

AMY'S KITCHEN / EAUX VIVES / DEEM WATER /
ALOYOUN WATER / CAMPARI AUSTRALIA

smid
now

AMY'S KITCHEN

*we love to
cook for you*

NEW EBS ERGON

THE INNOVATIVE AND COMPACT
HIGH-PERFORMANCE
STRETCH-BLOW MOULDER

Magazine 2016/16



IN THIS ISSUE

- 04 USA: Amy's Kitchen
- 20 Canada: Eaux Vives
- 36 Saudi Arabia: Aloyoun Water
- 44 Saudi Arabia: Deem Water Tec
- 52 Australia: Campari
- 68 New ERGON EBS: the innovative and compact high-performance stretch-blow moulder
- 72 Visit SMI's show room to discover the new ERGON technology
- 76 Closer to UK customers
- 79 Mai Dubai rewards SMI
- 80 SMI reduces its "carbon footprint"
- 82 SMI renews online



EDITORIAL 2016/16

The ERGON series was born
from SMI's innovative spirit



The efficiency of a company's bottling and packaging line is an essential part of the production process to improve its competitiveness in the food & beverage sector. This is why SMI's research and development projects of the past two years have focused on innovative ideas in the design and production of stretch-blow moulding, filling, packaging, palletizing and handling machines: concepts implemented by the new ERGON

brand. All the new installations of the ERGON series feature compact, ergonomic and functional structures, simplifying the management, cleaning and maintenance of the machine, ensuring significant space saving within the bottling line and high levels of efficiency and energy saving. Undoubtedly, the new ERGON EBS (Electronic Blowing System) rotary stretch-blow moulder is an excellent example of future-oriented technology which incorporates all the advantages of SMI's new design platform.

sminow | magazine

Created by:

SMI S.p.A. - Marketing Dept.
Via Ceresa, 10
IT-24015 San Giovanni Bianco (BG)
Tel.: +39 0345 40111
Fax: +39 0345 40209
www.smigroup.it



Available in:

Italian, English, Spanish and French.

Access our www.smigroup.it web site and fill in the request form available in the news / smi now magazine section to have a paper copy mailed to you.

Contributors to this issue:

Amy's Kitchen- Eaux Vives - Deem Water - Aloyoun Water - Campari

Product pictures in this issue are shown for reference only.



Printed in 11,100 paper copies on paper from responsibly managed sources



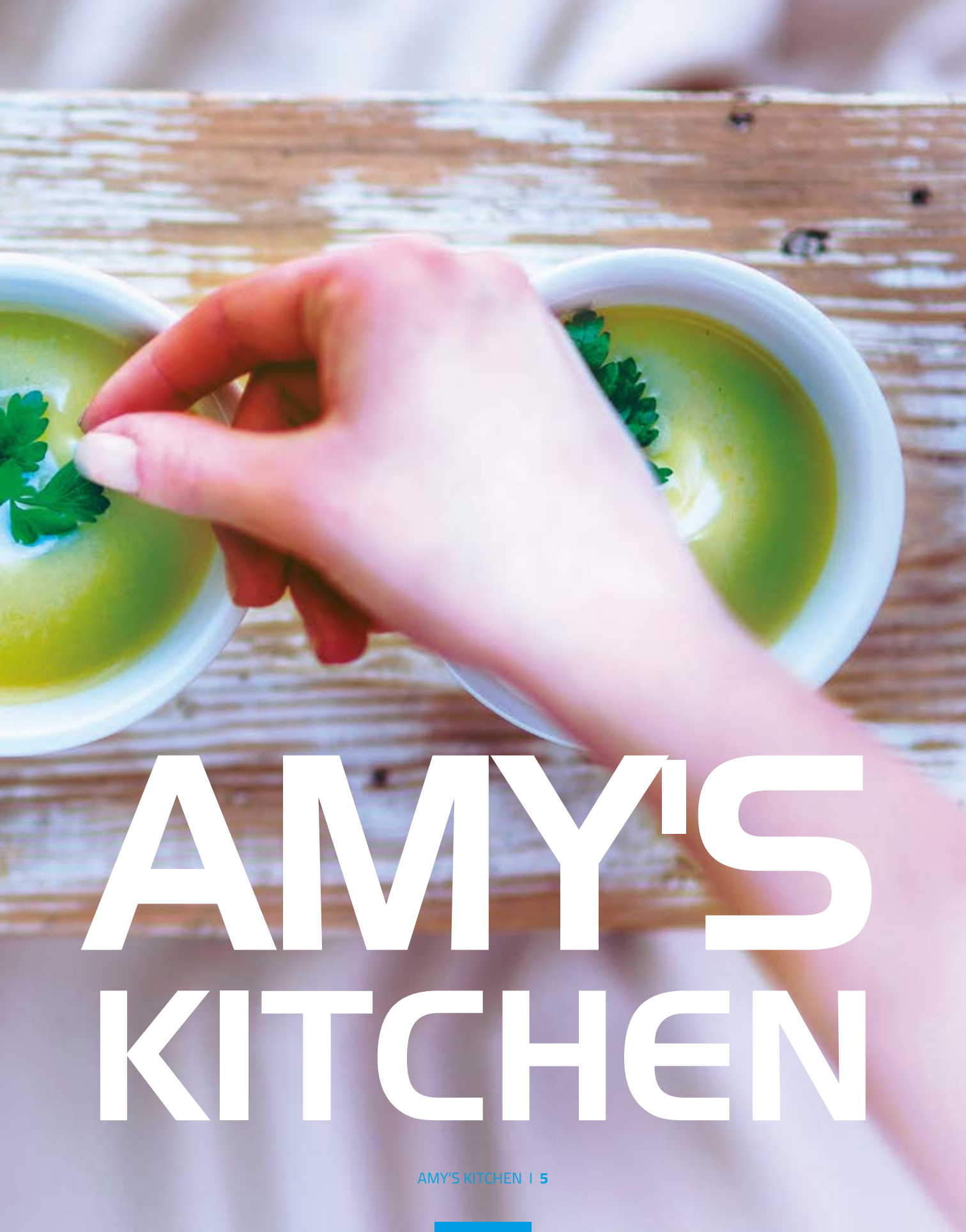
➤ **SECTOR: FOOD**

AMY'S KITCHEN INC.
Petaluma, California, USA
www.amys.com

- SK 800 T Packer
- APS 3090 P - APS 1550 P Palletizers
- Turntable-based wrapper and conveyors



GEO LOCATION



AMY'S KITCHEN



Good ideas come from the dinner table!



→ DISCUSSING REQUIREMENTS, PROBLEMS AND IDEAS AND COMING UP WITH A SOLUTION TOGETHER WITH THE CUSTOMER

As often happens, the best ideas are born at the table. That is exactly where an idea came up during a business meeting between SMI and the customer: that of creating a compact, multifunctional line whose heart is SMI's new pal/depal. From its very first meeting with Amy's Kitchen Inc. SMI felt and shared the pride of those who make a quality product, are aware of it and willing to tackle the issues on how to package it at best. This is how Amy's Project came to life.

After having dined with good food, organic of course, the SMI team succeeded in bringing out this customer's main requirements:

- A) never stop the cooking room in case the line has a problem;
- B) be able to choose whether to package the product immediately into a pack or palletize it loose;
- C) make packages containing two different flavors;
- D) use the same line also to package the product that had previously been palletized loose;
- E) do away with manual palletizing and



An idea, a project, four operating modes



depalletizing to ensure a better final quality of the product.

How were we going to put together all these requirements and reduce the number of machines and manual operations?

Sketch after sketch... the idea began to materialize, and at some point an OK appeared on an almost incomprehensible drawing...



FROM THE IDEA TO THE PROJECT

The production department is located upstream of the packaging line and comprises the cooking room, which they call the kitchen, and the can filling/seaming system. Amy's Kitchen has very high quality standards: in fact, if the cooking process stops for even just a few seconds, they discard the entire product batch being processed (approximately 45 minutes of production). Therefore, it goes without saying that an unexpected stop of the downstream packaging line will lead to a considerable waste of product and money for the customer.

- Why have a great number of belts to accumulate 45 minutes of production when you already have a cans pal?
- Why have a separate packaging line from the depal line?
- Why use two different shrinkwrappers and have to feed one by hand to achieve a package with 2 flavors?

In response to the foregoing questions, SMI developed an innovative can pal/depal for Amy's as the heart of the compact multifunctional line.

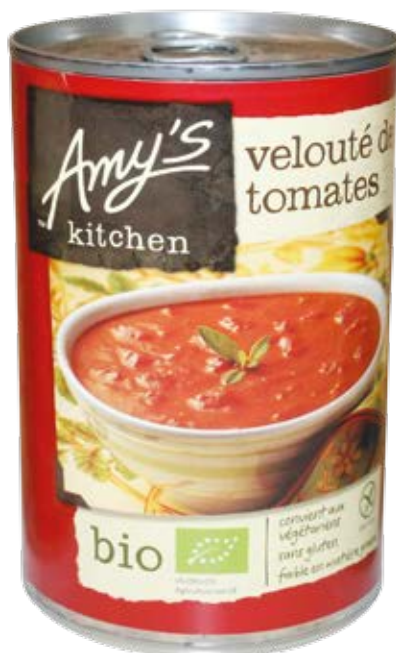


MICHAEL MOODY, AMY'S SENIOR PLANT ENGINEER (ON THE LEFT) WITH ABEL SUAREZ, AMY'S CANNING MANAGER OREGON (IN THE MIDDLE) AND COREY PARRY, SALES AREA MANAGER OF SMI USA (ON THE RIGHT) AT AMY'S FACILITY IN MEDFORD, OREGON.



The line end system that SMI installed at Amy's facility (which includes the APS 3090 P and APS 1550 automatic palletizers, the SK 800 T shrinkwrapper and the conveyors), features four different operating modes:

1. Non-labeled cans buffer mode
2. Labeled cans storage mode
3. Non-labeled cans storage mode
4. Depalletizing mode





➤ ORGANIC FOOD HELPS NATURE AND HEALTH

For some time, we have known that something in this world's natural balance is falling apart and we need to find a remedy in some way or another. We can do that by purchasing organic food, products without polluting chemical additives, avoiding intensive livestock exploitation, working in full respect of the seasons and land rotation and subjecting the final product to the control of specific certification bodies. If you think that everything we eat or put on our skin, in the form of cosmetics, moulds our body and affects our brain, our metabolic activities and life expectancy, it is clear that organic food will have very positive effects on our health because it is free of toxins and full of healing and protective substances that our bodies absorb quickly. Organic food is healthy, tasty and rich in vital active ingredients:

- thanks to its natural origin and the fact that it is not contaminated by chemicals, it boosts metabolism and defenses;
- it prevents the body from storing chemical toxins and speeds up their disposal, if present;
- it accelerates healing and stimulates the regeneration of organs and tissues;
- it has protective, invigorating and anti-aging effects.





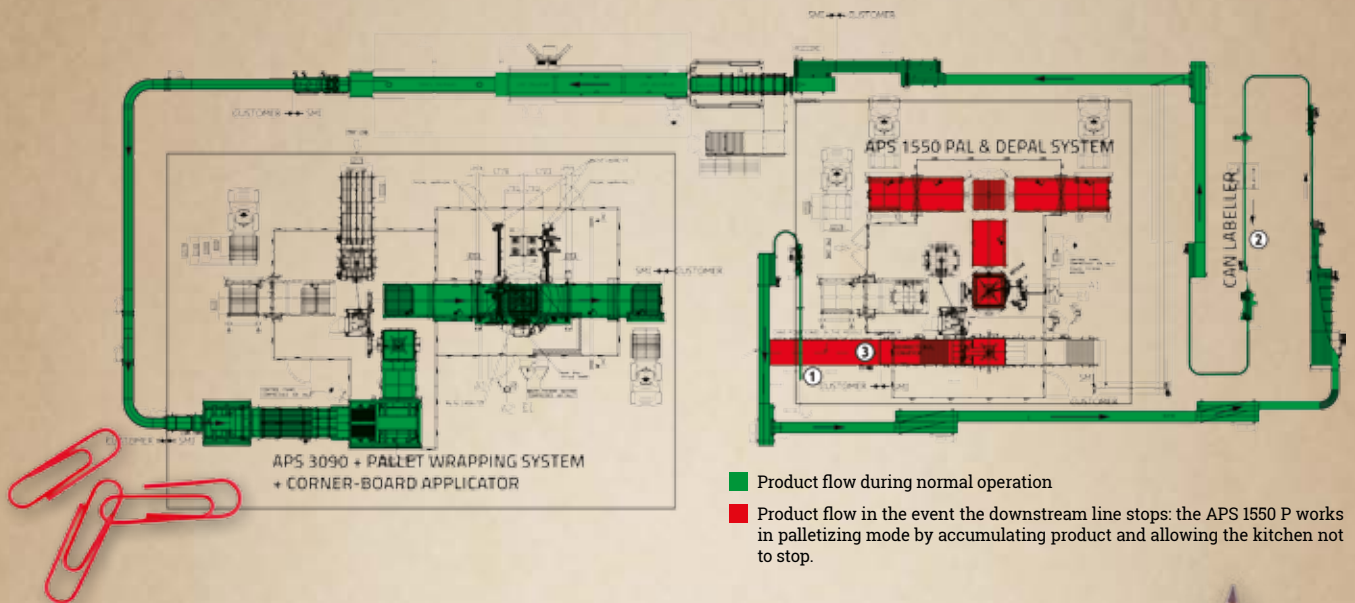
AMY'S KITCHEN GREAT KITCHEN

Amy's Kitchen was founded in 1987, the year Amy was born, daughter of Rachel and Andy Berliner and founders of this important organic food company. Thanks to Andy and Rachel's meticulous teamwork, they keep coming up with new ideas year after year, submitting them to Amy's Kitchen cooks. They never get tired of trying or retrying new recipes, until ideas turn into new products that are placed on the market, only after extensive quality testing. Thanks to Rachel's attentive and sensitive palate, she is the company's official taster. Extreme product care, attention to the final consumer, production processes that result from strong experience in an artisan enterprise are just some of the elements that make Amy's Kitchen one of the most promising organic food companies worldwide. Since 1987 the company has experienced excellent growth rates and has proven to be able to suit every taste with over 250 products, all vegetarian and of biological origin, as well as a wide variety of gluten-free foods. Today, this company has production facilities in Santa Rosa (California), White City – Medford (Oregon) and Petaluma (California). The latter is equipped with the new machines supplied by SMI for the secondary and tertiary packaging of 14-oz. steel cans for organic ready meals (tomato sauce, mushroom sauce, vegetable soup, etc.).



NON-LABELED CANS BUFFER MODE

→ THE APS 3090 P PALLETIZER WORKS AS A PALLETIZING + PALLET WRAPPING SYSTEM FOR FINISHED PRODUCT WITH CORNER-INSERTERS, WHEREAS THE APS 1550 P PALLETIZER WORKS AS A BUFFER FOR NON-LABELED CANS.



