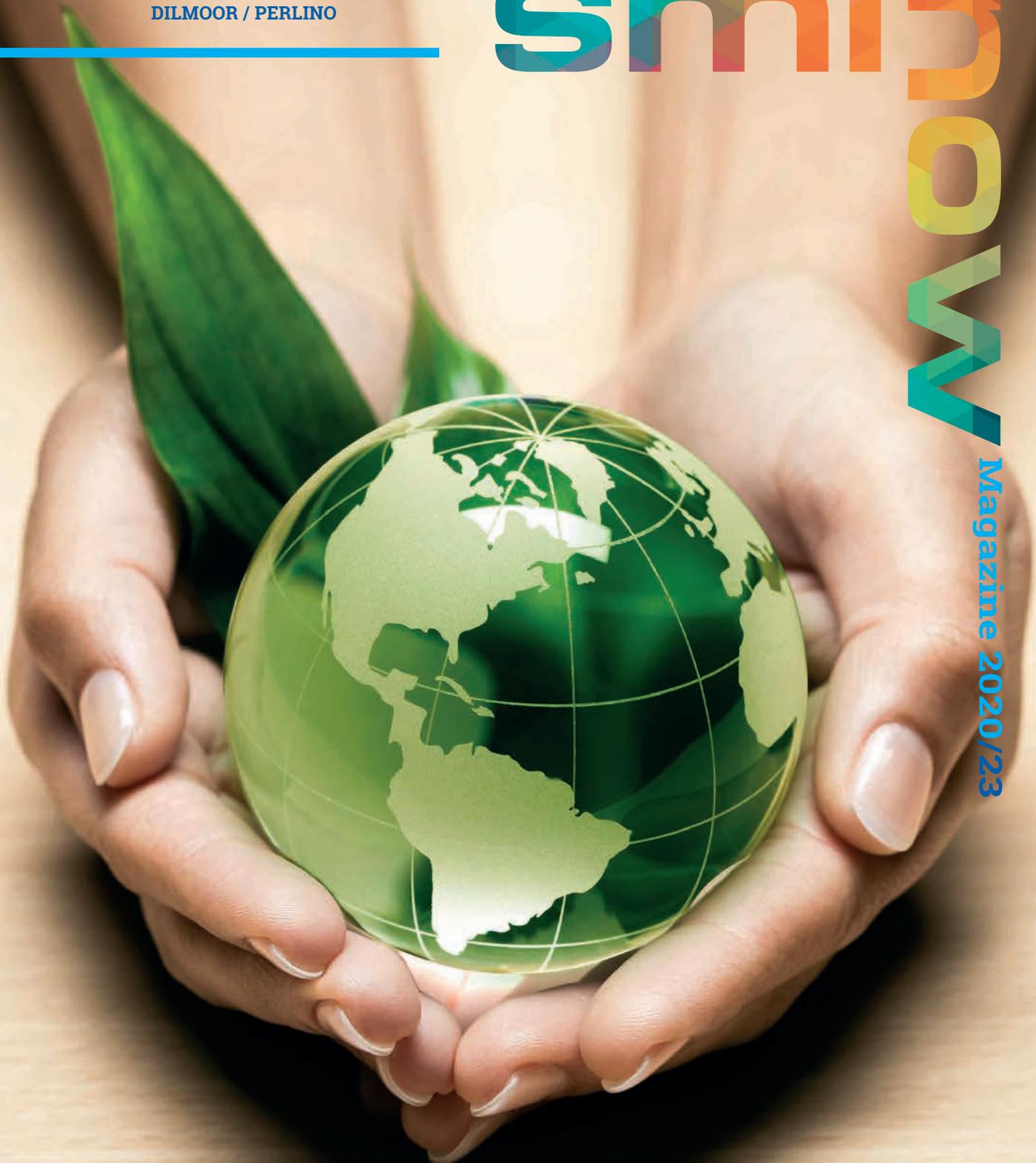
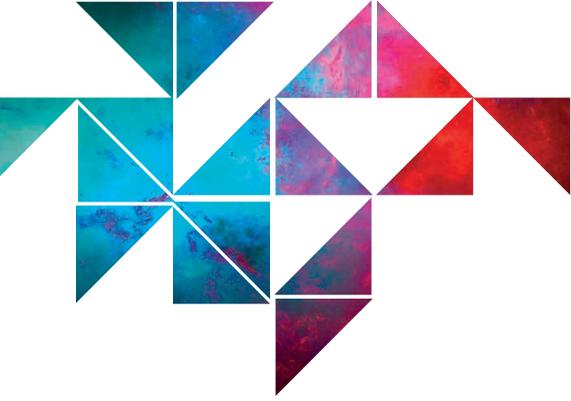


CEREAL TERRA / INOLASA
DILMOOR / PERLINO

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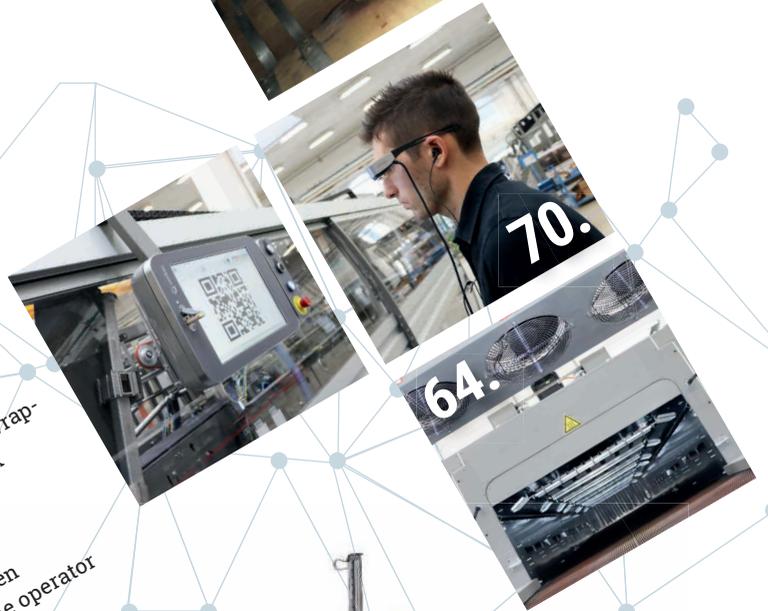
Magazine 2020/23





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EDITORIAL 2020/23

By loving ourselves
we love the land!



