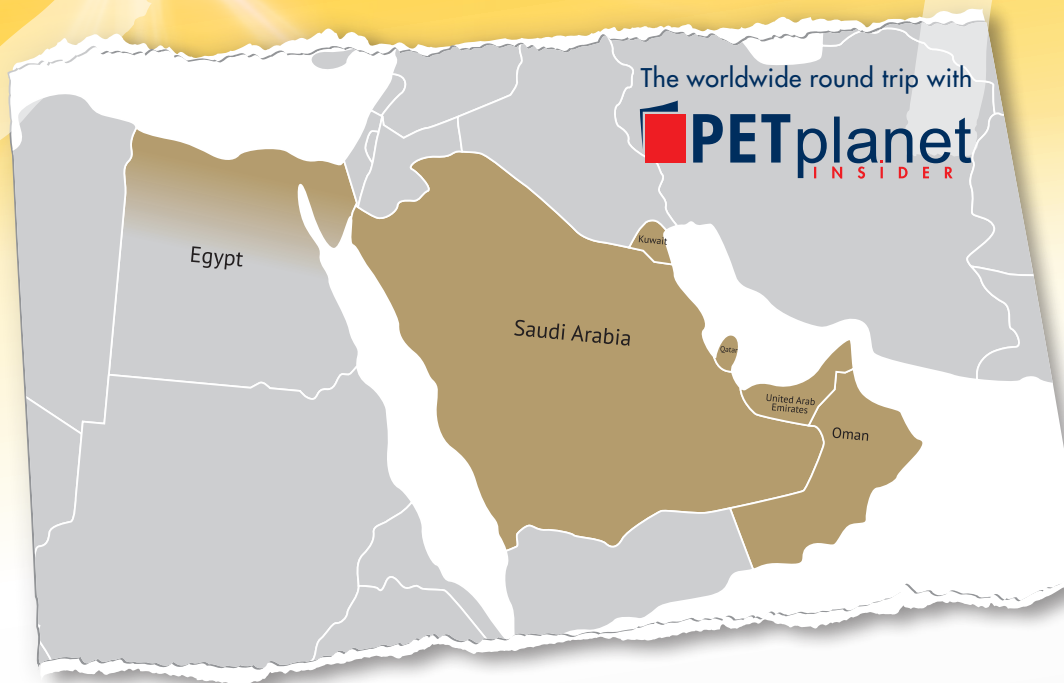


The Middle East Roadshow Sponsorship Brochure



Powered by



Otto Hofstetter



POLYMETRIX

a Sanlian Bühler Company



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6
countries

numerous interviews
with PET companies

Autumn
2023-2024

Dear readers,

It's time once again for us to set off on our exploration of interesting countries and their distinctive markets in the name of the PET bottle! And this time PETplanet is exploring the beverage and PET packaging world of the Middle East!

In several stages, our specialist editors will travel to six countries and regions in the Middle East region in a variety of ways, starting in autumn 2023 and ending in autumn 2024.

In round trips through Egypt, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates, we will be collecting and consolidating current and future beverage and PET packaging trends for you, our readers, and we will be personally discussing the challenges in terms of production, packaging, shelf life, food safety and logistics in some of the world's sometimes warmest and driest regions.

What are the specific consumer interests, tastes and cultural needs that need to be addressed? How are brands, OEMs and bottlers responding to growing affluence and rapidly evolving technology in urban areas and the need for clean and safe drinking water in rural communities?



How are investment decisions being made, how are machine and equipment manufacturers responding to these markets and which companies are showing the way forward? And what changes does all this bring in terms of recycling?

We will be looking into all these questions in detail and will be bringing you interesting first-hand information and insights. As ever we will be supported by our loyal industry partners and you can find details of these companies on the following pages of this brochure.

Our authoritative reports and interviews will then feature in PETplanet Insider, your trade magazine dedicated to the global PET bottle industry.

We are pleased that you are part of it!

