



COLINES.IT



IMPROVEMENTS

Latest news on COLINES® technological developments

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EDITORIAL



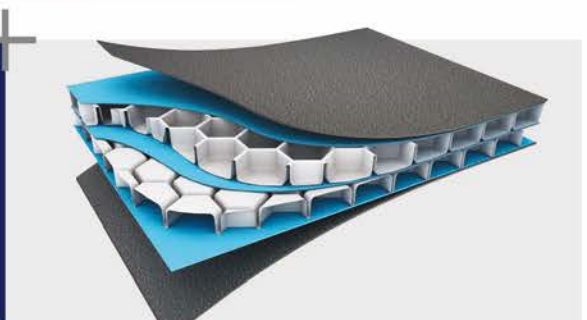
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DEAR VALUED CUSTOMERS, DEAR SUPPLIERS AND COLLABORATORS,

three years ago, just on the eve of the K'16 show, we consolidated what was a real boom for COLINES®, with both astonishing increase in turnover and growth of COLINES® that has brought about an expansion of the premises (our manufacturing hub now exceeds 60 thousand square meters) as well as the addition of highly skilled personnel. This path was paved by the choice to invest, consistent with our tradition, both in the competence of top level professionals and in the R&D department, a breeding ground for leading edge technological solutions and innovations that make our machinery ever more reliable and efficient. The big challenge that we have undertaken is to improve the company's organization in order to structurally consolidate the growth experienced over the last 5 years and in the meantime pursue new goals. Several important developments are in the pipeline. Bearing this in mind, COLINES® made the decision to bring Anthony Michael Caprioli on board, appointing him as member of the board with executive functions as commercial director. Such a merger of strengths stemmed from a common firm conviction: COLINES® was deeply aware of Mr. Caprioli's crucial role in the expansion of Macchi on a world scale, on the other hand Anthony recognized the present and future potential of our company.

The K'19 exhibition will give us the opportunity to introduce the latest version of the new generation of our ALLrolLEX® 3000 cast stretch film lines, which is achieving the market's recognition thanks to its versatility and structural solidity, together with the well-known user-friendliness that has always made our ALLrolLEX® lines stand out. Speed, reliability and, last but not least, great attention to "green technology" with the implementation of energy saving solutions able to maintain the highest production levels with the lowest specific consumption rate (KWh/Kg) on the market. Visiting our booth, you will have the chance to see the line running and appreciate all of its strengths. What's more, we will be happy to welcome you and show you our wide range of our extrusion technologies: Poly-Olefin-Dedicated (POD) lines, lines for barrier film structures, for hygienic film, for bubble wrap, for PVC gaskets, not to mention our innovative and unique solutions such as the ALLWRAPPER® (replacing heat-shrink film with stretch film in bundle wrapping) and BUBBLE GUARD®, for the production of PP 100% recyclable boards boasting infinite applications.

We will be looking forward to seeing you at K'19, as usual in Hall 16, at our booth A39, from the 16th to the 23rd of October to talk about your future projects.



Eraldo Peccetti
CEO & PARTNER



ALLROLLEX®, 3000 GOOD REASONS TO CHOOSE OUR CAST STRETCH LINE



**The latest generation Big-Mouth®
refeeding system**

COLINES® S.p.A. has just recently launched its new generation ALLrollex® 3000 6UP, a stretch film production line with cutting-edge technology that keeps setting new records! ALLrollex® 3000 is extremely user-friendly as well as being “cheap” to run; it has the lowest specific power consumption rate kWh/kg on the market.

Thanks to the incredible job done by our R&D Department, the latest version of COLINES® ALLrollex® 3000 (which already boasts lines running in 4 different continents) has set a whole new standard both in quality and production efficiency.

WHAT'S NEW ON THE NEW GENERATION OF ALLROLLEX® 3000:

A host of new technical features have improved the quality of so-called high performance films (extreme down-gauging or stiff films-metallocene-rich-recipes) and consistency in overall line performance in terms of reliability and throughput. Developments of the automation system allow to dramatically reduce the man-machine-interaction.

HOW WE GOT THERE:

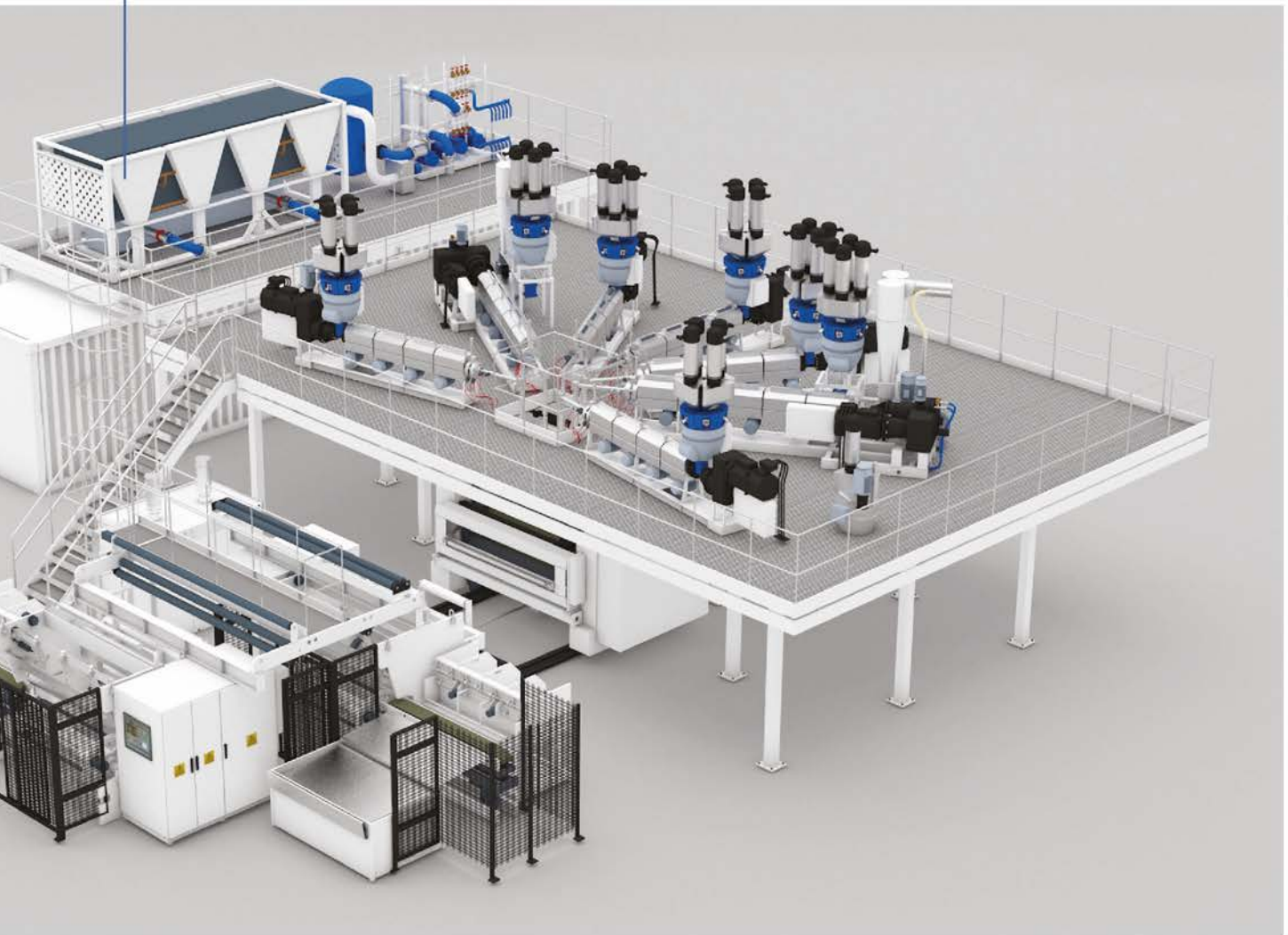
- Newly designed gel free* extrusion screw profile.
- Big-Mouth® - 4th generation of the low consumption refeeding system, with recycling capacity up to 40%.
- Infrared heaters installed on PERFORM-EX® extruders. Energy saving up to 22% versus conventional ceramic heaters.
- Brand new die-model (Reflex by Cloeren) with improved automation system by Elav® (our automation division).
- Newly designed edge pinning devices and new generation multi chamber vacuum box, able to achieve the best possible stability and grip of low-gauged films.
- Newly designed cast unit for a wrapping angle of film up to 309°.
- Motorized cylinders, ideal for controlling and managing the film tension.
- New generation of ALLSPEEDY® IV winder (5 patents), flexible and easy-to-use, perfect for winding low-gauged film, leaving a very short tail.

*As per conventional Standard





A non-binding
example of layout
for an ALLrollEX®
line.



VISIT OUR BOOTH 16-A39 AT K2019

Visit our booth A39 in
Hall 16 at K2019 and
see the latest semi-
automatic version of the
ALLWRAPPER® running.
Daily live demos, don't
miss it!



NEW LIFE FOR STRETCH FILM

HERE COMES THE PACKAGING REVOLUTION!

Bundle wrapping any kind of product reducing the consumption of power and plastics by using stretch film in place of heat-shrink film is the revolution launched by COLINES® S.p.A. with its ALLWRAPPER®, the orbital bundle wrapper recently released on the market that has succeeded in exponentially expanding its presence in the world.



**COLINES® started a cooperation with a big
producer of mineral water in Eastern France to
further develop the technology.**

"A few years ago, we chose to encourage and promote the use of stretch film for palletizing - explains Francesco Peccetti, area sales manager of COLINES® - driven by the awareness that this would constitute a real Copernican revolution in the flexible packaging sector. Besides, the underlying idea is also to create new prospects for the stretch film market, whose volume is huge but somehow saturated, using stretch film also for the flexible packaging would open up enormous horizons for the market. Our range of ALLWRAPPER® machines stems from this concept, and proposes two different models: the LS [Low Speed -Ed], working in cycles, and the HS, working in continuous operation. Both versions are patented by COLINES® and are manufactured in cooperation with the LANFRANCHI group, to whom we have granted the exclusive license".

*"We chose to encourage and promote
the use of stretch film for palletizing
driven by the awareness that this would
constitute a real Copernican revolution
in the flexible packaging sector."*



Multiple and concrete advantages characterize this technology: “The catchword is saving: the cost reduction in palletizing comes from the elimination of the oven to heat the plastic material (indispensable with heat-shrink film), as well as the reduction of the amount of plastic material used, since the ALLWRAPPER® can work with films ranging from 6 to 15 microns. The estimated saving is consequently 60% in the packaging material and 90% in power consumption. What’s more, the reduction in packaging weight also results in a consequential reduction in the CO₂ emissions due to the freighting of the bundles. If we consider the machine in itself, then, we are talking about absolutely efficient and reliable equipment.”