Over the recent years we have seen a growing awareness from consumers, towards issues related to protecting the territory. If on the one hand, the buyer is looking for products that have a low environmental impact, on the other, companies are not indifferent and are always looking for new technical solutions, that are able to combine production profitability and safeguarding the ecosystem within which they operate. The environment has become a collective asset that everyone must take care of and this aim can be achieved by investing in industrial plants equipped with "green" technology, which save energy and reduce the environmental impact of production. As we can see in the "case history" of this edition of SMI NOW, companies in the food and beverage industry are reviewing their production processes to make them as eco-sustainable and

competitive as possible by making use of "smart and green" technologies of industrial automation and recyclable and biodegradable packaging. The sustainability of entrepreneurial activity is a demanding and strategic choice, made up of large and small objectives that are achievable thanks to a particular cultural attitude and continual investments, in new plants equipped with IoT (Internet of Things) technology, that allows the machinery to improve and adapt independently to the new production requirements of the XXI century. In addition, valuable help for environmental safeguarding can come from the new augmented virtual reality services, dedicated to remote, technical assistance, which allows companies to reduce the amount of time spent testing and repairing their plants and saves on maintenance.

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

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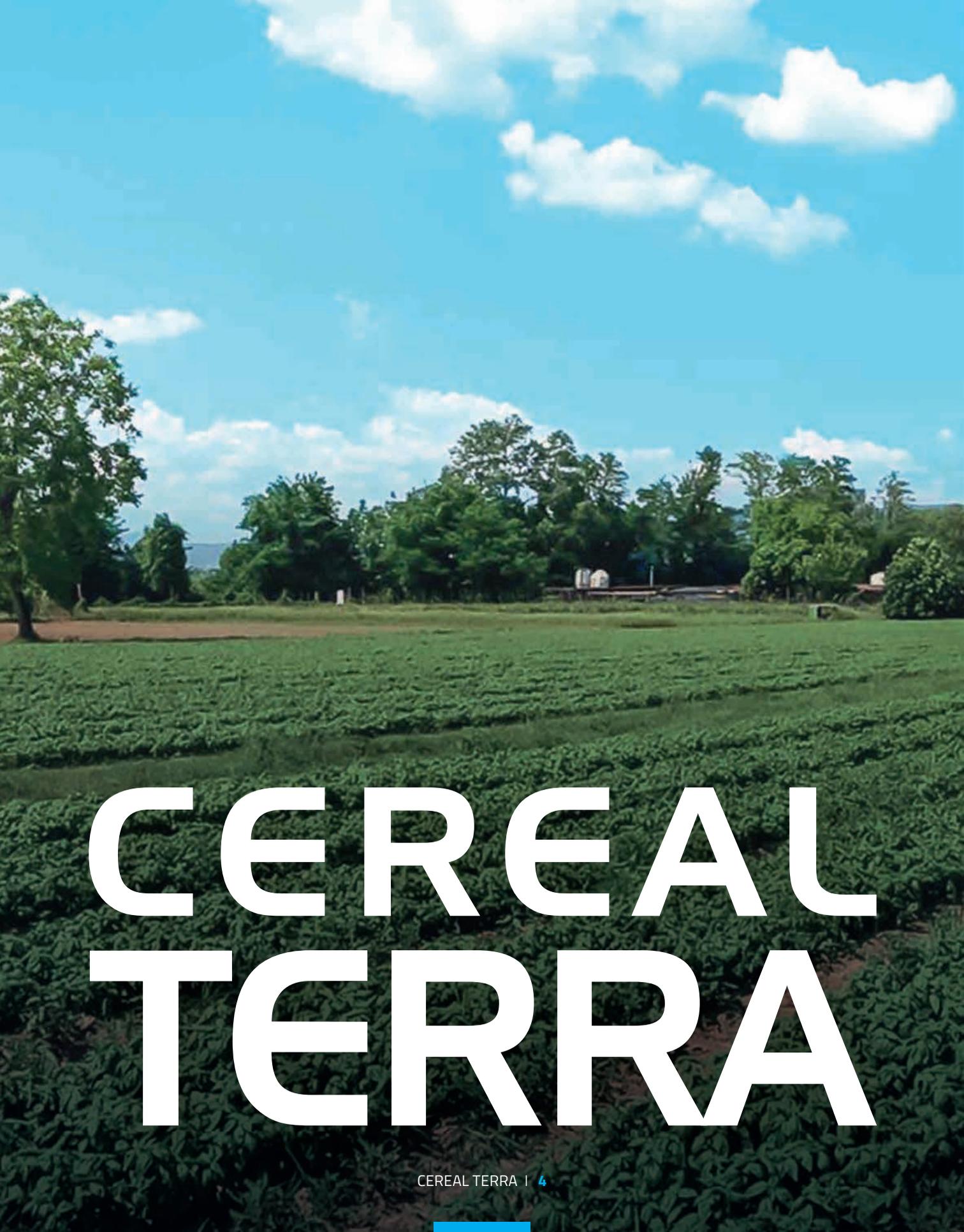
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CEREAL TERRA

Man is an integral part of the universe and cannot ignore the environment and nature around him, as air, water and food are indispensable elements for human life and everything that grows from the land absorbs the substances contained in it and then in turn, returns them to man. Respecting the land, is therefore, equivalent to respecting yourself. If keeping these concepts in mind, everyone of us chose daily, what to eat and how to eat it, the whole world would be revolutionized, because we could not help but understand, that if the land is devastated and the air and water polluted, we are hurting ourselves. These concepts are an integral part of the Italian company Cereal Terra, which since 1990 has been producing quality preserves using 100% organic raw materials. Nutrition is one of the main ways we can demonstrate our love for ourselves and for others. Starting from the concept that "we are what we eat", Cereal Terra continually invests to combine technology and tradition and guarantee the quality of their products, starting from the selection of the seeds, up to the final product in jars that reaches the consumer's table. In the field of packaging, this Turin-based company recently turned to SMI for the installation of a shrink film packaging machine from the LSK 40 T range, for the packaging of a wide range of jars from its production line, in tray and film or pad and film.