Yours sincerely,

Kay Barton



**PRINT**Worldwide
PET magazine**ONLINE**Connecting
worldwide**NEWSLETTER**PET business news
and newsletter**EVENTS**Fairs, open houses,
on-site sessions ...**PULSE**The monthly PET
price index**CONGRESS**PET symposiums
and lectures**EDITOURS**Worldwide
editorial reporting**WikiPETia**PET knowledge
management system**PETinar**

Learn from the best

**PETcast**

Let's talk about PET



WHY PETPLANET?

For over 20 years, PETplanet Insider has been the world's leading magazine in the PET bottling and bottle making industry.

- PETplanet Insider keeps you up-to-date on all the latest developments in the industry and throughout the PET value chain; from the virgin or recycled material through to the filled, capped, labelled and inspected bottle.
- PETplanet offers you a platform to showcase your

company and your expertise, via multiple advertising formats, in print and online.

- The PETplanet newsletter ensures that you keep up to date with all the latest developments in the PET community.
- The PETinar series of webinars brings together experts and key figures from across the sector.
- In the interview podcast, PETcast, PETplanet meets industry experts, discussing

their successes, key decisions and current developments.

- PETplanet takes you inside processors, manufacturers and fillers all over the world, revealing their ideas, best practices and innovative solutions in our Editour reports.
- With many years of experience in the worldwide PET industry, the PETplanet team would love to hear from you.

www.petpla.net

PETplanet
is read in more than
140 countries



ALPEK POLYESTER MIDDLE EAST (OCTAL[®]), leader in PET Packaging in the region and part of Alpek Polyester[®], the world's second largest producer of PET Resin and one of the world's largest PET recyclers. Alpek Polyester operates in 9 countries with 18 manufacturing locations and employs +4000 employees.

Our bottle-grade PET Resin manufacturing plant in Salalah, Oman is the largest in the Middle East. Other facilities are in Cincinnati (USA) for PET Sheet and in Riyadh (Saudi Arabia) for thermoforming.

Our strengths:

- Fast and efficient delivery to most countries worldwide through our strategic location close to main seaports and good road connections to the GCC countries
- Wide range of PET grades, including IV0.76, 0.80, and 0.84, as well as for hot fill, sheets, and specialty products in the fast re-heat segment for all IV levels.
- Recent start of rPET production with a chemical recycling content of up to 30%.

With *UIF's* MTR[®] technology, a differentiated, sustainable, and efficient PET Resin production process, we eliminate a crucial step in conventional manufacturing,

resulting in 63% less electricity consumption compared to traditional technologies, leading to a shorter cycle time for customers.

The product features a significantly lower carbon footprint while maintaining the same quality, clarity, and consistency. Our PET Resin is highly versatile and can be used for hot and cold beverage packaging, food, pharmaceuticals, and sanitizers. It offers a range of Single Pellet Technology[®] (SPT) solutions, incorporating up to 30% Recycled PET Resin (rPET) content. Our sustainable plants create sustainable packaging products with the lowest energy input and CO2 emissions per ton of production in the industry.

Fostering Sustainable Product Offerings through Recycled PET Resin (rPET) content, Alpek Polyester:

- Has a global recycling capacity of +12 billion bottles per annum.
- Leads the way towards a true PET Circular Economy.
- Is part of The Recycling Partnership, NAPCOR, PETRA, Petcore, The Association of Plastic Recyclers, Ameripen and the Plastic Industry Association.

www.alpekpolyester.com/



Shortly after PET was developed into a container molding material, Nissei ASB Machine Co., Ltd. was founded in November of 1978 to manufacture and sell the world's first 1-Step PET injection stretch blow molding machines, along with molds and ancillary equipment. These machines were the original "ASB Series" that remain as the company's best-selling products today.

Since day one, ASB has placed a huge emphasis on driving the PET molding market through innovative machine, mold and process design that, over the years has led to a swathe of unique patents, specialized machine series and the most versatile range of moldable container designs and molding resins achieved by any player in the industry.



Owing to the diverse nature of products moldable by the ASB product line-up, new projects create very strong customer relationships with close technical cooperation



that have further aided the company to maintain a close understanding of the market needs. The company is publicly traded on the first section of the Tokyo stock exchange, but majority ownership still lies with the founding family which further enhances the "family bond" with their customer base.

