

/ WATERLOO BREWING / SANSU BEVERAGE /
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Magazine 2017/18

Prosit!

OKTOBER FEST:
FROM MUNICH
TO WATERLOO

30 YEARS

Anniversary

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EDITORIAL 2017/18

"You wanted a bike?
Now you have to pedal!"



SMI's story is one of men and passion. Today, more than ever, we are driven by passion, the kind of passion that personally I have felt ever since I was a child, when together with my brothers, we used to go with our father to the firm and as usual he pronounced that famous Italian saying "You wanted a bike?, Now you have to pedal!" We have been pedalling for 30 years, with lots of passion, determination and drive, because we still have a lot of things to do and a lot of places to reach. We work in a sector that will never stop astonishing us and we must always be ready to propose professional innovative solutions, that offer competitiveness, efficiency and service to our customers. We are not afraid of change or of new challenges and

we are constantly continuing "to pedal" with the same enthusiasm as always, driven by undeniable values such as seriousness, respect for our customers and team-work. Today our companies are deeply involved in the creation of products and solutions committed to the "Smart Factory", with technology and systems inspired by the ingenious concepts of Industry 4.0 and IoT (Internet of Things), that SMI proposes in everything, from single machines to complete bottling and packaging plants. In this edition of SMI NOW you'll be able to discover all the "smart" solutions and the technical innovations that we have proposed to some of our customers. Enjoy your reading.

Paolo Nava, President & CEO, SMI S.p.A.

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WATERLOO BREWING

THE ATMOSPHERE FEELS BAVARIAN... ...BUT IT'S CANADA!

IT'S THE BAVARIAN ATMOSPHERE THAT IS FELT IN THE CITY OF KITCHENER, IN CANADA, IN THE SOUTH-WESTERN PROVINCE OF ONTARIO, ABOUT 100 KM FROM TORONTO. THIS CITY, THAT IN 1833 WAS CALLED "BERLIN" BECAUSE OF ITS VAST GERMAN COMMUNITY, STILL CONTINUES ITS OLD TRADITIONS AND EFFICIENT WORK ETHICS. TODAY, AS IN THE PAST, IT PRODUCES BEER: A TRADITION THAT HAS BECOME, MORE AND MORE OFTEN, ASSOCIATED WITH ONTARIO'S FIRST CRAFT BREWERY: WE'RE TALKING ABOUT THE WATERLOO BREWING COMPANY. IN THE FACTORY IN KITCHENER, ITS LONG HISTORICAL TRADITION, TEAMS UP IN PERFECT HARMONY WITH INVESTMENTS IN NEW TECHNOLOGY TO BOOST PRODUCTION. TO BE ABLE TO DO SO, IN AN EFFICIENT WAY, ENERGY SAVING MACHINES ARE USED, WHICH ALSO REDUCE WASTE MATERIALS WITHIN THE SECONDARY PACKAGING ENVIRONMENT. THESE OBJECTIVES HAVE BEEN REACHED THANKS TO TWO SMI LSK SERIES SHRINKWRAPPERS AND THE OPTIMISED USE OF CONVEYOR BELTS ALSO PROVIDED BY SMI; THESE SYSTEMS SUPPLY THE PACKAGING FOR WATERLOO AND MARGARITAVILLE BRANDS, AS WELL AS OTHER PRODUCED BY THE COMPANY.



➔ **SECTOR: BEER**
 WATERLOO BREWING
 Kitchener, Canada
www.waterloobrewing.com

➔ Shrinkwrappers LSK 35F/90 and LSK 25T

➔ Conveyor belts



VIDEO



GEO LOCATION



WATERLOO BREWING

Waterloo Brewing is Ontario's first craft Brewery. The quality of its products can be seen by the number of official awards received over the years, it has also been certified by the British Retail Consortium (BRC) Global Standards for Food Safety for beers with a standard of international quality. Founded in 1984, Waterloo Brewing Co. was the first artisan brewery to set up in Ontario and it is considered the pioneer of the rebirth of today's beer production in Canada. Apart from the famous premium beer Waterloo,

the company introduced the popular brand Laker. In 2011 they bought the Canadian rights for Seagram Coolers and in 2015 it also obtained the exclusivity for LandShark and Margaritaville. In Canada Waterloo Brewing Company has a team of experts, with excellent technical specialisation, that not every company has. Today Waterloo Brewing is an important company, which produces over 5 million cases of varied drinks each year. The Canadian company's activities belong to three different divisions: owner brand production, the production and sale of Allied brands and contract production.



Waterloo's position is strategic and allows it to satisfy the needs of the Canadian and American markets. The company's production is carried out on bottling lines with returnable bottles, non-returnable bottles and cans. Each line has state of the art machinery to wrap different bottle or can formats, thus responding to the needs of each specific market.





WATERLOO BREWING



Year of founding: 1984



Production site: Kitchener, Ontario, Canada



Turnover: CAD 45,2 million



Employees: 125 people



Production: 3,5 million cases of beer per year



WATERLOO BREWING INVESTS IN EFFICIENCY



Waterloo Brewing has always been particularly attentive to the quality of its products and bringing satisfaction to the needs of a market in continual change. For this reason, it is always investing in new production technology, supplying itself with state of the art machinery and plant. Among the most recent investments of this Canadian company is the realisation of the environmentally friendly plant located in Kitchener, which became fully operational in October 2015 (two months earlier than planned). The new plant has the best technology available on the market, regarding energy savings, material waste reduction and the possibility to retrieve and recycle energy. The flexibility of the plant also consents a vast production of artisan beer, even in small quantities, as the production lines are faster than those of the previous plant and have a cooking room that is three times larger. Thanks to the new investment, Waterloo Brewing has increased the production of the canning line, with about 30% reduction in electricity use, using 10% less material compared to the previous lines and saving about 50% on waste water. Inside the new production plant, there are two SMI LSK series shrinkwrappers and sections of conveyor belts, that guarantee an efficient system for secondary packaging, that is flexible and economic in line with the company's strategical objectives.





THE ECO-FRIENDLY SIDE OF KITCHENER

ON THE 17 SEPTEMBER 1981, KITCHENER LAUNCHED THE FIRST PROGRAMME OF “BLUE BOX” RECYCLING. TODAY MORE THAN 90% OF THE POPULATION OF ONTARIO TAKE PART IN RECYCLING PROGRAMMES. THE “BLUE BOX” PROGRAMME HAS SPREAD NOT ONLY THROUGH CANADA, BUT ALSO TO THE UNITED KINGDOM, FRANCE AND AUSTRALIA.



NEWS FROM WATERLOO BREWING: CLOSING FORMOSA TO INVEST AT KITCHENER

In 2017, a press statement from the Chief Executive Officer at Waterloo Brewing announced the closure of the historical factory in Formosa (Ontario), that had been in activity since 1870. This was a very tough decision, especially for the employees, but was necessary to allow the company to carry out big investments in the modernisation of the plant in Kitchener, investments that foresaw the expansion of production capacities and improvements to the mixing, packaging, storage and distribution departments.

A waiter in a white shirt and dark vest is seen from the back, holding a tray with a large beer glass. The background is a blurred outdoor festival setting with string lights.

...TALKING ABOUT TRADITIONS!

Even if all over the world the Oktoberfest in Munich is recognised as a beer festival, it would, without a doubt, be an over-simplification to consider it as such, as it attracts thousands of children and families to other exhibition stands. The world is full of cities that try to recreate that friendly, lively, Bavarian atmosphere, they organise events with

the intention of bringing the colours and wonderful smells of the Oktoberfest to people who live far from Germany. Among these, the largest outside Germany, is the Kitchener-Waterloo Oktoberfest, in Canada. The first edition of this important event took place in 1969 and has been repeated every year since then, on the Canadian Thanksgiving Day. These two cities have strong German roots as during the 19th century, lots of

German immigrants chose the area to set up home, soon becoming the majority of the population. Other big events tied to the Oktoberfest take place in Cincinnati, in Ohio; in the Brazilian city of Blumenau; in the small village of Villa General Belgrano in the province of Córdoba in Argentina there is a very famous Oktoberfest; and lastly, Hong Kong has celebrated Oktoberfest since 1991.

#KITCHENER

THE HISTORY OF THE CITY THAT CHANGED NAME

THE AREA WHERE THE CITY NOW CALLED KITCHENER LIES, USED TO BE CALLED WATERLOO. IN 1833, BECAUSE OF THE HIGH LEVEL OF IMMIGRATION FROM GERMANY, THE LOCAL GOVERNMENT DECIDED TO CALL THIS NEW COMMUNITY "BERLIN". AFTER THE FIRST WORLD WAR IN 1912, THE CITY CHANGED NAME AGAIN AND BECAME KITCHENER IN HONOUR OF THE BRITISH LORD HORATIO HERBERT KITCHENER, WHO HAD DIED THAT YEAR DURING THE WAR BETWEEN THE BRITISH COMMONWEALTH (OF WHICH CANADA WAS A PART) AND GERMANY.

OKTOBERFEST, FROM MUNICH TO WATERLOO



Oktoberfest (literally October celebration, in Bavarian often 'Wiesn') is a popular celebration that is held every year in Munich, in Germany, during the last two weeks of September and the first week of October. It is the most important event held in the city, and the largest fair in the world. With around 6 million visitors each year, that reached almost seven million in 2011 with 7,5 million beer steins consumed. The Oktoberfest takes place in the area of Theresienwiese: over 42 acres, with a big funfair and lots of stands where you can buy the six brands of historical Munich beer which are authorised to produce and sell for this event (Paulaner, Spaten, Hofbräu, Hacker- Pschorr, Augustiner e Löwenbräu). Each of the largest of the 14 stands is able to cater for 5.000 to 10.000 people; at every stand there is a central stage where bands play traditional schlager music. Given the success of the original event, lots of cities around the world organise similar events that have been christened with the same name.

The Kitchener-Waterloo Oktoberfest began in 1969, when, for the first time, the Canadian city celebrated its German roots. With over 700,000 visitors each year, it is considered the greatest Bavarian event in Canada. The symbol of this event is Miss Oktoberfest, chosen from thousands of candidates, and who has the honour of representing the event around the world. Among the numerous attractions are the parade on Thanksgiving Day and the numerous sport events that take place during the event.





BEER WITH CHARACTER FOR PEOPLE OF CHARACTER

Waterloo beer is one of the main brands of beer bottled by Waterloo Brewing. The history of craft beer in Canada has in fact been tied to the Waterloo Brewing brand since 1870, year in which this beer was produced in agreement to German legislation under the "German Beer Purity Law" using only four ingredients: water, malt, hops and yeast as well as pride and professionalism, using the same centuries old techniques taught by the master craftsmen from Germany.



ONTARIO'S FIRST CRAFT BREWER

**OUR
BUSINESS
IS YOUR
RETURN ON
REFRESHMENT.**



SMI SOLUTIONS FOR WATERLOO BREWING



Beer is a natural product, that starts by combining four ingredients: water, malt, yeast and hops. The quality of the ingredients, together with the use of modern production technology and passion from the producer, determine the quality of the final product. Beer produced by Waterloo Brewing sets its roots in the great tradition of the German population, which is numerous in Kitchener. The commitment to the quality of Waterloo Brewing beer can be seen at every stage of the company, starting from the collaboration with the suppliers of the raw materials, passing through the production process and finishing with the consumers glass.





GLASS BOTTLE LINE

➤ SHRINKWRAPPER LSK 35 F/90

Packed products: trays of 12oz glass bottles.

Packs obtained: Packs in film only; passage of boxes containing 0.341L glass bottles.

Advantages:

- shrinkwrap machine producing packs in film with a 90° infeed, particularly suitable for the packaging of packs or clusters with a square/rectangular base
- the machine has a mechanical system to group the product and a manual one to change format
- the Waterloo Brewing system has a 90° infeed and is the ideal solution for shrinkwrapping boxes and trays.

➤ CONVEYOR BELTS

Function: transporting packs and boxes.

Advantages: the conveyor system installed by SMI for transporting packs to feed the LSK 35/90° shrinkwrapper uses latest generation automation solutions and control to ensure high standards of production efficiency. The box and tray transportation is fluid and constant, guaranteeing maximum operational flexibility to the production plant and allowing the effective management of unexpected variations in product flow caused by possible situations on the line.

CANNING LINE

➤ SHRINKWRAPPER LSK 25 T

Packed products: 0,473L and 0,355L cans; 3x2 Hi-cone and loose and 2x2 boxed.

Packs obtained: shrinkwrapping in tray+film, film only and flat cardboard pad + film.

Advantages:

- automatic machine suitable for packing varied products: Waterloo Brewing packs loose 0,355L and 0,473L cans; 3x2 Hi-cone cans; boxes of 2x2 cans. The LSK 25T shrinkwrapper wraps all these products in film, pad+film and tray and film so as to be able to efficiently answer to the ever changing present and future needs of the company
- compact structure suitable for any layout solutions.

➤ CONVEYOR BELTS

Function: To manage and feed loose cans to the Infeed of the shrinkwrapper LSK 25T, and packed product from the outfeed.

