
Günter Rochler (Germann & Frei AG)  
René Langhans (Langhans Innotec)  
Michael Baumgartner (Sabatec)

## The perfect line ...

... is what YOU define as such!

The SWISSCAN network of canmaking machine suppliers support your ideas and work out possible solutions up to turn-key canmaking plants, according to your technical and financial requirements and possibilities.

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.

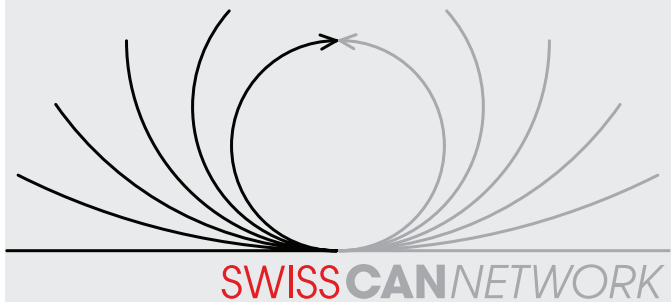
Here comes the first service of the SWISSCAN Network in action, the SWISSCAN TOUR.

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**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.

**T D Wright, Inc**

292 Walnut Street  
 St Paul  
 MN 55102  
 USA  
 Tel: +1 651 227 1302  
 Fax: +1 651 227 4465  
 E-mail: sales@tdwinc.com  
 Web: www.magneticcylinders.com

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## Unimaq



### World Headquarters

#### Unimaq Limited

Unit 2, Pinfold Lane  
Lloy South Industrial Estate  
Lloy, Wrexham LL120PX  
United Kingdom  
Tel. +44 1978 855 558  
Fax. +44 1978 855 573  
E-mail: enquiries@unimaq.co.uk  
Web: 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 Base-coaters
- 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. On the left, there's a UV Mass Bottom Rim Coater with a blue conveyor belt. In the center, a Basecoater is shown with a large white can. On the right, a 6 & 8 colours Decorator is shown with a yellow safety cage. The background is a light blue gradient with several white cans of different sizes. The Unimaq logo is in the top left, and the website URL is in the top right. An ISO 9001 Registered Firm logo is in the top right corner.

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Wallram

### WALLRAM GROUP

Herborner Strasse 45  
D-35745 Herborn, Germany  
ISO Certification 9001:2008  
Tel: +49 2772 9899-0  
Fax: +49 2772 9899-20  
E-mail: info@wallram.de  
Web: www.wallram.com

Plant Essen:

### WALLRAM Werkzeugtechnik GmbH

Schuermannstrasse 40  
D-45136 Essen, Germany  
Tel: +49 201 89 636 0  
Fax: +49 201 89 636 30  
E-mail: sales@wallram.de

Plant Krakow:

### WALLRAM CanToolEurope S.p.z o.o.

Ul. Spokojna 10  
PL-32-080 Zabierzów – Kraków,  
Poland  
Tel/Fax: +48 1228 53828  
E-mail: cte@wallram.com

### The Company

WALLRAM provides high precision tools and wear parts made of sintered metal carbides, ceramics and tool steel.

WALLRAM is known for its innovative and quality-orientated products since the founders of the company filed their first patent for sintered carbides in 1914.

We have been supplying the metal packaging industry for decades. The principle of our business is to develop a long-term relationship with our customers by providing top quality products coupled with support from concept to implementation.

### The Benefit

With our high quality products we achieve long tool life, which decreases the operation costs and supports sustainable production.

We are also offering cost-savings with qualified rework and refurbish of tooling.

### Our Products

We offer the full range of products for copper, bodymaker and necker and any other tooling which is needed for can making production.

We offer tailor-made tooling based on your process needs. With our expertise in complete tool design and processing we work with our customers to provide improved performance – for example choosing the correct carbide binder or ceramic type based on application requirements.

### Wallram Group

The WALLRAM Group is specialized for hard material applications offering products and service for different business areas.

Our main focus is on the metal packaging industry with the production sites of Wallram in Germany and Poland and LPT in the USA.