This is the main operating mode of Amy's production line. The point on the drawing where the product goes from the kitchen to the production line is identified by number 1. Here the product passes from a cable conveyor to single-row chained belts. By following the green path, the cans are first labeled (point 2), then packed in tray+film by the SK 800T packer and finally transferred to the APS 3090 P palletizing system, which is equipped with a device that makes pallets that have bottom and top trays. The product is palletized by a magnetic head that handles entire layers of cans, picked up and handled from above. The pallet wrapper downstream





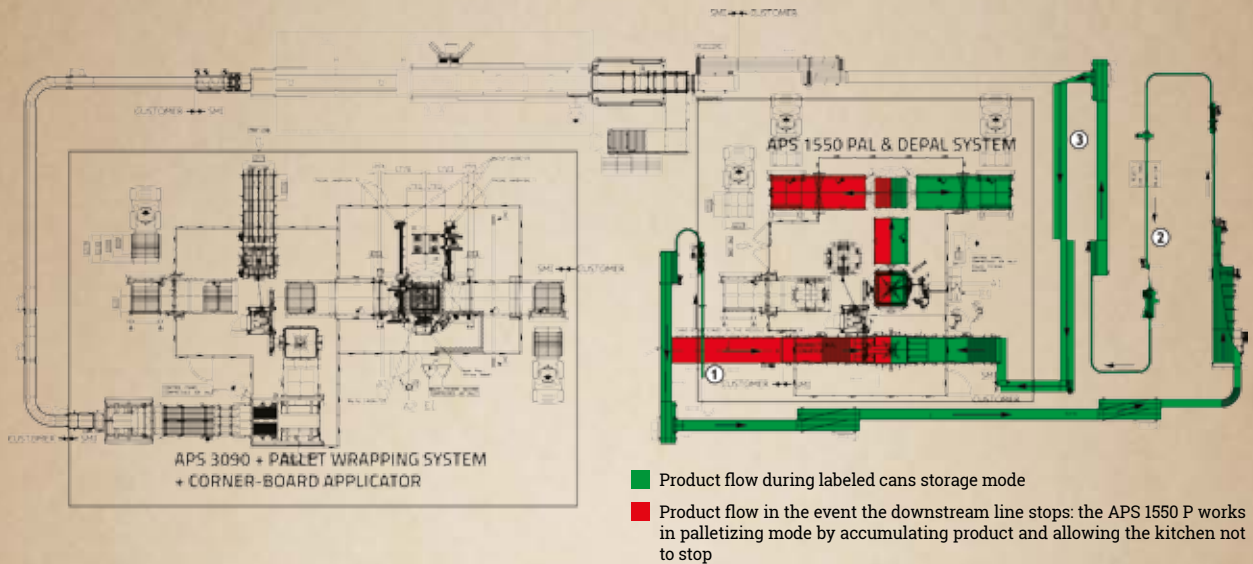
of the palletizing system is equipped with a device that applies some cardboard corners before wrapping the stretch film. These corners are applied both to strengthen the pallet and make it suitable also for intercontinental transport. If a stop occurs downstream of the kitchen while the system works in mode 1, the product will be diverted to the buffer system. As highlighted in red in the layout, a pneumatically operated guide diverts the cans that were just placed on the chained belts and places them on a belt (point 3) where they are naturally distributed to form a layer. This is when the APS 1550 P is activated, acting as a buffer system by palletizing the layers

of cans that are gradually building up on the belt. Downstream, the system is equipped with conveyors designed to house pallets for 45 minutes of production (time required to empty the entire kitchen). If a line stop cannot be solved in a short time, you can decide to begin wrapping and storing the next pallets after two pallets have been formed (which is the admissible average stop time). Once the problem has been solved, the depalletizing begins, stage during which the APS 1550 P places the built-up cans back into the line. There is a camera at palletizer infeed that detects any film on the incoming pallet so that the operator can remove it.



LABELED CANS STORAGE MODE

→ THE APS 1550 P PALLETIZER WORKS AS A BUFFER FOR LABELED CANS



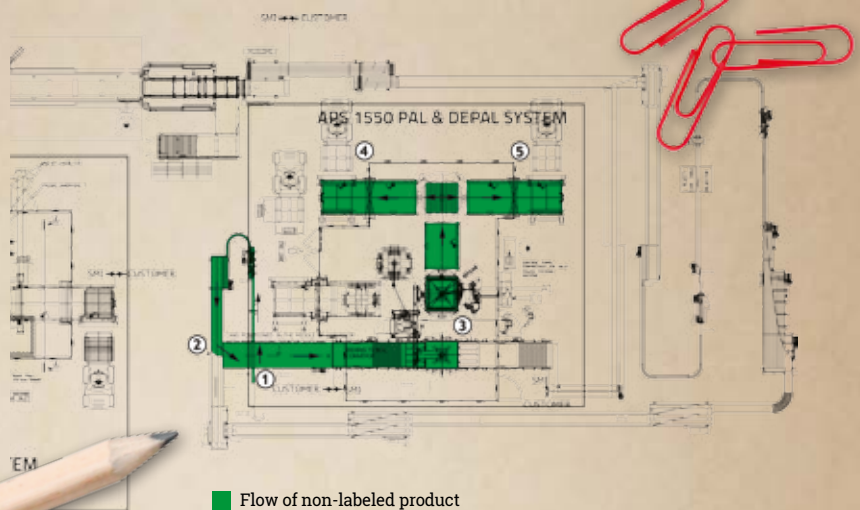
When this operating mode is selected, the APS 3090 P palletizer does not work, whereas the APS 1550 P model works as labeled cans palletizer. This operating mode allows the customer to increase stock availability of labeled products in order to package them in film or tray later on. The green path on the drawing shows the cans coming from the kitchen and entering the line at point 1. The cans are guided by belts up to the labeller (point 2) and then continue up to point 3 where, instead of being conveyed to the shrinkwrapper, they are diverted to a second belt that carries them to the APS 1550 P to be palletized. Each formed pallet is wrapped with film and made



NON-LABELED CANS STORAGE MODE

→ THE APS 1550 P PALLETIZER WORKS AS A STORAGE SYSTEM FOR NON-LABELED CANS

available to be picked up on the right-hand branch of rollers while the left-hand one is used as a buffer. The product to be packaged always comes from the kitchen; therefore, if a stop occurs downstream of the area where the cans enter the belts line, even in this operating mode the APS 1550 P gives priority to the palletizing of non-labeled cans in order not to stop the kitchen. This avoids wasting large amounts of product (section highlighted in red).

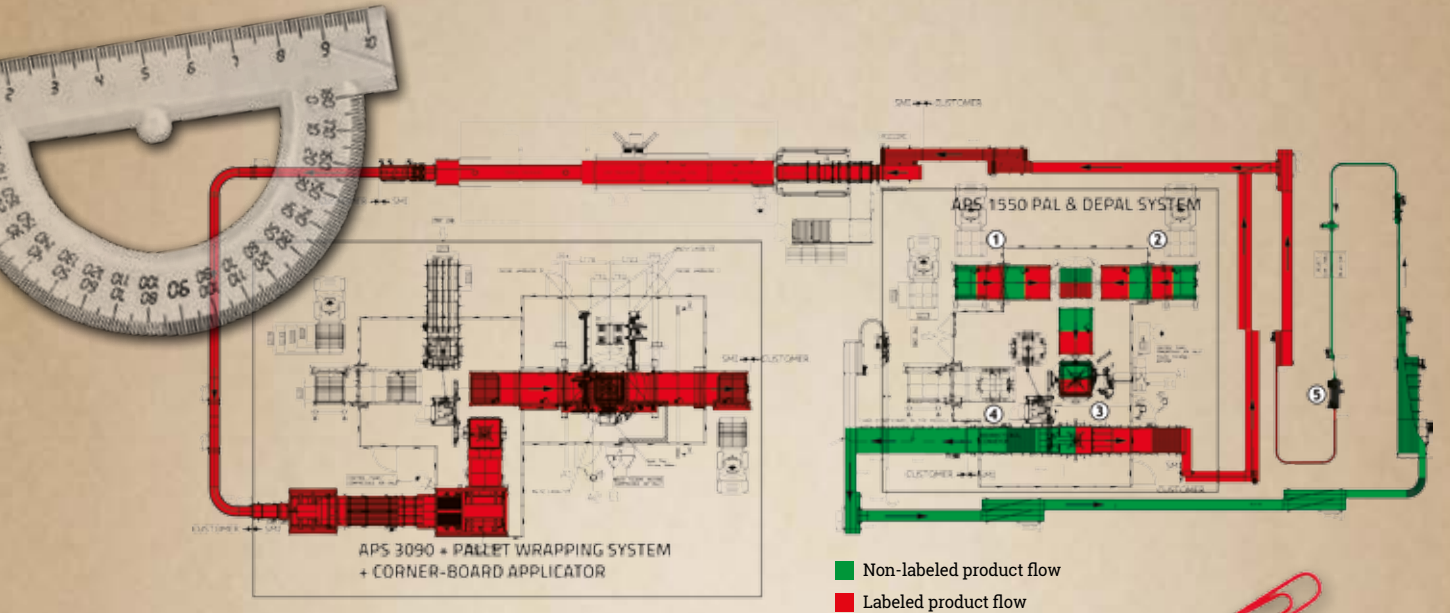


This operating mode allows the customer to stock non-labeled cans. The only line machine that is used is the APS 1550 P palletizer. The drawing shows, in green, the path of cans coming from the kitchen, where they enter the belts line in point 1 and are immediately diverted on the palletizer's layer forming belt by a pneumatically operated guide (point 2). All the pallets formed during this mode are wrapped (point 3) and made available to be picked up on both pick branches (points 4 and 5).

DEPALLETIZING MODE



THE APS 3090 P PALLETIZER WORKS AS A FINISHED PRODUCT PALLETIZING + PALLET WRAPPING SYSTEM WITH CORNER-INSERTERS, WHEREAS THE APS 1550 P PALLETIZER WORKS AS A DEPALLETIZING SYSTEM FOR LABELED OR NON-LABELED PRODUCTS.



When the line is set to this mode, the customer's kitchen never works because the cans come directly from the store. In fact, the APS 1550 P palletizer acts as a depalletizer and can process both labeled and non-labeled cans. The can pallets are inserted in points 1 and 2. The line operator must first remove the wrap-around film from the pallet. In any case, an accurate inspection is performed by a camera located before the layer pick-up area so that any film that may still be wrapped around the pallet can be removed at once. After the cans have been depalletized on the belt, they are diverted to the right (point 3) and continue on the red path, passing by the SK 800T shrinkwrapper/





trayformer until they reach the APS 3090 P palletizer and the wrapper. Any non-labeled cans are diverted to the left (point 4), placed on the belts line, labelled (point 5) and then follow the labeled cans path (described above) up to the pallet wrapper.

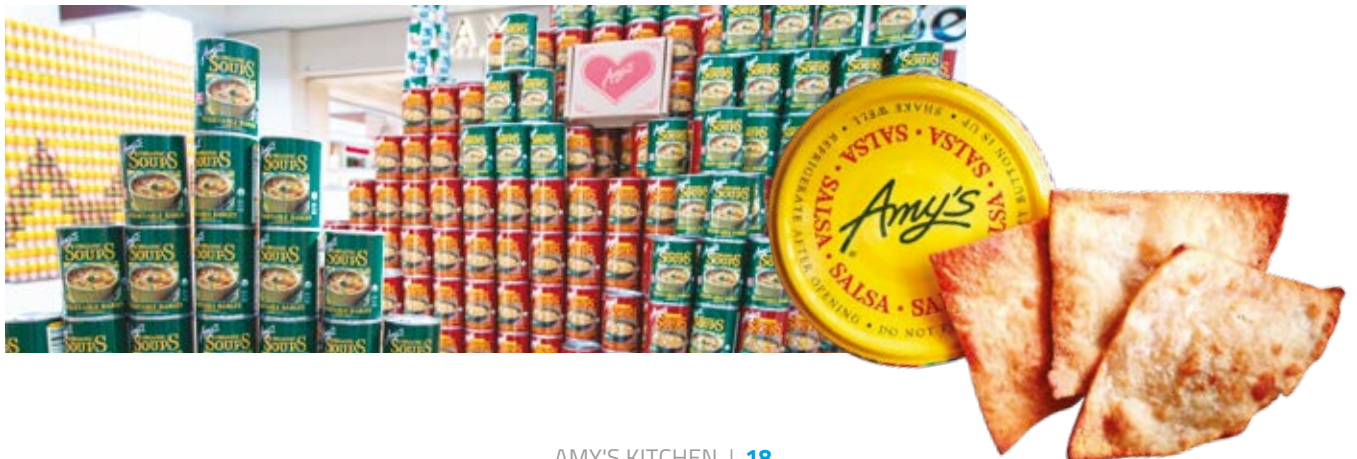


AMY'S KITCHEN

LOVES TO COOK FOR YOU!



This is the company's slogan that characterizes it and self-explains the strong feeling of passion, dedication, attention to health and welfare of others that has been driving Amy's Kitchen's entire entrepreneurial business since 1987. It is no coincidence that this leading American company was founded the year the owners' daughter was born. Driven by a strong motivation to cook only delicious, healthy, organic food for their daughter, the Berliner family decided to become the cooks also for all those health conscious people who do not have time to cook. Just like a model housewife, Amy's Kitchen uses only the best ingredients: fresh fruit and vegetables and organic cereal, grown without the use of pesticides, GMO or fertilizers. All natural ingredients, cooked with the same care and attention that each of us would give when preparing food at home.





THE DRIVE THRU RESTAURANT EXPERIENCE

Amy's Kitchen expansion goals led this American company to sell their own vegetarian food at drive thru restaurants. The first vegetarian drive thru restaurant was established at the end of June 2015 in Rohnert Park, California. Everything on the menu strictly complies with the vegetarian diet: burgers, pizzas and burritos are totally without meat and ready in very few minutes. The entire restaurant is designed to respect the environment: the interior is made of recycled or scrap wood while solar panels cover the roof. This restaurant collects and uses rainwater, environmentally friendly ink is used on the graphics of the packaging in which food is served and all glasses are recyclable.



EAUX VIVES WATER

- **SECTOR: WATER**
EAUX VIVES WATER
Toronto, Ontario, Canada
www.eskawater.com
- Rinsing, filling, capping monoblock
- SK 452 F - SK 600 F - WP 300 Packers



GEO LOCATION

YOU HAVE TO DIG DEEP TO FIND THE ANSWER!

IF WE CLOSE OUR EYES AND IMAGINE PURE WATER, WE INEVITABLY THINK OF WATER YOU DRINK STRAIGHT FROM THE SOURCE: CLEAR, LIMPID AND FRESH, AS ONLY WATER THAT FLOWS IN A STREAM CAN BE. THIS WATER REALLY EXISTS AND CAN BE FOUND IN A GLACIAL AQUIFER FORMED ABOUT 8,000 YEARS AGO, HIDDEN IN VIRGIN FOREST IN A REMOTE CORNER OF QUEBEC, IN CANADA. WE ARE TALKING ABOUT ESKA WATER, PRODUCED AND BOTTLED BY THE TORONTO-BASED COMPANY EAUX VIVES WATER. FLOWING FROM AN ESKER, THIS WATER IS AMONG THE PUREST BECAUSE IT IS NATURALLY FILTERED.

eska



THAT'S WHY THOSE WHO KNOW IT SAY WOW!



ESKA WATER IS NATURALLY LOW IN MINERAL CONTENT AND HAS THE PERFECT 7.8 PH, MEANING IT HAS ZERO ACIDITY DESPITE HAVING A HEALTHY LEVEL OF ACID AND ALKALINE-NEUTRALIZING TOXINS. SINCE ESKA IS SO PURE, IT NEED NOT BE OZONATED.