The benefits provided by the solution conceived by COLINES®, however, are also strictly connected to the qualities of stretch film: “On the basis that this solution does not present any drawback if compared with conventional heat-shrink packing, as stretch film bundles are sturdy and resistant, it even offers several advantages. Packing with the ALLWRAPPER® improves stability during transportation and handling. Furthermore, in the beverage, food and medical sectors, avoiding the going-through in the heat-shrink tunnel prevents heat from damaging the contents of the bundle. In terms of safety, the absence of the oven

is a real advantage for every pressurized or highly inflammable products.”

Performance-wise: the ALLWRAPPER® LS model produces 12 to 24 bundles per minute, while the HS model can wrap up to 100,000 0.5 l bottles per hour (or up to 210 bundles per minute). Thus, while the LS model is ideal for wrapping salt, coffee, wheat and rice packs, or other bundles weighting 8 to 12 kg, the HS model is particularly suitable for the beverage sector. “Some time ago we started working with a big producer of mineral water in Eastern France, to further develop the technology, and there is also concrete interest in it on behalf of several Italian players.”

CHEAPER, SMARTER, ECO-FRIENDLY!

2019 is witnessing the launch of what is, to all effects, the “new generation” of extrusion lines for AIR BUBBLE® film by COLINES® S.p.A. The starting point of the revolution introduced by COLINES® is the twin screw extruder, not only capable of guaranteeing an effective 20% energy saving (tested on a line in regular production), but also enabling the user to process resin blends of not excellent quality as well as a high quantity of recycled material without compromising on the quality of the film. Another crucial opportunity, when adopting a twin screw extruder, is that you can introduce mineral charges directly into the extruder, to produce high grammages with significantly reduced production costs.

After a special restyling, the bubble forming calender can make very light films (below 30 gsm) at really high speeds (up to 120 m/min), without the need to use casting cylinders and avoiding the ovalization of the bubble. Last but not least: the new lines offer the possibility to produce a range of films from 30 to 400 gsm while maintaining the option to install a third layer lamination unit (either in- or off-line), suitable also to laminate special products such as foam, again at notably high speeds. Besides, thanks to the adoption of the newest technologies available in the industry, also the Duplex Plus winder can boast leading edge features, such as:



**Extremely fast change
cycle time: less than 50
seconds even with widths
of more than 3000 mm**



**Max winding
diameter of
1600 mm**



**Two versions available:
winding with bubble
on the inside, and with
bubble on the outside**



**Fully automatic core
loading system**



**Automatic in line core
cutting as option**



**Automatic unloading
system of the reel from
the side or from the front,
according to the room
available**



**Two cross cutting
options: tapeless or
with hot melt**



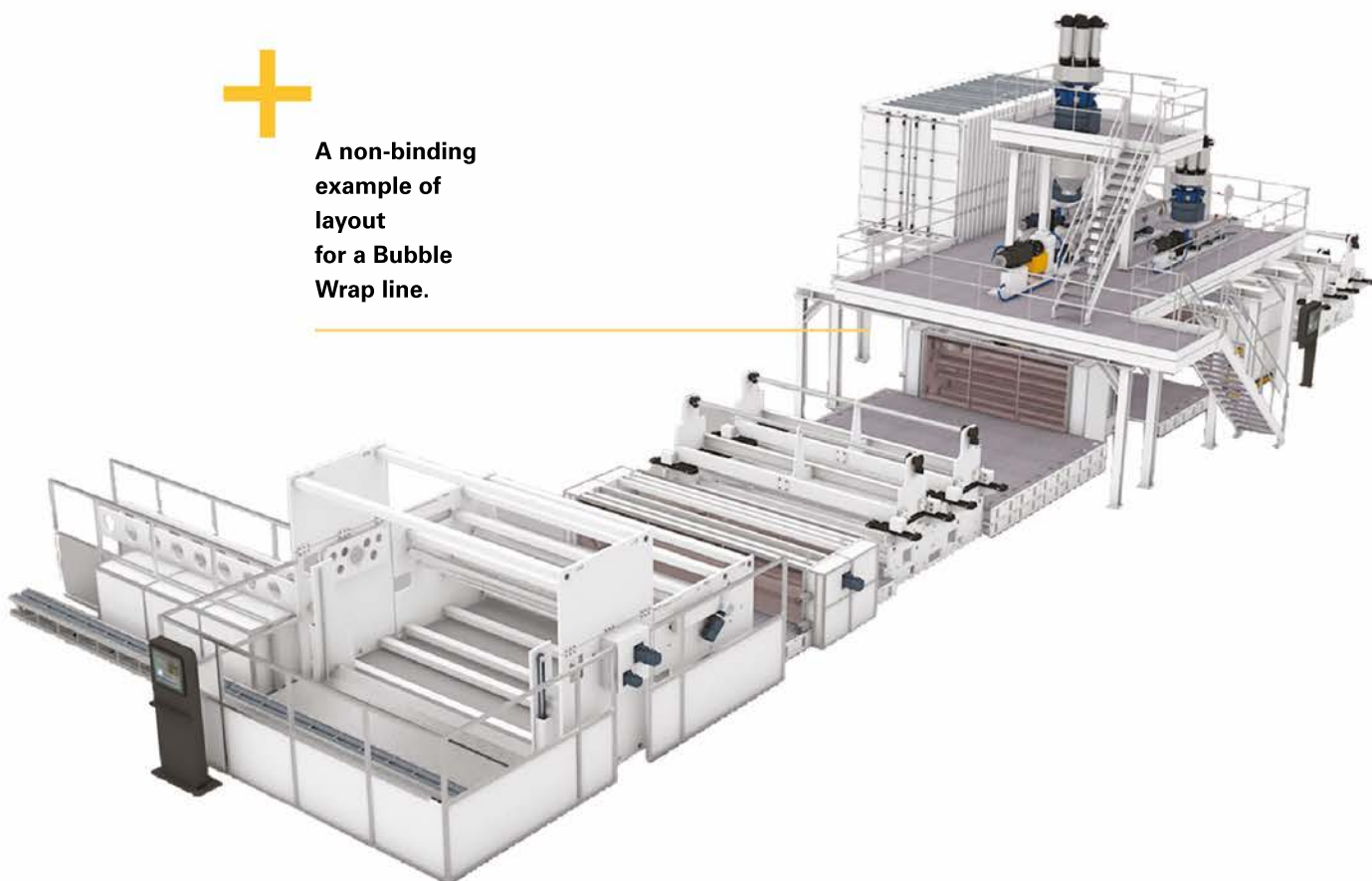
**Coreless version
available**



THE “NEW GENERATION” OF COLINES® AIR BUBBLE® LINES HITS THE MARKET



**A non-binding
example of
layout
for a Bubble
Wrap line.**



What also makes the difference, from our point of view, is the peculiar ability of COLINES® of designing and manufacturing custom-made lines, created to address and engineer the customers' demands in terms of layout and performances, using for instance an air-conditioned container, ensuring easy accessibility to the electronic equipment for ordinary maintenance. It is also worth mentioning the plus represented by the data collection and production management systems, perfectly in line with the requirements of Industry 4.0.

BUBBLE GUARD® BOARD: DOUBLE WALL, DOUBLE OPPORTUNITIES

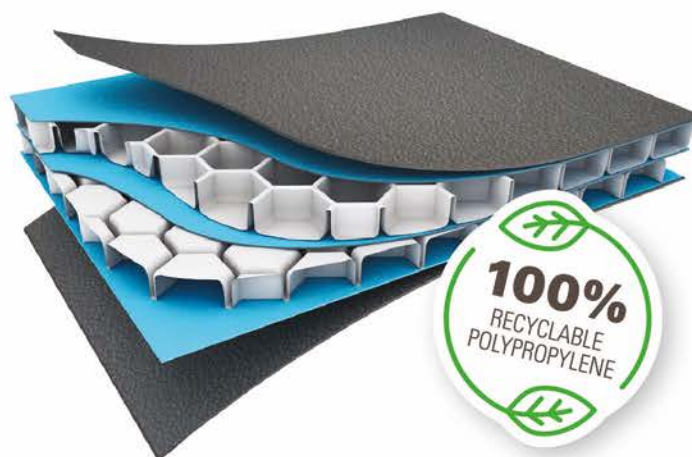
A REVOLUTION IN PLASTIC BOARD

BUBBLE GUARD® BOARD is a real revolution of plastic board with applications from advertising and logistics to the packaging and automotive industries. The superior honeycomb structure gives high resistance characteristics for the cost of a low weight product.

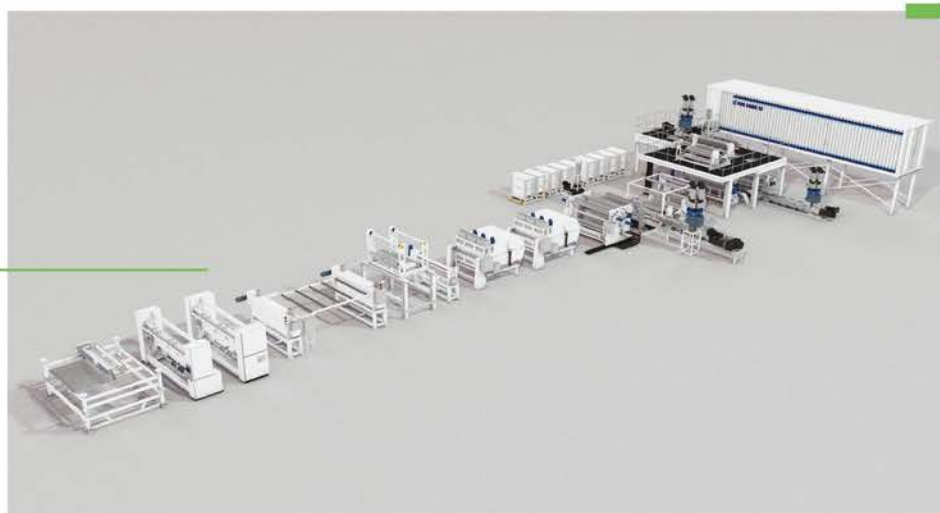
This design ensures a superior alternative to materials commonly and currently used. BUBBLE GUARD® BOARD is 100% recyclable polypropylene and therefore environmentally sustainable. Moreover, none of this comes at the expense of either quality or strength. The potential applications of BUBBLE GUARD® BOARD are limitless.