➤ **SECTOR: FOOD**
CEREAL TERRA
Cirié (Turin), Italy
www.cerealterra.it

- LSK 40 T shrink wrapper
- Conveyors



VIDEO



GEO LOCATION

THE STORY OF THE LOVE FOR GOOD THINGS

Situated in Ciriè, province of Turin, at the foot of the suggestive Alpine slopes, Cereal Terra, a family run business, was founded in 1990 from the profound conviction that correct and healthy nutrition is the first step towards improving life. Even before the European Community established the standards for organic products, thanks to the art of preserving, transparency and profound respect for nature, this Turin-based company, a pride of "made in Italy", already produced 100% genuine, authentic, organic products. At that time, labels only specified "without preservatives" and "without synthetic chemical fertilizers", but the products of Cereal Terra, now as then, were and are, the result of skills developed from listening and

experience, gained from secrets and from the wisdom of their grandmothers, who in farmhouse kitchens, where the wood on the fire marked the passing of time, taught them how to make the preserve express all the flavors, the perfume and the colors of the earth. "The art of preserving" is not only putting fruit in a jar, as, the nuances of memories and emotions are also being preserved, together with the aromas and flavors of the season. When we taste a preserve, it has to tell us about its moment of life, reminding us of moments that have long been forgotten, but which pleasantly emerge from the memory, making us relive a beautiful moment from our past. For these reasons, Cereal Terra uses only fresh organic



products, picked at the right moment of their harvest, as it is only in this way that they can tell all their story. For a quarter of a century, with passion and enthusiasm, the Piedmontese company has successfully pursued this production philosophy, which guarantees products that are rich with love and tradition, just like the preserves that our grandmothers made. On the contrary, what could a tomato grown in a tunnel tell us? It has never seen the sun and the only heat that it knows, is that generated from a stove.



CEREAL TERRA IN BRIEF:



Year of founding: 1990



Turnover 2019: € 7 mln



Production: 100% organic preserves



SMI SOLUTIONS FOR CEREAL TERRA



Cereal Terra has a strong link with the territory in which it operates, putting the main importance on the natural cycle of raw materials, to enhance seasonal varieties. The Piedmontese company has managed to create a strong bond between tradition and family passion, the use of cutting-edge production techniques and cooperation with the entire supply chain, to offer its customers the highest quality products and the ability to trace every step of the raw materials used. Its history can be told through its products, because each jar contains unique aromas and flavors of fresh products, which, after rigorous checks and inspections to ensure impeccable quality, are transformed and sold to the final consumer. Cereal Terra is characterised by its wide range of production, which includes numerous types of jars and glass bottles of appetizers, sauces, pesto, ready-made dishes, etc., packed by an SMI shrink wrapper from the LSK ERGON range in practical shrink film packs with tray or pad.



➔ LSK 40T ERGON SHRINK WRAPPER - PRODUCTION UP TO 40 PACKS/MINUTE

Packed products: 0.12 L / 0.314 L / 0.39 L / 0.212 L and 0.106 L glass jars.
350gr. glass bottles.

Packs worked: Bundles in tray + film in format 3x2 (all the jars and glass bottles)
and in format 4x3 for the 0.314 L jars.

Bundles in pad+film in format 3x2 (all the jars and glass bottles) and in format
4x3 for the 0.314 L jars.

Main advantages:

- automatic machine suitable for packing different types of containers
- all LSK ERGON models have a mechanical product grouping system; the format change is manual
- the LSK ERGON packaging machine has small dimensions and represents the most suitable solution to meet the needs of those without large spaces in their production plant
- excellent quality / price ratio, despite the use of cutting-edge technological solutions and highly reliable components, the LSK ERGON range has very competitive prices
- the film cutting unit has a compact design and the blade of the knife is managed by a direct-drive brushless motor, which makes the cutting operation more precise and simplifies maintenance
- carton and pad magazine has been elongated, to guarantee greater operating autonomy and simplify management operations.

➔ CONVEYORS

Function: transport of loose containers entering the LSK 40T ERGON shrinkwrapper and transport of packages leaving the machine.

Main advantages:

- fluid movements and smooth handling of loose products and packs coming from outfeed of the shrink wrapper
- easy to use by the operator, thanks to a simple and intuitive human-machine interface
- simplified maintenance operations
- format change times reduced to a minimum for rapid changeover from one production to another.

FROM APPETIZERS TO READY MEALS: FLAVORS TO BE REDISCOVERED

Choosing to eat products from organic farming, means choosing the path of nutrition well-being, in harmony with the seasons and resources available in nature. It is important for the company to produce foods that contribute to a correct and healthy diet while at the same time respecting nature. Organic products, grown only with the use of natural substances, are the result of sustainable and strictly controlled agriculture. Nutrition becomes a daily lifestyle, thanks to a varied basket of food that ranges from the line of appetizers and sauces to ready made meals (also in vegan versions) to be heated and enjoyed.



Appetizers: a range of products that respects the traditions of the typical recipes of the Italian regions. The flavors of the vegetables used restore the pleasure of flavors that are being lost.

Condipasta: condiments prepared with fresh Italian tomatoes and selected vegetables from organic cultivation, with the flavors and freshness typical of homemade products.

Pesto: made with D.O.P. Genoese basil, a guaranteed traditional product that gives the product its intense flavour and aroma.

Sauces: a large variety of sauces to be used with meats, vegetables, etc., all prepared with products and fresh eggs from organic farming.

Sauces for cheeses: a rich and particular taste that accompanies various types of cheeses and enhances their flavour.

Savory creams: products that maintain the nutritional properties and flavor of fresh, first choice vegetables from organic farming.

Legumes: wide range of vegetable foods rich in protein substances.

Ready to taste: a wide range of soups, velute' sauces, lasagne and ready meals prepared with high quality, organic ingredients.



➤ THE EXCELLENCE OF TASTE IN READY, HEALTHY AND LIGHT DISHES

From the passion for the environment and for the quality of the raw materials used, and respect for the seasons of nature, only healthy, genuine foods are created, such as the 100% organic, ready-made dishes from the "ambient" line. Cereal Terra offers a wide range of soups, velute' sauces, lasagna and ready meals, cooked with top quality organic ingredients. Quick to prepare, they are a good solution for those with little time, but who want a good and healthy meal. In fact, the foods produced by the Piedmontese company, do not contain preservatives, as the stability of the product is guaranteed by heat treatment that extends its lifespan. The ready-made dishes of the "ambient" range are prepared from a particular dietary and nutritional point of view and can also be eaten by celiacs, vegetarians or vegans.

➤ PRESERVING THE SCENTS AND COLOURS OF THE HARVEST

Peppers, aubergines, courgettes and also fruits such as melons, figs, plums; in short, there are many preserves that can be prepared during the harvest period, to then eat all year round. For quality preserves, the raw material must be the best that nature can offer, having reached complete maturity, without any bruising, with firm and compact skin and pulp; only in this way can the perfumes, textures and colours of the vegetables or fruit be best preserved.