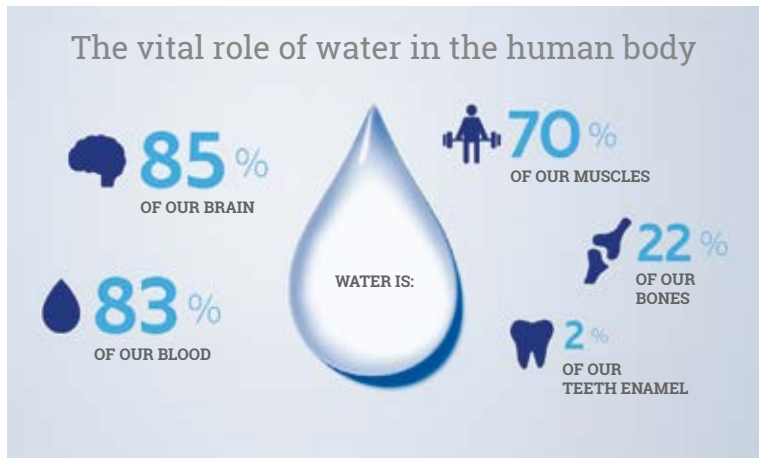
V

enerated by the early settlers as one of the purest waters, even today ESKA water never ceases to amaze. Those who live near the source say that the ESKA water makes your hair shine and your skin



brighter, and fish from that area has an extraordinarily delicate and unique flavor. Undoubtedly a precious gift of nature, this water is bottled with great care by Eaux Vives Water using only high-quality machines and systems. Their main goal is to preserve the environment and produce with a special focus on sustainable development and energy saving.

The vital role of water in the human body





WHOEVER FINDS “ESKER” FINDS A TREASURE

The ESKA water story begins near a pristine forest in a remote corner of Quebec, in the Esker of St. Mathieu-Lac Berry, hidden amid 5,000 acres of protected virgin forest, where Mother Nature never disappoints you and where it has created a perfect underground filtration system, natural and unspoiled. The Esker of St. Mathieu is naturally protected by a bed of clay and layers of glacial rock. This esker is a source that feeds on itself



because every time it rains or snows, the water that falls to the ground filters very slowly (it takes more than 15 years) through the layers of rock, sand and gravel deposited during the last Ice Age. It is a real natural water purifier, making water pure and tasty. This is why ESKA water is considered a true natural treasure, a microbiologically pure water with low mineral content, and constantly cooled at a temperature of about 5° C (too low for any bacteria to develop). Unlike any other type of water, that which comes from an esker is pure par excellence since it is protected from any external element.





THERE ARE ABOUT 1.4 MILLION CUBIC KILOMETERS OF WATER ON EARTH. THIS AMOUNT HAS REMAINED CONSTANT OVER THE LAST 2 BILLION YEARS. BUT ONLY 1% OF THE WORLD'S FRESH WATER IS AVAILABLE FOR CONSUMPTION.



WHAT IS AN ESKER?



The name of the ESKA brand stems from the word esker, which consists of a long and twisty chain of stratified glacial debris, originally deposited within or below a glacier through the action of meltwater that flows approximately at a right angle to the ice margin. Some eskers extend even more than 240 km and are more than 1 km wide. In Canada, Finland and Sweden, eskers often form

strips of land that connect the mainland to the islands in the middle of lakes, on which roads and railways can be built. Sand and gravel can be extracted from eskers for building and industrial purposes.





eska



TECHNOLOGY THAT PROTECTS NATURE



ESKA WATER PURITY CAN BE MAINTAINED ONLY IF ITS SOURCE IS PRESERVED. THROUGH ACCURATE ANALYSES, THE BOTTLING COMPANY REGULARLY MONITORS THE ESKE AND ITS MINERAL COMPOSITION WHILE THE PRODUCTION FACILITY IS MONITORED 24 HOURS A DAY, 365 DAYS A YEAR.



Ever since it was founded – in 2001 - Eaux Vives Water makes choices that favor environmental protection, using machines powered by vegetable oil or finding how to avoid the use of chemicals in order to protect the esker and prevent contaminating this wonder of nature. In addition, this Canadian company does its best to use resources wisely, only installing machines and systems that can ensure maximum energy saving. The company recycles or reuses all the materials it uses: even the

waste waters pass through a purification system before they are returned to nature, outside the Esker's catchment basin. Eaux Vives pays special attention to the materials used during the bottling and packaging process and adopts environmentally responsible practices. As such, the company puts itself in a position to take advantage of all the technologies available on the market to protect nature and its precious commodity: water.



SMI SOLUTIONS FOR EAUX VIVES



LET NATURE KEEP
DOING ITS
FANTASTIC JOB ...
AND LEAVE THE
TASK OF CATCHING
ITS TASTE TO
TECHNOLOGY!



Through the use of modern technologies, ESKA water is collected directly from the source and immediately made available to a modern and automated production line for the bottling and packaging process. Although this may seem a simple process, it actually requires the use of advanced technologies to capture the cool, clean water straight from the esker to preserve its quality and taste, so good and pure, every day of the year. The many machines SMI has supplied to Eaux Vives were designed according to innovative criteria, enabling the customer to achieve high levels of efficiency and reduce TCO (Total Cost of Ownership).





➤ FILLING AND CAPPING MONOBLOCK

Baseless type filling system, equipped with capper that can also handle Karma type caps, made to preserve vitamins and their properties up to the moment they are mixed with water once the cap is pressed.

Advantages: monoblock with compact modular structure, which ensures easy access for cleaning and maintenance, thanks to the area below the bottles that is totally clear.

➤ SK 452 F SHRINKWRAPPER

This machine packages 1 L and 1.5 L PET bottles containing ESKA natural water, with screw caps and sports caps.

Packages made: 3x2 collation in film only in double lane and 4x3 collation in film only in single lane. This machine also applies film to 6x4 collation trays coming from the tray-forming unit.

Advantages: machine equipped with electronic separator, automatic format changeover, reel-lifting trolley, device to center print on film. Ideal solution for quickly switching from one format to another, alternating the production of small packs of film only in double lane to larger formats.

➤ SK 600 F SHRINKWRAPPER

This machine packages 0.33 L and 0.5 L PET bottles containing ESKA sparkling water.

Packages made: 4x3 collation in film only. This machine packages trays in film only, containing 0.33 L and 0.5 L bottles coming from the tray-forming unit, in the 6x4 collation.

Advantages: machine equipped with electronic separator, automatic format changeover, reel-lifting trolley, device to center print on film. Ideal solution for packaging various types of products in film only, ranging from loose bottles with various capacities to packs in trays prepackaged by other machines.

➤ WP 300 WRAP-AROUND CASE PACKER

This machine packages 0.33 L and 0.5 L PET and glass bottles with ESKA water in wrap-around cardboard boxes and in trays with edge height of 30 mm and 55 mm.

Packages made: wrap-around boxes in the 3x4 collation; trays in the 6x4 collation with edge height of 30 mm and 55 mm.

Advantages: high versatility that allows you to process the PET bottles in fully closed boxes or in trays.

BEVERAGE PACKAGING IN CANADA & USA
Retail off trade unit volume in millions

	TYPE OF PACKAGING	2012	2013	2014
CANADA PET BOTTLES	BOTTLED WATER	2.031	2.146	2.227
	CARBONATES	1.223	1.209	1.148
	JUICE	448	460	499
	ENERGY DRINKS	224	224	228
	RTD TEA	53	57	60
USA PET BOTTLES	BOTTLED WATER	42.057	44.851	47.300
	CARBONATES	19.507	19.500	18.920
	JUICE	4.485	4.472	4.441
	ENERGY DRINKS	5.713	5.785	5.856
	RTD TEA	2.293	2.400	2.483

(Source: Euromonitor International)

THE CANADA-BOTTLED BEVERAGE MARKET

As a result of this country's geographical configuration, the major Canadian bottling and packaging companies are concentrated in Ontario and Quebec. As for the North American beverage market, there has been a decline in the consumption of carbonated soft drinks (CSD) in recent years. The reason for this trend is linked to consumers' greater attention towards more healthy beverages. In fact, the figures in the table show an increase in bottle water consumption, energy products and tea. Even container habits have changed: the 2-liter PET bottles prevailed over all the others until a few years ago but today we are witnessing a growing trend of smaller containers, as they are easier to handle and more convenient to carry and meet daily hydration needs.





CANADA & BEVERAGE

An aerial photograph of a city, likely Riyadh, Saudi Arabia, with a large, golden, perforated structure in the foreground. The structure is illuminated by a bright light, possibly the sun, creating a strong glow. The city below is densely packed with buildings and roads, with some construction cranes visible. The sky is bright and hazy.

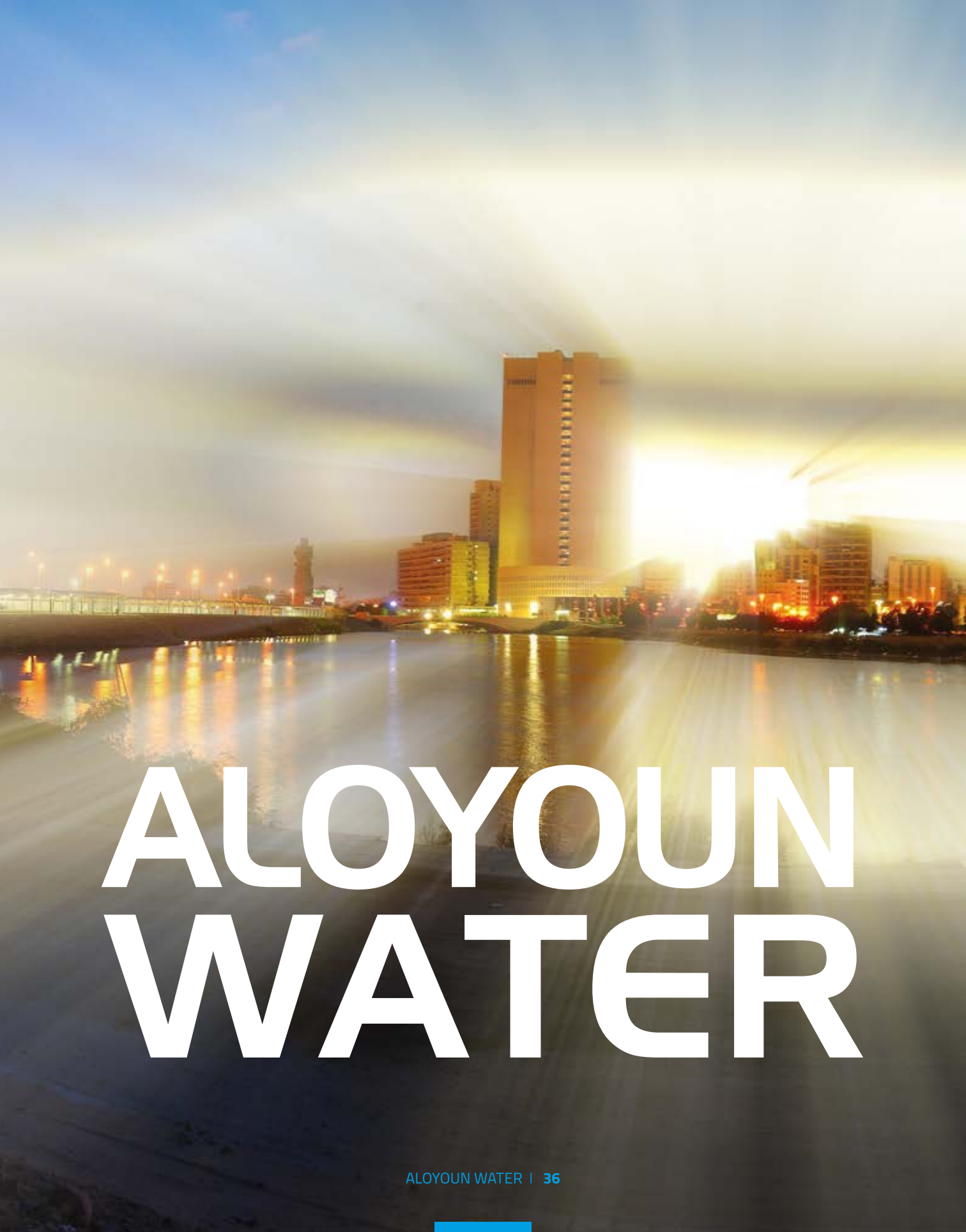
WHAT'S HAPPENING IN SAUDI ARABIA?

An aerial photograph of a city, likely Riyadh, Saudi Arabia, viewed from a high vantage point. The city is densely packed with buildings and roads, surrounded by hilly terrain. In the foreground, a large, curved, golden structure with a grid-like pattern and circular perforations dominates the right side of the frame. The sky is clear and blue.

BOTTLED WATER CONSUMPTION

It's official. The latest market surveys conducted by The Canadean Group research institute attest that the greatest development of mineral water consumption in the coming years will involve Saudi Arabia. With the growth in bottled beverage consumption, more and more companies are investing in new technologies to increase their maximum output and be ready to face this rapidly changing market. An example of the aforesaid development process is the

Alboun Water and Deem Water Factory companies that turned to SMI for the supply of new primary and secondary packaging machines. In the Middle East, Saudi Arabia rates first among countries that consume bottled mineral water, ahead of Mexico and Italy. Although carbonated soft drinks are still the most popular, this country's increase in mineral water consumption is mainly due to two factors: the greater awareness of the alarming incidence of obesity that plagues the Saudi population and the knowledge that mineral water is not only calorie-free but also the most refreshing among carbonated beverages. Furthermore, in many cases tap water is not potable and therefore bottled water becomes a forced choice.



ALOYOUN WATER



➤ **SECTOR: WATER**

ALOYOUN WATER FACTORY

Jeddah, Saudi Arabia

www.aloyoun.com.sa/indexeng.html

- EBS 14 ERGON / SR 10 / SR 12 / SR 10 stretch-blow moulders
- LSK 35 F / WP 350 Packers / HA 35 Handle applicator
- Conveyors



GEO LOCATION



TO EACH HIS/HER OWN PACK COLLATION

Aloyoun Water Factory sells its water in various practical collations:

- the smaller 300 ml bottles are the perfect size for children, because they easily fit inside their school bags or lunch boxes;
- the 600 ml bottle is extremely versatile and suitable for a number of situations: it

is perfect for people who work in offices, are ideal to keep in your car, on a meeting table or at home during meals;

- do not forget that thanks to the slim design of the 1,500 ml bottle, it occupies very little space and fits perfectly between the refrigerator's shelves;
- the 2 L and 3 L bottles are inseparable companions for hiking and picnics;



- finally, the 5 L (gallon) bottle is a must for campers or group outings, a size that is also suitable for fresh water dispensers at home, work or school.



THE HUMAN BODY AND MINERAL SALTS - OUR BODY HAS A DAILY NEED OF: 1.2 GRAMS OF PHOSPHORUS, 0.8 GRAMS OF CALCIUM AND 0.3 GRAMS OF MAGNESIUM. THE NEED FOR CALCIUM IS GREATER IN CHILDREN, PREGNANT WOMEN AND PEOPLE OVER FIFTY. THE ALOYOUN WATER CONTAINS ALL THE SALTS AND MINERALS NECESSARY TO THE WELL-BEING OF OUR BODY, RECOMMENDED BY ASSOCIATIONS WORLDWIDE.