Advantages:

- the solution installed at Waterloo Brewing ensures the transportation of loose products at entry of the LSK 25T and the movement of the packed product at the outfeed
- the SMI conveyor systems are designed to satisfy fluid, flexible and efficient needs thanks to innovative technical solutions and the high quality of materials used
- minimum length of time for format changeover from one product to another
- high reliability thanks to the AISI 304 stainless steel structure and components
- reduced cleaning and maintenance.

BEER MON AMOUR. BUT HOW MUCH DO YOU KNOW ABOUT IT?

Loved all over the world, beer has a history stretching over thousands of years and through these years it has accompanied mankind with its stories and its anecdotes. Let's see some interesting things that maybe you didn't know.



The greatest consumers of beer are...

> Strange enough, but the nation that sells the most beer is China! Even if the individual consumption of beer isn't among the highest (33 litres a year, against the 150 of the Czechs and the Germans), it seems that in 2013, 53 billion litres were sold. An amount that generated a sales revenue of over 54 billion euro.

Name > The word beer derives from the Latin "bibere", drink, while the Spanish word for beer, cerveza, derives from Ceres, Greek goddess of agriculture.

Origin > Even if some chemical testing, carried out on artefacts of ancient pitchers, have confirmed the presence of beer 7000 years ago in Iran, the first written testimony dates back to the Sumer period. About 3900 years ago, celebrating Ninkasi, the patron divinity of beer, the Sumero population wrote, which until today, is the oldest recipe for the preparation of this drink.

A wave of beer > The London Beer Flood, this is the absurd name of the event that took place in London on 16 October 1814. On that day, around 1 million 470 thousand litres of beer invaded the suburb of St. Giles, causing death and devastation. This tragic event was caused by a tank that was damaged inside the Meux factory, which (think about it) was closed only 100 years later.

Fear of an empty glass: cenosillicaphobia > If you are among those drinkers who can't stand seeing an empty glass, then you could be affected by cenosillicaphobia. But don't worry, to overcome this annoying sensation all you have to do is continually fill your glass!



Strengthening bones > As it contains silicon, a mineral that is essential for the formation of connective tissue, beer (if consumed moderately) helps to strengthen bones. At least, this is what a study carried out and published by the American Journal of Clinical Nutrition claims.

Beerduct > In Gelsenkirchen (Germany) there is a real "beerduct", a beer tank is joined to a long system of pipes, around 5 km, that carries beer to the bars around the area. Lots of towns want to follow this example, like Bruges has done in Belgium.



WHAT IT MEANS TO BE A PIONEER IN THE HISTORY OF BEER IN CANADA

The history of Waterloo Brewing is part of the rich history of beer and beverages in Canada. The origins of Waterloo Brewing are bound to the Formosa beer factory, which opened in 1870 three years after the Confederation, and a place with an excellent source of water. Since then, the company has grown and today it produces more than 3,5 million cases of various brand beverages. In 1995, Waterloo Brewing was the only company outside Germany to obtain the licence to produce and distribute the legendary beer Andechs. The following years saw the launch of new products like the brands Seagram, Cider and Iced Lemon Tea which gave constant growth to the production capacities. In 2009, the canning line was installed, while in 2015 the new plant was built, innovative in its kind, it represented an investment of \$9 million Canadian dollars.

Beer is part of Canada's culture and supports hundreds of industries!

1 in 100 jobs are supported by the sale of beer.



WATERLOO BREWING & CULTURAL EVENTS



Since 1984, Waterloo Brewing Company has been part of the daily life of the community in which it operates, and for this reason it hosts lots of cultural and social events. Sponsorship is an important commitment for the company and it is considered a way to stay close to the local community and to be more than simply a beer producer.



A scenic landscape featuring a pond in the foreground, surrounded by trees with vibrant autumn foliage in shades of orange, yellow, and red. In the background, there are traditional Korean buildings with tiled roofs and a stone wall, set against a backdrop of mountains under a clear blue sky. The overall atmosphere is peaceful and picturesque.

SANSU BEVERAGE

IN THE HEART OF THE JIRISAN MOUNTAIN NATIONAL PARK, WHERE THE FORCE OF NATURE CAN BE SEEN IN ALL ITS SPLENDOR, GUSHES THE PURE CRYSTALLINE WATER WHICH IS FAMOUS ALL OVER SOUTH KOREA. WE ARE TALKING ABOUT SANSU NATURAL MINERAL WATER, PRODUCED BY THE COMPANY SANSU BEVERAGE LTD, WHICH, IN SLIGHTLY MORE THAN 30 YEARS, HAS MANAGED TO UNDERSTAND MARKET EVOLUTION AND FACE ITS NEW REQUESTS. THE COMPANY HAS RECENTLY INVESTED IN NEW MACHINERY TO INCREASE PRODUCTION CAPACITY IN THE SANCHEONG AND SUDONG PLANTS. SANSU BEVERAGE APPROACHED SMI FOR THE SUPPLY AND INSTALLATION OF AN ECOBLOC® 16-48-16 HP VMAG INTEGRATED SYSTEM, AN SK 500F ERGON SHRINKWRAPPER AND A DV500S ERGON LANE DIVIDER FOR THE PLANT IN SANCHEONG AND AN SK 500F ERGON SHRINKWRAPPER WITH A DV500S ERGON LANE DIVIDER FOR THE PLANT IN SUDONG.



➔ **SECTOR: WATER**

SANSU BEVERAGE CO LTD

Sancheong, South Korea

www.sansu.co.kr

- ➔ Integrated system ECOBLOC® 16-48-16 HP VMAG
- ➔ 2 shrinkwrappers SK 500F ERGON
- ➔ 2 Lane dividers DV 500 S ERGON



VIDEO



GEO LOCATION

In the country of the calm morning...



The Indian poet Rabindranath Tagore managed to find the most suggestive and realistic definition of Korea: the country of the calm morning. Then – until the end of the 19th century – the nation had been led by the Joseon dynasty for more than five centuries and R. Tagore, Nobel prize for literature in 1913, originally from Calcutta, had understood the force of its nature, that is shown in silence, letting itself be admired. He could never have imagined how those fertile plains, would become theatre to the brutal Japanese colonialism, nor that the

crystalline rivers would collect the blood of two world wars, or that the majestic mountains would become the border between a nation sliced in two, separating families and creating deep economic and social differences between North and South. But South Korea has risen and has become one of the most seductive nations that can be visited and discovered. The history of Sansu Beverage Ltd is part of the history of all South Korea, a nation full of hidden wonders and everyday events that fascinate and astonish.

R. Tagore





THE KOREAN PENINSULA HAS AN ANCIENT HISTORY WITH LOTS TO OFFER; FROM THE MOUNTAINS IN THE NORTH, TO THE LONG COASTLINES AND ISLANDS IN THE SOUTH, FROM NATIONAL PARKS TO NUMEROUS TEMPLES. APART FROM BEING A NATION WITH HISTORY AND TRADITIONS DATING BACK THOUSANDS OF YEARS, KOREA IS ALSO ONE OF THE MOST MODERN COUNTRIES IN THE WORLD; CITIES LIKE SEOUL AND BUSAN ARE FOREFRONT IN AREAS OF TECHNOLOGY , FASHION AND DESIGN. THE LANDSCAPE OF SOUTH KOREA IS DIVIDED INTO MOUNTAIN LANDSCAPES (THERE ARE AROUND TWENTY NATIONAL PARKS), QUITE FLAT VALLEYS AND LONG COASTLINES.



SANSU BEVERAGE HIGH QUALITY PRODUCTS



Sansu Beverage is a leader in the production of natural mineral water in South Korea. The company set up in 1984, after only four years, in 1988, at the Seoul Olympic Games it became one of the official sponsors. The growth of the production capacity was inevitable and so Sansu Beverage had to invest in a new bottling line for natural mineral water in PET 0,5L and 2L. The Korean company decided to equip itself with modern technology and once again put itself into the professional hands and experience of SMI, which in 2003 had supplied and installed a WP300 casepacker and in 2007 an SK 450F shrinkwrapper for film-only secondary

packaging at the Sancheong plant. The recent SMI supply at the Sancheong plant, home to its HQ, includes an integrated ECOBLOC® system, VMAG series, for blowing, filling and capping bottles in PET square based 2L and 0,5L , an SK 500F shrinkwrapper and a DV 500S lane divider. However, for the plant in Sudong an SK 500F shrinkwrapper and a DV 500S lane divider were supplied. Sansu Beverage produces own brand natural water and works as a co-packer for important brands in the sector, such as Coca-Cola, Haitai Bev, Lottechilsung Bev., Dongwon F&B, Donga- Otsuka and others. The production capacity from just the Sancheong plant, has risen quickly from 58,5 million bottles/year in



2014 to 85,7 million in 2016 and, thanks to the new machinery supplied by SMI, it is estimated that in 2017 it will be over 145 million bottles/year.



SANSU BEVERAGE CO LTD

 **Year of founding:** 1984

 **Production areas:** 62.600 m² at Sancheong and 119.833 m² at Sudong

 **Turnover:** € 18,2 million

 **Employees:** 47 in the plant at Sancheong and 30 at Sudong

 **Production:** 85,7 million bottles in 2016 (Sancheong plant)

BELOW FROM LEFT:

JIMMY HUNG, SMI SALES AREA MANAGER; YOUNG HAN LEE, MANAGING DIRECTOR SANSU BEVERAGE AT SANCHEONG AND HEE CHUN SONG, MANAGING DIRECTOR OF HANSEI TRADING

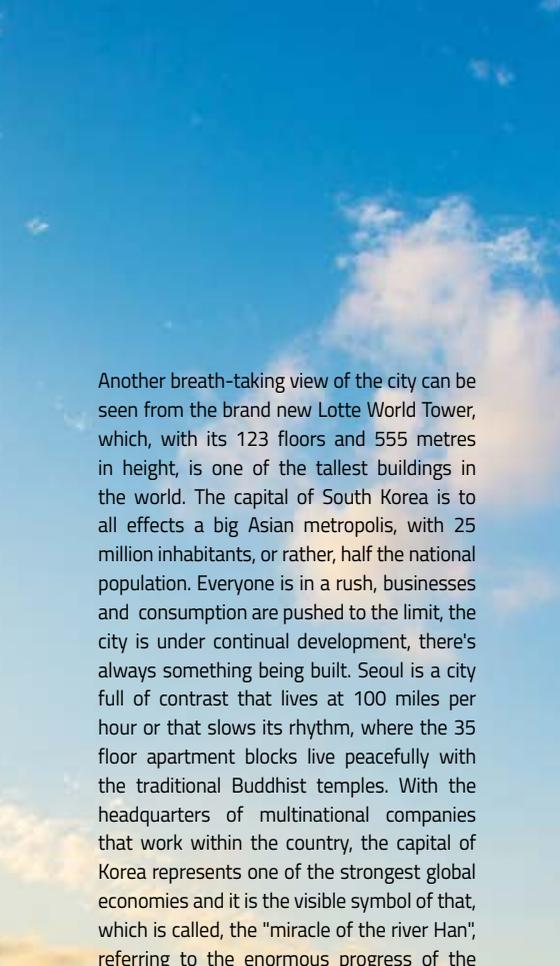


SEOUL, THE "COOLEST" CITY IN ASIA

A trip to Korea must include a visit of its enormous capital, Seoul, soul of the country for substance and for assonance (the pronunciation is "soul"). The city that always finds a way to astonish and that at any time of day or night offers something new to discover. Here, there is everything and the opposite of everything. The follies of consumerism mix with the sobriety of Confucianism dedicated to work and traditional cult. To get a view of the city the best place is the N Seoul Tower, that stands out against the peak of mount Namson, 480 metres above sea level (the tower itself is 237 metres tall); the tower is considered to be a romantic place because the

terrace below is where you go to declare your love, love padlocks are locked and unforgettable photos are taken.





Another breath-taking view of the city can be seen from the brand new Lotte World Tower, which, with its 123 floors and 555 metres in height, is one of the tallest buildings in the world. The capital of South Korea is to all effects a big Asian metropolis, with 25 million inhabitants, or rather, half the national population. Everyone is in a rush, businesses and consumption are pushed to the limit, the city is under continual development, there's always something being built. Seoul is a city full of contrast that lives at 100 miles per hour or that slows its rhythm, where the 35 floor apartment blocks live peacefully with the traditional Buddhist temples. With the headquarters of multinational companies that work within the country, the capital of Korea represents one of the strongest global economies and it is the visible symbol of that, which is called, the "miracle of the river Han", referring to the enormous progress of the South Korean economy over the last decades.



smi
now



SMI SOLUTIONS FOR SANSU BEVERAGE



The machines supplied by SMI for Sansu Beverage were designed according to innovative criteria which allows them to reach high levels of production efficiency and to notably reduce energy costs and the TCO (Total Cost of Ownership) of the customer. All the new machines are suitable to satisfy the Korean company's production needs, around 30,000 bottles/hour in a 0,5L format, thus responding efficiently to growing market needs.