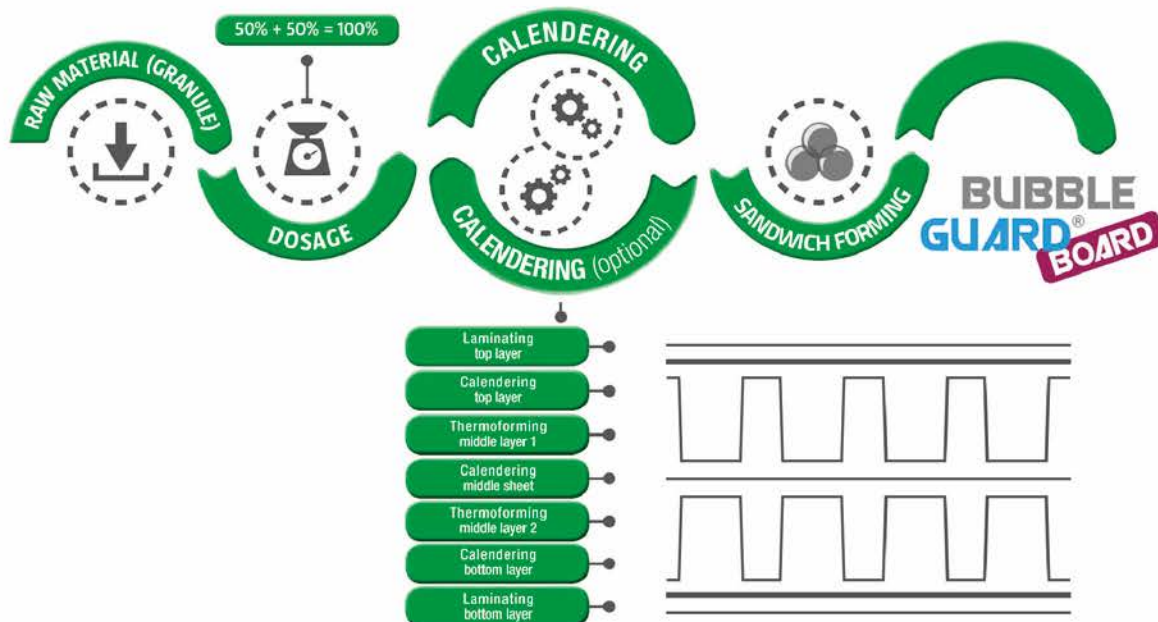
The only limit was the reduced thickness achievable – not more than around 13 mm – indispensable to maintain the distinctive features of the product. The R&D department of COLINES® S.p.A. focused exactly on overcoming this obstacle thus widening the potentialities of the board and developed a system called “Double Wall” that features a doubled alveolar structure laminated in line.

This revolutionary product retains the inherent properties of the original BUBBLE GUARD® BOARD that is low weight, 100% recyclability, combined with tensile strength and exceptional printability. This opens up many new applications, previously unavailable, making BUBBLE GUARD® BOARD an excellent investment with a guaranteed return.



**A non-binding
example of
layout for a
BUBBLE GUARD®
BOARD Duplex.**





EXCEPTIONAL OPPORTUNITY

Emerging Markets have been quick to both see the opportunity and have taken advantage of its potential. Both the interior design and industrial design (particularly for outdoor furniture), as well as new automotive sectors, have already adopted “Double Wall” BUBBLE GUARD® BOARD. The conventional industry-standard BUBBLE GUARD® BOARD has been in use for some time for existing types of lining. With the advent of “Double Wall” COLINES® is well-positioned to significantly increase market share in the manufacture of loading beds and floors for cars, vans and buses. “Double Wall” is uniquely positioned to replace heavier and more expensive materials in sectors where a lightweight material gives an advantage to the end-user; yachting and aviation are such two examples. The lighter the material, the less energy is required to deliver the same result. Its aesthetically pleasing design means BUBBLE GUARD® BOARD has no equal.

From tables and furniture to flooring, the furnishings and design sector will also benefit significantly through using our revolutionary “Double Wall” BUBBLE GUARD® BOARD. This innovative product will both strengthen traditional markets and create new ones.





MACHINE DIRECTION ORIENTATION OR CUSTOMER DIRECTION ORIENTATION? BOTH, OF COURSE!

M D O

Machine Direction Orientation or Customer Direction Orientation? One does not eliminate the other, indeed! The decision of COLINES® S.p.A. was to invest in MDO technologies with the creation of a highly customizable and modular system. It is not a “time machine” yet, but the MDO (Machine-direction orientation) unit has the ability to launch the film into the future. Thanks to machine orientation of the molecular chain of the film, the product takes on important properties that make it more versatile than it was originally.

In addition to all the advantages that the MDO system offers in itself, our equipment stands out for some exclusive features of COLINES® technology: through its patented heating system with infrared rays heaters inside the cylinder, the orientation takes place without any temperature dissipation, which is a common fault of standard cylinders caused by the numerous heat exchanges. This minimizes the energy consumption as well. Moreover, the sensors detect the temperature directly on the film and this means a more accurate and precise reading of the data. A further benefit, thanks to the possibility of adjusting the position, speed and temperature of the cylinders independently, is the significant reduction of the so-called “neck-in”. The infrared system eliminates the risk of potential “oil and water leakage”. It represents an enormous advantage as far as environmental sustainability goes.