The head office remains to this day in Komoro City, Japan, but in the mid-1990s it was obvious that manufacturing costs would have made the company's products uncompetitive, so a major investment was made into an overseas design and manufacturing unit near Mumbai in India. This expanded global capacity and competitiveness while also allowing ASB to fully cater to the rapidly growing domestic Indian market.

The last decade has seen further strong growth so in 2018, the company completed two new factories in Japan and India to double manufacturing floorspace and set the company in a strong position for the next decade of expected growth. As an original players in the fledgling PET container industry, ASB has now completed over 44 years of unbroken leadership making it today's most experienced company in the industry.

www.nisseiasb.co.jp



BERICAP is one of the leading manufacturers of plastic and aluminium closures for the beverage, food and industrial markets. The development of this family-run company based in the Rhineland-Palatinate region of Germany into a global champion is a genuine SME success story.

We listen – we solve – we accompany

We accompany our customers on every step of the customer journey. We listen to their challenges and focus on developing solutions to their problems. By designing and manufacturing our own moulds we have the flexibility to respond to special requirements and ensure the same specification wherever the production may be. We accompany our solutions from idea to application, and support our customers with local technical service teams.

Product development & sustainability

BERICAP operates specialized R&D centers and product approval laboratories in all geographies. Our R&D activities primarily focus on sustainable closure solutions that contribute to reducing plastic waste, improving the entire industry's carbon footprint and creating a circular economy. Approaches to achieving these goals include the development

of lightweight designs, the use of recyclable materials such as PCR and the use of state-of-the-art, energy-efficient production equipment.

Global manufacturing platform

With 29 production sites and a presence in more than 100 countries we aim to provide our customers around the globe with the same high level of service and product performance. We continuously improve the quality of our products and we have documented best manufacturing practices. All our production sites are ISO9001/9002 and BRC-IOP or ISO22.000-certified.

Products and markets

Our goal is to cater to our customers' needs on a one-stop basis with our growing product portfolio. The acquisition of MALA has enabled us to supplement our range with aluminium roll-on caps, as well as augment our design capabilities for finishing and decoration. This extension completes our comprehensive range of closures and enables us to tailor our products even more precisely to our customers' needs, including a wide range of anti-counterfeit and product integrity solutions.

HUSKY®

Coming Soon.

www.husky.co



Cultivating values, creating value

Cultivating values, creating value
Netstal stands for globally leading high-performance injection molding machines and system solutions. The brand Netstal derives from the name of our founding place in the canton of Glarus, Switzerland.

At our headquarters with production plant in Näfels and in our independent subsidiaries, we employ more than 500 people. Since 1992 we have been part part of the KraussMaffei Group.



are constantly developing these solutions further and deliberately incorporate innovative technologies. Because we feel jointly responsible that you produce efficiently and sustainable. That's why we are driving forward the development of digitalization and the circular economy with our expertise and experience.

We have focused our portfolio on performance, precision and quality. So you will find injection molding machines of the Elios and Elion series with clamping forces between 800 and 10,000 kN, the PET-Line preform system for up to 144 cavities, and turnkey solutions from a from a single source. Our quality management is certified according to ISO 9001.

www.netstal.com

For you as a manufacturing company in the beverage technology sector we offer high-performance production equipment for preforms and closures that is extremely efficient, absolutely precise and maximally reliable. We

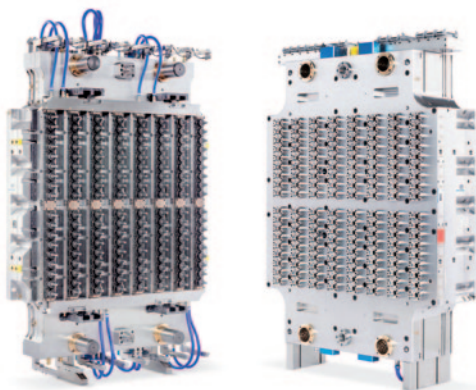


Top form guaranteed: PET preform moulds from Otto Hofstetter AG

Optimum cycle times, minimal maintenance and maximum durability are only three of the many benefits that characterise injection moulds from Otto Hofstetter AG. Many PET preform producers also enjoy the low operating and servicing costs as well as the almost unlimited lifetime of the moulds made by the Swiss manufacturer. Innovative technologies such as the patented OH-Cool® and OH-Xtreme® as well as over 30 years of experience in the design of PET preform moulds make 10 million cycles without maintenance the norm, not the exception. With a range from 2 to 192 cavities and its own design department, Otto Hofstetter AG offers the most cost-effective solution for every challenge.