➤ THE SANCHEONG PLANT

Production of natural mineral water in bottles in PET 0,5 L and 2 L with a square base

Primary packaging

- an integrated system for blowing-filling-capping ECOBLOC® 16-48-16HP VMAG with a production capacity up to 30.000 bottles/hour

Secondary packaging

- DV 500 S ERGON lane divider, SK 500F ERGON shrinkwrapper and PSHA 60
- packaging of bottles in PET 0,5L in 5x4 format, in film only and bottles in PET 2L in 3x2 format in film only with handle

➤ THE SUDONG PLANT

Production of natural mineral water in bottles in PET from 0,5L to 2L with a square base and bottles in PET 0,35L round base

Secondary packaging

- DV 500 S ERGON lane divider and SK 500F ERGON shrinkwrapper
- packaging of bottles in PET 0,5 L in 5x4 format, film-only, bottles in PET 2L in 3x2 and 4x3 formats, film-only and bottles in PET 0,35L in 5x4 film-only.

INTEGRATED SYSTEM ECOBLOC® 16-48-16 HP VMAG



An ideal solution for stretch-blowing, filling and capping bottles in PET 0,5L and 2L with natural mineral water.

Advantages:

- A solution that integrates in a single block the three operations of blowing, filling and capping which does not need a rinser or air conveyors between the blower and the filler or accumulation conveyors, giving considerable advantages to economy and maintenance.
- An eco-sustainable solution with reduced energy costs, thanks to numerous innovative technology; for example, the preform heating unit is assembled with energy efficient IR ray lamps, while the stretch-blowing unit has a system that retrieves air allowing a reduction in energy costs tied to the production of high-pressure compressed air.
- The use of latest generation filler technology, that allows the complete electronic management of the filling





process and the selection of working parameters directly from the operator's panel.

- Quick and easy format change-over.
- The motorisation and the transmission

systems of the filler and the capper are situated on the top part of the machine, in a dry area that is perfectly isolated from the working environment.



SHRINKWRAPPER SK 500F ERGON



An ideal solution for packaging bottles in PET 0,5L and 2L in film-only packages

Advantages:

- the machine is equipped with an electronic separator, automatic format change-over, film reel trolley and registration system for printed film
- an ideal solution to quickly switch from one packaging format to another, alternating the production of bottles of 0.5L with those of 2L in film-only
- the machine is supplied with a “soft close” system for decelerating the safety guard on closure, avoiding slamming and damage
- the shrinkwrapper is activated by brushless motors fitted directly to the transmission, with the advantage of reducing energy usage, noise and maintenance
- the shrinkwrapper in the Sancheong plant also has the accessory PSHA 60 automatic handle applicator to apply handles onto shrink film before the packs are formed and enter the heat shrinking tunnel. The handle applicator is mounted on the outer edge of the LSK 500 F ERGON and it is an advantageous solution for those who don't have enough room to install



the traditional stand-alone handle applicator downstream of the packer and the conveyor belts that join the two machines.





JIRISAN: EXQUISITE WISDOM

The source of Sansu water is inside the Jirisan national park, Korea's main park, where nature is the undisputed protagonist. For this reason, the water that flows from this uncontaminated environment is pure, rich in minerals and much appreciated on the national market. Jirisan, that literally means "exquisite wisdom", represents a vast natural, cultural and spiritual patrimony in South Korea. Founded in 1967, the Jirisan park was the country's first national park and takes its name from Mount Jirisan (1915m above sea level), the second highest mountain of Korea, situated in the province of southern Gyeongsang. People speak of Jiri-san as though it were just a mountain, but in reality it has a lot of peaks; the three highest are: Cheonwang-Bang, Banyabong e Nogo-Dan. The park is so big that

it extends over three provinces (North and South Jeolla and South Gyeongsang). There are lots of different attractions that draw pilgrims and tourists every year: inside the park there are many sanctuaries and seven important Buddhist temples; of which Hwaeomsa is the most famous and contains lots of national treasures like ancient artistic sculptures. The mountain is also the home to Cheonghak-dong, the Village of the Blue Crane. Some consider Mount Jirisan to be the second home of Munsu Bosal (Manjusri), the Bodhisattva of wisdom, an idolized divinity that represents the Buddha of wisdom. Bodhisattva (Posal in Korean) is a Sanskrit word that means "to be illuminated" and refers to those who have reached a high level of illumination, but who have delayed the entry to eternal nirvana with the hope of guiding others to salvation.

FASCINATINGLY UNIQUE LANDSCAPES

MOUNT JIRISAN, APART FROM BEING SURROUNDED BY A SACRED AURA, IS UNIQUELY FASCINATING AND INTERESTING WITH MANY HIKING TRAILS AND CONSIDERABLE VIEWS WHICH ARE APPRECIATED BY KOREANS AND TOURISTS ALIKE. WHOEVER DECIDES TO VISIT KOREA MUSTN'T MISS OUT ON AN EXCURSION TO MOUNT JIRISAN AND ITS NATIONAL PARK, WHERE YOU CAN ALSO FIND VARIOUS CULTIVATIONS LIKE TEA, WHICH ARE QUITE VAST IN THIS AREA.

➤ THE VILLAGE OF CHEONGHAKDONG

Situated in the southern part of the Samsanbong mountain chain, at the feet of mount Jirisan, the village of Cheonghakdong is famous for preserving the traditional Korean way of living. The term 'Cheonghak' means community where the blue plumed crane lives. This area has remained virtually uncontaminated despite historical events, in fact electricity only arrived 20 years ago. The 200 inhabitants of this community continue to have their hair tied in the traditional way and work on their farms like they did in the past. Next to their village, is the sacred ground dedicated to the veneration of Hwanin, Hwanwung, Tangun (according to tradition founder of the realm of Korea) and a monastery called Samseong-gung. To enter the sanctuary, you must ring the gong three times and wait for the arrival of the ascetic. You must wear traditional clothes and clothes or caps with writing in English are not permitted.



NOT JUST WATER...

THE WELLBEING OF MEDICINAL HERBS

→ **T**he city of Sancheong, where Sansu Beverage has its headquarters, is the birthplace of traditional Korean medicine, famous for its excellent doctors, whose reputations have spread as far as China. Medicinal herbs are grown in this area, they grow spontaneously at the feet of mount Jirisan and are renowned to be efficient. Even a museum has been created, which annually holds the important Sancheong Medical Herb Festival with events relating to medicinal herbs and the possibility to admire a vast variety. There is even a theme park, the "Sancheong Oriental Medicine Theme Park" (now Donguibogam Village), inaugurated in 2010 and the first park to be dedicated to traditional Oriental medicine. Buried between forests and villages, everything inside the parks

revolves around the five elements of the Universe: wood, fire, earth, metal and water. Traditional Korean medicine is the result of collective wisdom. From as far back when the first populations arrived on the peninsula, Koreans have continually developed a particular type of medicine, suitable for their lifestyle and their physical constitution different from other Oriental medicine. Korean medical knowledge applies itself to symptomatic treatment, to alleviate pain or medicate a wound and to cure and improve personal wellbeing through the use of suitable foods. In Korea the physical constitution of a person is distinguished by four categories, each with different physical and mental characteristics, therefore subject to different physiologic, pathologic and restorative treatment.



AWAITING THE 2018 WINTER OLYMPICS



In 2018 there will be another special reason to visit a fascinating country like South Korea: the XXIII Winter Olympic Games will take place in the province of Pyeongchang (about 180 km east of the capital Seoul), in the region of the Taebaek mountains, the biggest mountain range on the Korean peninsula, that extends over vast areas of the eastern coast. The main skiing area of the four Olympic sites is the “Yongpyong Ski Resort”, where the Winter Olympic descent and slalom will take place. It has 14 ski-lifts and 31 slopes, with a total length of 29 km. The “Jungbong” skiing area will be built especially for the Alpine disciplines and therefore represents an important opportunity for whoever wishes to have a part of a great project.



ALKALINE FACTORY

➤ **SECTOR: WATER**
 ALKALINE FACTORY
 Doha, Qatar

- **PET LINE WITH 24.000 BOTTLES/HOUR**
- Integrated system ECOBLOC® 12-48-12 EV
 - 2 SK 600F Shrinkwrappers
 - APS 1550 P Palettiser
 - Conveyor belts



VIDEO



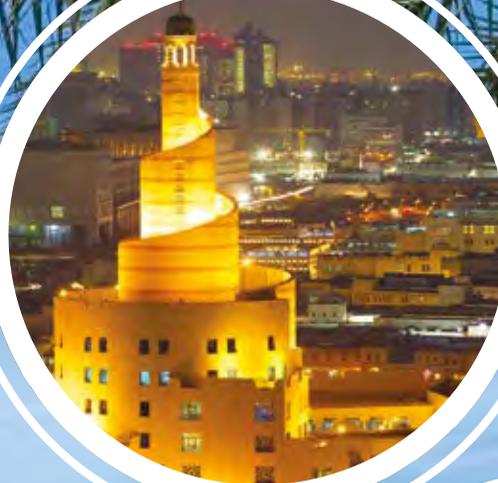
GEO LOCATION

THAT WHAT DOESN'T EXIST, WILL BE CREATED!

A golden jewel, wrapped in desert sand and mystery. A faraway land, uncrowded with tourists and for this, even more fascinating. Ancient cultures, proud people, striking nature, Qatar is just desert and a bit more, or rather it used to be like that. Now, at least in the capital, the beautiful Doha, it is an example of a modern state-of-the-art country. Its name itself Doha is a promise: it means "a place with trees and flowers". To make it like this, man had to do what nature couldn't, tons of soil were brought to cover the sand so that green areas and flowers could

grow. A futurist airport, state-of-the-art buildings, great detail to culture, splendid museums (above all the Islamic Art and Modern Art museums), even the religious architecture, like the beautiful spiral cupola on the Darwish Kassem Fakhroo mosque, one of the country's symbols. And then there's the nature, the coastlines, the islands, the desert.... the future is a great challenge for Qatar. A country that is racing enthusiastically towards tomorrow and that in 2022, in an enormous oasis with climatized stadiums and stands, will host the football World Cup.





A large industrial machine for filling water bottles. Numerous clear plastic bottles are arranged in a circular pattern, each being filled by a corresponding nozzle. White tubes connect the nozzles to a central system.

**WHERE EVERYTHING IS
AMBITIOUS AND FUTURISTIC...
THEY COULDN'T BE
WITHOUT SMI MACHINERY!**

In Qatar they are used to ambitious and futuristic projects. Often the desert leaves its place to structures that cannot be found anywhere else.

It is near the capital Doha, in the place destined to be "the city of the future", where once there was only desert, that SMI was contacted by the Alkalive Factory to design, build and install the new natural water bottling line with a production capacity of 24.000 bottles/hour (referring to 0,5L bottles in PET). A true turnkey project that SMI was involved in from the very beginning, starting with the plant design (utilities, switchboards, etc.) and the design and installation of a new bottling and packaging centre for water sold under the name of "Alka Live". An ambitious project like many others desired by the owner, the sheikh Nawaf Bin Jassim Bin Jabor Al-Thani who is also the owner of the NBJ Fulad Group, leader in Qatar for the construction of luxury hotels. The Group, which restores old historic buildings to create luxury hotels in the Middle East and in Europe, decided to invest in this new business by building a plant for the production of natural water called the Alkalive Factory for mineral water, starting from nothing. This new structure, built on an area of 5.000 m², contains modern lines for the production of natural alkaline water.



WHY IS ALKALINE WATER GOOD FOR YOU?

→ **W**hen you live in a fascinating country like Qatar, where everything is built oversized, there have got to be ambitious projects like building a new bottling factory from nothing, or almost nothing, as the only elements present are desert and seawater. If you decide to invest starting from this point, nothing can be overlooked and everything must be done in the best way possible, aiming only for the outstanding. Thanks to the advanced R&D department led by Dr. Amr Nada, the water produced and bottled at the new Alkalive Factory is in fact unique, it has a lot of health benefits for the consumer. All this started with the owner, sheikh Nawaf bin Jassim bin Jabor Al-Thani, he is

a health enthusiast who wants to become a pioneer, in Qatar and also abroad, in the production of alkaline water which has remarkably rich characteristics and advantages. The natural water produced and bottled by the Alkalive Factory has a PH superior to 7: so it is to all effects an alkaline water and from this, it takes its name Alka Live. Water can be defined alkaline if it doesn't contain any impurities and has a pH superior to 7, on the contrary, contaminating agents in water make it acidic. The biggest part of tap water isn't even pH neutral while the water produced by the Alkalive Factory has a PH between 7 and 8,5 and therefore is considered to be pure crystalline water with considerable advantages to our health.



The most important thing that man needs to do, to remain healthy, is to drink good water, abundantly.

We are what we drink, if we drink acidic water, we become acidic. If we drink alkaline water, we become alkaline. Water is very important for our organism, like the planet where we live, our bodies are 70% water. All our organs are mainly made from water and for this reason, it is extremely important to keep every cell in our body hydrated and healthy. If we drink acidic water, the cells don't receive the necessary minerals and then they will take the alkaline minerals from bones, muscles and other parts of our body, leaving these areas undefended.