MOPP VS CPP

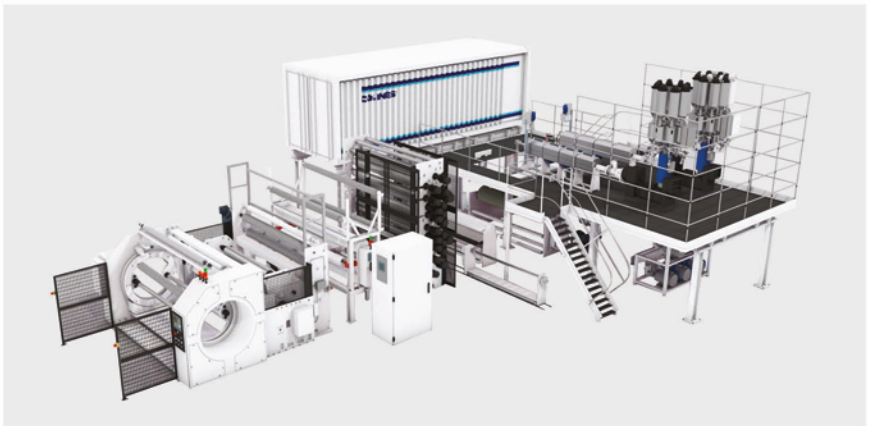
A CASE STUDY

IMPROVED PHYSICAL FEATURES



MOPP film has a better flatness and an improved dimensional stability with a lower shrinking ratio.

IMPROVED MECHANICAL FEATURES



MOPP film has a higher tensile strength and a higher load break with a lower “tear propagation” effect. This means that the film remains stiffer and at the same time has considerable advantages for those types of packaging that require a tear-off opening. Moreover, the greater crystallinity of the polymer increases the barrier effect by about 30% compared to the same non-oriented film.

ENHANCED OPTICAL FEATURES



MOPP film has far better features, such as a higher transparency with a lower “haze” effect and also a better “glow”. MOPP is going to reach new landmarks: adhesive tape, decorating ribbon and strapping, drawstrings and easy tear pouch films. Just by adding an MDO unit to your line, you have the chance to enormously boost growth in your reference markets, opening up to new options in constant development. You just can’t afford to miss out on this opportunity: thanks to COLINES® MDO units, the future is here!

CUSTOMER CARE MAKES THE DIFFERENCE!

The After-Sales & Service department represents the main channel for two-way contact with the customer. For COLINES® S.p.A., which generates 98% of its turnover abroad, such importance is further amplified within an international stage. A company that designs, builds and sells “durable goods” as extrusion production lines on 5 continents cannot afford to consider the After-Sales service as a simple “accessory” lever for the success of its business.

Companies that do not invest resources, time and commitment in managing Customer Service risk to turn potential strength into a dangerous limit that in the long term undermines the company's profitability and sustainability. The importance of the Human Factor is critical for COLINES®, whose main daily goal is satisfying its customers throughout the entire product life cycle. Within the company plan, the After Sales & Service department is certainly the one that most of all works on the “human” level of the business. In the After Sales, people work with people, not with companies. Each activity is focused on the customer care, placing his/her satisfaction as the ultimate goal. COLINES® Service staff operates as a consultant and solution-provider for its counterparts, listening to their needs, analysing their problems and sharing the collected data with their engineers and specialised technicians to come up with effective and efficient solutions. Well aware of the strategic importance of the After Sales & Service department within the company's Business Plan and following the recent surge in global sales, COLINES® has decided to take advantage of the opportunities and profitability benefits offered by effective and efficient after-sales service. For this reason, it was decided to expand and restructure it, adding new resources, reorganizing its roles and activities in an international cooperation view, always focusing on the human factor in order to create a close-knit, professional and competent team. The result is a group of people who use their skills everyday and knowledge for assisting our customers, communicating and accompanying them during their production activities 24 hours a day. In order to pursue excellence in terms of After-Sales, COLINES® has also set up a network of local Services to support the activities of the main office located at Nibbia headquarters. These teams of specialized process mechanical, electrical and electronic technicians are based in areas such as the United States, India, South America, Europe and the Ex-CIS and are always ready to move to the offices of local customers, coordinated by the After Sales managers. This type of capillary organization is a crucial means for COLINES®, in order to face the conspicuous increase within production that today, at the end of an “explosive” decade, aims to continue growing up.

**Headquarters
Support &
Service team.**



INTRODUCING

SOME NEW RESOURCES
WHO RECENTLY JOINED US



COLINES® WELCOMES ANTHONY MICHAEL CAPRIOLI ON BOARD

COLINES® S.p.A. is pleased to announce the appointment of a new Board member: Anthony Michael Caprioli has joined the company as an executive officer. His main duty will be overseeing sales and market strategy. Anthony Michael Caprioli was born on September 29th 1969 in Australia, where he grew up and completed his schooling. Obtained a law degree and attended post-graduate courses in Italy. For several years he worked as an independent legal & financial consultant before teaming up with MACCHI S.p.A., a prestigious Italian company leader in the production of blown film extrusion lines. In his 8 years as Managing Director of MACCHI S.p.A., Anthony Michael Caprioli strongly contributed to the company's worldwide growth and reputation. From 2015 to 2018, he also sat on the Board of Amaplast, the Association for the promotion of Italian plastic producers and technology.

1



2



3



- 1. Maurizio Gnappa**
Technical dept. Manager;
- 2. Andrea Carbonaro**
Technical dept.;
- 3. Bruno Facchinetti**
Technical dept.;
- 4. Giovanni Miglio**
Production Supervisor
Nibbia Factory;
- 5. Alex Crozzoletti**
Production Supervisor
Azzate Factory;
- 6. Massimiliano Liati**
Process engineer;
- 7. Caterina Borlandi**
Accounts dept.