ALOYOUN WATER FACTORY



Year founded: 1994



Offices and production plant: these occupy approximately 20,000 m²



Branch offices and distribution points: located in various regions of Saudi Arabia.



Employees: 400

- **High quality standards:** adopted on a daily basis by the company to offer quality products and services.
- **Pure and healthy products:** proposed in various types of packaging, thanks to the use of sophisticated machines and systems and cutting-edge technologies.



HOW DO YOU READ THE SIGNS OUR BODY SENDS WHEN IT NEEDS WATER?

AS SOON AS OUR BODY LOSES BETWEEN 1 AND 2% OF ITS WATER CONTENT, IT SENDS A SIGNAL THAT MAKES US FEEL THIRSTY. WE USE THIRST AS A GUIDE TO KNOW HOW MUCH WATER WE NEED TO DRINK ... AND THIS IS DEFINITELY A GREAT WAY TO HYDRATE OURSELVES PROPERLY, DAY AFTER DAY.



TECHNOLOGIES THAT ARE FRIENDS WITH HEALTH AND WELL-BEING

→ SMI SOLUTIONS
FOR ALOYOUN WATER



Since the Aloyoun Water company pays special attention to consumers' health and well-being, this is why it uses the best production technologies available on the market within its facility. It also adopts the best health standards to ensure water of excellent quality, among the best on the market, containing a perfect balance of minerals and salts, essential for everyone's health and well-being. This is why Aloyoun Water uses only cutting-edge machines as well as advanced bottling and packaging systems

within its Jeddah facilities, for the production and packaging of mineral water in various bottle sizes. In order to easily and quickly switch from one format to another, the Saudi company needs flexible machines which are easy to use by any line operator. These are the main reasons that led Aloyoun Water to choose the SMI-manufactured primary and secondary packaging machines.



➤ **EBS 14 ERGON / SR 10 / SR 12 / SR 10 ROTARY STRETCH-BLOW MOULDERS**

Production of 0.33 L / 0.6 L / 1.5 L PET bottles.

Advantages: machines equipped with compressed air recovery system, additional air conditioner and anti-condensation system. SMI's solutions for the stretch-blow moulding of PET containers envisage eco-friendly technologies which are, therefore, not harmful to the environment. The air recovery system features a significant reduction of energy consumption and savings of up to 40% in compressed air consumption.

➤ **LSK 35 F SHRINKWRAPPER**

This machine packages 0.33 L / 0.6 L / 1.5 L PET bottles in film only.

Packages made: 4x3 collation for the 0.33 L and 0.6 L bottles; 5x4 collation for the 0.33 L bottles and 3x2 collation for the 1.5 L bottles.

Advantages: this compact machine is suited to meet quite a few packaging requirements and allows the operator to simply and quickly manage work programs and scheduled maintenance.

➤ **WP 350 WRAP-AROUND CASE PACKER**

This machine packages 0.33 L / 0.6 L / 1.5 L PET bottles in completely closed boxes.

Packages made: 3x6 collation for the 1.5 L bottles; 4x7 and 4x6 collations for the 0.6 L bottles; 5x8 collation for the 0.33 L bottles.

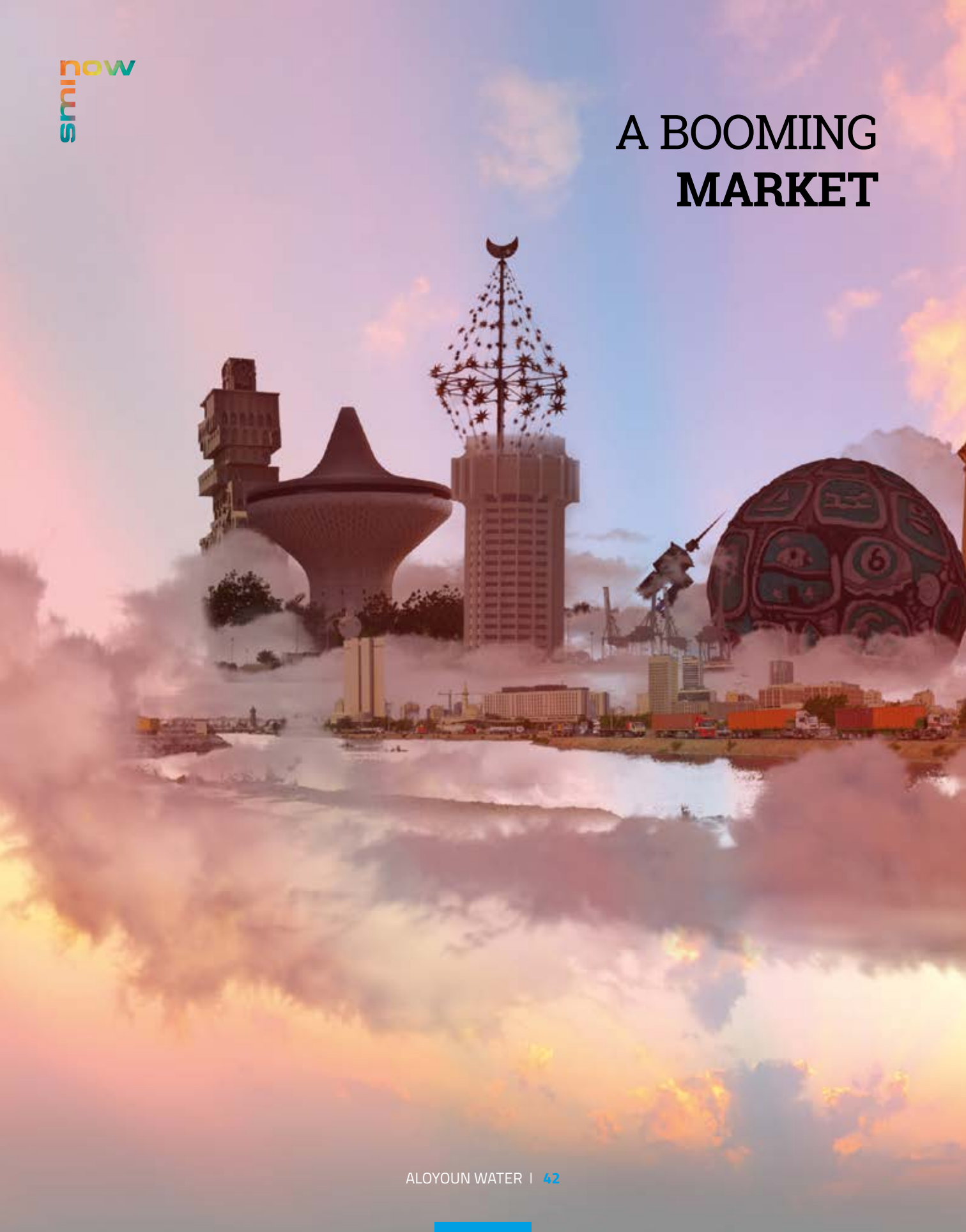
Advantages: this wrap-around sealing system guarantees a smooth, continuous motion packaging process and the grouping of products in a continuous cycle, resulting in a final package protected from shock or impact.

➤ **CONVEYORS**

Conveyor belts for the handling of empty, loose and packaged bottles.

Advantages: systems installed by SMI for the handling of containers and products within the Aloyoun bottling line assure high production efficiency standards. The handling process must be smooth and constant, while ensuring maximum flexibility to be able to manage sudden changes in flow due to unforeseen situations in the running of the individual machines.

A BOOMING MARKET



In Saudi Arabia, the growth of the food and drink market, combined with the strong population growth (about 3% per year), cannot but incentivize the development of the local industry, resulting in a substantial increase in imports of bottling machines. Likewise, the packaging industry is also growing, a sector that takes priority over others according to the National Industrial Clusters Development Program (NICDP), an institution recently established by the Ministry of Industry, in charge of promoting the development of infrastructures and creating industrial clusters. In response to these market trends, companies such as Aloyoun Water Factory are investing heavily in the beverage sector. The company produces and sells a wide range of products and successfully satisfies the daily needs of millions of consumers. In fact, at any time of the day, when it gets too hot, when temperatures are too high, or when the body gets dehydrated and needs to integrate minerals ... the Aloyoun water plays a fundamental role in everyone's diet.



DEEM WATER

➤ **SECTOR: WATER**

DEEM WATER TEC

Al-Qasim, Saudi Arabia

www.deemwater.com

- SR 10 rotary stretch-blow moulder
- LSK 35 F - WP 350 Packers - HA 40 Handle applicator
- Conveyors



GEO LOCATION



DEEM WATER: REVIVE, HEAL, RENEW

These seem hard-to-achieve goals. Moods involving comprehensive physical, emotional, spiritual and mental well-being. Yet, these are possible targets for Deem Water. They represent a unique feeling that anyone who tastes Deem water can experience, a situation of well-being to be shared every day at the dinner table. An unusual approach for a company that only recently entered the

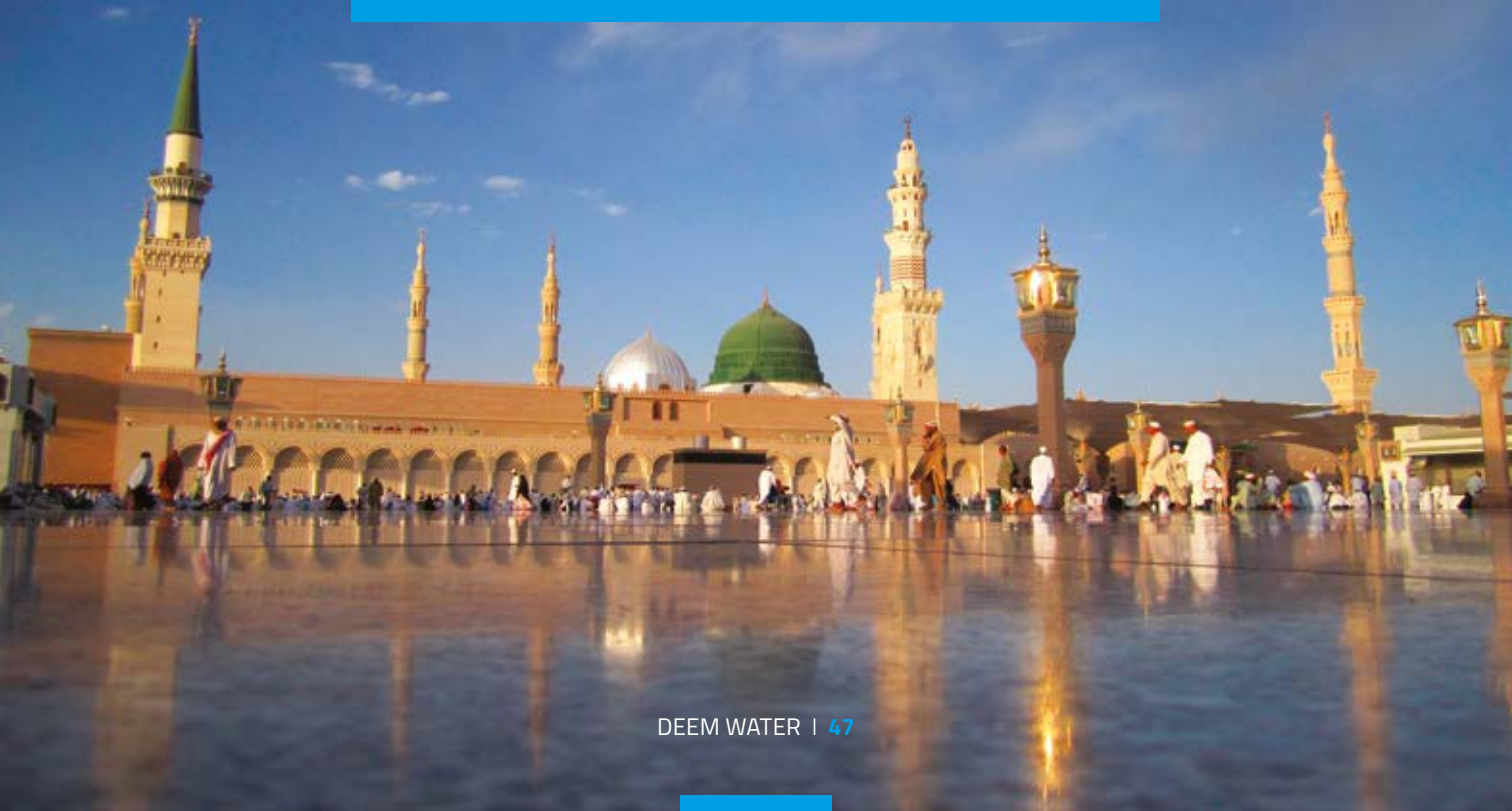
mineral water business but that wants to achieve the total satisfaction of its customers. This is why it keeps investing in its production lines, equipping them with the best production technologies available, among which the primary and secondary packaging machines supplied by SMI stand out. They are intended for the mineral water production line in PET bottles, which are Deem Water's pride and joy.





➤ SAUDI ARABIA

Saudi Arabia is located in the very heart of the Middle East and occupies about 80% of the Arabian Peninsula. This country, which extends from the Red Sea to the west and to the Arabian Gulf to the east, is the 14th largest country in the world and has about 31 million inhabitants. Located between Africa and Asia, close to Europe and the emerging countries of the Far East, Saudi Arabia is a trade point of major transit to and from the Old Continent. Guardian of Islam's Holy Places, Saudi Arabia is the spiritual center of one of the three major monotheistic religions. Expanding on the subject of Islamic history and culture will help us to better understand the Kingdom of Saudi Arabia, its ideal and doctrinal heritage and its leading role in the Arab and Muslim world.







smi
now

➤ FOCUS ON DEEM WATER

Deem Water Tec was founded in 2002 by chemical engineer Ahmed Al Alloush who was drawn by a special interest in water technologies after 22 years of experience in the petrochemical and pharmaceutical industry. This company is active in the designing, manufacturing and marketing of filtration and reverse osmosis systems. It also has a division that designs and builds swimming pools and relating accessories, saunas, etc., with great attention to any solution that ensures personal well-being. Deem Water is especially attentive to offering high quality products and services, with an excellent value for money, and satisfying all types of consumer requirements. For all these reasons, the Saudi company has developed very strong relationships with its customers based on mutual trust.

➤ TOTAL QUALITY

The company is very careful in complying with the highest quality standards and the strictest health regulations, encouraging the formation and development of the culture of wellness. To surpass the expectations of its customers, Deem Water keeps improving its entire production system and offers a wide variety of first rate products. Moreover, Deem Water keeps improving its entire production system and offers a wide variety of first rate products. Moreover, the bottling plants of Al-Qasim (in the heart of the Arabian Peninsula) adopt the highest standards in terms of workplace safety.





WELL-BEING THAT COMES FROM WATER

The business goals of Deem Water were inspired mainly by concepts such as comprehensive quality and

customer satisfaction. The Saudi company aims to exceed customer expectations in terms of product quality, timely delivery and reduced costs, through continuous

improvement in working with the market. Another equally important goal is to contribute to the physical, mental and spiritual well-being of consumers, inspiring them with moments of optimism and happiness thanks to the different brands marketed by the company. Deem Water is aware that water is one of the most important resources in the Kingdom of Saudi Arabia, which must be preserved and valued, for its production and marketing, through investments in modern technologies.