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## Can Tools & Engineering

... from Design til Implementation



### WALLRAM Group

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## Aerosol Manufacturing Equipment



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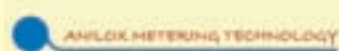


**Lanico Maschinenbau Otto Niemsch GmbH**  
PO Box 3065  
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Web: www.lanico.de



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## Anilox Coating Systems



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Fax: +44 1484 652 228  
E-mails: steve@aniloxmt.com  
pete@aniloxmt.com  
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Web: www.aniloxmt.com



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deborah@hayneswood.co.uk  
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OH 43130, USA  
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27031 Trinity Heights  
San Antonio  
TX 78261, USA  
Tel: +1 740 407 0685  
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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



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Lynchburg  
VA 24502-4203, USA  
Tel: +1 434 239 0358  
Fax: +1 434 239 1964  
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Web: www.belvac.com



**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

## Beading Units



**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

## Body Makers D+I



**CarnaudMetalbox Engineering plc**  
Dockfield Road, ShIPLEY  
W 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



**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  
Web: www.oklcan.com

## Bodymaker Spares & Repairs



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455 E Clinton Place  
St. Louis  
Missouri 63122, USA  
Tel: +1 314 965 0755  
Fax: +1 314 965 2286  
E-mail: sales@beckonworldwide.com  
Web: www.beckonworldwide.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  
Web: www.oklcan.com

## Can Conveyors/Conveying



**Arrowhead Systems, Inc.**  
**Arrowhead/Busse/SJI Corporation**  
124 N Columbus Street  
Randolph, WI 53956, USA  
Tel: +1 920 326 3131  
Fax: +1 866 580 3212  
E-mail: inquiry@arrowheadsystems.com  
Web: www.arrowheadsystems.com

## Can Decorating Equipment



**Intercan Group Ltd**  
38 Burners Lane, Kiln Farm,  
Milton Keynes MK11 3HB, UK  
Tel: +44 1908 270041  
Fax: +44 1908 270043  
E-mail: sales@intercan.co.uk  
Web: www.intercan.co.uk

## Can & Double Seam Testing Equipment



**CMC-KUHNKE, Inc**  
1060 Broadway  
Albany  
NY 12204, USA  
Tel: +1 518 694 3310  
Fax: +1 518 694 3311  
E-mail: info@cmc-kuhnke.com  
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To advertise, contact Victoria Deakins on  
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Email: vicky@bellpublishing.com

## Can & Double Seam Testing Equipment

**CMC-KUHNKE, GmbH**  
Colditzstr. 34-36, Bau 18  
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Tel: +49 30 2300 660  
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E-mail: info@cmc-kuhnke.com  
Web: www.cmc-kuhnke.com

## Can End Dies



**Amador Varas SA**  
c/Montalegre 32  
08915 Badalona  
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E-mail: varas@amador-varas.com  
Web: www.amador-varas.com



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## Can Line Control Systems



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Izmir  
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Fax: +90 (232) 479 91 91  
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## Can Making Machines and Complete Lines



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Zhejiang Province 316100, China  
Tel: +86 580 366 3066  
Fax: +86 580 366 3633  
E-mail: manager@goldeneagle-can-machinery.com  
Web: www.goldeneagle-can-machinery.com



**Hor Yang Machinery Industries Co Ltd**  
No. 48, Sing Gong Rd  
Chuansing Industrial Park  
Shen Gang Township  
Chang Hua County, 50971, Taiwan  
Tel: +886 4799 1567  
Fax: +886 4799 1509  
E-mail: horyang@ms13.hinet.net  
Web: www.horyang.com



**Lin Der Sheng Can Making Machinery Co Ltd**  
No.135, Puu-ne street, Yen-her Li  
Chang Hua City  
Taiwan, ROC  
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Fax: +886 4 7116487  
Web: http://can-making.com  
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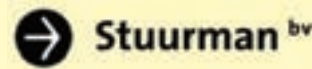
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29100 Piacenza, Italy  
Tel: +39 0523 615 250  
Fax: +39 0523 593 938  
E-mail: sargiani@sargiani.com  
Web: www.sargiani.com



**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

## Soudronic

**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



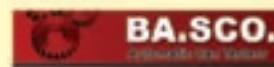
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PO Box 35  
1520 AA Wormerveer, The Netherlands  
Tel: +31 75 6283551  
Fax: +31 75 6286037  
E-mail: info@stuurmanbv.com  
Web: www.stuurmanbv.com