The mineral supplies won't be available for other alkalizing actions (for example, when the mineral taken is calcium, which is necessary to strengthen our bones, it is inevitable that it becomes a health problem). Whilst alkaline water neutralises accumulated acidic waste from the food we eat and our metabolism, if consumed on a daily base together with a healthy diet, it delicately removes acids from our body. Alkaline water can contain alkaline minerals that are good for us, including calcium, magnesium and potassium. It is, in fact, the ideal replenishment for these minerals, because being dissolved in water, they are easily absorbed by the human organism.

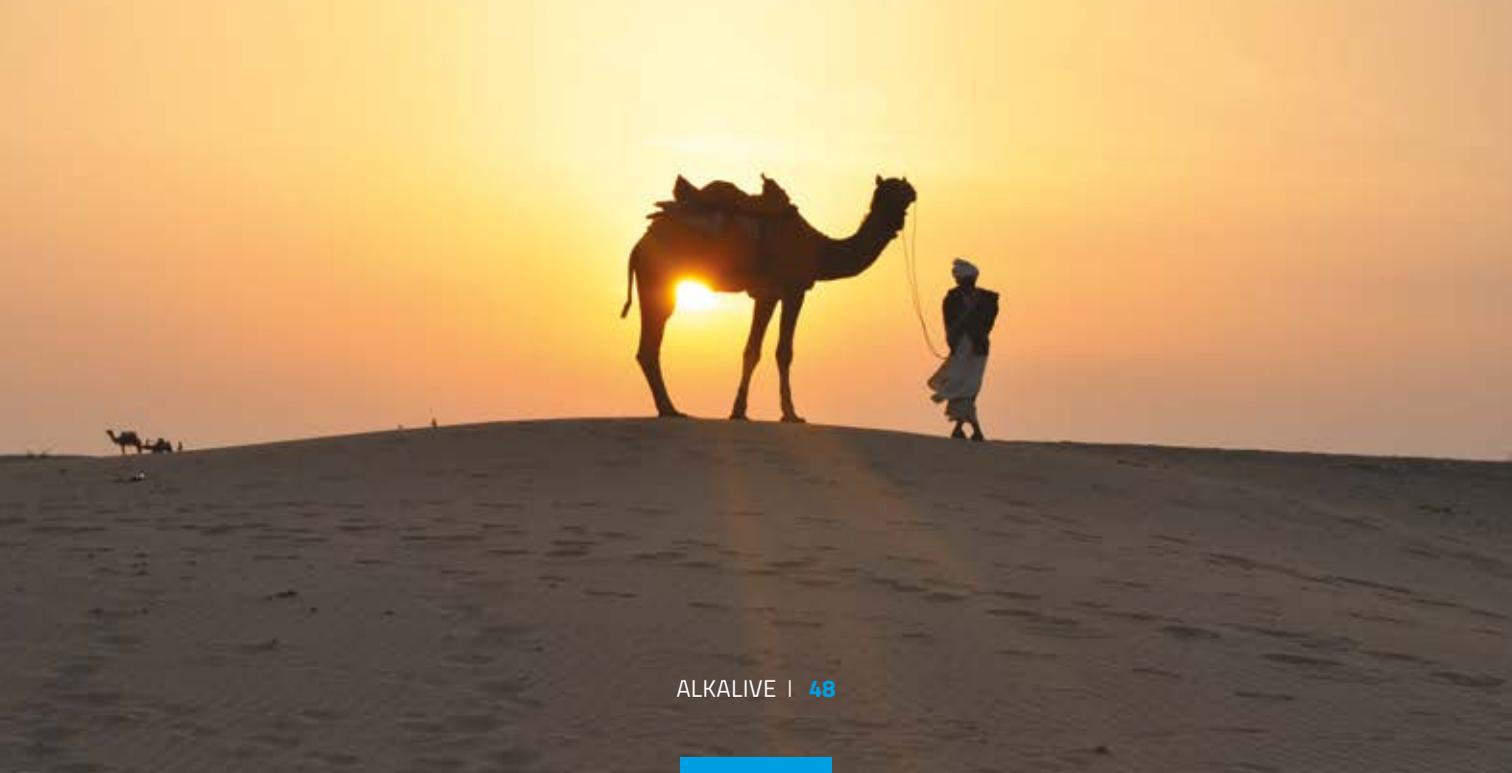


THE INTERNAL SEA IS AN ARM OF THE PERSIAN GULF THAT IS COMPLETELY SURROUNDED BY SAND AND IT IS ABSOLUTELY NECESSARY TO GO THERE IN A CONVOY OF THREE TO SIX CARS. YOU CAN'T MISS THE FABULOUS SIGHT OF THE SUN SETTING IN THE DESERT. A LANDSCAPE WHICH IS EXTRAORDINARILY BEAUTIFUL, ONE OF THE WORLD'S RAREST WONDERS, THAT HAS EARNED THE TITLE OF WORLD HERITAGE SITE. LEVELLED DESERT SANDS THAT FOLLOW THE MOVEMENT OF THE DUNES, TO SLIDE SLOWLY AWAY AND DISAPPEAR IN PUDDLES OF WATER THAT SURFACE FROM THE GROUND. A UNIQUE SHOW, WHERE THE HEAT OF THE DESERT MEETS THE COOL OF THE SEAS.



➤ ABOUT THE NBJ GROUP

The NBJ Group is a private company with headquarters in Qatar and in the United Arab Emirates. The Group owns a lot of different companies working in varied sectors, in particular in those of real estate, cars, aviation and shipping. The strong points of the NBJ Group are their wide diversification and the ability to employ their various internal resources in a synergistic way. Their continual investment in new products and technical innovations ensure new opportunities and the development in new markets, strengthening their market leadership. The Group is a pioneer at finding new cutting edge solutions to face the continually changing, market requirements and providing an elevated standard of service (as demonstrated at Alkalive Water).



THE CHALLENGE AT DOHA

The objective of Qatar's capital is to build a true paradise for tourists, the sheik of Qatar, Hamad bin Khalifa Al Thani is investing enormously so as to rapidly make Doha one of the "in" places that tourists want to visit. Qatar has already won its first important battle on this front, it will host the 2022 World Cup, and work for this has already started. Another two great symbols of expansion for this nation are, on the one hand, the national airline Qatar Airways, that is expanding rapidly, and on the other, sport: the international Moto GP, tennis and cycling circuits are already present in Doha and they have already set their eyes on the Formula 1, trying to attract a Gran Prix. However, none of these are as important as the football World Cup in 2022, this will be the country's real showcase.



LUSAIL IS HOME TO CHALLENGES

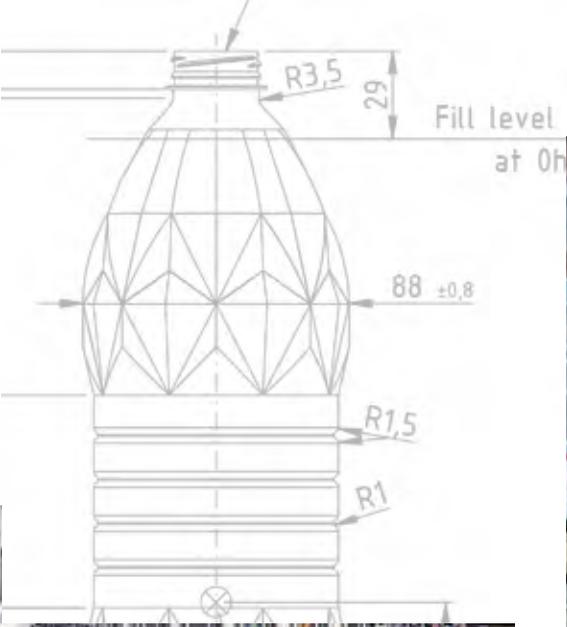
Challenges are also faced on two wheels... those of the Moto GP race! The city of Lusail hosts the circuit of Losail, the first circuit ever to have hosted a night race. This happened in 2008, even if it had been on the calendar since 2004. The track, built in a year, is in the desert and has an extension of 5,4 Km surrounded by synthetic greenery studied to stop the desert sand from invading the track. It cost 58 million dollars and a workforce of 1000 people to meet the target according to plans, opening on 2 October 2004. Another legendary endeavour was the task to light up the track to "daylight", in 175 days, engineers took more than 1300 hours to carry out this project, which became reality thanks to 44, 13 thousand watt generators, which were studied to avoid glare for the racers. The electricity which is used to illuminate this track would be enough to supply electricity to 3000 houses and the light produced would be enough to illuminate a road from Doha to Moscow, almost 3600km, or 70 football pitches.



WHY CRYSTAL? SMI AND THE STUDY OF THE NEW BOTTLE

The team at SMI was chosen to take part in the launching of the new alkaline water produced at the Alkalive Factory. This new project, as well as the engineering studies of the new plant and the bottling line of 24.000 bottles/hour, also got the SMI designers involved in the design of the new bottles in PET 0,33 L / 0,5 L / 1,5 L produced, bottled and capped by a new integrated system ECOBLOC® series EV. The bottle's design answers the specific functions and needs of the customer. The basic theme chosen by Alkalive Water for the bottle design was crystal, which symbolises how precious, pure, limpid and transparent the water that it contains is. In mineralogy and crystallography, a crystal (from the Greek "Krystallos", which means ice) is a solid structure made up of atoms, molecules or ions within a regular geometric order that is repeated indefinitely in the three spatial dimensions, called crystal lattice. There is no other element that can transmit the image of clear, pure, transparent water like crystal. A diamond, symbol of a unique, valuable element, is made from a crystal lattice. However, crystal also represents water in its solid state: ice that has a hexagonal crystalline structure.



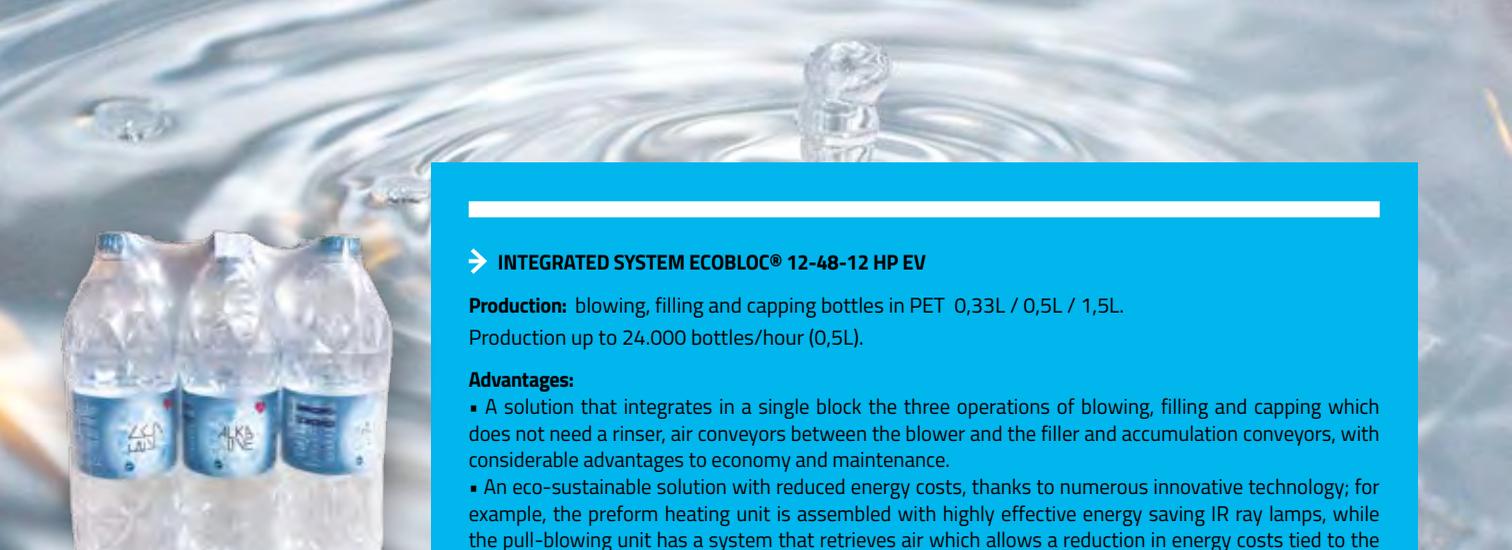


SMI SOLUTIONS FOR ALKALIVE FACTORY



The turnkey project supplied by SMI to the Alkalive Factory began with the request from the customer who wanted to build a bottling plant for drinkable water able to produce 24.000 bottles/hour. SMI proposed itself as sole supplier to manage each phase of design, build, and installation of the plant, with the objective to provide first class products within the technical process fields of filling, storage and distribution (including all management and control systems). The multi-sector experience that SMI has gained in 30 years of activity allowed it to propose a complete solution to the Alkalive Factory, a solution, which thanks to latest generation automation, was able to balance the needs of the machinery installation, the logic of the procedure, technical sizing of the utilities, logistics and technology needed for storage. For the bottling line of 24.000 bottles/hour the Qatar company chose a compact system of stretch-blowing, filling and capping from the ECOBLOC® series EV, because this gave them the ideal solution to gain high production efficiency with contained costs.