➔ **SR 10 ROTARY STRETCH-BLOW MOULDER**

Production of 0.2 L / 0.33 L / 0.6 L / 1.5 L PET bottles.

Advantages: SMI's rotary stretch-blow moulders are the ideal solution to produce plastic containers of different capacities, featuring various shapes that range from the simplest to the most innovative and complex. High technological content, extremely low operating and maintenance costs, excellent quality/price ratio are the key points of this range of machines.



➔ **LSK 35 F SHRINKWRAPPER**

This machine packages 0.2 L / 0.6 L / 1.5 L PET bottles in film only.

Packages made: 4x3 collation for 0.6 L bottles; 5x4 collation for 0.2 L bottles and 3x2 collation for 1.5 L bottles.

Advantages: this wrapper is equipped with a POSYC control panel that allows even less experienced personnel to use the machine easily and efficiently. This is possible thanks to an extremely user-friendly graphical interface, the touch-sensitive screen and the advanced, real time diagnostic and technical support functions on the POSYC panel.



➔ **WP 350 WRAP-AROUND CASE PACKER**

This machine packages 0.2 L / 0.33 L / 0.6 L / 1.5 L PET bottles in fully closed cardboard boxes.

Packages made: 3x4 collation for 1.5 L bottles; 4x6 collation for 0.6 L bottles; 5x8 collation for 0.33 L bottles and 6X8 collation for the smaller 0.2 L bottles.

Advantages: low mechanical wear and high versatility allow this company to package plastic, metal or glass containers in corrugated cardboard cases and/or trays without film. Trays can have octagonal or rectangular bases, with edges of the same height or different heights.



➔ **CONVEYORS**

Conveyor belts for the handling of loose and packaged PET bottles.

Advantages: manufactured with an AISI 304 stainless steel structure, SMI conveyors are equipped with a wide range of chains to optimize the handling of cans and bottles, both plastic and glass, and several types of rollers that ensure smooth and regular movements that do not damage the conveyed packages. The use of high quality components, together with wear-resistant materials, reduces friction and noise and makes maintenance easier, featuring one of the best quality/price ratios in the business.



CAMPARI AUSTRALIA





➤ **SECTOR: ALCOHOLIC BEVERAGES**

CAMPARI AUSTRALIA PTY LTD

Derrimut, Victoria, Australia

www.camparigroup.com

- WP 600 - WP 350 - WP 600 packers
- EASY-LOAD automatic magazine
- Conveyors

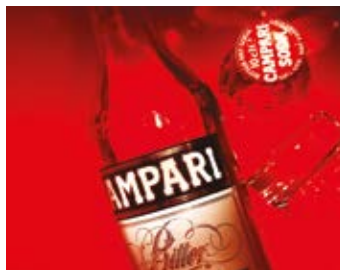


GEO LOCATION



WELCOME TO THE APERITIF CAPITAL

Campari's history is linked to that of Milan and its iconic places such as the Galleria Vittorio Emanuele II, the historical place of the Campari bar and Camparino. Along with fashion and design, the Campari brand is one of the city's symbols, and marked the beginning of the tradition of the aperitif (now valued and distributed at domestic and international level). Actually, the sundowner has nothing to do with the simple consumption of drinks ... it is a casual time to stop, reflect and talk about one's wins and losses of the day.

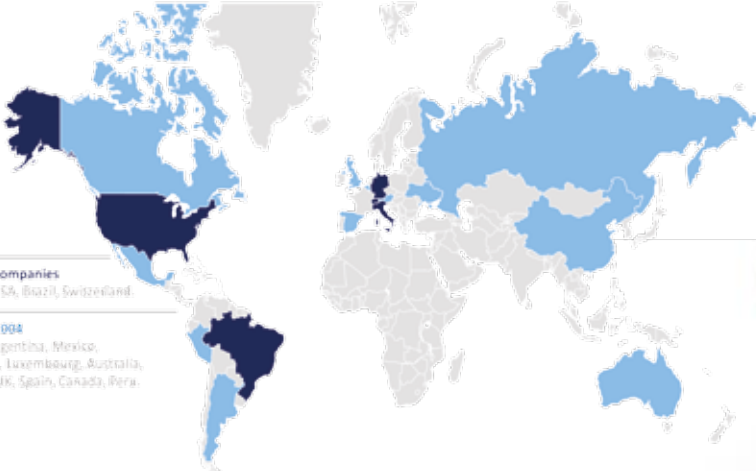




GROWING, PROMOTING EXCELLENCE

→ DAVIDE CAMPARI-MILANO S.P.A., WITH ITS SUBSIDIARIES (CAMPARI GROUP), RANKS SIXTH IN THE WORLD IN THE BRANDED SPIRITS SECTOR.

In recent years, the Campari Group has grown significantly both in relation to its geographic expansion and number of persons employed. Today it is present in many countries of different socio-cultural contexts and, for this reason it is committed to promoting excellence, spirit of enterprise and equal opportunities in every market where it operates. In 2013 the Campari Group acquired Copack Beverage A Limited Partnership, a leading bottler in Australia (specializing in the packaging of canned and glass beverages) and, since 2010, is Campari Group's supplier for the packaging of ready-to-drink products.



2004 in-market companies
Italy, Germany, USA, Brazil, Switzerland.

Additions since 2004
Austria, China, Argentina, Mexico, Ukraine, Belgium, Luxembourg, Australia, Russia, Jamaica, UK, Spain, Canada, Peru.

DAVIDE CAMPARI MILANO S.p.A.



Year founded: 1860

OVERVIEW



Production facilities: Worldwide, Campari has 16 bottling plants, 2 wineries and its own distribution network in 19 countries. In 2013 the Campari Group took over the Australian Copack Beverage A Limited Partnership, a leading beverage bottling company, thus strengthening its supply chain.



Internationally known brands: Aperol, Appleton Estate, Campari, Cinzano, SKYY Vodka and Wild Turkey



Employees: The Campari Group employs about 4,000 persons



Investing in packaging lines for a more efficient future



The brand building passion, entrepreneurial spirit and functional excellence all coexist within Campari.

In fact, this company wants to be:

- UNIQUE (big enough to win, small enough to act quickly and decisively)
- FAST-GROWING
- HIGHLY PROFITABLE
- FUN (having fun in what it does, having team spirit and a confident and positive attitude).





Campari Australia Pty Ltd has been in business since 2013 with its own production as well as for third parties, with a number of products well-known on the Australian market. Thanks to its current production capacity and customer portfolio, this company is well placed to continue to expand its market share and increase the production efficiency of its plants. Campari's investment in Australia further strengthens the Group's international supply chain and constitutes an important opportunity to support future growth in the Asia-Pacific region. These goals are achieved more easily if you invest in high-efficiency technology for secondary packaging, by installing flexible machines that are easy to use. The aforesaid machines, together with the company's great innovative capacity, have allowed Campari to launch a number of successful brands in the vast Australian continent.



#CAMPARI GROUP#
HAS A PORTFOLIO OF MORE THAN 50 PREMIUM AND SUPER PREMIUM BRANDS SOLD IN MORE THAN 190 COUNTRIES IN THE WORLD

#CAMPARISTI#
THESE ARE CAMPARI GROUP'S AMBASSADORS IN PLACES WHERE THE COMPANY IS PRESENT AND ARE ONE OF ITS MOST IMPORTANT RESOURCES IN ENSURING SUCCESS. FOR CAMPARI IT IS CRUCIAL TO PROMOTE AND MAKE THEIR TALENTS GROW TO BE ABLE TO FACE THE MARKET'S CHALLENGES AND OPPORTUNITIES.



IRRESISTIBLY PROGRESSIVE

SKYY is the new world vodka, unafraid to stir and shake things up. Unconditionally devoted to progressive thinking, SKYY Vodka revolutionized the spirits industry with its proprietary quadruple distillation and triple filtration process.



APEROL SPRITZ #1 ITALIAN COCKTAIL*

Aperol is the perfect aperitif: bright orange in color, light and low in alcohol with a unique bitter-sweet taste. Its signature drink, Aperol Spritz is the ultimate contagiously social drink.



RED PASSION

Campari is a contemporary and charismatic classic. Its vibrant red color and intense aroma are the base for some of the most famous cocktails around the world. Campari is a worldwide icon of passionate Italian style and excellence.



BOTTLED BUT NEVER TAMED

Wild Turkey is an American icon. Under the stewardship of our Master Distillers Jimmy and Eddie Russell, our award-winning Kentucky Straight Bourbon Whiskey is revered across the world. Our high rye mash bill, charred barrels and longer aging guarantee a whiskey that's big and bold, yet incredibly smooth.



DISCOVER THE PLEASURE OF APPLETON ESTATE

For over 265 years we have been cultivating sugar cane and crafting the finest rum on the planet. Appleton Estate adds the warmth, passion and the unique spirit of our Jamaica to every drop. Appleton Estate is a truly beautiful rum – delicious and alive, vivid and deep with flavour, complex and aromatic.

THE IMPORTANCE OF THE SUPPLY CHAIN

The Campari Group aims to offer the best products to its customers. This is why it chooses only trusted business partners such as SMI and establishes proper, clear and fair relationships with them. These very valuable principles are the basis of the consolidated collaboration between Campari and SMI which, since 2008, has brought to fruition the supply of numerous secondary packaging systems with high technological content.



A WELL-BALANCED COCKTAIL FOR FUTURE GROWTH



Increased business scale

- 8th largest player worldwide in the premium spirits industry*
- \$ 5 billion revenues in FY 2024 (upside business case in FY 2025)
- * Ranking based on impact's 100-400 Premium Spirits Brands Available by Beverage by Beverage, February 2023



Strengthened global reach

- Sales in over 130 countries
- 95% of sales achieved in our route-to-market
- Increased in market companies: Sales ↑ in 18 within last 10 years



Empowered brand portfolio

- Portfolio of 50+ premium brands, covering 10+ major attracting categories
- Strong focus on 5 top spirits brands
- Strong capital from high potential brands
- Marketing is our engine of growth



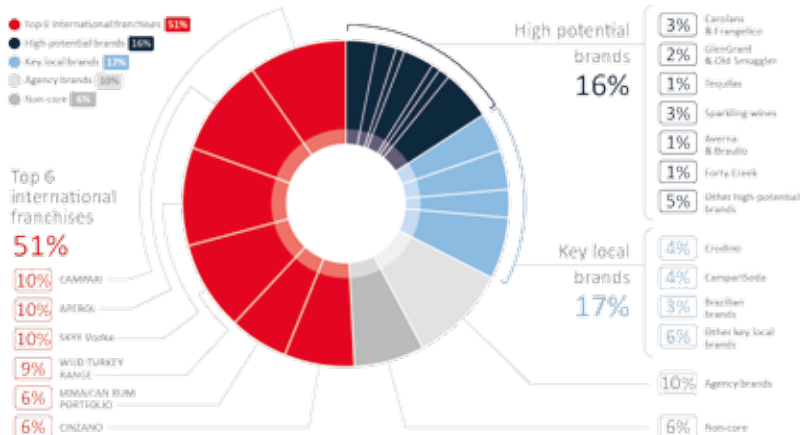
Strongly positioned for future growth

- Growth strategy leveraging on the expansion of the international footprint of our enriched brand portfolio and on external growth through acquisitions



Strong track record in acquisitions

- Half of the revenue growth achieved via acquisitions
- 28 acquisitions and 8 proposals completed
- External growth strategy consistently rewarded over time



YES. WE ARE READY TO DRINK

A phenomenon that characterizes the beverage market in Australia is the Ready-to-drink category that includes pre-mixed bottled drinks with low alcohol content, which Campari introduced on the market in the early 2000s and immediately achieved interesting growth rates. The positioning is that of a product suitable for many occasions throughout the day, with peaks in the summer. The Campari's ready-to-drink market includes the Campari Mixx, Skyy Blue and Wild Turkey brands.



THE EASY LOAD INTEGRATION

Campari Australia Pty Ltd produces a large variety of products and needs to be able to use both cardboard boxes with the standard 3 mm thickness and microflute cardboard boxes that are less than 2 mm thick. This requirement led SMI

to upgrade its three case packers (the WP 350 and WP 600 models) installed in the plant of Derrimut. The machine upgrade involved the installation of the new EASY LOAD system for the automatic loading of the blank magazine, which allows the user to easily manage the various types of

packaging material. Since it also produces for third parties, Campari Australia often uses cardboard blanks with very different characteristics and qualities; with a traditional system, that requirement would entail many machine setting adjustments, with fairly long format changeover times. Therefore, the EASY LOAD system designed by SMI is the perfect solution for situations such as the one Campari requires, since the operator can quickly accomplish the switchover from one format to another. This system assures higher efficiency and precision in the management of blanks of different thickness and ensures greater tolerance when formats change. In fact, from an operational and functional viewpoint, the cardboard blanks, stacked horizontally into uniform groups, can be easily loaded by the operator since the feeding belt of the cardboard blank magazine is placed at the same working height of the packer infeed belt rather than underneath it, as in the more traditional solutions.





➤ WP 350 CASE PACKER

It packages glass bottles of 0.275 and 0.33 L loose or in 2x2 or 2x3 cardboard sleeves in wrap-around boxes.

Packages made: 3x4 or 4x6 cardboard wrap-around boxes.

➤ 2 WP 600 CASE PACKERS

It packages cans from 0.2 to 0.55 L loose or in 2x2 or 2x3 cardboard sleeves in wrap-around boxes.