NATURAL AND ORGANIC PRODUCTION THAT RESPECTS THE ENVIRONMENT

The corporate philosophy of Cereal Terra is based on ethics and respect for the environment and contributes to the development of a healthier and more sustainable world. The Cirié company is very demanding regards the guarantees of origin, the excellent quality and traceability of the products it uses and, to achieve these objectives, it makes use of an independent laboratory. It also

collaborates with accredited and continually monitored farms and does not limit itself to respecting the current regulations, but imposes productions at the highest quality level. Every single process of transformation takes place in compliance with strict hygiene standards and with the highest respect for the environment, because, from cultivation to conservation, the company wants to show its personality: simple, transparent and attentive to nature. In addition to the attentive manual work carried out by skilled hands, just like in the past, Cereal Terra uses cutting-edge machinery to perform scrupulous safety and quality checks, such as metal detectors, blowers, scales for corrections of the weight of the jars and mechanical closure and the use of highly modern, production techniques alongside a long tradition of artisan excellence.





➤ **UNIQUE SCENTS AND FLAVORS, ENCLOSED IN A JAR**

The first objective of Cereal Terra is to always obtain the best quality; to do this, it starts from extraordinary and very fresh raw materials that are processed in just one day, preferring manual and artisan production and bottling. For example, to produce pesto, characterised by the unique aroma and taste of freshly picked basil, the Piedmontese company uses exclusively organic products grown on their family farm, the Ciliegio, which is located in Sarzana in Liguria, a symbol of an agriculture that respects the land and culture and guarantees genuine and quality products. The Genoese PDO Basil, with which it produces its pesto, is a traditional product guaranteed by a production regulation controlled by the Chambers of Commerce and labeled 100% transparently.



BASIL: CURIOSITY

The basil plant is native to Asia (believed to come from India), where it is still widely used today. In the Mediterranean the first to introduce it were the Greeks and its name derives from the Greek word “basilikon” (royal plant); the etymology is however uncertain. Some interpretations believe it is so called, because it was used to produce perfumes for the king, or in reference to the sacred use of the ancient Hindu populations, or, more simply, for the “royal” importance given to the plant. The greatest diffusion occurred in Italy, where it established itself

as the main aromatic plant, until it became one of the symbols of Mediterranean cuisine. Currently there are officially sixty varieties of basil, which differ from each other in the shape and size of the leaves and the intensity of the aroma. Among the most common there is crepe basil, classic Italian basil, with bright green leaves, a pointed shape and smooth surface and a pleasant and intense aroma; the famous Genoese basil belongs to this species, it can be defined as such, only if grown in Liguria, scrupulously following the specifications of the DOP brand.



QUALITY THAT CAN BE TASTED AND FELT IN THE PRODUCTS

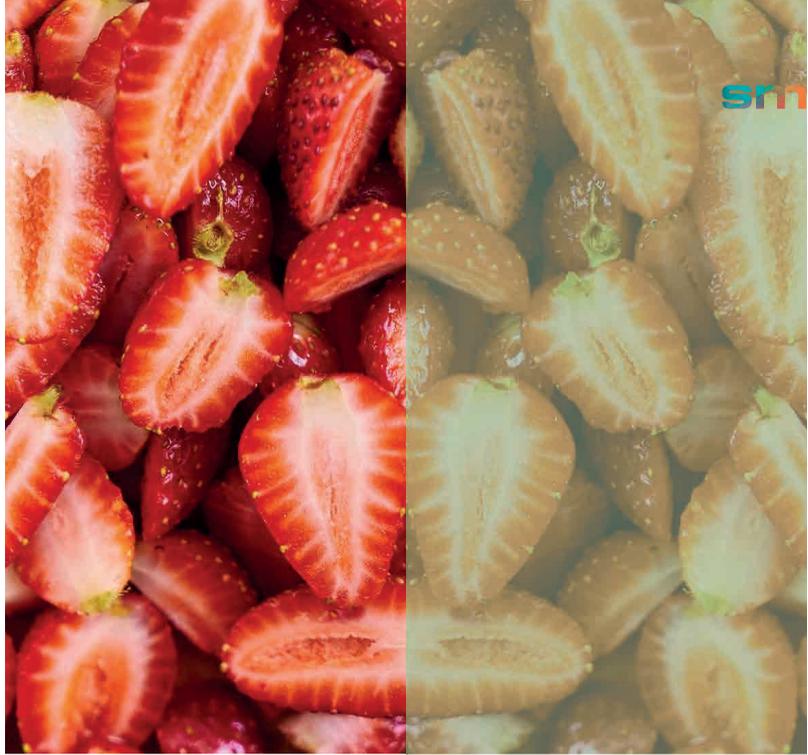
The high quality standard of Cereal Terra products is guaranteed by the most important agri-food certifications, strict compliance with quality and safety regulations and by a controlled supply chain that tracks the production path of each raw material. Attention to quality raw materials, harvested at the right level of maturity, allows the Turin-based company to offer products, every day, that are not only good, but also healthy and genuine. Cereal Terra products are guaranteed by the "Original organic products" brand, which is used at European level to make organic products more easily recognizable by consumers. All the ingredients of agricultural origin that become part of the certified product are in turn certified in accordance with the NOP regulation by bodies recognized by the USDA (United States Department of Agriculture). Equally important is the attribution of the recognition of "Artisan Excellence" conferred by the Piedmont Region, which aims to safeguard and revive ancient prestige craftsmanship.





NUTRITION AND NOT JUST FEEDING

To understand this concept, the difference between feeding and nutrition must first be clarified. The term feeding refers to the act of eating, which allows us to bring energy to our body to allow it to carry out all the processes that keep us alive. Nutrition, on the other hand, is a more complex process, given by the set of biological processes that allow the breakdown of food, the assimilation of nutrients and their use for the survival and activity of the body. This food-health relationship is so strong and direct that a new line of research, "nutrigenomics", has recently been created, which studies how diet affects our genes and consequently our health (for this reason our choices at the table). Today's consumers have learned to eat better and to choose healthier foods, which are good for them and the environment, determining an approach towards organic food and healthy eating. In addition, the growth in the consumption of organic products has also led to changes in agriculture, where part of the land has been converted to completely eliminate the use of chemicals. Even large companies in the food sector are beginning to understand the importance of organic and this means that the offer will be increasingly varied and competitive and will include not only food, but also drinks such as milk and coffee.



➔ HEALTHY EATING: THE FIRST STEP TOWARDS WELL-BEING

In the mid-nineteenth century the German philosopher Ludwig Feuerbach claimed "We are what we eat" and, in the light of the most recent and accredited studies, he was right: health begins at the table, according to the food we consume, because the quality of the substances absorbed by our body affect the quality of life and our physical, mental, emotional and spiritual well-being. The body and psyche are interconnected and therefore, nutrition has an effect on our thinking and on the environment in which we live. Considering that we are all interconnected, every piece of food that ends up on our plate, is the result of a series of events and factors deriving from our choice. Eating organic, in a balanced and varied way means eating healthy, loving yourself and taking care of your health, because fewer nitrates, fewer pesticides, fewer insecticides are ingested; it also means safeguarding the environment and food biodiversity, without polluting or contaminating nature with synthetic chemical additives and without intensely exploiting the earth.