➤ INTEGRATED SYSTEM ECOBLOC® 12-48-12 HP EV

Production: blowing, filling and capping bottles in PET 0,33L / 0,5L / 1,5L.
Production up to 24.000 bottles/hour (0,5L).

Advantages:

- A solution that integrates in a single block the three operations of blowing, filling and capping which does not need a rinser, air conveyors between the blower and the filler and accumulation conveyors, with considerable advantages to economy and maintenance.
- An eco-sustainable solution with reduced energy costs, thanks to numerous innovative technology; for example, the preform heating unit is assembled with highly effective energy saving IR ray lamps, while the pull-blowing unit has a system that retrieves air which allows a reduction in energy costs tied to the production of high-pressure compressed air.
- Filling technology that uses highly efficient valves controlled by flowmeters; this solution ensures a very precise and fast procedure thanks to the electronic control of the operations.
- The time needed for machine preparation for cleaning is minimum, thanks to the use of dummy bottles.



➤ SK 600F SHRINKWRAPPER

Packaged products: bottles in PET 0,33L / 0,5L / 1,5L.

Packages worked: packs 6x4 film-only (bottles 0,33L); packs 4x3 film-only (bottles 0,5L) and packs 3x2 film-only (bottles 1,5L).

Advantages:

- The machine is equipped with an electronic separator, automatic format change-over, film reel trolley, centring system for printed film.
- An ideal solution to quickly switch from one packaging format to another, alternating the production of bottles of 0.33L / 0,5 L / 1,5L.
- This shrinkwrapper also has an innovative accessory installed, the so-called "auto-splice system", this allows the two edges of the reels of shrinkwrap film, pre loaded on the machine, to be joined without having to stop production. This device creates a considerable reduction to energy use and maintenance as it is not necessary to keep the joining reels at temperature. The precision of the reel splicing on printed film or registered clear film is also more precise, thanks to the positioning of ± 10 mm from the register mark. The system can also be used without problems also for splicing "non-fusion" film.



➤ AUTOMATIC SYSTEM FOR PALLETISING APS 1550

Packed products: packs in film-only formats of 6x4 (bottles 0,33L); 4x3 (bottles 0,5L) e 3x2 (bottles 1,5L) that arrive from the SK 600F shrinkwrapper.

Pallet obtained: 1000x1200 mm.

Advantages:

- A mono-column system with two cartesian axis and SCARA technology, extremely flexible and easily adaptable to any logistics condition within the fine line area of numerous industrial sectors.
- A reduction in maintenance and energy costs, as well as lengthening the plants lifecycle, thanks to the mechanical simplicity of the machine and to the use of robotic components.
- The automation and the control of the APS systems assembled on the machine are entrusted to innovative technology based on Sercos fieldbus, thanks to which the operator, through a simple and intuitive man-machine interface (HMI), can easily and quickly manage all the end-of-line palletising operations.



LUSAIL CITY: THE CITY THAT STILL DOESN'T EXIST

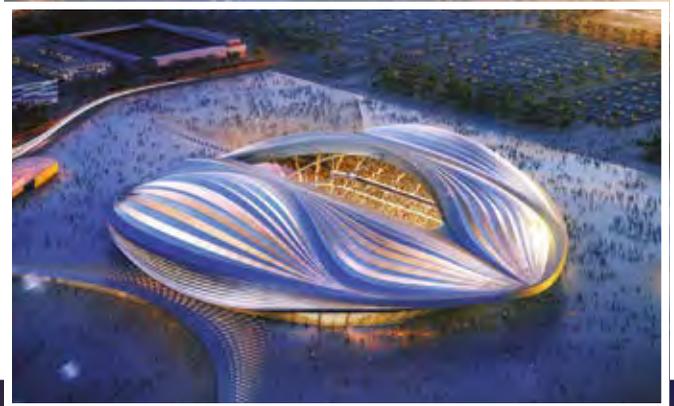
Rich and technologically advanced, the State of Qatar has already started to prepare for the challenge that is awaited in 2022, when it will host the FIFA World Cup. This will be the first "winter" World Cup, as it will be held from the 21 November to 18 December. All this would be very nice if it weren't that Lusail, the city where the final will be held still doesn't exist! Lusail is in fact, a city that is still being built, 15 kilometres from Doha, the capital of Qatar. In 2022 Lusail won't be just any city, but one of the most modern, luxurious, futuristic urban centres in the world. Without a doubt a very ambitious project, but one that is already underway. Seven years might seem a short time, but, thanks to the strong will that animates Qatar it's more than sufficient. The real estate project tied to Lusail City began in particular to host the Qatar World Cup in 2022, the final of which will be held at the Lusail Iconic Stadium. The futuristic structure designed by the famous Iraqi architect Zaha Hadid will not be the only attraction worth noticing in the town: they are talking about building two golf courses, an enormous theme park and even a lagoon! It will be without a doubt a new

luxurious district, that apart from having entire residential areas with luxurious villas with sea-views and apartments in splendid skyscrapers, will also have numerous areas to accommodate the tourists that will arrive to watch the World Cup matches and go shopping in the most prestigious famous brand shops in the world, or in the gigantic shopping mall called Place Vendôme; this will be a super mall and has already been widely publicised by the local media as the new fashion house of Qatar.



THE QUEEN OF ARCHITECTURE

ZAHA HADID WAS THE FIRST WOMAN TO WIN THE PRITZKER PRIZE, WHICH IS THE EQUIVALENT TO A NOBEL FOR ARCHITECTURE. BORN IN BAGDAD IN 1950, AND DYING PREMATURELY AT ONLY 64, SHE HAS LEFT HER TRACE, SHAPES, EVERLASTING FOOTPRINTS AND DESIGNS IN THE FUTURE IN THE MAIN CITIES OF THIS PLANET, AMONG WHICH LUSAIL CITY.



INNOVATION AND TRADITION

The cubic geometry of the Museum of Islamic Art, conceived by Ieoh Ming Pei also stands out in the Arab Emirates of Qatar: it's a building of pale stone that rises on an artificial island close to the bay (Doha Corniche). The face of a veiled woman is traced on the outside, but the real grandeur is safeguarded on the inside, in the maze of courtyards and rhythmical fountains, arches and balustrade or in the dark rooms structured along an itinerary taking you towards the discovery of rare Islamic art from three continents. Especially interesting is the "Fire Station Artist", an old fire station, that represents a project to support young, international, creative people, who can develop and showcase their art, from design to photography.



On the edge of the desert dunes, framed by the blue of the Persian Gulf, rising buildings and complexes are anticipating the future. But the future in Qatar has a precise date: 2022, when Doha – capital of Qatar – will host the FIFA World Cup and see the end of the first phase of work in Lusail City, the new eco-friendly city in the port area and elective territory of this futuristic building site. Without a doubt the Star will be the desert-hyacinth shaped skyscraper designed by Zaha Hadid. However, the small, (just 11,000 km²) kingdom, characterised by the highest income per head on the planet and by almost two centuries of underground gas supplies, is astonishing also for the fantastic National

Museum by Jean Nouvel, looking like a gigantic desert rose, with walls that recall crystallised sand, it displays international works of art that converse with local recollections. The most elegant building is the Doha Tower, again designed by Nouvel, winning awards by the Council on Tall Buildings and Urban Habitat, for its architecture of sensual technology: a cylinder of forty-six floors on the West Bay promenade (the administrative and financial centre), in cement covered by glass and embroidered with metallic roses, that open and close according to the strength of the sun's rays and change colour at night, in a shimmering kaleidoscope of reds and yellows.

THE FUTURE HAS A PRECISE DATE: 2022







“ **NOT ONLY BEACH, SEA AND FOOTBALL...**

BRAZIL IS ALSO NOTED FOR ITS WINE, THE PRODUCTION OF WHICH HAS SEEN AN ENORMOUS RISE OVER RECENT YEARS, EARNING THE POSITION OF FIFTH WORLD PRODUCER OF THE SOUTHERN HEMISPHERE. THERE ARE 1162 WINERIES OVER AN AREA OF MORE THAN 82.000 ACRES. THANKS TO HAND-PICKING AND THE INTRODUCTION OF MODERN TECHNOLOGY, EXCELLENT WINES ARE PRODUCED WHICH ARE FRESH, FRUITY AND WELL BALANCED, MAKING WINE-TOURISM MORE AND MORE POPULAR. THE BEAUTIFUL AND VARIED WINE REGIONS OF BRAZIL, ARE AN INVITATION FOR TOURISTS TO BEGIN TO DISCOVER THIS GREAT COUNTRY. THE AREA OF RIO GRANDE IS WHERE YOU CAN FEEL THIS ENOLOGICAL VOCATION AND WHERE THE BIGGEST PART OF THE WINERIES ARE SITUATED IN THE MOST SOUTHERN PART OF BRAZIL, BORDERING URUGUAY AND ARGENTINA, WITH GREEN VALLEYS, MULTI-COLOURED GARDENS, WATERFALLS AND A SUBTROPICAL CLIMATE.

”

PANIZZON

➤ **SECTOR: WINE**
 SOCIEDADE DE BEBIDAS PANIZZON LTDA
 Flores da Cunha, RS, Brazil
www.panizzon.com.br

- Wraparound packer LWP 30 ERGON
- Wraparound packer LWP 30
- Conveyor belts



GEO LOCATION

PANIZZON: A JOURNEY OF GREAT SUCCESS

The Sociedade de Panizzon, with 50 years of success in wine production, invests continually to improve production and offer high quality products, tradition and innovation are the two essential elements for the activity of this company, which is passionate about producing excellent wines. Sociedade de Panizzon has its headquarters in Flores da Cunha, the town with the largest production of wine in Brazil, and the heart of the wine-growing sector, where the traditions and secrets of this art have been passed down from generation to generation. The Panizzon company, founded in 1960 by Ricardo Panizzon and sons, is today, one of the greatest realities in this sector, with a very wide range of products, many of which are market leaders of their kind.



Panizzon has in fact gained important recognition and has won a lot of awards from national and international competitions for its sparkling wines and fine wines. Its innovative approach and strong responsibility to constantly improve and invest in new projects and technology, ensures its constant presence on the market and the launch of new types of product. The result of this tireless job can be seen to all through the excellent products produced and the quality of its sparkling wines, fine wines, table wines, vinegar, fruit juice and hot beverages. The quality of Panizzon products has been proven by numerous awards and prizes received over the years from important national and international competitions.

Among the latest awards received:

- Gold medal for the fine wine Chardonnay Brut at the 14th National



Competition for Fine Wines and Distilled Alcohol in São Paulo, Brasil, 15/09/2016

- Gold medal for Chardonnay Brut, in Lager, France 05/04/2016

▪ Gold medal for Chardonnay Brut at the Vinalies Internationales in France 22/03/2016

- Gold medal for Chardonnay Brut at the XI Brazilian spumanti contest in Garibaldi, Brasil, 16/10/2015.

THE SECRET OF THE QUALITY OF THE VINES PRODUCED BY PANIZZON IS BOUND TO THE EXCELLENT VINEYARDS WHERE THE PRECIOUS, HIGH-QUALITY GRAPES ARE GROWN.

THE SEVERE QUALITY CONTROLS THAT ARE CARRIED OUT DURING EACH PHASE OF THE CULTIVATION, FROM THE PLANTING TO THE PICKING, ARE A GUARANTEE OF EXCELLENCE, THAT IS RENOWNED AT PANIZZON THROUGH THE IMPORTANT AWARDS THAT IT HAS RECEIVED FROM NATIONAL AND INTERNATIONAL COMPETITIONS.



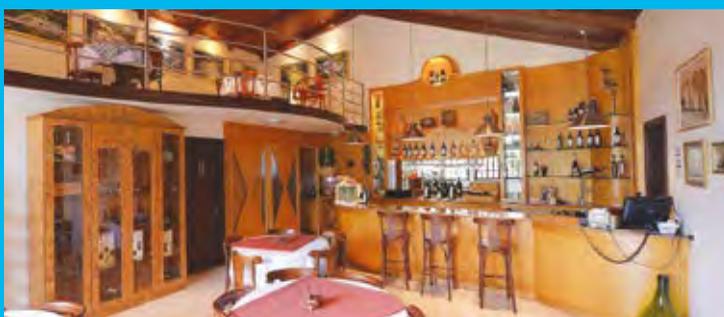
TRADITION AND TECHNOLOGY AS A SOURCE OF SUCCESS

The history of the Panizzon winery began in 1960 when, Ricardo Panizzon and his sons, family of Italian origin, thanks to consolidated experience gained through supplying raw materials to the main wineries of the region, decided to invest in the cultivation of vines in Flores Da Cunha to produce their own wine: thus the Beverage Company Panizzon Ltda. was founded, which today is managed by the third generation of this family. The Panizzon family originated from the Italian region of Veneto; from there, in 1883 the Panizzons emigrated to Brazil and settled in Flores da Cunha, where they began to cultivate vines according to their techniques, knowledge and experience brought from their homeland. Until 1990, the company focused above all on the production of table wines, in 1991 they began the production of vinegar under the tradename of Rosina, named after the wife of the founder, Ricardo. Over the years, the demand for wine grew, and in 1999 Panizzon launched its first fine wine, while in 2002 it began to enter in the market of

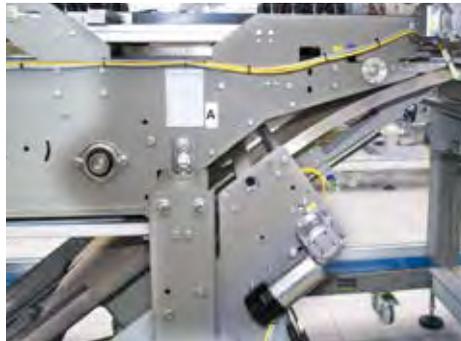
sparkling wines. But 2003 was its great year, the year of the big expansion, thanks to the introduction of the lines for balsamic vinegar and grape juice. The following years have been characterized by continual investments in new machinery and equipment to increase production and improve technical production. Today after more than 50 years of activity, we can say that Panizzon is recognised on the market for its excellence, efficiency and professionalism. Investing in advanced technology, that includes equipment used in the cultivation, modern technical analysis and the storage of the product, is also a factor that adds quality. In every bottle of wine, there is a bit of its history, making each wine unique and suggestive and to keep the quality of the wine intact, Panizzon understands how important it is to package it correctly with the right box that will maintain the quality of the wine until it reaches the consumer. For these reasons, Panizzon chose to wrap its wine bottles in closed boxes, by installing an SMI LWP 30 ERGON wraparound packer on its production line.