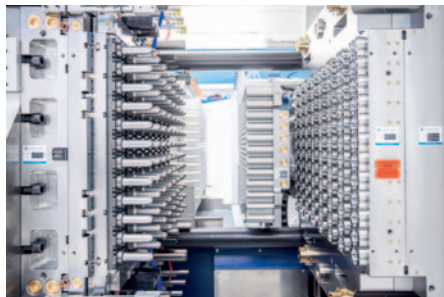


Operating a mould from Otto Hofstetter AG guarantees high quality at all times. On top of that, the Swiss company is also a highly engaged and reliable partner. Since many years, the owner family is leading the company and counts on highly skilled and committed employees. All are experts in their field and are backed by decades of experience in the production of PET preforms. In addition, they are equally familiar with different climatic conditions and cultural aspects in production.



To ensure its customers' success with Swiss-designed moulds, Otto Hofstetter AG goes to great lengths. Customer service topped by repair and refurbishment expertise is a key priority. OH-Xchange®, the exclusive exchange programme for Hot Runners, is unique. The specialists in after-sales service are an active part of the engineering and carry out tests on the quality of the ready-to-use moulds. In case of irregularities, they are on site in no time. Only when production is back to maximum capacity they end their mission.

www.otto-hofstetter.swiss





POLYMETRIX

a Sanlian Bühler Company

POLYMETRIX designs and supplies complete industrial plants for the recycling of PET, thermal treatment of polycondensates including materials handling systems using its proprietary technologies along with EPCM services.

Since 40 years POLYMETRIX has evolved as the global specialist for Solid State Polycondensation (SSP) and decontamination technologies. Those processes are key in manufacturing of bottle grade PET resin and the bottle to bottle PET recycling among but are also important for industrial yarn applications.

Approx. 30 million tpy of the virgin PET resin (vPET) and more than 2 million tpy of recycled PET (rPET) resin are processed in SSP plants supplied by POLYMETRIX to customers on all continents.

In the very recent years POLYMETRIX has also delivered integrated PET recycling systems which are processing PCR PET bottle bales into food grade PET resin which can be reused for bottles upto 100% in compliance with food safety regulations such as FDA and EFSA as well as the very stringent requirements from all major brand owners.

www.polymetrix.com

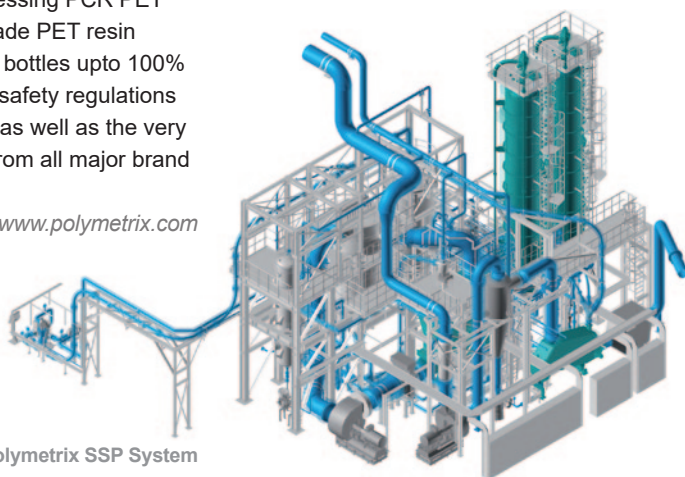
Polymetrix SSP System



Location Polymetrix AG, Oberbüren Switzerland



TestCenter of Polymetrix, Location Oberbüren Switzerland





Headquartered in Cleveland, Ohio USA, Pressco Technology brings unequalled experience and knowledge to the solutions we provide to the high-speed container manufacturing industry. With over 8,500 Pressco systems installed in over 84 countries worldwide, Pressco Sales and Service Engineers are strategically located in North, Central, and South America, Europe, Africa, Middle East, and the Asia-Pacific regions.