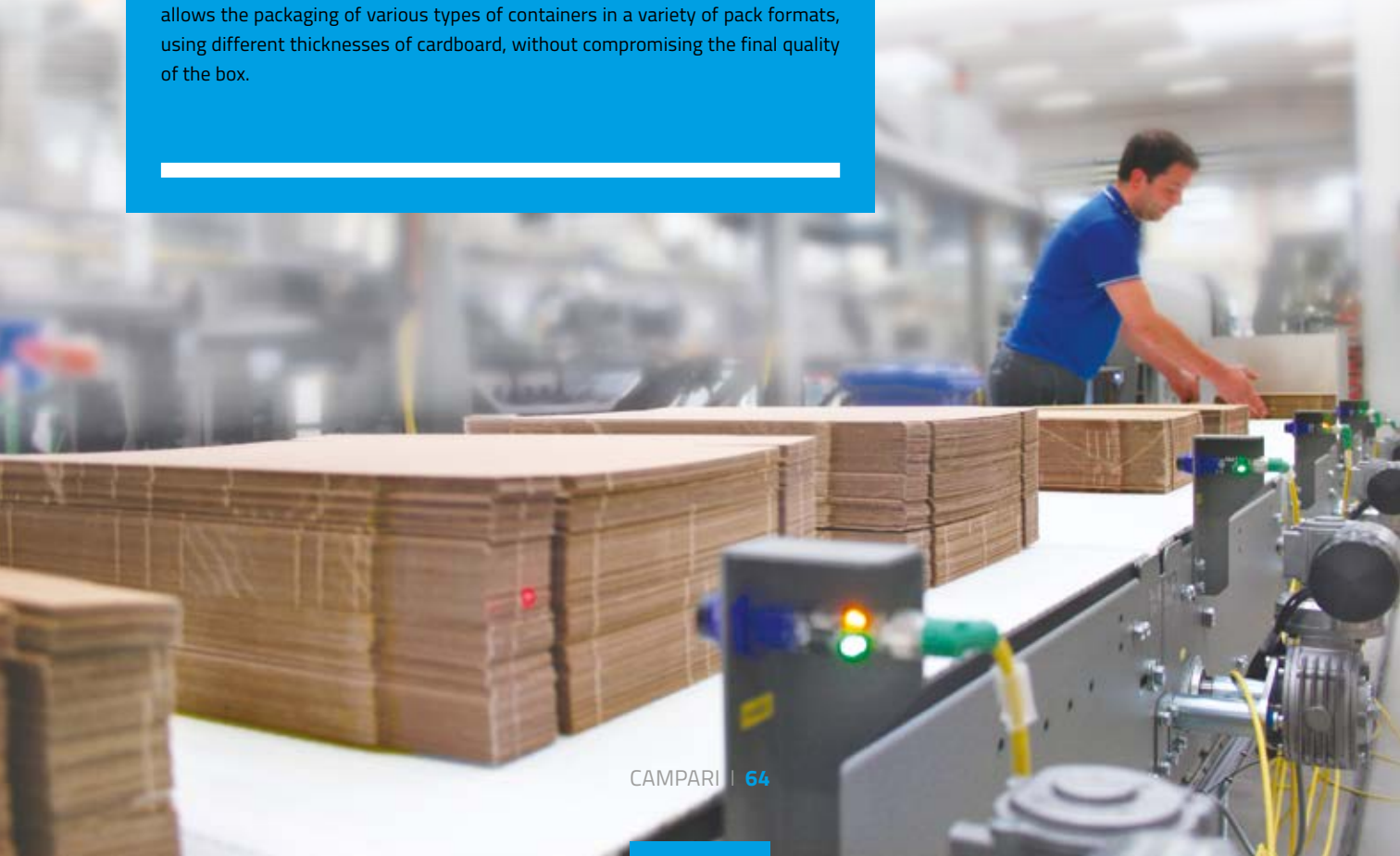
Packages made: 3x4 or 4x6 cardboard wrap-around boxes.


Advantages: WP wrap-around case packers are secondary packaging machines suitable for processing a wide range of products (especially cans from 25 cl to 37.5 cl) of various brands.

➤ EASY LOAD

This system comprises a series of motorized roller belts designed to feed the packer's cardboard blanks magazine. The cardboard blanks advance on these belts until they reach an area where they are conveyed up to the collection system either of the wrap-around case packer or the shrinkwrapper. Thanks to appropriate sensors, the arrangement and feeding of the cardboard blanks on the motorized roller belts and their loading into the packer's magazine is fully automated.

Advantages: this is the ideal solution which, in conjunction with a WP case packer, allows the packaging of various types of containers in a variety of pack formats, using different thicknesses of cardboard, without compromising the final quality of the box.



A close-up photograph of a kangaroo's face, looking slightly to the right. The kangaroo has brown and white fur, large eyes, and a prominent nose. The background is a blurred, light-colored surface.

Australia is huge and distances are really endless. As such, the choice of how to transport goods affects the type of packaging to be used. The main purpose of a packaging is to protect goods during handling, storage, transport, distribution, sale and final consumption. Therefore, packaging in wrap-around cardboard boxes is the ideal solution for marketing bottled drinks throughout the Australian's territory of 7,692,024 square kilometers.

TRANSPORT AND LOGISTICS IN AUSTRALIA



WHAT DO AUSTRALIANS DRINK?

Perhaps it is still early to say that Australians no longer enjoy drinking carbonated soft drinks, but the fact is that over the past five years the average weekly consumption of soft drinks has dropped from 56% to 49% of the total. According to the Australian research institute, Roy Morgan Research, between 2009 and 2013 the consumption of sparkling mineral water increased from 7 to 8%, and the so-called 'mixers', such as tonic water and dry Ginger Ale, have grown from 10 to 12%. Simultaneously, with the transition from soft drinks high in sugar content, such as colas and lemonades, to other more healthful and natural carbonated beverages, it seems that tastes are slowly veering towards lighter and less flavored drinks.



AUST



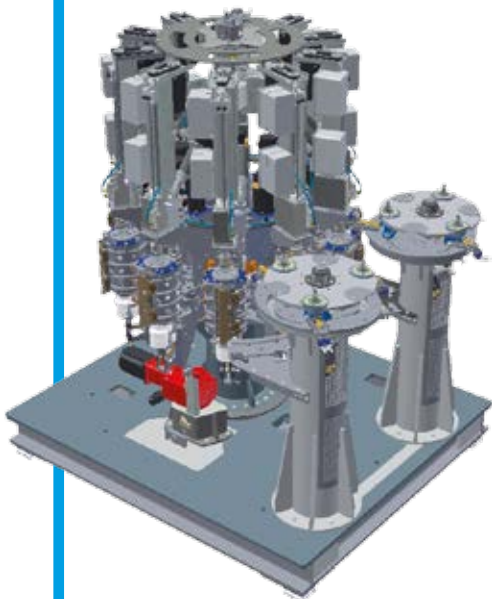
RAULIA

EBS

THE NEW SERIES OF FULLY ELECTRONIC STRETCH-BLOW MOULDERS MARKS ANOTHER IMPORTANT MILESTONE IN THE EVOLUTION OF THE SMI PRODUCT RANGE

➔ EBS ERGON:

THE NEW ERGON EBS (ELECTRONIC BLOWING SYSTEM) SERIES IS THE RESULT OF A CHALLENGING TWO-YEAR LONG RESEARCH & DEVELOPMENT PROJECT WHICH INTRODUCED INNOVATIVE CONCEPTS FOR THE DESIGN AND MANUFACTURE OF SMI'S NEW MACHINES.



The first ERGON EBS model was presented to the sales network in October 2015 at the inauguration of the new showroom set up at the SMI headquarters in San Giovanni Bianco (Bergamo). The current ERGON EBS range includes 7 models, from 4 to 16 cavities, suitable for the production of PET containers up to 3 liters running at the max speed of 2,300 bottles per hour per cavity for the 0.5-liter format. There are also 3 HC models, from 3 to 6 cavities, for the production of containers up to 10 liters, running at the max speed of 1,200 bottles per hour per cavity for the 5-liter format. The new ERGON EBS series originated from SMI's twenty years' experience in the manufacture of rotary stretch-blow moulders and is sturdier, more compact, more flexible and more technologically advanced. Its performance has improved with respect to its predecessor, thanks to a series of technical innovations applied to the stretch-blow moulding process. In fact, the blow moulding module of the ERGON EBS range is equipped with motorized stretching rods whose functioning is controlled by electronic drives with no need of mechanical cams. This new technology enables a precise descent of the stretching

rod, an accurate control of its position and remarkable energy savings. Moreover, this new technology enables to adjust the stretch-blowing speed without mechanical interventions (cams replacement), and also greatly reduces the vibration stress that the blow moulding carousel undergoes in the traditional solutions. The ERGON EBS series also features high performance, low dead volume valves system which has reduced the pre-blowing and blowing times with the subsequent great advantage in terms of machine efficiency and quality of the final bottles.



ERGON



The stretch-blow moulding systems of the ERGON EBS series are characterized by their compact, ergonomic and functional frame, which considerably simplifies machine running, cleaning and maintenance operations, and ensures significant space saving in the bottling line. Since the safety doors of the new ERGON EBS stretch-blow moulders have a rounded shape, there is more space inside the machine for cleaning and

maintenance, which the operator can perform easily and safely. The ergonomics of SMI's new stretch-blow moulders is further enhanced by the advanced technology used by the Motornet System® automation and control system, which ensures the constant keeping of optimal working parameters during the whole production cycle and directly adjusts the machine's settings, simplifying format changeovers.

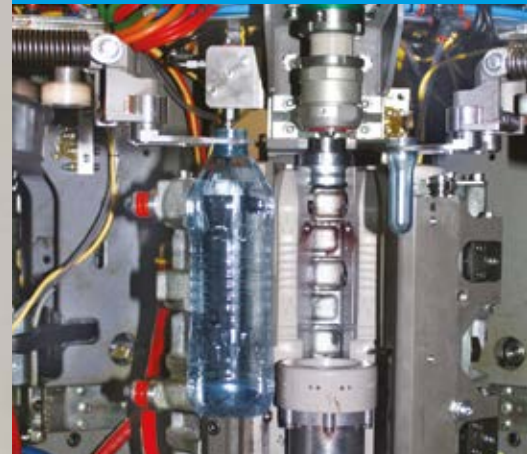


A FULLY “CAM-FREE” STRETCH-BLOW MOULDING PROCESS

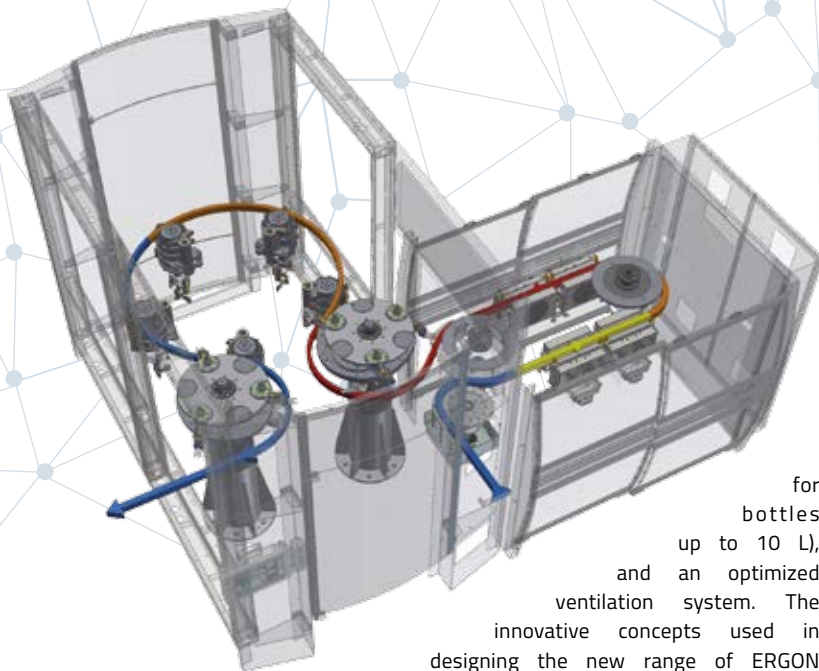
Another important innovation implemented by SMI design engineers is the motorization of the mechanical mould unit that has turned the ERGON EBS stretch-blow moulders into a real “cam-free” system through its integration with the electronic stretching rod. This led to significant advantages in terms of greater kinematical accuracy, less maintenance, less vibration, less noise and longer system life. With only a single servomotor, the new configuration handles both the up & down movement of the bottom of the mould and the opening & closing of the mould-holding unit, greatly reducing mechanical stress and noise, which this machine section is subjected to in the traditional cam-equipped solutions. Thanks to this new technology, the dead angle of the stretch-blow moulding carousel has been reduced by as much as 10° if compared to the previous range, making the structure much more compact. Furthermore, the mould-holder’s opening/closing movement has now been optimized according to the effective diameter of the bottles to be produced. Since this leads to a gradual reduction of the opening/closing stroke, the stretch-blow moulding cycle is shorter as the container’s size decreases.



EBS ERGON
VIDEO
scan this QR code



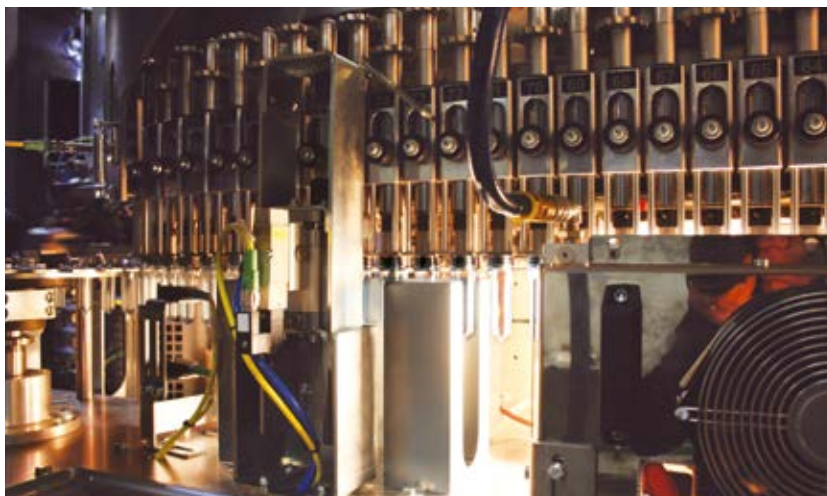
NEW PREFORM HEATING MODULE



for
bottles
up to 10 L,
and an optimized
ventilation system. The

The stretch-blow moulders of the ERGON EBS range feature a new preform heating module, characterized by compact dimensions, horizontal frame of the preform-holding mandrel chains (37 mm pitch for bottles up to 3 L and 54 mm pitch

innovative concepts used in designing the new range of ERGON machines allowed us to shorten the heating module by 50%, thus reducing the number of preforms that are in transit in front of the heating panels at a given time. The new preform heating module is equipped with heat-reflecting, high energy efficiency panels made of composite materials positioned both on the front and to the rear of the heat lamps in charge of preforms heating. This innovative solution ensures a high reflection of the heat generated by the lamps and its more uniform distribution on the preforms surface. Thanks to their cutting-edge technical solutions, SMI's new ERGON EBS stretch-blow moulders feature low energy consumption along with the comprehensive environmental compatibility of the stretch-blow moulding process. Finally, the new configuration allowed us to eliminate the star wheel between the exit of the preform heating module and the inlet star of the stretch-blow moulding carousel, with many advantages in terms of shorter preform transfer time, less heat dissipation and greater simplicity of the mechanical movements.





Through the launching of its new ERGON series of machines for the primary, secondary and tertiary packaging sectors, SMI has introduced innovative concepts in module-based design and production, further increasing SMI machine flexibility and simplifying running and maintenance operations. The new ERGON series is the result of a two-year long Research & Development project involving SMI's entire product range. The advanced technology of the ERGON machines is the flagship of SMI's new showroom, which houses a comprehensive bottling line of 12,600 bottles per hour used both for testing new applications and as a showcase for SMI products, available to all visitors. In addition to the new ERGON EBS blow moulder, the showroom also houses an ERGON SK shrinkwrapper and an ERGON APS palletizer, the main features of which are as follows:

ERGON SHOWROOM



- **rounded sliding doors:** thanks to this new design, there is more space inside the machine so that the operator can perform maintenance more safely;
- **external energy-efficient motors:** the larger space inside the machine, made available by the aforesaid rounded doors, allows the motors (low-energy) to be installed on-board the machine, where they are easier to reach for the restoring and maintenance operations;
- **anti-risk closing system of the sliding doors:** this new system is equipped with a hydraulic shock absorber, which ensures a slower closing of the door and, as such, higher levels of operational safety.



SK ERGON SERIES

➤ SORTING DEVICE AT MACHINE INFEEED WITH AUTOMATIC ADJUSTMENTS

This device is supplied as standard and consists in a group of oscillating guides that accurately channel the loose containers towards the shrinkwrapper infeed section.