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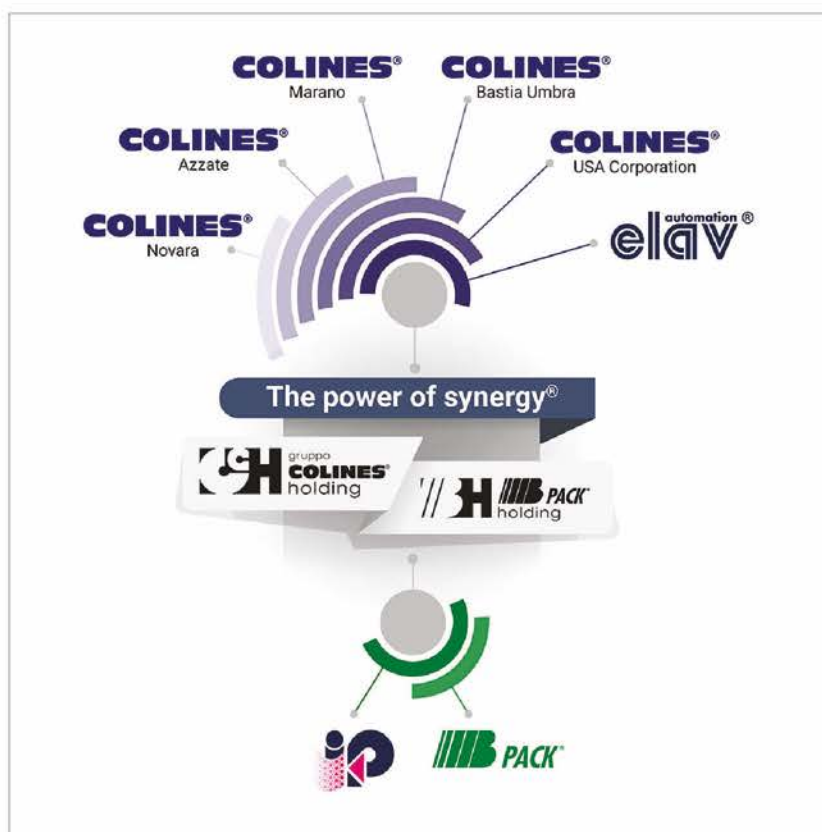


A NEW MARKETING MANAGER FOR COLINES®

COLINES® appointed a new Marketing Manager: Gabriele Peccetti (Sales Area Manager for several European countries) will lead the Marketing department working in collaboration with the Marketing and Communication specialist, Giuseppe Maddaluno.

COLINES® BIGGER AND STRONGER!

COLINES® S.p.A. made further progress in 2019: in recent years the Italian company lead by CEO Mr Eraldo Peccetti, has delivered a significant and continuous increase in its turnover thanks to the worldwide sale of a complete range of extrusion lines. In 2019 COLINES® confirmed the trend and kept getting bigger and bigger.



OVER 300 EMPLOYEES

A constant increase in last years brought the whole group I.E. "GCH" and "BPH" to employ today over 300 people.

Along with the taking over of Torninova in Bastia Umbria in 2016 (now COLINES® AIR BUBBLE®), the recent opening of a new manufacturing facility in Marano Ticino - Novara (9.000 sqm) and the expansion of the historical headquarters in Nibbia - San Pietro Mosezzo (4.000 sqm increase including new meeting rooms, offices and a larger Aftersales Department), have led COLINES® extrusion pole to exceed 60.000 sqm. "How can we explain this continuous and constant increase in production? – says COLINES® CEO and partner Eraldo Peccetti – First of all, what's crucial is our ability to innovate, since the company is strongly market-oriented. Besides, a constant and hard work has surely improved our quality standard. Not to be forgotten the strengthening of our After-Sales service; our customers never feel alone in facing an issue or in finding an alternative solution.



We have increased our staff with the employment of skilled and talented people that work with determination and dedication, which is the secret of our success. The future? To go on with confidence and pride always careful to satisfy our customers and to closely listen to the needs of the market". Year by year, COLINES® gets bigger but, moreover, stronger: for the second consecutive year, COLINES® has been named as one of the 500 Italian "Champions" companies by ItalyPost, a highly-qualified team composed of skilled financial analysts coming from the ModeFinance rating agency. The "Champion" report was realized by analyzing all the 15 thousands Italian companies with a turnover between 20 and 120 millions and highlighted the 500 best performing in the years 2011-2017 and exactly as it happened one year ago, COLINES® "scored" above average being named a "champion" company.

"We are proud for being named once again as a champion company – stated Eraldo Peccetti, CEO and co-founder of COLINES® – and we look forward confidently to keeping our growth. We are thankful to all those people, including our staff, our customers and suppliers, who gave a strong contribution to our astonishing results".

A COMPANY TO INSPIRE EUROPE

A prestigious reward for COLINES® S.p.A., selected among the 1000 best companies in Europe by the report "1000 companies to Inspire Europe 2018" of London Stock Exchange Group. The London investment group has selected, on the basis of the data emerged from the financial statements, 1000 "PMI" enterprises considered to be the real "engine" of the continent in terms of growth and development. COLINES® is one of the 110 Italian companies designated, one of the 7 in its region. An important award so much as to deserve the first page of "Corriere della Sera" (historic Italian newspaper).



Always committed to the territory, alongside charities, cultural and sports organizations, COLINES® S.p.A. has been supporting the growth and the successes of AGIL VOLLEY, an historic sports institution in Novara.