➤ **SECTOR: FOOD**

INOLASA - Industrial De Oleaginosas Americanas S.A.
Barranca, Puntarenas Province, Costa Rica
www.inolasa.com

- Integrated system ECOBLOC® 6-24-6 VMAS
- LWP 30 ERGON wrap around case packer
- Conveyors
- APS 1035 ERGON palletiser and pallet wrapper
- Labeller



GEO LOCATION

INDUSTRIAL DE OLEAGINOSAS AMERICANAS INOLASA



Costa Rica is in many ways a special country, which is always smiling and makes the concept of “pure vida” its philosophy of life. Who knows if Christopher Columbus was welcomed with the same spirit back in 1502, when he landed on the splendid beaches of this land which, by virtue of its riches, he called “Castilla del Oro”. Centuries later, Costa Rica is today known, as the happiest country in the world and only by living in contact with its nature and its inhabitants can we understand why: lush greenery, picture postcard beaches, pristine landscapes and forests and animals in total freedom, come together with education, rules, safety, bureaucracy, good food and innovation. In the field of innovation and investments in new technologies, emerges the role of Inolasa, a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. To expand its production capacity and to meet growing market demands, Inolasa invested in the installation of a 12,000 bottles per hour production line supplied by SMI, intended for bottling the Capullo & Doral brand of vegetable oil in PET bottles.

WELCOME TO INOLASA

Inolasa, or more precisely Industrial De Oleaginosas Americanas S.A., is a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. Aware of its role in the economic and social development of Costa Rica, the Puntarenas company (a town overlooking the Pacific Ocean) offers a safe work environment, that gives confidence to its workers and the community in which it operates, and is characterised by its ability to grow in a healthy and sustainable way. Innovation and continual improvement of processes, passion and ability to adapt immediately to market changes, customers at the center of everything, quality and the pursuit of excellence, these are the values that have allowed Inolasa to obtain the license of the national brand “Esencial Costa Rica”, a distinctive sign of the company and its products in the Central American country and in the rest of the world.



esencial[®] COSTA RICA

smi
now

ESENCIAL COSTA RICA

It is the national brand of the Republic of Costa Rica, a marketing tool used to distinguish itself on international markets and promote tourism, exports and culture. Founded in 2011 following a study at national and international level, from which it emerged that Costa Rica is perceived as a "green" country with potential to communicate worldwide, the name Esencial was chosen to put the human trait in the foreground, as a differentiating element of this nation. Like brands, countries also compete with each other, and countries with a strong and positive brand will have a competitive advantage to promote products, attractions, culture and much more among consumers, tourists and investors. The Esencial Costa Rica license allows companies that meet the requirements, to use the national brand as a distinctive sign of their products and services.

TECHNOLOGY AND ECO-COMPATIBILITY

One of the fundamental principles that govern the operation and success of Inolasa is the use of cutting-edge technologies, fundamental to continuously improve production processes and offer quality products, which meet customer needs and meet the requirements of safety regulations and quality. The Costa Rican company is also committed to proactive environmental management, for the sustainable development of daily business. The constant investment in new equipment, together with the continuous training of its employees, the use of the best raw materials available, the strict quality controls and the effective partnership between customers,

suppliers and collaborators distinguish the Inolasa production plants, from which high quality products are produced, able to satisfy the needs and tastes of a wide range of consumers. Inolasa has been recognized by the American Soy Association as one of the companies, with the most efficient and modern processing plants in Latin America. The company has also obtained important quality certifications, such as that issued by the A.O.C.S (American Oil Chemists Society) which guarantees the international certification of the quality control laboratory and the FSSC22000 certification. In addition to being a source of employment and production for Costa Rica, Industrial De Oleaginosas Americanas S.A.

contributes to improving the quality of life of the inhabitants of the country by promoting sport, education and health, to maintain the balance for a healthy life.



➔ **TRANSPARENCY AND SUSTAINABILITY AT THE HEART OF INOLASA'S BUSINESS**

Inolasa adopts a sustainable and transparent working approach, which allows its customers to evaluate the compliance of each activity with the main regulatory provisions and ethical behavior rules. Thanks to continual improvement, the Costa Rican company establishes the necessary actions to prevent corruption and fraud and to minimize the environmental impacts of its operations, such as the reduction of emissions in the atmosphere, the recovery and management of waste, etc. Equally important is compliance with food safety regulations and, for this reason, Inolasa maintains safety control plans for its products so that they comply with the established specifications.

SMI SOLUTIONS FOR INOLASA



A fundamental factor for Inolasa is the satisfaction of consumer expectations, through the offer of their widely available, high quality products. To achieve these objectives, the Costa Rican company turned to SMI for the installation of a latest generation production line dedicated to the bottling and packaging of Capullo & Doral vegetable oil in PET bottles. The primary packaging is ensured by an integrated blowing, filling and capping system from the ECOBLOC® VMAS range, the secondary packaging takes place through a wrap around case packer from the LWP range, the tertiary packaging in 1000x1200mm pallets is ensured by an automatic palletising system from the APS series, while the handling of the loose bottles at the outfeed of the ECOBLOC® system and the packs at the outfeed of the case packer is carried out by fully automated conveyors.



➤ INTEGRATED SYSTEM ECOBLOC® 6-24-6 VMAS

Functions: stretch-blow moulding, filling and capping of 0.5 L / 0.9 L / 0,95 L and 1.5 L bottles in PET with edible oil and a production capacity of up to 12,000 bottles per hour (0.5L format).

Main advantages:

- the machine groups the stretch-blow molding, filling and capping operations of PET bottles in a single block and therefore does not require a rinsing machine or airveyors between the blower and the filler;
- compact and flexible solution;
- reduced energy consumption;
- ideal solution for bottling vegetable oil, as it uses an extremely precise, electronic filler system equipped with mass meters based on the Coriolis principle, which defines the quantity of product that passes into the valve supply pipe and transmits this data in the form of impulses to the machine control system. Once the predetermined number of pulses has been reached, filling stops;
- the filler valve is opened by means of a pneumatic solenoid valve controlled by the presence signal of the bottle and by that coming from the mass meter;
- the adjustment of the quantity of product to be bottled is carried out through the operator panel;
- high standards of hygiene throughout the filling process; this specific operation is particularly delicate, as the typical viscosity of edible oil requires precise and accurate filling techniques, which, in the systems supplied by SMI, are based on electronically controlled, mass flow meters.