Advantages: smooth container handling.

➤ A WINDING CARDBOARD BLANKS MAGAZINE RAMP

The initial and final part of the cardboard blanks ramp is slightly curved.

Advantages: the cardboard blanks are transferred from the magazine to the shrinkwrapper work surface, gently and smoothly.

➤ FILM UNWINDING VIA BRUSHLESS MOTOR

Film reels with built-in motor: this improves film unwinding accuracy thanks to a dedicated brushless motor for each reel.

Advantages: the lack of transmissions ensures more accuracy and less maintenance.

➤ AUTOMATIC FILM SPLICING SYSTEM (OPTIONAL)

This system consists in a high efficiency sealing bar that automatically joins and seals film edges of the two reels, with a 6-mm overlap.

Advantages: now it is easier to position the film, it is not necessary to use two-sided tape, operator intervention is not required, and sealing is performed perfectly in 20 seconds.

➤ NEW FILM TENSIONING SYSTEM

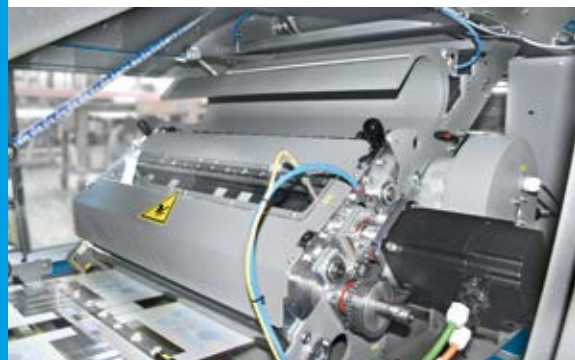
System operated by a piston which ensures constant film tension.

Advantages: this new solution allows switching from single lane packaging to double/triple lanes quickly and easily.

➤ FILM CUTTING UNIT WITH "DIRECT DRIVE"

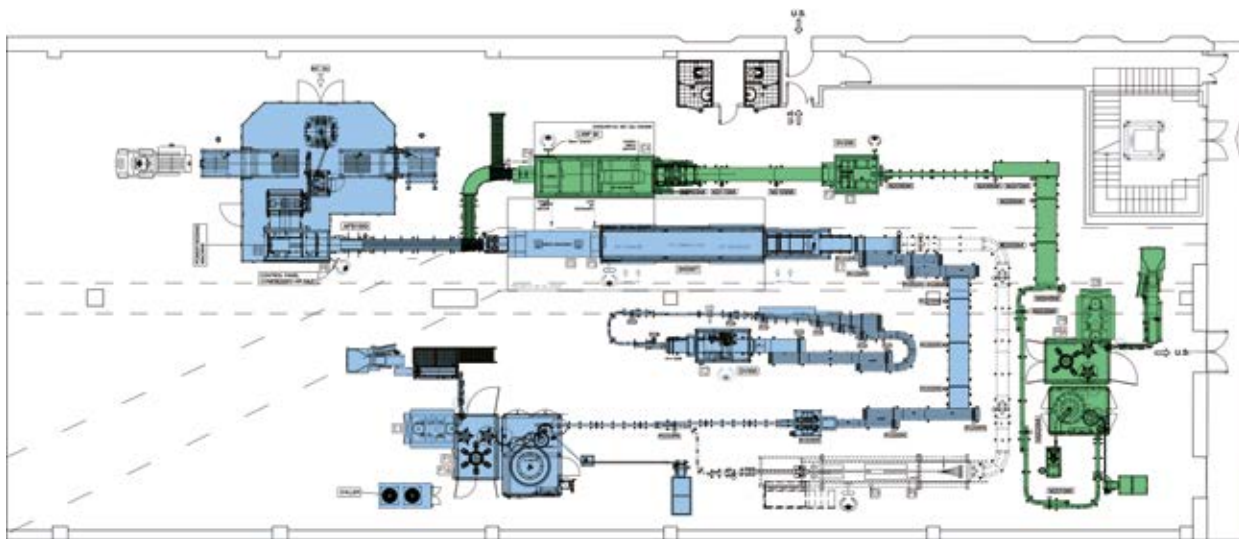
The "direct drive" improves film cutting and allows servicing the motor quite simply.

Advantages: more precise film cutting operations; reduced maintenance; low noise; low energy dissipation.






SK ERGON
VIDEO
scan this QR code



BOTTLING LINE 1 – standard containers

The current setup includes a 0.5 L PET bottling line that produces up to 12,600 bottles per hour; future formats will include 0.33 L and 1.5 L bottles. This system consists of an ERGON EBS 6 rotary stretch-blow moulder in ECOBLOC® version, an ERGON SK 500 T shrinkwrapper and an ERGON APS 1550 P palletizer, in addition to the connecting conveyors. A loop system installed near the bottling line includes an ERGON DV 500 divider/channeler and related belts circuit.

BOTTLING LINE 2 - high capacity containers

The future setup will consist of a PET bottling line for high capacity 5 L containers, with an output up to 4,800 bottles per hour. The system will comprise an ERGON EBS 4 HC rotary stretch-blow moulder in ECOBLOC® version, an ERGON LWP 30 case packer and the same aforesaid ERGON APS 1550 P palletizer with connecting conveyors.

SMI UK & IRELAND

- ➔ **PHOTO 1** SMI (UK & IRELAND) HEADQUARTERS IN MANCHESTER / **PHOTO 2** PAUL MCGOVERN, SALES DIRECTOR OF SMI (UK & IRELAND)
- PHOTO 3** THE SMI (UK & IRELAND) OFFICE TEAM; FROM LEFT: JENY MILLAN, PAUL MCGOVERN AND MATTEO PELLI
- PHOTO 4** CHRIS DIGNUM, TECHNICAL MANAGER OF SMI (UK & IRELAND), AT THE BUTCHERS PET CARE FACILITY



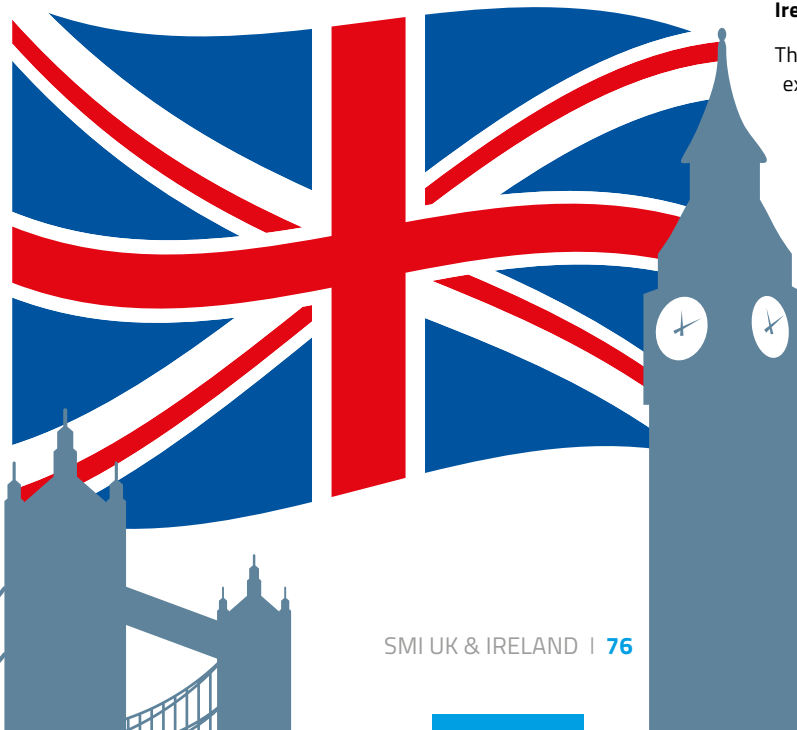
SMI's new branch, SMI (UK & Ireland) Ltd., has now been operational in Manchester for 12 months. This new branch falls within the development plans of SMI's sales and technical support network, with a view to provide direct support to all existing and potential customers in Great Britain and Ireland. To better meet local market demands, SMI provides qualified native staff on site to offer immediate support also in the event of technical interventions for all its machines installed nationwide.

Closer to UK customers

We considered this issue with Paul McGovern, Sales Director of SMI (UK & Ireland) Ltd.

1) Why SMI decided to open SMI UK & Ireland branch?

The UK market was one of SMI's first export countries back in the early days. We have successfully installed over 150 machines in the UK and Ireland over the years, but in general the business has been managed from Italy. SMI have gained great experience worldwide by developing a network of subsidiary offices, so it became apparent that in order to develop and service the UK markets demanding customer base, that we needed to have a physical presence with both commercial and technical support.



2) Which are the needs of the UK market?

The UK & Ireland market is one of the fastest moving in terms of consumer goods and food & beverage, and is very much driven by intense competition between the major supermarkets. This results in suppliers of consumer products needing to react quickly to changing packaging formats, and in turn this means they need our support with these issues on a regular basis. This is something that can only be done efficiently with a local base.



2

3) How have UK and Irish customers and prospective customers perceived this change so far?

Not only have we had a very enthusiastic response from our existing customer base, but also from potential customers who are pleased to see a viable alternative to their current suppliers of bottling & packaging machinery. The market has now taken notice that we have made an important investment and are very serious about supporting the UK & Ireland market place.

we are now able to provide a range of after-sales services (maintenance, upgrades, overhauls, format changes, new installations, etc.) which were unthinkable to propose in the past. The market reaction has been very positive and we plan to expand and improve these services.

6) What do you expect are the trends in today's market?

The UK has just announced plans for a sugar tax affecting soft drinks. However, this means that major soft drinks producers will concentrate on developing sugar free drinks, for sure this will result in more format changes as producers look to define their new products. Cost reduction through light weighting of both primary and secondary packaging will also remain on the agenda.

My feeling is that the UK & Irish economies are growing stronger than most mainland European markets and therefore we expect capital investment to be strong over the short to medium term.

4) What do consumers demand in terms of bottling and packaging performance?

Being located in Island nations, both UK and Irish manufacturers in many cases are producing the majority of their product for internal consumption, although clearly many also export, but this means that lines are often required to be flexible for shorter runs than you might find in a typical European plant. The UK consumer has become accustomed to regular changes to the packaging format so we must demonstrate flexibility in what are systems can produce. High rates of efficiency and technical support are also required to support this highly competitive market.



3

5) What kind of future do you think we can expect for services?

A crucial point in our business plan was to hire Chris Dignum as technical manager in December 2015. Thanks to Chris' considerable experience in the industry,



4



➤ **PPMA TOTAL SHOW**

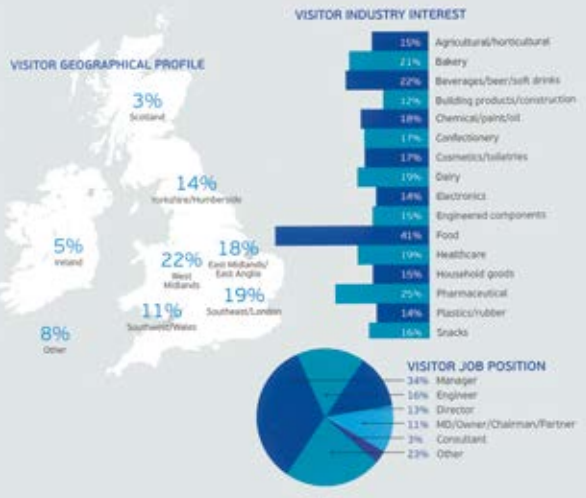


SMI, through SMI (UK & Ireland), will attend the PPMA Total Show in Birmingham, the key event for news on comprehensive production and packaging processes: from designing the containers to the machines that process the materials, up to automation and line control. SMI could not miss such an event and on this occasion it will showcase a new generation packer.



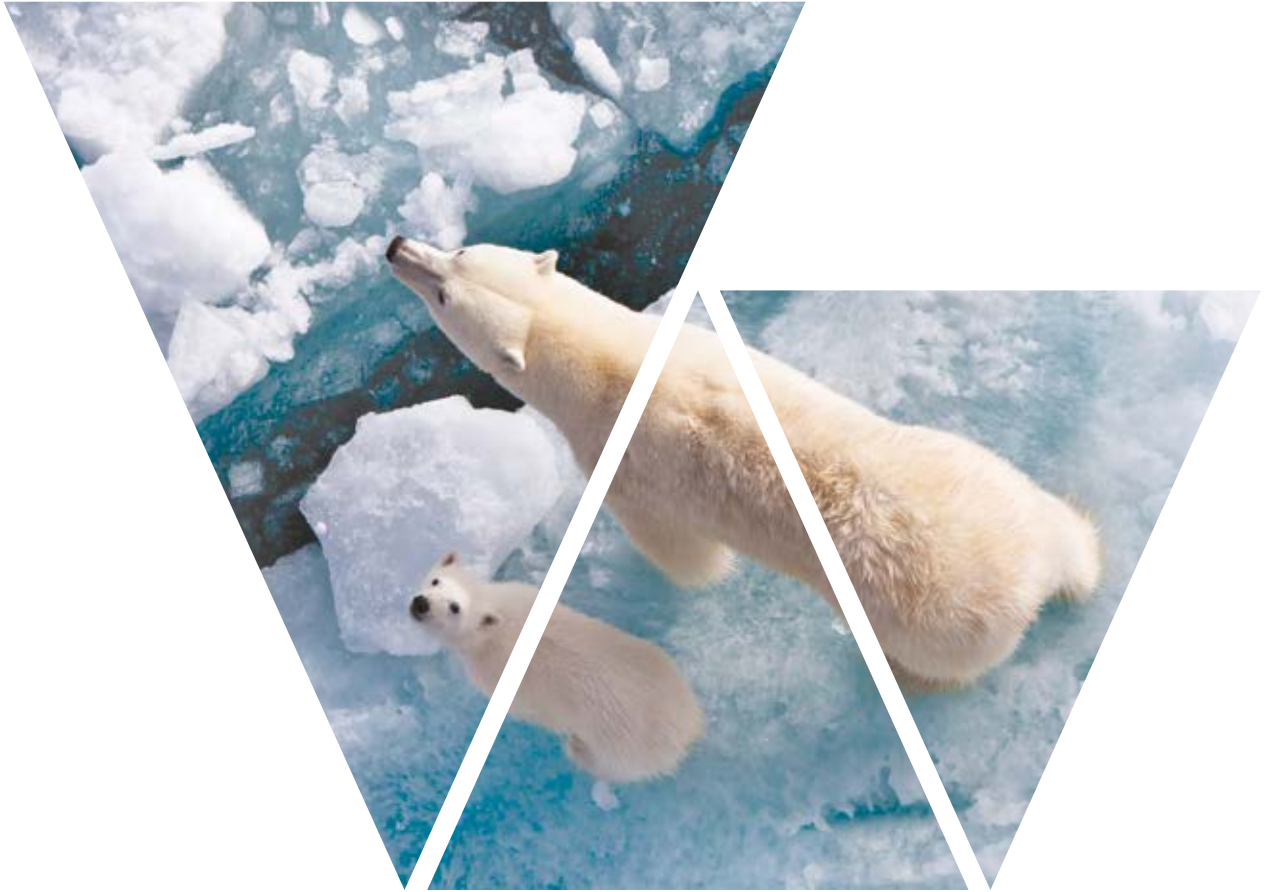
The PPMA Total Show is extremely important to the industry as a whole and allows us to get a feel for the latest trends and innovations the industry has to offer.