➤ DISCOVERING THE PANIZZON WINERY

To help visitors taste the quality of Panisson still and sparkling wines, the company has reserved a space within the plant, where visitors are taken on a guided tour to help them discover the spirit of the wine. Next to the winery, there is a shop where you can taste samples and buy products or souvenirs from the world of wine. In this way, the shop has become a chosen destination for a lot of tourists who want to discover the city of Flores da Cunha and taste the excellence of the wines on offer. In this region there are a few local organisations that specialise in enological tours which take visitors around Panizzon and other wineries, they also organise courses and seminars on the production of wine or it is also possible to choose guided wine sampling to improve the understanding of the history of Brazilian wine.



SMI SOLUTIONS FOR PANIZZON



Experience acquired by Panizzon from the use of the first LWP wrap-around packer supplied in 2015, gave the company no other choice but to return to SMI for the supply and installation of the new LWP 30 ERGON. The wraparound packer that was supplied, answers all the requests made by the customer for flexibility, quick production procedure and allows to achieve high production efficiency at low cost, working up to 30 packs/minute in different formats in a completely automatic way.





➤ WRAP-AROUND PACKER LWP 30 ERGON – New production line

Packaged products: glass bottles of 0,66L / 0,75L / 1L / 1,5L / 2L.

Packages worked: wrap-around boxes in the format 3x4 for bottles of 0,66L / 0,75L / 1L and in the format 2x3 for bottles of 1,5L and 3L.

Products packed: brand wines Panizzon, Di Mallo and San Martin; Brand grape juice Panizzon and San Martin and brand vinegar Weinmann and Rosina.

➤ WRAP-AROUND PACKER LWP 30 – Pre-existing line

Packaged products: glass bottles of 0,25L / 0,3L / 0,5L / 0,66L / 0,75L / 1L e 1,5L.

Packages worked: wrap-around boxes in the format 3x4 for bottles of 0,25L / 0,3L / 0,5L / 0,66L / 1L and in the format 2x3 for bottles of 0,75L e 1,5L.

Products packed: brand wines Panizzon, Di Mallo and San Martin; Brand grape juice Panizzon and San Martin and brand vinegar Weinmann and Rosina.

➤ ADVANTAGES

- Automatic machine for the packaging of glass bottles of various capacity with a maximum speed of 30 boxes per minute.
- An ideal solution for packaging glass bottles that need packaging that resists bangs and is able to preserve the product during transportation.
- The cardboard boxes are easy to stack during the palletising phase.
- The LWP 30 wraparound packer has a mechanical system that groups the product and offers the advantage of forming the box around the bottles without stopping the machine.
- The procedure is continuous and ensures that the wrapping process is fluid and constant.
- With the wraparound system it is possible to create different types of rigid containers in different types of packaging, such as boxes that are semi-closed or completely closed, with or without prebuilt cardboard separators between one container and another, cardboard trays with a rectangular or octagonal base, trays with the same height edges or with different heights, boxes with easy-opening.
- The cardboard box can be personalised from a graphic point of view; this way it becomes an efficient means of brand advertising and so it becomes strategically important to attract consumers.



➤ **BRAZIL IN A GLOBAL REVIEW**

In the international market of wine-growing Brazil is classed as an importing country. Until the mid 80's it exported very little, and for the greater part this was grape juice. During the mid 90's demand from foreign markets began to grow, it jumped from 9,8 million dollars in 1985-1990 to 30 million in 1995-2000. However, it is also true that the level of imports grew to around 94,3 million dollars. There are two crucial problems that are slowing the development of the Brazilian wine-growing market, the first is without a doubt the modest internal consumption, that isn't even 2 litres per head per year (Italy is in second place with 59,37 litres, while France is the first with 60), resulting from Brazil not having a wine drinking tradition. The second is the price of national wine, which is relatively expensive due to high taxation, this factor puts wine in a disadvantageous position compared to other cheaper beverages like beer.

SERRA GAÚCHA: THE STAR OF BRAZILIAN VINEYARDS

The region of Serra Gaúcha, situated between the mountains of north-eastern Rio Grande do Sul, in southern Brazil, has the greatest output of local wine production, so much so that it is called the star of Brazilian vineyards, the quality of the product also matches the quantity. This region has a similar climate to those of the best wine-growing areas around the world, between the 30° and 50° parallels, but it has the disadvantage of the excessive yearly rainfall that falls exactly in the season before harvest, a crucial period for grapes to ripen. This factor makes life very difficult for wine-growers in Serra, so they have to work hard and commit to improving the technology of their production. The results have however been surprising and encourage continual improvement. When we speak about surprising results we can't avoid speaking about Sociedade de Bebidas Panizzon, that today is one of the most important companies in this sector, this can also be seen by the important awards it has won at national and international levels. Thanks to the company being led by solid

values like family, traditions and solidarity, united in an innovative approach towards cultivation, production and packaging techniques, it now occupies prime position in the wine-growing context of Brazil. For its secondary packaging the company chose to pack its glass bottles for the brand wines Panizzon, Di Mallo and San Martin, for the grape juice brands, Panizzon and San Martin and the vinegar brands, Weinmann and Rosina in wrap-around boxes. This kind of packaging ensures a quality box which is particularly resistant and able to preserve the contents during movement and transportation. Bebidas Panizzon chose the LWP series wraparound packer from SMI, with who they have been collaborating since 2015, when their first wraparound packer was supplied, and for the new glass bottle production line of 0,66L / 0,75L / 1L / 1,5L / 2L they installed the new wraparound packer LWP 30 ERGON.

Today Brazil produces wines of excellent quality that often reach the same level as many foreign wines, taking part and winning awards even abroad. The Brazilian wine culture favours white wines for quantity and quality, this probably depends on the type of soil and weather conditions.

Brazilian wines are classified in:

- **Vinho de Mesa** - inferior quality wine, made from a variety of common grapes (Concord, Herbermont, Isabel, Seyve Willard, Niagara) of American species (*Vitis labrusca*, *Vitis rupestris*).
- **Vinho Fino de Mesa** - differentiated table wine, made from a variety of noble grapes (Cabernet Sauvignon, Cabernet Franc, Pinot Noir, Merlot, Chardonnay, Riesling, Sauvignon Blanc) of European species (*Vitis vinifera*).

Brazilian wine is gaining ground and has its own precise characteristics, the whites tolerate the climate: fruity, refreshing and made to be drunk young; the reds, have already reached a good level and can be compared to the best young European wines. The greatest difficulty for the production of Brazilian wine is that, because of the climate it can't mature as much as the wine we produce. However, some wines from 1991, the best year in the history of wine in Brazil, have reached a surprising degree of quality and they are improving while having matured in the bottle for over 10 years, a length of time which was impossible to imagine for these wines. Since September 1995, Brazil has been a member of Oiv (Office International de la Vigne e du Vin), the organisation which regulates the international rules for producing wine, witnessed by the high quality of Brazilian production. The next step will be to create the Brazilian D.O.C. (Denomination of Controlled Origin) similar to that existing in Europe.



A PIECE OF ITALY IN BRAZIL

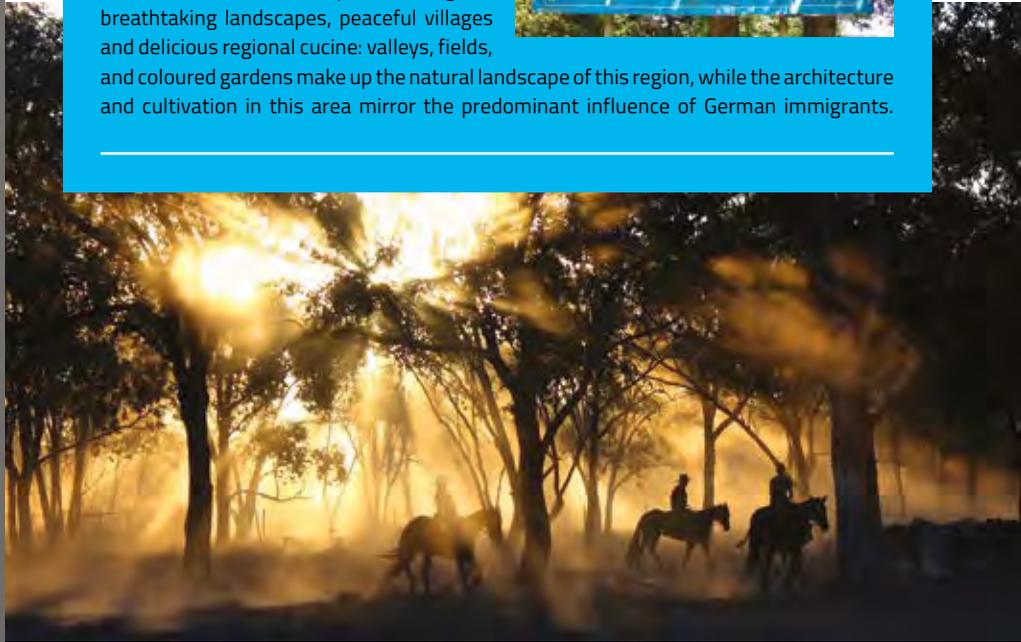
In 1875, settlers and sharecroppers began to arrive from Italy, especially from Veneto, they settled above all in the city of Flores da Cunha, a region in the state of Rio Grande do Sul in the heart of Serra Gaucha. They had been enticed by incentives from the Brazilian government which promised pieces of land to those who were prepared to leave their homeland. The government needed to populate the southern regions of the country and defend the border with Uruguay, this fertile land could be cultivated, it wasn't a mirage but a serious proposal, and it offered a rare opportunity to escape from the hunger and poverty that was hitting Italy in that period. In reality, the fertile land was covered by excessively wild vegetation, the so called "Mato", the wood that covers you. The first generations had a hard life, but the spirit of self-denial and sacrifice, that has always characterised Italian peasants won and over time they managed to dominate the land and make it productive. Today everything is produced on a widescale and it is the descendants of those first settlers who are helping to support the Brazilian economy. The most important wine-growing region of Rio Grande do Sul is Serra Gaucha, where tourists can visit any of the many

local wineries and live the experience of producing wine, they can also take part in exciting nature excursions where it is possible to go rafting on the rivers of the magnificent Serra Gaucha to discover the wonders, or travel through the region by Jeep, horse or on foot, along trails surrounded by the splendid nature, admiring the beautiful sunsets. Along the Road of Wine and Grapes you can visit small rural properties that have been converted into wineries, restaurants, artisan shops and art laboratories. Around Bento Gonçalves, the vines were planted by Italian immigrants who were specialised in the production of high quality wines: from there the road called Vale Trentino, between Caxias do Sul and Farroupilla, joins numerous wine-growing companies where you can find traditional Italian wines nad spumanti. Along this trail you can easily admire houses that have remained unchanged since the 1800's, the era of immigration, with wide courtyards and areas for the cultivation of local grapes, that today have become shops which sell local produce such as, wine and cheese.



➤ **THE ROMANTIC ROAD OF BRAZIL**

In the Brazilian state of "Rio Grande do Sul", between the plain around the river Rio do Sinos and the high ground of the Serra Gaúcha, the "Rota Romântica" extends for over 200 km. The Rota Romântica, or the Romantic Road of Brazil was built copying a German design and the thirteen cities which are built along it are the ideal tourist location in Brazil for anyone looking for breathtaking landscapes, peaceful villages and delicious regional cuisine: valleys, fields, and coloured gardens make up the natural landscape of this region, while the architecture and cultivation in this area mirror the predominant influence of German immigrants.