## Can Seamer Manufacturer



**Varin Food Machinery Co Ltd**  
57/22 Moo 5, Soi Thamsiri,  
Bangna-Trad Rd KM 26  
T Bangsaothong  
A Bangsaothong, Samutprakarn 10540  
Thailand  
Tel: +662 708 5522  
Fax: +662 708 5528  
E-mail: preecha@varinfood.com  
Web: www.varinfood.com

## Can Testing Equipment



**BA.SCO srl**  
Via Borgognone 9  
10090 Trana (Torino)  
Italy  
Tel: +39 0119 33620  
Fax: +39 0119 355 763  
E-mail: sales@basco-testers.com  
Web: www.basco-testers.com



**Bonfiglioli Engineering Srl**  
Via Rondona 33  
44018 Vigarano Pieve  
Ferrara  
Italy  
Tel: +39 0532 715 631  
Fax: +39 0532 715 625  
E-mail: sales@bonfiglioliengineering.com  
Web: www.bonfiglioliengineering.com



**CMC-KUHNKE, Inc**  
1060 Broadway  
Albany, NY 12204, USA  
Tel: +1 518 694 3310  
Fax: +1 518 694 3311  
E-mail: info@cmc-kuhnke.com  
Web: www.cmc-kuhnke.com  
**CMC-KUHNKE, GmbH**  
Colditzstr. 34-36, Bau 18  
D-12099 Berlin  
Germany  
Tel: +49 30 2300 660  
Fax: +49 30 2300 6666  
E-mail: info@cmc-kuhnke.com  
Web: www.cmc-kuhnke.com



**InnoScan K/S**  
Søddalsparken 11  
8220 Brabrand  
Denmark  
Tel: +45 86 26 5677  
Fax: +45 86 26 5678  
E-mail: innoscan@innoscan.dk  
Web: www.innoscan.dk

## SENCON

**Sencon**  
**NORTH, CENTRAL & SOUTH AMERICA**  
6385 W 74th Street  
Bedford Park  
IL 60638, USA  
Tel: +1 708 496 3100  
Fax: +1 708 496 3105  
E-mail: sales@sencon.com  
Web: www.sencon.com  
**EUROPE - MIDDLE EAST - ASIA**  
Stonebridge Cross Business Park  
Droitwich Spa, WR9 0LW, UK  
Tel: +44 1905 827800  
Fax: +44 1905 795876  
E-mail: sales@sencon.co.uk  
**FRANCE - SPAIN**  
France, Tel: +33 176 641 287  
Espagne, Tel: +34 937 549 526  
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E-mail: info@sencon.eu



**Trac Measurement Systems Limited**  
Trac Hosue  
Nedge Hill Science Park  
Telford  
TF3 3AJ, UK  
Tel: +44 1952 210020  
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4697 W Greenfield Avenue  
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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:

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Tel: +86 21 6774 1033  
Fax: +86 21 6774 2860  
E-mail: matt.wingert@itsllcusa.com



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Web: www.cantec.com



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E-mail: mikes@liebpt.com  
sales@liebpt.com  
Web: www.liebpt.com



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Kaninenberghoehe 50  
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Web: www.kba-metalprint.de



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Web: www.cantec.com



**Rainer Naroska Engineering GmbH**  
Platanenstrasse 7  
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Helenenstrasse 149  
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Germany  
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Fax: +49 201 633 1239  
E-mail: info@cantec.com  
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**Rainer Naroska Engineering GmbH**  
Platanenstrasse 7  
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E-mail: matt.wingert@itsllcusa.com  
Web: www.itsllcusa.com

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

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**World Headquarters**  
W. R. Grace & Co. - Conn  
7500 Grace Drive  
Columbia  
MD 21044, USA  
Tel: +1 410 531 4000  
Tel: +1 800 638 6014  
**Grace Davison Materials & Packaging Technologies**  
62 Whittemore Ave  
Cambridge  
MA 02140, USA  
Tel: +1 617 498 4987  
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Colorado Springs  
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Fax: +1 719 596 3019  
Operation Manager: Mike Simonson  
E-mail: mikes@liebpt.com  
sales@liebpt.com  
Web: www.liebpt.com