YORKSHIRE PACKAGING SYSTEMS



CLIMATE CHANGES

... WHAT'S GOING ON?



CONTINUOUS CLIMATE CHANGES HAVE LED US TO WONDER MORE AND MORE OFTEN ABOUT WHAT IS CAUSING THEM, AND TO STUDY SOLUTIONS WHICH CAN PREVENT THEIR ALARMING CONSEQUENCES SUCH AS, FOR EXAMPLE, THE GREENHOUSE EFFECT. OUR LIFESTYLES, OUR DAILY ACTIONS AND CHOICES INEVITABLY INVOLVE THE RELEASE OF SUBSTANCES INTO THE ENVIRONMENT, WHICH ARE HARMFUL TO NATURE AND HEALTH. THEREFORE, BEING ABLE TO DECREASE THEIR QUANTITY IS AN ESSENTIAL GOAL OF EVERY SINGLE PERSON AND EACH AND EVERY ORGANIZATION ON THIS PLANET. AS EVIDENCED BY ACHIEVING THE ISO 14001:2004 CERTIFICATION, SMI HAS LONG BEEN COMMITTED TO PROTECTING THE ENVIRONMENT IN WHICH IT OPERATES, AND THIS VOCATION WAS FURTHER ENHANCED WHEN IT IMPLEMENTED ITS NEW HEADQUARTERS. IN FACT, SMI GROUP'S NEW OFFICES ARE THE RESULT OF THE REDEVELOPMENT OF A FORMER HUGE INDUSTRIAL AREA ON WHICH THE MASSIVE INVESTMENTS IN ENVIRONMENTALLY FRIENDLY TECHNOLOGIES AND RENEWABLE ENERGY (SOLAR, HYDROELECTRIC, GEOTHERMAL) HAVE MADE IT POSSIBLE TO BUILD A PRODUCTION PLANT FEATURING A LOW ENVIRONMENTAL IMPACT.

IT IS POSSIBLE TO QUANTIFY CO₂ EMISSIONS?

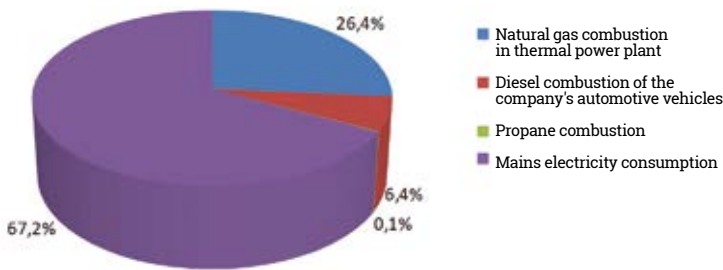


The answer is in the "carbon footprint". This term means the total amount of greenhouse gases released directly or indirectly into the environment by an activity, a product, a company or a person, and is therefore an indicator of the negative contribution to climate change by each of the aforesaid

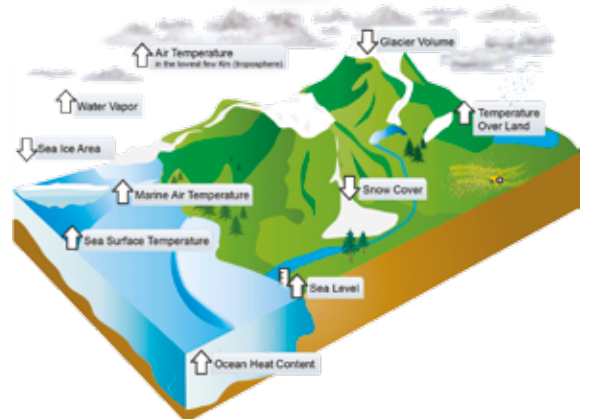
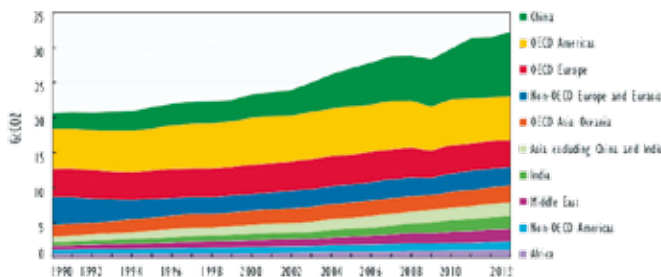
subjects. SMI regularly measures the greenhouse gases it emits and identifies the possible areas in which it can reduce them such as, for instance, by encouraging the use of environmentally sustainable materials, pursuing greater energy efficiency and developing new low-power products. The ISO 14064-1 guidelines inspired SMI to that effect. Specifically, the survey that we conducted in 2014 on the company's environmental impact was audited by CSQA which found, thanks to the measures taken by SMI, a decrease of about 85 tons of CO₂ equivalent released to the environment compared to a total of about 920 tons. It is also interesting to point out that the installation in 2014 of three photovoltaic systems at the facility in Via Ceresa actually led to budget improvements. The verification was validated internationally in October 2015, when SMI obtained the relating certificate. The calculation was made by analyzing in detail both direct emissions of GHG (Greenhouse Gas), resulting from the combustion of methane gases, transport fuels, technical gases used and cooling gas leaks and indirect emissions linked to energy consumption. The result found that the SMI organization produced about 920 tons of CO₂ equivalent in 2014. The contribution of each source is summarized in the chart below.



INVENTORY OF GHG EMISSIONS OF SMI S.P.A. (%)



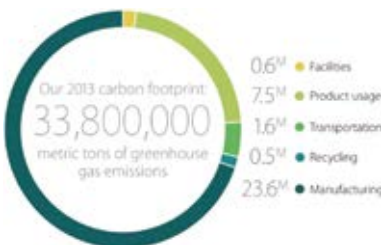
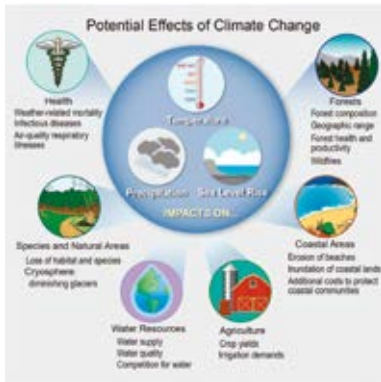
CO₂ EMISSIONS: CONTRIBUTIONS OVER TIME





MAI DUBAI LLC AWARDS SMI AS STRATEGIC PARTNER

On 12 January 2016 Mai Dubai LLC, one of the largest water bottling companies of the United Arab Emirates, organized an award ceremony for its strategic partners, including SMI, for their excellent job in the implementation of new production facilities. The following people attended the aforesaid event, which was held in the exclusive Armani Hotel in Dubai, located within the Burj Khalifa, the tallest skyscraper in the world (in the photo from left to right): Mr. Saeed Bin Ghannam, Director of Operations of Mai Dubai LLC, Mr. Jay Andres, CEO of Mai Dubai LLC, His Excellency Saeed Mohammed Al Tayer, CEO & Managing Director of DEWA (the Dubai authority for Electricity and Water, who endeavored the creation of Mai Dubai LLC) and Mr. Pierre Anid, General Manager of Novadim Food Technology and SMI agent in the United Arab Emirates, as well as numerous local governmental organizations, private companies, media and member of the press. With this ceremony, Mai Dubai LLC wanted to promote mutual cooperation with government offices and private institutions, acknowledging their role in the results achieved by the company that succeeded, in record time, in occupying a prominent position among the leading companies in the production of bottled water in the United Arab Emirates. In a press release, Mr. Jay Andres welcomed the participants: "As with most companies, even in the case of Mai Dubai LLC the key to success revolves around our relationships with customers, suppliers and employees" - "We are fully aware that we are not only a water bottling company. Our company represents Dubai and this is undoubtedly an important responsibility that we take very seriously when making executive choices" – added the COO. Since April 2014 (Mai Dubai Water operations start-up date), the company has produced more than 163 million bottles of water and exported to 13 countries around the Gulf thanks to the high level of efficiency of the production equipment supplied by SMI and the modern bottling and packaging technologies used in its systems. The prize awarded to SMI was collected by Mr. Pierre Anid, which made an important contribution to the success of this new supply.



SMI REVAMPS ONLINE!

LOG IN TO OUR NEW WEBSITE FROM ANY DEVICE

Since February 2016, Smigroup's new website is on line and has been fully re-designed in a customer-oriented concept. The new website better meets mobile communication requirements and ensures easy use of content. The new platform is the responsive type and, thanks to an automatic template resizing system, allows users to view the website's pages in the form best suited to the type of device used (PC, tablet, smartphone). Even the media gallery section has been completely revised and now the visitor can search for videos, photos, machine catalogs, case-history articles closely linked to his/her search parameters (e.g.: type of package, product reference sector, package size, type of container, type of machine, etc.).

EARTH DAY

THE BOTTLED WATER INDUSTRY SUPPORTS EARTH DAY AND PROMOTES GREATER USE OF RECYCLED PLASTIC

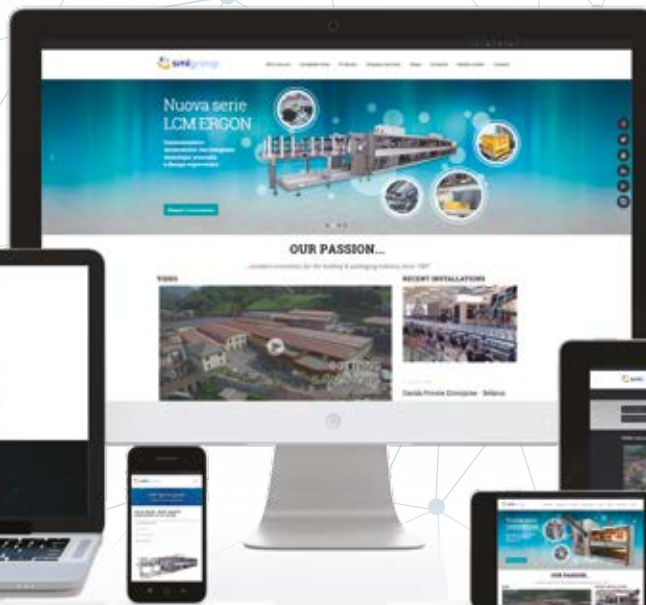
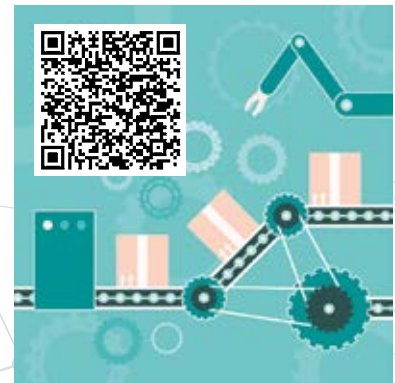


The bottled water industry celebrates Earth Day by expressing its commitment and dedication to the protection of the environment and natural resources. Did you know that despite the continued growth and rising consumption of bottled water, it still has the least impact over the total of water and energy consumed in the beverage industry?

SEVEN WAYS TO REDUCE PACKAGING COSTS

Many companies focus on remodeling their package to reduce the cost of material. While others underestimate the opportunity to reconsider it. Improving and optimizing packaging design not only can save budgets but can also help protect the product and reduce environmental impact. Have you ever considered whether or not the packaging you choose is the most efficient?

Scan the QR code and find out more:



THE K TRADE SHOW IN DÜSSELDORF

NEW DEVELOPMENTS AND FUTURE OPPORTUNITIES FOR PLASTICS

At the 2016 K trade show, new products presented by exhibitors will be accompanied by a special exhibition that will illustrate the possible applications of plastic and its many properties, projected well beyond today's horizon. Health and nutrition, quality of life, global communication and connections, energy efficiency and climate protection, as well as security and mobility are some of the key issues. Once again, all the 19 halls of the Düsseldorf Exhibition Centre will be fully occupied. Thousands of companies from all continents, including SMI, are presenting innovations to the public in the following categories: raw and auxiliary materials, semi-finished products, technical components and products made of reinforced plastic, machinery and equipment for the plastics and rubber industries.



ECO-FASHION

SUSTAINABILITY IS THE DOMINANT TREND IN PACKAGING

According to Jorge Izquierdo, Vice-president of PPMI (Association for Packaging and Processing Technologies) in order to develop the market "these trends are influencing packaging as they condition buyer's choices. A recyclable or reusable package has become a choice factor for the consumer". Results are in line with the EcoFocus Trend survey which showed how consumers in the health drinks sector are connecting their personal health to eco-sustainable choices. Consumers have high expectations as concerns packaging due to the impact it can have on the food they buy and eat, so much so that 60% refuse to purchase products if it turns out that the producer is not socially responsible and 55% do not buy products made by companies that do not adopt environmentally sound practices.

UN Environment

#WorldWaterDay fact: 1.5 billion people work in water-related sectors @UN_Water



SMI & SOCIAL

FOLLOW US ALSO ON LINKEDIN!

Follow our LinkedIn page, showcase of SMI's most interesting content. Not only will we keep you updated on our company every day but you will also be able to interact with, comment on and share our initiatives.



SMI S.p.A. Headquarters

S. Giovanni Bianco (BG), Italy
Tel.: +39 0345 40111
Fax: +39 0345 40209

SMIPACK S.p.A.

S. Giovanni Bianco (BG), Italy
Tel.: +39 0345 40400
Fax: +39 0345 40409

SMIMEC S.p.A.

S. Giovanni Bianco (BG), Italy
Tel.: +39 0345 40111
Fax: +39 0345 40708

SMITEC S.p.A.

S. Pellegrino Terme (BG), Italy
Tel.: +39 0345 40800
Fax: +39 0345 40809

SMILAB S.p.A.

S. Pellegrino Terme (BG), Italy
Tel.: +39 0345 40800
Fax: +39 0345 40895

SMI USA Inc.

Atlanta, GA, United States
Tel.: +1 404 7999929
Fax: +1 404 9946414

SMI Centroamericana S.A. de C.V.

Mexico City, Mexico
Tel.: +52 55 5355 3870
Fax: +52 55 5354 5384

SMI do Brasil Ltda.

São Paulo, Brazil
Tel.: +55 11 36015334
Fax: +55 11 36937603

SMI (UK & Ireland) Ltd

Manchester, United Kingdom
Tel.: +44 161 277 7840
Fax: +44 161 277 7842

OOO SMI Russia

Moscow, Russian Federation
Tel.: +7 495 7206797
Fax: +7 495 7206797

SMI East Europe S.r.l.

Timisoara, Romania
Tel.: +40 256 293932
Fax: +40 256 293932

SMI S.p.A. - Dubai Rep. Office

Dubai, UAE
Tel.: +971-4-8063543
Fax: +971-48160010

SMI Machinery Beijing Co.Ltd

Beijing, People's Republic of China
Tel.: +86 10 6947 9668
*Guangzhou, Guangdong,
People's Republic of China*
Tel.: +86 20 8439 6460
Fax: +86 20 8439 8391
*Nanjing, Jiangsu,
People's Republic of China*
Tel.: +86 258 470 4716
Fax: +86 258 470 4776

SMI Asia Services Sdn. Bhd.

Shah Alam, Selangor, Malaysia
Tel.: +603 5103 5368
Fax: +603 5191 3368