Known for over 50 years of innovations, Pressco is recognized as the world leader in developing new vision and sensory inspection solutions to improve process control and maximize profitability for manufacturers in the food, beverage, and packaging industries. Our legacy of pioneering achievements in high-speed inspection technology grows every year, driven by customer-focused R&D efforts and cutting-edge Applications engineering, resulting in sophisticated, powerful, yet easy-to-use inspection systems.

Supported by more than 46 patents and a wealth of proprietary expertise, Pressco inspection solutions help customers reduce waste, increase uptime, and provide higher quality products to their customers. Our modular INTELLISPECTM platform allows us to provide both standalone and completely

integrated solutions to facilitate inspection all the way down to the case packer. On blow/fill lines, we can inspect from preform to filled/capped/labelled bottle – all on the same system.

This “up-and-down the line” approach leverages a single control cabinet and interface for ease of training, maintenance, and a lower TCO (total cost of ownership). As the industry increasingly heads towards vertical integration, Pressco is able to provide this comprehensive distributed inspection approach to deliver additional value by removing defective parts from the product stream before value-added operations are completed.



Pressco also provides correlation of defects at the blowmolder for mold, spindle, and transfer arm, and at the filler for filling valve and capping head. This speeds troubleshooting by quickly identifying which machine components are producing excessive defective products. This correlation data is just one small part of Pressco's commitment to Industry 4.0 technology and solutions, where the vision system plays a vital role in the fully-integrated factory of the future.

www.pressco.com



PET Blow Moulds for Low Pressure and Individual Design

Röders is pioneer in the production of PET blow moulds with 50 years of experience. Modern technology has always been the foundation of Röders' success.

The unique Röders Low Pressure Base Design enables many customers to reduce the blowing pressure significantly below 20 bars without compromise in quality. Many customers esteem the consequential huge cost savings.

Röders has profound knowhow in PET blow moulds for non-returnable, refillable or hotfill bottles for softdrinks, beer, oils, milk, juices or water. Projects for a new bottle may be started with a simple sketch of a bottle design, a model or sample mould. The latter are scanned with a state of the art laser scanner. Combinations of those are possible. If wished models or sample bottles may be produced. In the laboratory certified by renowned companies like PEPSICO Röders develops and tests customized packaging solutions. The blowing machines and their different generations made by KHS, Krones, Sidel, Sipa and others are well known.



Röders offers own quick-change solutions for even changing mould shells between blowing machines of different manufacturers. If wished, Röders technicians visit the blowing facility of the customers and help in adjusting all parameters of the blowing process to ensure optimal blowing results in the customers packaging production. Format or spare parts for major blowing machines are also available.



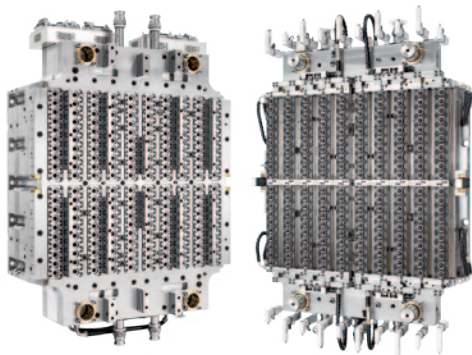
Röders is producing PET blow moulds with its in-house developed high speed cutting machines. This guarantees shortest lead times and reliable quality. Most of the blow moulds are produced in Soltau, Germany. For the Asian and overseas markets a second production facility in Ho Chi Minh, Vietnam has been growing steadily. Many customers have been buying PET blow moulds from Röders for decades also due to the high reliability, quality and confidentiality.



SIPA. The PET Specialist.