**TG Can Technology Ltd**  
34 Burners Lane, Kiln Farm  
Milton Keynes, MK11 3HB, UK  
Tel: +44 1908 561 444  
Fax: +44 1908 307 519  
E-mail: tgcan@aol.com



**Wallram GmbH**  
Kaninenberghoehe 50  
45136 Essen, Germany  
Tel: +49 201 89 63 660  
Fax: +49 201 89 63 630  
E-mail: duda@wallram.de  
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Tel: +66 86 558 3033  
E-mail: chot11000@gmail.com



**Wallram GmbH**  
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Web: www.naroska.com



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Web: www.canlinespares.com



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E-mail: info@kba-metalprint.de  
Web: www.kba-metalprint.de



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I-20047 Brugherio (MI), Italy  
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Web: www.miottoeste.it

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Web: www.epicproducts.com

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Fax: +1 219 365 4847  
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Web: www.permmachine.com

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Poligono Ind El Campillo II  
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48500 Gallarta Vizcaya, Spain  
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Fax: +34 946 363 451  
E-mail: diccoatings@diccoatings.com  
Web: www.diccoatings.com

**DIC Coatings - UK**  
Unit 10, Hermes Road  
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Liverpool L11 0ED, UK  
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Fax: +44 151 548 0649  
E-mail: uk@diccoatings.com

**DIC Graphics Corporation**  
DIC Building  
7-20, Nihonbashi 3-chome  
Chuo-ku, Tokyo 103-8233, Japan  
Tel: +81 3 5203 7788  
Fax: +81 3 3278 0684  
E-mail: dic-chemicoat@  
mc.dic.co.jp  
Web: www.dic.co.jp

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Aeropotovskaya Street 14  
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Russia  
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Brazil  
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North Klong Toei, Wattana  
Bangkok 10110, Thailand  
Tel: +66 2 260 6630 7  
Fax: +66 2 260 6641 2

**Shanghai DIC Ink Co Ltd  
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Fax: +1 719 592 1455  
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Operation Manager: Mike Simonson  
E-mail: mikes@liebpt.com  
sales@liebpt.com  
Web: www.liebpt.com



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Web: www.wallram.de

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Fax: +1 434 239 1964  
E-mail: info@belvac.com  
Web: www.belvac.com



**CarnaudMetalbox Engineering plc**  
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Shipley, W Yorkshire BD17 7AY, UK  
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Fax: +44 1274 846 201  
E-mail: adrian.long@eur.crowncork.com  
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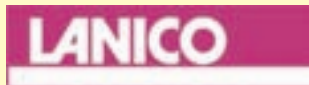


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Web: www.cleverttech.it



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Sheffield S9 1EW, UK  
Tel: +44 114 2250 538  
Fax: +44 114 2250 610  
E-mail: sales@eclipse-magnetics.co.uk  
Web: www.eclipse-magnetics.co.uk



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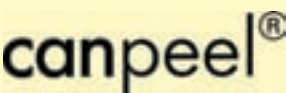
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Lapa, Sao Paulo  
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Web: www.icscangroup.net

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Web: www.micromec.com



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

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E-mail: adrian.long@eur.crowncork.com  
Web: www.canlinespares.com



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Strada Burla 279A  
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Web: www.imetasrl.com

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Web: www.ferrum.ch



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Belgium  
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## US Office:

2300 Industrial Avenue Box A  
Madera, CA 93639, USA  
Tel: +1 559 661 3200  
Fax: +1 559 661 3156

## Hong Kong Office:

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Phase 1, 8 Sunning Road,  
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Hong Kong  
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Contact: +34 629 877 051  
E-mail: alejandro@mcg.com.es  
Web: www.mcg.com.es



### Sargiani SpA

Via Farnesiana 84  
29100 Piacenza, Italy  
Tel: +39 0523 615 250  
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E-mail: sargiani@sargiani.com  
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E-mail: mail@naroska.com  
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### Shin-I Machinery Works Co Ltd

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### Hengli CNC Technology Co, Ltd