➤ LWP 30 ERGON WRAP AROUND CASE PACKER

Packed products: 0.5 L / 0.9 L / 0.95 L and 1,5 L bottles in PET.

Packs worked: the 0.5 L / 0.9 L and 0.95 L bottles are packed in wrap around, corrugated cardboard cases in formats of 3x4 and 4x5, while the 1.5 L bottles only in 3x4.

Main advantages:

- packaging process with wrap around system equipped with a mechanical device for product grouping, which offers the advantage of forming the cardboard box around the bottles in transit without making any machine stops;
- ability to graphically customise the cardboard box to capture the attention of the consumer, offering the producer greater opportunities for marketing and product promotion;
- ideal solution for obtaining impact-resistant packaging, capable of protecting the product during transport.

➔ **APS 1035 ERGON AUTOMATIC PALLETISING SYSTEM**

Packed products: cardboard boxes containing 0.5 L / 0.9 L and 0.95 L bottles in formats of 3x4 and 4x5 and boxes of 1.5 L bottles in 3x4 that arrive from the LWP 30 case packer.

Pallets created: pallets 1000X1200 mm

Main advantages:

- extremely flexible, single-column system with two Cartesian axis;
- simple formation of the palletising layers;
- central column driven by brushless motors, which guarantee harmonious and precise movements of all the machine's operating axes;
- plant automation and control via MotorNet System®, a "PC-based" system based on sercos fieldbus and "industrial ethernet" communication protocol;
- high reliability, reduced maintenance and low running costs;
- system management facilitated by a simple and intuitive human-machine interface panel, equipped with advanced 3D graphics, touch-sensitive screen and a wide choice of diagnostic functions and technical support available in real time.

➔ **CONVEYORS**

Function: moving loose PET bottles from the outfeed of the integrated system ECOBLOC® towards the LWP wrap around case packer and moving packs between the LWP and the APS ERGON palletiser.

Main advantages:

- the conveyors for loose product installed at the Inolasa plant, ensure smooth, constant, movement of the containers at the infeed of the LWP and of the boxes at the outfeed;
 - format change over times reduced to a minimum for rapid switch from one production to another;
 - the modular structure and the high compatibility with other systems allow installation, start-up and testing to be carried out in an extremely simple way;
 - simplified maintenance operations;
 - use of high-quality components and wear-resistant materials, which reduce friction and noise, while preserving the quality of the packs transported;
 - high system reliability, thanks to the structure and components in AISI 304 stainless steel.
-

PURA VIDA!

Pura Vida is the most characteristic phrase of the Republic of Costa Rica. Beyond the literal meaning, the phrase is used as a greeting or to say “thank you” or “please” or that “everything is fine”. Frequently it is also used to emphasize the need to accept and lighten a situation in life. But “pura vida” is also a philosophy that must be understood, because it means understanding how to grasp the simple things in life, getting rid of unnecessary stress and living in harmony with nature and perhaps this is why Costa Rica is almost always at the top of the charts in the happiest countries in the world.

CUSTOMERS AND SUPPLIERS INVOLVED TO DO THE RIGHT THING

Inolasa is aware that collaboration and involvement with partners and customers are fundamental elements for long-term success. To achieve this goal, the Central American company makes use of an important tool the “Code of Ethics”, which establishes the minimum criteria to be met, and encourages customers and suppliers to engage in their supply chain in a sustainable way, adopting actions aimed at safeguarding the environment. An example of this strong connection between Inolasa-suppliers-customers is represented by the recent collaboration that involved SMI for the installation of the 12,000 bottles per hour production line, with which the Puentarenas company highlights the importance of collaborating with companies that consider sustainable development as one of the essential values of their corporate “mission”, aiming at creating harmony between industrial activity, product quality, respect for the environment and safety at work.



QUALITY IS REWARDED



The Inolasa plant is the largest soybean oil extraction plant in Central America. The industrial site has high-tech equipment, which allows 1200 tons of soybean to be processed per day. The production process begins with the import of soybeans from the United States of America and continues with the preparation of the beans which are then processed and refined. Among the main products of the company is soybean oil for domestic consumption, for industrial and institutional consumption. Inolasa also produces soy lecithin and soybean meal for animal feed.



WHY COSTA RICA IS SURPRISING

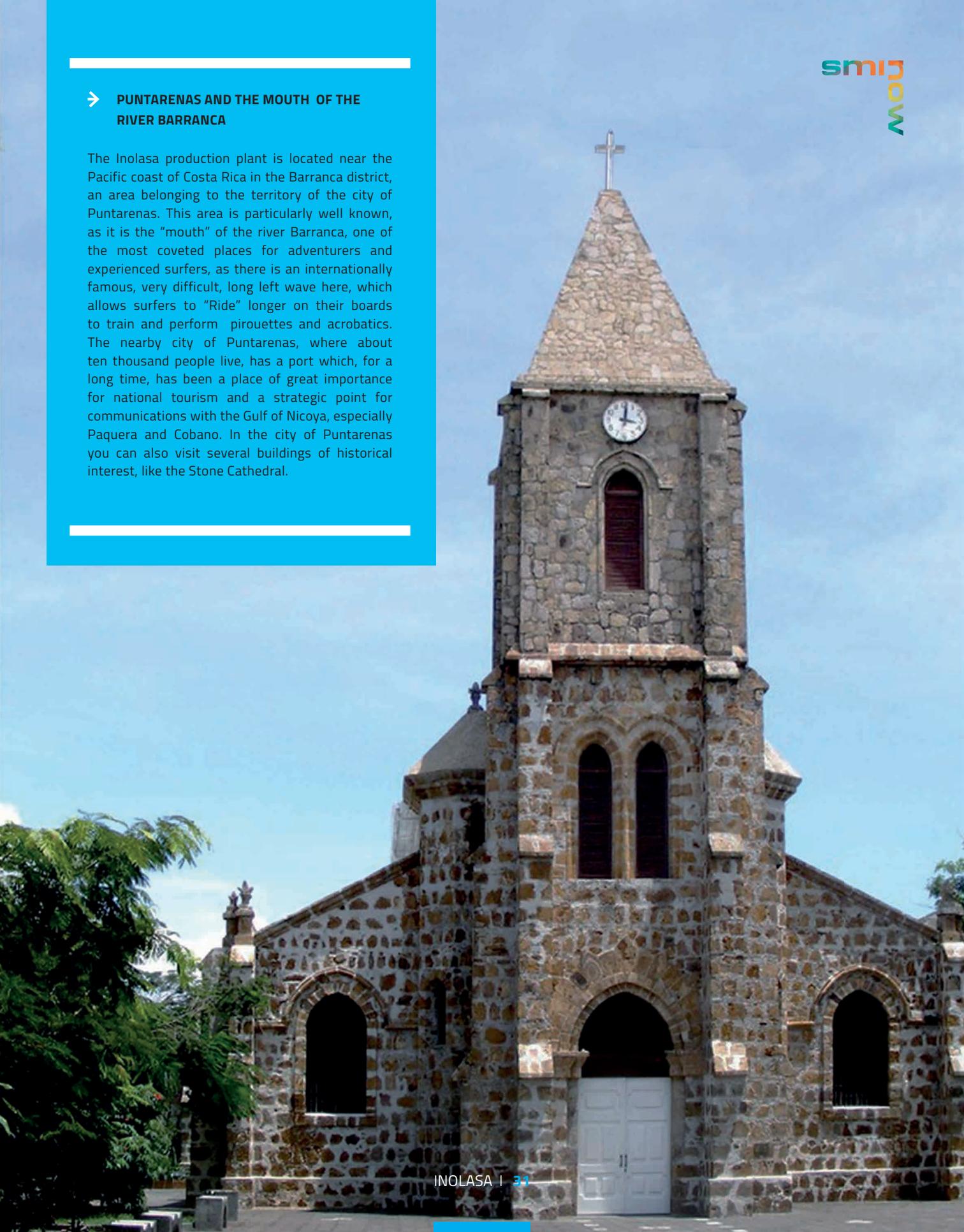
Costa Rica is a small country in the Central American isthmus with a natural heritage that surprises and fascinates, consisting of rainforests and dry tropical forests, mangrove swamps and misty forests, volcanic peaks and hundreds of kilometers of coastline overlooking the two oceans. Costa Rica is an oasis of peace that offers countless activities for nature lovers and excursions:

- The tropical forest of the Corcovado National Park: There are about thirty national parks, biosphere reserves and animal shelters and they are home to over a million plant and animal species. The Corcovado National Park, located on the Osa Peninsula on the Pacific coast, conveys the typical image of Costa Rica, with heavenly beaches, wild nature and a rich fauna.
- National parks make up 25% of the territory: Costa Rica is home to 27 national parks, including 3 recognized by UNESCO as a World Heritage Site, but it is also the country in Latin America where you can find the most diverse flora. Speaking in numbers, there are 850 bird species, 205 mammal species, 10,000 types of plants and trees, 35,000 insect species.
- Tropical beaches and magnificent seabeds: with 1200 km of coastline on two oceans, Costa Rica has an incredible amount of beautiful beaches for all tastes: with fine, black, yellow or white sand, romantic and secluded, trendy or suitable for a horseback ride in the sunset, snorkeling or fishing.
- Discovering leatherback turtles: among the few places that leatherback turtles choose to go to lay their eggs during the night are some parts of the coast of Costa Rica and which are the ideal place to observe these mythical creatures.
- The kingdom of chocolate: from the collection of cocoa beans to chocolate paste, through the fermentation to the drying of the seeds ... Costa Rica is the ideal place to learn how to transform cocoa into chocolate.
- Meet the warm people: the inhabitants of Costa Rica, the "Ticos", welcome visitors with a lot of joy and cordiality. Their sentences marked by the national slogan "Pura Vida!" really reflect their character and enthusiasm.
- A step forward regarding sustainable development: the country pays close attention to the consideration and implementation of sustainable development as a whole. Farms favor crops without pesticides, while the government pays great importance to the protection of natural species.



➔ **PUNTARENAS AND THE MOUTH OF THE RIVER BARRANCA**

The Inolasa production plant is located near the Pacific coast of Costa Rica in the Barranca district, an area belonging to the territory of the city of Puntarenas. This area is particularly well known, as it is the “mouth” of the river Barranca, one of the most coveted places for adventurers and experienced surfers, as there is an internationally famous, very difficult, long left wave here, which allows surfers to “Ride” longer on their boards to train and perform pirouettes and acrobatics. The nearby city of Puntarenas, where about ten thousand people live, has a port which, for a long time, has been a place of great importance for national tourism and a strategic point for communications with the Gulf of Nicoya, especially Paquera and Cobano. In the city of Puntarenas you can also visit several buildings of historical interest, like the Stone Cathedral.



A WORD WITH THE CUSTOMER

INTERVIEW WITH ERICK SIBAJA General Manager - Inolasa



Q: Inolasa is a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. What are the factors that led to your success?

A: There are mainly two fundamental factors for the success of our company: on the one hand, the quality, skill and professionalism of human resources, who over the years have done everything possible to achieve excellent and first-rate work. On the other, Inolasa has been able to meet the basic needs of the Costa Rican industry,

offering products at competitive prices and of the highest quality.

Q: Inolasa is aware that constant collaboration with business partners and customers is fundamental for long-term success. What did SMI and its Smicentralamerican branch contribute to your growth?

A: Thanks to the new, high efficiency, production line installed by SMI in our Puentarenas plant, we managed to optimize production resources and consequently improve our competitiveness on the market.

In addition, the new plant, equipped with cutting-edge technologies, has allowed us to expand our storage capacity, to improve safety stocks, reduce response times to our customers and thus remain market leaders.

Q: How important is sustainable development for Inolasa?

A: Sustainable development is one of the fundamental axes of our corporate, social responsibility program. Over time, Inolasa has developed several projects that guarantee the sustainability of our operations, such as investing in biomass boilers to generate steam and electricity and the launch of a non-profit program called #ambientalcostarica for the collection and recycling of PET and HDPE packaging, which aims to minimize the impact on the environment, generated by plastic containers. Inolasa is a company that is committed to consumers and in every area of our work we try to improve the processes. Thanks to this circular economy project, our company will recover and recycle plastic containers, which will be transformed for marketing and recycling. Aware of the importance of environmental protection, Inolasa's investment in a more efficient production line have made it possible to reduce the amount of PET resin (plastic) contained in each bottle and to use recycled plastic resin (rPET), which represents a significant improvement for the environment and allows us to become a company with a negative carbon impact and consume less energy for the production of the bottles themselves. In addition, we recycle over 85% of the waste water from the treatment plant, in green areas and simple processes.

Q: Inolasa promotes its products under the “Esencial Costa Rica” brand. What are the factors that made it possible to obtain this license?

A: The factors evaluated to obtain this license are based on five fundamental axes which are: Excellence, Sustainability, Social Progression, Innovation and Origin. The license was obtained thanks to these factors that we can summarise in the excellent quality of our products, brought about thanks to the support of a top-level team of staff, which allows us to position our brands as market leaders and become an important part of the great Costa Rican family.

Q: How do you see the oil and PET bottling market in the future?