This union allowed the COLINES® brand (together with many others successful entrepreneurs of this area, starting from the title sponsor IGOR) to cooperate with a sports club that promotes positive values in its commitment to the formation of thousands of young athletes and has succeeded in quickly rising over the last few years to the top of both national and international rankings.

The climax of this success story was reached in last May in Berlin, when the senior team of Igor Agil Volley conquered the title of European Champion, bringing to Novara the first Champions League Cup in its history.

The victory in the most prestigious international trophy is a success that will lead the team sponsored by COLINES® to play in the next Club World Championship, which will be held in China in December, with the eight best teams in the world.

THE WINNING FELLOWSHIP GOES ON

COLINES® TAKES THE EUROPEAN CROWN



Novara girls celebrating their first volleyball Champions League.



COLINES® CEO Mr. Eraldo Peccetti celebrating the 2019 Italian Cup with Fabio Leonardi (Igor Gorgonzola) and Piero Nulli (Esseco).

What's more, also off the court, the bond between COLINES® and Agil Volley is producing brilliant results. Thanks to several charity activities shared by all the entrepreneurs participating in this sports project, every year substantial donations are collected to the benefit of local charities and of the town hospital.

The latest goal was achieved through the fundraising for the donation of a hybrid operating room for the neurosurgery department. COLINES® is very proud of this commitment, which led its CEO Eraldo Peccetti to become an active member of the club Technical Committee, personally contributing to the planning both of sports activities and of charitable initiatives.



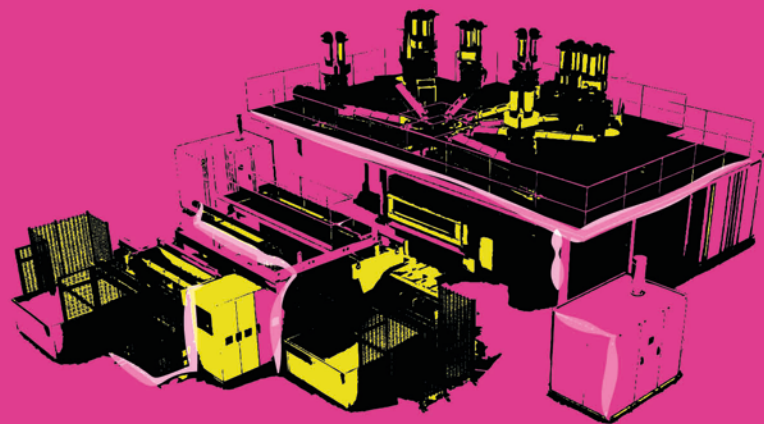
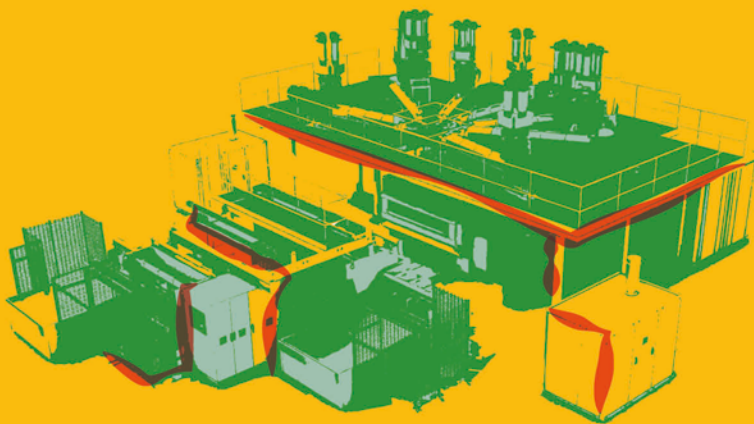
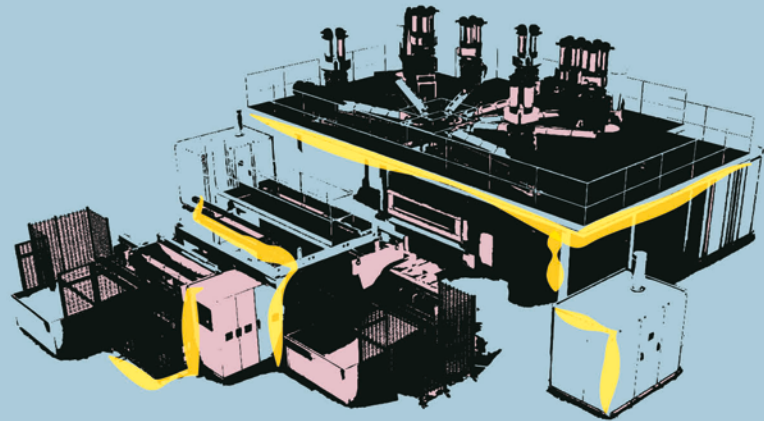
The third Italian Cup won by Igor Volley Novara.

OUR RECORDS

- 2013** Italian "A2" League
- 2015** Italian Cup
- 2017** Italian Champions
Italian Supercup
- 2018** Italian Cup
- 2019** Italian Cup
European
Champions League

THE BEAUTY OF CAST EXTRUSION TECHNOLOGY

COLINES® LINES, ITALIAN MASTERPIECE



16 - 23 October | Düsseldorf, Germany

K 2019

**HALL 16
STAND A39**

COLINES®

ONE STEP AHEAD

www.colines.it