With 30 years of experience in PET containers solutions, SIPA has acquired considerable expertise in all available bottle manufacturing and filling technologies, from preforms to finished products, for the food and beverage, chemical products, cosmetics, detergents and pharmaceutical sectors.

SIPA is a technological partner whose main goal is to transfer its skills and expertise to its customers, offering innovative and competitive solutions to meet specific customer needs.



Our extensive product range includes equipment for production of preforms as well as single-stage injection-stretch-blow molding systems and stretch blow molding equipment (both rotary and linear), filling monoblocs, process equipment and a full range of robotized and palletizing solutions. SIPA is also a mould maker for blowing and preform injection systems, both SIPA and non-SIPA, and it also has an important bottle design and engineering operation at the service of its customers.

With such a wide range of technical solutions, SIPA is able to offer a manufacturing scenario that best fits its customer's requirements, taking into account factors such as bottle cost, energy savings, space and the need for flexibility.

With headquarters in Italy, the company can rely on 23 sales branches, 4 manufacturing facilities (two sites in Italy, one in Romania and one in China) and 21 service centers for fast access to service, parts, and expert engineering support. SIPA also offers injection mould refurbishing and conversion services, with 7 refurbishment centers in Italy, China, Japan, South Korea, Mexico, Brazil and the United States.



www.sipa.com

Z-MOULDS®



z-moulds® is the market leader in mould performance and stands for high cavity injection moulds especially for caps and closure production systems. With one of our patented technology, the z-slides® technology, z-moulds® offers better output per capital compared to common injection and compression technology. z-slides® ensures the most efficient production of lightweight closures with the fastest cycle times. It's a compact, full modular system, that operates with less energy and offers a better product lifetime. It's also used for tethered closure solutions.



z-moulds® offers patented multi-component (plastic parts with varying materials or colors) mould technologies as well. With that - also a full modular solution - z-moulds® ensure easy accessibility for maintenance and a better flexibility for the injection-machine use than other known technologies for multi-component closures.



z-moulds® is an Austrian mould maker with its origin in the early 1950s. With customers from Tahiti to Australia and from South Africa to Russia, z-moulds® is one of the leading closure specialists worldwide.

Please challenge us!

www.z-moulds.com

All our previous and current tours at a glance:



2011



2012



2013



2014



2015



2016



2017



2018



2019



2020



2021

2020: Lithuania, Latvia, Estonia, Finland

2011: "Go to Brau Beviale" – Austria, Slovenia, Croatia, Serbia, Bulgaria, Turkey, Armenia, Georgia, Azerbaijan (cooperation with Brau Beviale exhibition Nuremberg, Germany)

2012: "Go to Brau Beviale" – Russia, Ukraine, Poland (cooperation with Brau Beviale exhibition Nuremberg, Germany)

2013: "Go with the flow" – Peru, Bolivia, Chile, Argentina, Uruguay, Brazil (cooperation with Drinktec exhibition Munich, Germany)

2014: "Go to Brau Beviale" – Italy, Tunisia, Algeria, Morocco, Spain, Portugal (cooperation with Brau Beviale exhibition Nuremberg, Germany)

2015: "The North American Road Show" – Canada, USA (cooperation with NPE exhibition Orlando, USA)

2016: "The China Road Show" - China, Hong Kong (cooperation with China Brew China Beverage exhibition Shanghai, China)

2017: „Go with the flow" – Indonesia, Vietnam, Cambodia, Malaysia, Singapore, Philippines, Thailand, Laos (cooperation with Drinktec exhibition Munich, Germany)

2018: "The North American Road Show" – Canada, USA (cooperation with NPE exhibition Orlando, USA)

2019: "The India Road Show" - India (cooperation with Drink Technology Delhi/ Mumbai, India)

2020: "Let Your Inspiration Flow" - Australia, New Zealand, Taiwan, South Korea, Japan (cooperation with Drinktec exhibition Munich, Germany)

2021: "Let Your Inspiration Flow - Part 2" - Europe (cooperation with Drinktec exhibition Munich, Germany)

PETplanet INSIDER

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December 13-15, 2023



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ISSN: 1438-9452

hbmedia
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