ERGON

THE CASE PACKERS AND THE COMBINED PACKERS HAVE ALSO BECOME ERGON

➔ AUTOMATED MACHINES, EQUIPPED WITH CUTTING- EDGE TECHNOLOGY

With the launch of the ERGON technology, SMI has paved the way to the “new age of packaging” and the “new age of bottling”, showing their ability to reply to market demands. This has been done by offering automated machines, equipped with cutting edge technology that guarantee greater flexibility and efficiency, and at the same time are environmentally friendly, easy to manage and monitor within the packaging line. This ingenious procedure, aimed at enhancing the production cycle and making it more competitive, is summarized in ERGON technology, which was initially only applied to the LSK and SK shrinkwrappers and has recently been extended to the complete range of SMI packaging machines (LWP and WP wrap-around case packers and the LCM and CM combined case packers). The LWP; WP; LCM and CM ERGON secondary packaging machines represent the best that the market can offer regarding packaging technology for a wide range of containers in PET, glass, aluminium and cardboard in wrap-around case or tray only (LWP and WP series), or in wrap-around cardboard cases, tray only or tray + film (LCM and CM series). The models available allow secondary packaging of 30 to 80 packs/minute (according to the series and the





capacity of the container that is being used). Apart from the above mentioned, we have also recently added the CWP ERGON wrap-around case packers, these can produce up to 40 packs/minute and the new CM FP ERGON combined packer which was designed for packaging in film-only, pad + film, tray + film, tray-only and wrap-around case: all this from a single machine.



➤ LWP ERGON max 30 ppm

- Packaging: wrap-around case and tray only
- Infeed with manual guides + oscillating clustering guide device
- 3 way product infeed management
- Alternate cardboard blank picker
- Tray former with manual phasing
- Pneumatic press for product separation
- Vertical blank magazine
- Posyc 7" fixed

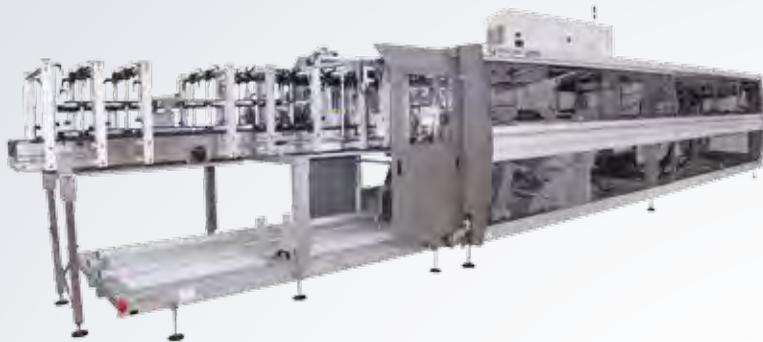
➤ CWP ERGON max 40 ppm

- Packaging: wrap-around case and tray only
- Infeed with manual guides + oscillating clustering guide device
- 4 way product infeed management
- Alternate cardboard blank picker
- Tray former with manual phasing
- Electronically synchronised pegs for product separation
- Vertical blank magazine
- Posyc 15" sliding
- Possible PID option – device for inserting cavities

➤ WP ERGON max 80 ppm

- Packaging: wrap-around case and tray only
- Infeed with automatic guides + oscillating clustering guide device
- 4 way product infeed management
- Cam-operated picker with suction cups
- Tray former with automatic phasing
- Electronically synchronised pegs for product separation
- Horizontal "Easy-Load" magazine
- Posyc 15" sliding
- Possible PID option – device for inserting cavities

All the LWP, WP, CWP wrap-around case packers and the LCM and CM combined case packers, produced by SMI were designed and built according to the key concepts of the Industry 4.0 platform, which can be found in the applications of the numerous technical innovations introduced on the ERGON models. Thanks to the touch-sensitive control panel with a “user-friendly” graphic interface, the packaging machines produced by SMI are much more flexible and easy to use, compared to the market standard and they supply the operator with advanced diagnostic functions and real-time technical support. These packing plants can also be distinguished for their original, ergonomic design, with slightly rounded protection doors that hold all the motors in an upright, exterior position in comparison to the mechanical groups that they activate, making it easier for the line operators to carry out maintenance and to check and monitor the machine. The door closure system, made in painted aluminium, is light and resistant to corrosion and is also equipped with a deceleration device that slows down the final phase of the closure, making sure that it closes securely. The new secondary packaging machines by SMI are almost exclusively equipped with brushless ICOS motors with integrated digital servo-driver. Moreover, the WP wrap-around case packers and the CM combined packers are equipped with the “Easy-Load” device. This is an automatic system for refilling the cardboard blanks, comprising a series of motorised conveyors that feed the blank magazine on the packer, the movement of the blanks along the conveyor and the infeed are managed by the automated system which controls it, so as to optimize production efficiency. “Easy-Load” is the ideal solution when wrapping different types of containers in various packaging formats, quickly changing from one format to another. The ergonomic design of the whole system allows the operator to easily load the piles of blanks onto the infeed conveyors, which are on the outside of the machine at the ideal height for this job.



➤ **LCM ERGON**
max 30 ppm

- Packaging: wrap-around cases, tray only and tray + film
- Infeed with manual guides + oscillating clustering guide device
- 3 way product infeed management
- Alternate cardboard blank picker
- Tray former with manual phasing
- Pneumatic press for product separation
- Vertical blank magazine
- Posyc 7" fixes

➤ **LCM ERGON**
max 40 ppm

- Packaging: wrap-around cases, tray only and tray + film
- Infeed with manual guides + oscillating clustering guide device
- 4 way product infeed management
- Alternate cardboard blank picker
- Tray former with manual phasing
- Electronically synchronised pegs for product separation
- Vertical blank magazine
- Posyc 15" sliding
- Possible PID option – device for inserting cavities

➤ **CM ERGON**
max 80 ppm

- Packaging: wrap-around cases, tray only and tray + film
- Infeed with automatic guides + oscillating clustering guide device
- 4 way product infeed management
- Cam-operated picker with suction cups
- Tray former with automatic phasing
- Electronically synchronised pegs for product separation
- Horizontal "Easy-Load" magazine
- Posyc 15" sliding
- Possible PID option – device for inserting cavities

➤ **CM FP ERGON**
max 80 ppm

- Packaging: wrap-around cases, tray only, tray+film, pad+film and film only
- Infeed with automatic guides + oscillating clustering guide device
- 4 way product infeed management
- Cam-operated picker with suction cups
- Tray former with automatic phasing
- Electronically synchronised pegs for product separation
- Horizontal "Easy-Load" magazine
- Posyc 15" sliding
- Possible PID option – device for inserting partitions



CWP ERGON

THE DAWN OF A NEW SERIES OF COMPACT AND VERSATILE CASE-PACKERS

The CWP ERGON project began with SMI wanting to launch a compact version of the WP case-packer, applying all the main principles that, within the packaging industry of shrink-wrap film brought about the development of the CSK ERGON shrink-wrapper. While taking the main characteristics of the WP, the SMI designers of the new CWP series wanted a wrapping machine that had cutting-edge technology, that would be noted for its advanced automation, flexibility of use, energy-savings and its eco-friendliness. At the moment, there is only one model for packaging a

wide range of rigid containers, in wrap-around cases or in corrugated cardboard trays, with a maximum speed of 40 packs/ minute (according to container size and pack format). The new CWP 40 represents an excellent solution price/quality for secondary packaging in wrap-around cases; as it is only an "entry level" solution, some devices cannot be installed on this machine, such as the automatic blank magazine loader "Easy-Load" which is mounted on its big "sister" the WP.





➤ **INFEED**

The CWP 40 ERGON is equipped with a system of oscillating motorised guides that accurately line up the loose containers on the infeed conveyor featuring thermoplastic, low-friction chains.



➤ **PACK FORMAT**

During the packaging process, electronically synchronised separation pegs and bars continually cluster the loose containers to put them into the format needed.

➤ **CARDBOARD BLANKS MAGAZINE**

On the CWP 40 the cardboard blanks magazine is under the infeed conveyor. The vertical blanks, are taken by an alternate movement picker, which has a collection of suckers with a vacuum system, and positioned at the bottom of the blank climb.

➤ **BLANK CLIMB**

It is curved at the bottom and the top parts to facilitate the insertion of the blanks under the group of products that are leaving the electronic separator, in this way the packaging process flows without any hitches.



➤ **BRUSHLESS ICOS MOTORS WITH INTEGRATED DRIVER**

Like the CSK ERGON models, the CWP 40 ERGON comes equipped with the new ICOS motors that have integrated, digital servo-drivers; this technical solution simplifies the machine cabling considerably and ensures greater energy efficiency, less noise and reduced component wear and tear.

Thanks to the integrated motor drivers, the electric panel on the packaging machine heats up less than before, when the digital servo-drivers were installed inside it.

Therefore, the electric panel only needs air-conditioning for working environments above +40°C; so, in most cases, not having an air-conditioner reduces electricity consumption.



➤ **MANAGEMENT AND CONTROL**

Through the POSYC control panel, which is equipped with touch-screen and simple, easily understood graphics, it also slides along a rail for the whole length of the machine.

CM ERGON

ONE MACHINE, MULTIPLE PACKAGING

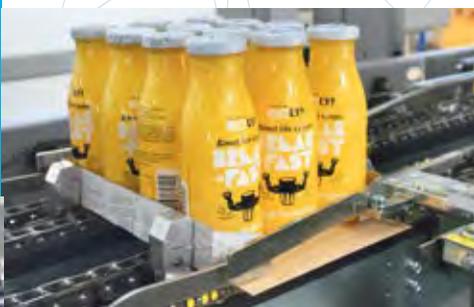
The market for food and beverage products, is in continual evolution and requires production processes that are more and more flexible and diverse. The frequent changes in consumer use and preferences create new challenges to this industrial sector, these challenges require competitiveness, flexibility and a great ability to adapt production processes. They can concern the range of products on offer and / or the packaging, which must be the most suitable to satisfy new trends. To be able to face this ever-changing demand, the food industry needs to use production processes that are always more efficient,

inter-changeable and economical; these can only be obtained with extremely versatile machines and plants that are able to change from one type of production to another quickly and easily. The CM FP (Film/Pad) ERGON series was created because of the need to offer a machine made especially for these demands and to allow the final user to carry out the changes required by market needs, quickly and effectively. This multi-function packer is a complete, automated, secondary packer that can pack a wide range of products in film-only or in pad + film, apart from the usual things that a CM does (wrap-around cases, tray-only and tray+film) at a maximum speed of 80 packs/minute.



CM ERGON
VIDEO
scan this QR code





Thanks to the models in the CM series it is not necessary to invest in different packaging machines, with this single system you can achieve high quality packaging either in film-only, tray+film, pad+film, tray-only and cardboard cases that can be partially or completely closed. When the work program is set for packaging in tray-only or in wrap-around cases, the shrink-wrapper oven and the film winding system are automatically deactivated by the machine control system. The new CM FP series is particularly suitable for production lines with frequent "switches" from one product to another and can easily be adapted to future needs arising from market strategies.



➤ SHRINK-WRAPPER TUNNEL

On the CM FP ERGON combined case-packers, the shrink-wrapper tunnel has cutting-edge technical solutions:

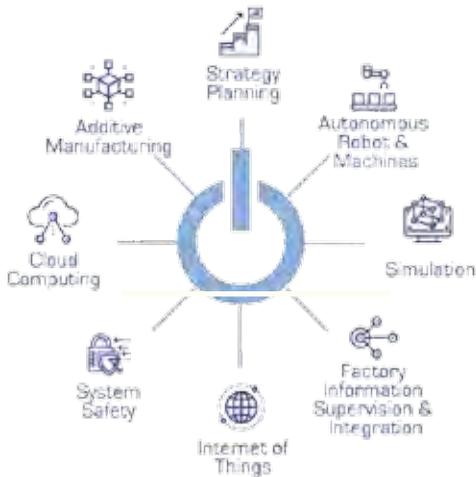
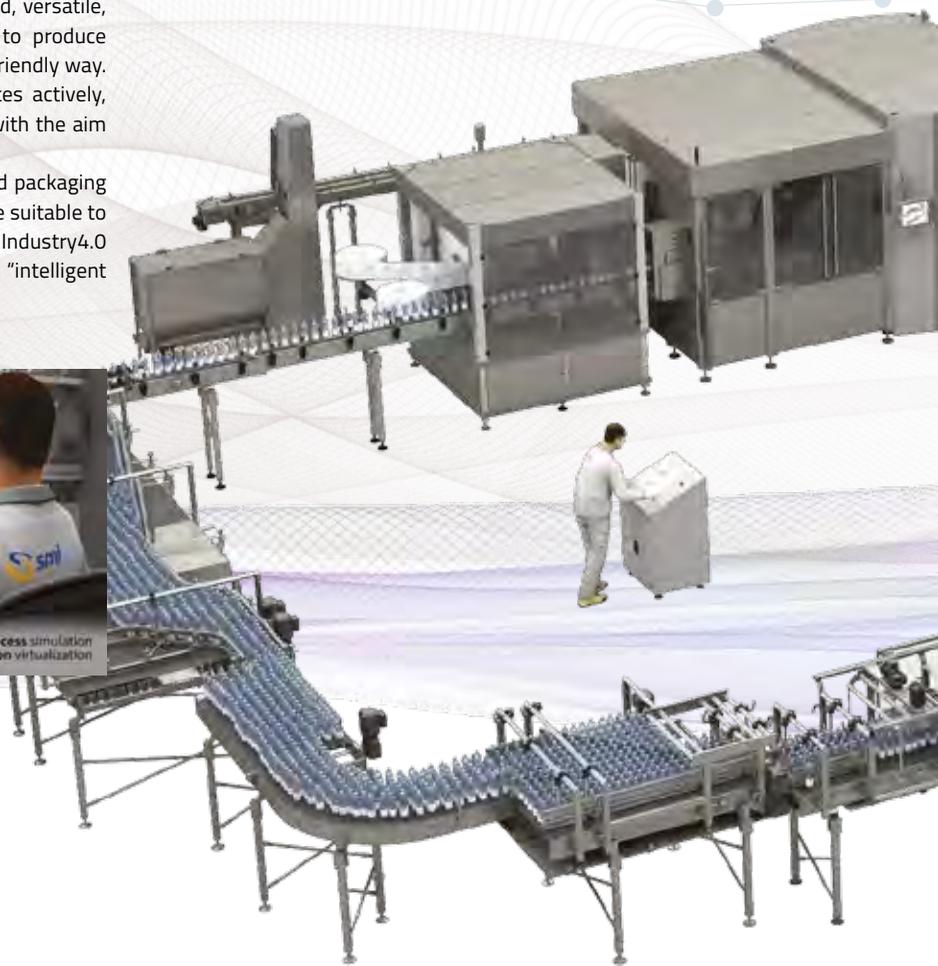
- reduced energy use
- maximum eco-friendly
- improved final quality of wrapped package (the connection between the oven conveyor and the line transportation conveyors is ventilated to ensure correct thermal transition to the pack)
- easy operator access (thanks to removable side panels that ensure complete safe access to internal parts)
- reduced and simplified maintenance and cleaning
- detailed monitoring and control of consumption thanks to special indicators placed on the outside of the tunnel.

SMART

Compared to a few years ago, the era of Industry 4.0 and IoT the food industry now demands bottling and packaging solutions that are more and more automated, versatile, interconnected and efficient, which are able to produce large batches in the most economical and eco-friendly way. Every device on the production line collaborates actively, exchanges information, collects data...all this with the aim to produce more, faster and better. SMI designs and supplies complete bottling and packaging plants for the “food & beverages” sector that are suitable to any need, based on the innovative principles of Industry4.0 principles for the realization of the so called “intelligent factory”.



Process simulation
Production virtualization

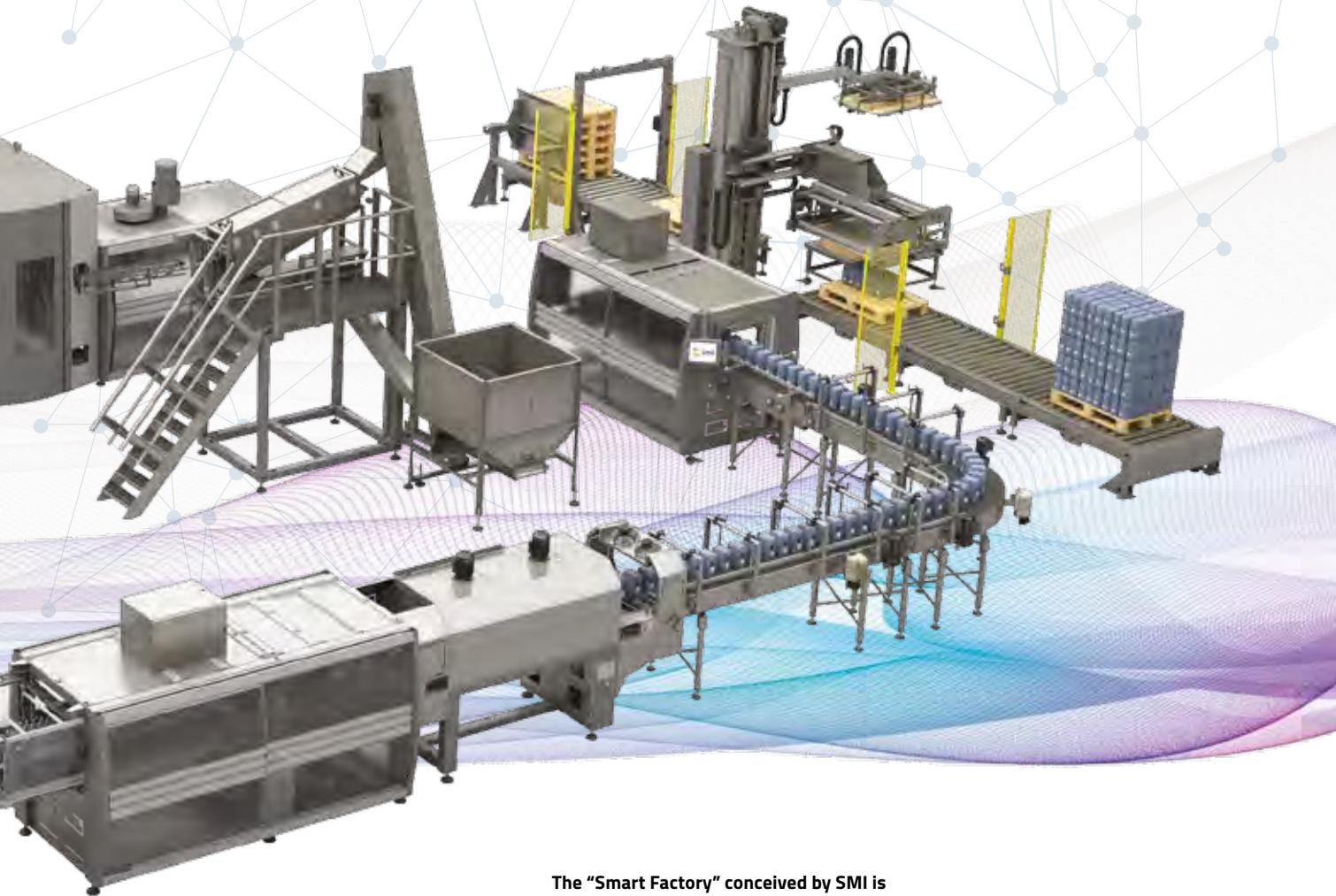


SMART FACTORY

VIDEO

scan this QR code

FACTORY



When SMI technicians are designing each new project they gather the most recent technology available within the industrial automation sector, so they can intensify integration between the working, management and control systems of the numerous "intelligent" devices that work on the production line.

The "Smart Factory" conceived by SMI is characterised by the use of:

- latest generation production technology, such as the ERGON automated packers, which ensures flexible, ergonomic and fully automated packaging processes with close interaction and collaboration between machine and operator
- computerised, integrated management and control system, that allow constant monitoring of the vital production parameters (even from a distance), continual line supervision and collection of a wide range of data statistics on plant functioning; all this with the aim to carry out correction actions, program machine maintenance and improve the performance of the "intelligent factory"
- production solutions that guarantee greater energy saving, greater efficiency and less resource waste.

HOW CAN WE MANAGE PRODUCT FLOW? DID YOU KNOW THAT...

The product accumulation conveyors have live transfer - A solution that ensures the regular, smooth, flow of the containers that need to be packed, suitable even for high speeds and avoiding stops to the production. A regular transportation system is also the ideal condition to maintain the quality of the worked product (photos 1-2).

A key factor to ensure high standards of production efficiency within a bottling plant is the conveying of the containers and products

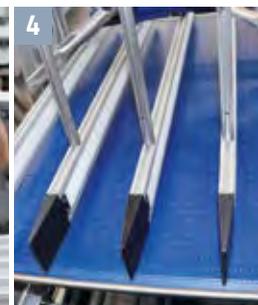
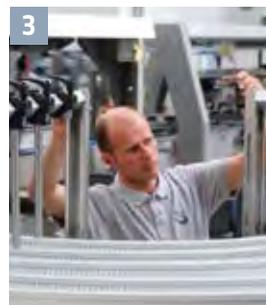
- Thanks to accurate studies on the dynamics of accumulation, distribution and conveying, SMI's solution of "line engineering" guarantees constant production, in the same way that maximum operational flexibility allows the efficient management of unexpected flow variations caused by unexpected single machine malfunction.

The conveyors for dividing products produced by SMI have an ingenious system that regulates the pack by means of hand operated cranks at the side of the belt, or with an optional automated regulation

- An extremely efficient, fast and advantageous solution, especially when the plant processes lots of different bottle formats that need to change format constantly; even maintenance operations are simplified, as this solution uses regulation guides placed below the belt and leaves the top part of the belt completely free, the operator can intervene comfortably during production and maintenance activity (photos 3-4)

The modular structure and the high compatibility with other systems facilitate the integration of the SMI transport conveyors in many configurations, either on projects for new bottling and packaging lines or on existing ones, simplifying operations for installation, start up and trial (photo 5).

The curves built by SMI can be 90° or 180° have live transfer - SMI decided to always use this system because it ensures greater advantages to the smooth level of flow and movement of the products on the bottling and packaging line. Compared to traditional solutions, that had a "dead" plate, with the system used by SMI the product moving along between conveyors and bends does not stop, ensuring a packaging process without hitches (photo6).



SMI SCORES "A GOAL" AT INTERPACK 2017

WHAT STRUCK THE VISITORS?

Organizers, exhibitors and visitors have all expressed their enthusiasm for Interpack 2017. The new EBS K ERGON version ECOBLOC® rotating stretch-blower, with its electronic volume filler managed to attract the attention of all the visitors, mainly because of its extremely compact structure that didn't go unnoticed. However, those who stopped to take better notice were able to appreciate the numerous, latest generation, technological solutions founded on the principles of Industry 4.0, with which this ultra-compact system for blowing, filling and tapping is equipped. It will allow a wider range of bottlers to have this innovative technology even for productions below 10.000 bottles/hour. It's impossible to be unenthusiastic when you see the original PET 0,25L bottle design, the shape of a football, produced by the machine on show, and given out as a gadget to all the visitors at the exhibition. It is well-known ... Italians love football and the SMI designers wanted to make this passion into a reality by creating a bottle that was truly captivating, in a ductile material such as PET, using imagination and creativity.



DRINKTEC 2017: THE PLACE TO BE

Drinktec is the most important global appointment of the year for the beverage and liquid food industry. For SMI it is of fundamental importance, because it represents a showcase of innovation, where a preview of the most advanced bottling and packaging solutions can be given. Therefore, at Munich, cutting-edge solutions like the new integrated system ECOBLOC® ERGON, the new CWP ERGON case packer and the new wrap-around case packers in the MP ERGON series, need a place at the SMI stand.



SIMEI @ DRINKTEC

WINE GUEST AT MUNICH



From the 11th to the 15th September 2017 the World's Leading Trade Fair for the Beverage and Liquid Food Industry "Drinktec" will be held in Munich and for the first time it will host SIMEI, the International Trade Fair for Winemaking and Bottling. In the area christened "SIMEI @drinktec" there will be an exposition showing machines and equipment for the production, manufacturing, bottling and packaging of wine. The Drinktec 2017 fair, that is open to every component of the beverage industry, will therefore be, "the place to be" even in the world of wine.



BEERGHÈM

EVEN BERGAMO HAS A BEER FESTIVAL

Once again the splendid surroundings of San Pellegrino Terme held the "Beerghèm", the biggest craft beer and brewing culture event of the Bergamasc territory.



"2 HOURS IN THE FIRM"

On the 5th July last year, SMI hosted the event "2 Hours in the firm", organised by Confindustria Bergamo. About fifty businessmen from the Bergamo territory visited the HQ and production plants of the SMI Group in San Giovanni Bianco to find out about how future technology, in the bottling and packaging sector, is conceived, lingering on fundamental aspects like industrial innovation, the "intelligent factory" regarding Industry 4.0 and attention to customer requirements.



IT HAPPENED IN MEXICO

On the 21st and 22nd March 2017, SMI Latin America held the first commercial convention of the group, it took place in the prestigious conference room at the NH Collection Reforma hotel in Mexico City. Over these two days, the numerous participants were able to learn about the most recent innovations on the range of SMI products for primary, secondary and tertiary packaging, exchange information and experiences, share commercial strategies and discuss up-to-date topics like customer assistance and the quality of the services offered.



PACKAGING = A MARKETING TOOL

The packaging around a product isn't only there to protect and preserve the contents, more and more often the "packaging" is considered to be a marketing and promotional tool as much as advertising is. Thanks to how it is "dressed" on the outside, any product, even the most traditional, can be transformed and relaunched on the market as goods with new values and new advantages to offer. A well studied pack is able to stimulate the consumer's sensations and guide them to buy, taking advantage of an original but recognisable design, innovative but practical, that communicates in a simple, clear way the "plus" of the product.

Look at the SMI "pack gallery" to see numerous solutions for innovative "packaging"!





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