9 Huishan Road, Mogan Mountain  
Economic Development Zone, Deqing,  
Zhejiang Province, China 313200  
Tel: +86 572 8832016  
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Fax: +86 572 8832222  
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Web: www.zjhlcnc.com

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E-mail: gyao@icstrading.net

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Emilia (RE), Italy  
Tel: +39 0522 866 203  
Fax: +39 0522 866 064  
E-mail: cepak@tin.it



### Hengli CNC Technology Co, Ltd

9 Huishan Road, Mogan Mountain  
Economic Development Zone, Deqing,  
Zhejiang Province, China 313200  
Tel: +86 572 8832016  
+86 572 8832000  
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## Thermal Oxidizers



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Fax: +49 711 69971-670  
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Web: www.kba-metalprint.de

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Fax: +971 4 4347226  
E-mail: info@ndhgroup.com  
Web: www.ndhgroup.com

## Turnkey Can Making Lines



**Cantec GmbH & Co KG**  
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## Turnkey Project Management



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Fax: +971 4 4347226  
E-mail: info@ndhgroup.com  
Web: www.ndhgroup.com

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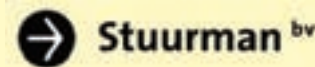
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The Netherlands



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Web: www.brodiesystem.com



**KBA-MetalPrint GmbH**  
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Web: www.gewuv.com



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Fax: +49 7022 6002 76  
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Wernerstr. 119-129  
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E-mail: info@kba-metalprint.de  
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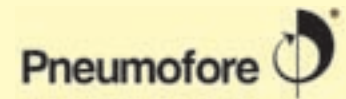


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Milwaukee, WI 53214, USA  
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Fax: +1 414 672 8800  
E-mail: matt.wingert@itsllcusa.com  
Web: www.itsllcusa.com

### European Office:

**International Thermal Systems Ltd**  
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London TW10 7JB, UK  
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  
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E-mail: sales@permmachine.com  
Web: www.permmachine.com

## September 2010

### RFID Europe 2010

28-29 September, Cambridge, UK  
Contact: Teresa Henry, Event  
Manager  
Tel: +44 1223 813703  
Email: t.henry@idtechex.com  
Web: www.idtechex.com

### FachPack 2010 - Trade Fair for Packaging Solutions

28-30 September, Nuremberg,  
Germany  
Contact: Christiane Langer  
Tel: +49 911 86 06 86 58  
Web: www.fachpack.de

## October 2010

### Pira Packaging Summit

5-6 October, Copthorne Tara Hotel,  
London, UK  
Contact: Jo Stone  
Tel: +44 1372 802044  
Email: eventco-ordinationteam  
@pira-international.com  
Web: www.pirapacksummit.com

### Asia CanTech 2010

**The Conference for Can Makers  
& Fillers in the Asia Pacific Region**  
18-20 October 2010, Royal Orchid  
Sheraton Hotel, Thailand  
Contact: Chrissy Payne  
Tel: +44 1474 532202  
Email: chrissy@asia-can.com  
Web: www.asia-can.com

### Luxepack

20-22 October, Grimaldi Forum,  
Monaco  
Contact: IDICE  
Tel: +33 4 7473 4233  
Fax: +33 4 7473 4522  
Email: info@idice.fr  
Web: www.luxepack.com

### Pack Expo International

31 October - 3 November, Chicago, USA  
Contact: PMMI  
Tel: +1 703 243 8555  
Fax: +1 703 243 8556  
Email: expo@pmmi.org  
Web: www.packexpo.com

## November 2010

### UK Packaging Awards

3 November, Grosvenor House  
Hotel, London  
Contact: Melanie Sawbridge  
Tel: +44 20 8267 4312  
Fax: +44 20 8267 4331  
Email: melanie.sawbridge  
@haymarket.com  
Web:  
www.ukpackagingawards.co.uk

## Brau Bevale

10-12 November, Nuremberg, Germany  
Contact:  
Sylvia Bauer, Project Manager  
Tel: +49 911 86 06 8111  
Fax: +49 911 86 06 8258  
Web: www.brau-bevale.de

## MPMA Annual Dinner

12 November, Drapers Hall, London  
Contact: MPMA  
Tel: +44 1189 788433  
Web: www.mpma.org.uk

## International Materials Handling Exhibition

16-19 November, NEC Birmingham, UK  
Contact: Georgina Raye  
Tel: +44 1895 454 484  
Email: georginaraye@quartzltd.com  
Web: www.imhx.biz

## Emballage

22-25 November 2010, Paris, France  
Contact: Flora Liegey, Market  
Manager, International Development  
Tel: +33 1 76 77 14 24  
Email: flora.liegey@comexposium.com  
Web: www.emballageweb.com

## January 2011

## Taste 2011: Business Opportunities in India's Food, Drink & Hospitality Industries

27-29 January, Mumbai, India  
Contact: Prometeing Netmeeting  
Tel: +33 1 53 04 09 09  
Fax: +33 1 53 04 99 69  
Email: taste@taste-expo.com  
Web: www.taste-expo.com

## May 2011

## Metpack 2011

10-14 May, Essen, Germany  
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# Candid *(adj. truthful and straightforward; frank)*

ETMA was founded in 1959 and last year we celebrated our 50th anniversary. The organisation represents the interests of 52 flexible aluminium, plastic and laminate tubes producers from 19 European countries. These companies account for about two-thirds of the European flexible tubes market.

I started my career at the German Aluminium Association (GDA) in 1994. Since then I have been responsible for the flexible tubes and can division within GDA as well as for technical issues and food contact legislation matters for rigid and flexible packaging.

Since 1996, I have been running the European Tube Manufacturers Association and the European Association of Aluminium Aerosol Container Manufacturers (AEROBAL) as secretary general under the roof of the German Aluminium Association (GDA).

In 2009, etma members produced 9.65 billion tubes, which were delivered to five main end-use markets. The cosmetics industry is the largest market for flexible tubes with a share of about 41 per cent of total tube production, followed by the toothpaste market with 23 per cent. The pharmaceutical sector takes up 21 per cent of the total tube production, 10 per cent are delivered to the food industry while household and technical products account for five per cent of the total output.

## Coping in a crisis

Currently flexible tube producers are having to cope with the aftermath of the 2009 financial crisis and a general change of customer mentality. In general, demand is rather erratic and has not come back to normal yet. Customers are carefully placing their orders at very short notice and production runs are significantly smaller.

This leads to higher retooling costs, production capacities cannot be utilised in an optimal manner and there is increased cost pressure. This is a situation that demands maximum flexibility from the industry. Rising raw material prices are likely to put additional pressure on tube producers' margins.

Last year, production of etma members went down by 5.3 per cent compared with the previous year, when members achieved an historic record.

In view of the fact that we saw the worst economic crisis since World War II, we can still be satisfied with the overall result in 2009, because other industry sectors were much more heavily affected. In an extremely difficult environment, etma members have demonstrated their capabilities in an impressive manner. This is thanks to their high production flexibility, a close-to-consumption product range and flexible working time concepts.



**Gregor Spengler,**  
secretary general,  
European Tube  
Manufacturers  
Association (ETMA)

“In this competitive environment metal packaging producers have to prove every day that they are able to offer highly functional, attractive, environmentally friendly and cost-efficient packaging solutions to the benefit of both customers and the final consumer”

## Focusing on metal

In this competitive environment metal packaging producers have to prove every day that they are able to offer highly functional, attractive, environmentally friendly and cost-efficient packaging solutions to the benefit of both customers and the final consumer.

As far as aluminium tubes are concerned, they are a packaging and dispensing device at the same time. They are convenient and characterised by excellent barrier properties. They are hygienic and recyclable, and they can be emptied completely. Thanks to these properties, the aluminium tube can be used almost universally. Aluminium tubes give customers an optimum packaging solution and the final consumer a lot of added value.

In the marketplace, the tube as a packaging system faces competition from so-called tattles (mixture of tube and bottle), flacons, bottles, dispensers, jars, pouches or sachets which are produced from all sorts of materials. There is even competition among the different tube types (aluminium, plastic and laminate) in many markets because they all offer their specific assets. □

If you would like to be featured in the Candid column, or you know someone who would, please contact Alec Peachey.  
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