A: The future is full of challenges, economic and technical, but we believe that we are moving towards the sustainability of plastic and the circular economy concept that we have implemented with RPET will allow us to continue offering our product in high quality bottles with low environmental impact.

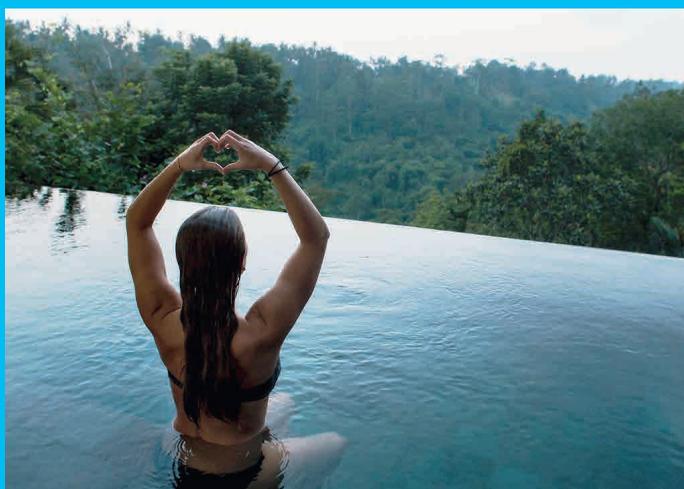


FROM LEFT: SERGIO PÉREZ, AREA MANAGER OF SMICENTROAMERICANA AND ERICK SIBAJA, GENERAL MANAGER OF INOLASA.



➤ **TICO TIME**

Costa Rica’s “hora tica” is a way of conceiving time in a much more relaxed way than normal time. “Dinner at eight”, for example, could be interpreted as “dinner will be at half past eight or even at nine”. “Tico time” is part of what makes Costa Rica a place where it is easy to escape from the strict structure that regulates daily life. This phenomenon is also clear in their language: for example, the word “ahora”, which in Spanish means “now”, in Costa Rica means “later” or “at an unspecified time in the future”. So if they say “ahora lo hago” it means nothing more than “I will do it later” or “I will do it in a while”.



DILMOOR & PERLINO

Dilmoor and Perlino are two important and historic Italian companies that, thanks to strong teamwork and business initiative that aims at production flexibility, cutting-edge technology and environmental protection, have built their success in Italy and abroad. The two company realities (the first from Bergamo, the second from Asti) represent the perfect synthesis between the need to keep the values of tradition and the territory unchanged and that of investing in new technologies, to be successful in the global market. To increase the production capacity of its bottling sites, and meet the needs of an increasingly heterogeneous market, Dilmoor and Perlino have installed a rinsing, filling and capping monobloc supplied by ENOBERG.

➤ **SECTOR: SPIRITS**

DILMOOR (Gruppo Dilmoor-Perlino)
Pedrengo (Bergamo), Italy
www.dilmoor.com

➤ ENOBERG: Monobloc RLF 32-40-8 BA ST

PERLINO (Gruppo Dilmoor-Perlino)
Asti, Italy
www.perlino.com

➤ ENOBERG: Monobloc RLF 32-32-8 BA



GEO LOCATION



GEO LOCATION

THE IMPORTANCE OF TEAM WORK AND LOOKING TO THE FUTURE

Dilmoor and Perlino, which are based respectively in Pedrengo (Bergamo) and Asti, were founded in lands rich in flavors to taste, traditions to discover and passions to share. This richness of flavors is revealed in the large and varied product portfolio of the two companies with their spirits, liqueurs, wines, sparkling wines, vermouth and drinks, offered both with “private labels” and with their own brands, to which they have also added the imported, famous, international brands such as Label 5 Whiskey and Saint James Rum. Faced with such a heterogeneous product range, it is essential for the two companies to have extremely flexible systems, able to adapt promptly to new market demands and to be able to quickly switch from one production to another, also varying the packaging format efficient. The ENOBERG monobloc solutions of the RLF range installed at the production plants of the two companies, meet these needs and respond to the request for innovative, interconnected and automated solutions.

➔ **A HAPPY MARRIAGE BETWEEN NATURE, WORK AND MODERN TIMES**

There are unbreakable bonds, such as that between man and land, which arouse feelings that reach the heart, become joy for the palate and emotions for the memories they evoke. The production of wine, spirits and liqueurs is an art, a masterpiece fruit of dedication, sacrifices and meticulous teamwork that is based on bonds that create a happy union with nature. For these reasons, in the production of these products, more and more attention is paid to safeguarding the environment and technological renewal to guarantee the qualitative excellence and sustainability of business activities.



A WORD WITH THE CUSTOMER

→ INTERVIEW WITH ALESSANDRO VAVASSORI COO (Chief Operations Officer) - Dilmoor Perlino



Q: How did Dilmoor and Perlino's success come about?

A: As often happens, there are different and differentiated keys to understanding success: competitiveness, innovation, investments, flexibility, ability to seize opportunities in time ... But if I have to indicate just one element, which I consider essential, and which explains the excellent results of Dilmoor and Perlino, then I choose the "team": competent people, willing, available and always able to roll up their sleeves. This is without a doubt one of our great strengths!

Q: Today more and more often, we hear about tradition, territory and sustainability. What role do innovation and technology play in this context?

A: A fundamental role, but it is not as obvious as it seems. Innovation and tradition, technology and sustainability can be synonymous. It may seem like a play on words, but the right balance must be found between investing in technology and sustainability and the sustainability of the investment itself, which I translate into economic and financial accounts, which must sustain and support the investment, and in new resources that are to be found through industrial and process innovation. Nowadays, being at the forefront of technology means being efficient in a context where tradition and territory continue to represent a plus for the company, despite operating in an increasingly global market.

Q: Speaking of innovation, what are you doing?

A: We have done a lot and we are still doing the same. Without mentioning the investments in real estate and security, over the last four years we have reviewed the management of our warehouse processes by installing an advanced WMS (Warehouse Management System) within all our warehouses (including the new 3,000m² one built in Asti). In addition, we have launched two new, highly innovative, interconnected and automated 4.0 bottling lines and, during 2020, a third line for sparkling wines will be installed in Asti. We are already looking further ahead and aiming to increase the processing capacity of our cellars, also through greater production efficiency, achieved by a 4.0 control system. We'll see. As we said, sustainable investments.

Q: How important is flexibility for the success of your company? What role does partnership with suppliers like ENOBERG play?

A: Flexibility is required by the market. There is no escape from this concept. We as a company, cannot fail to meet this request from our customers, so we have adapted in time and made flexibility our strength. Consequently, we turn to our suppliers with the same need. We can only consider a partnership relationship that goes beyond commercial dynamics, where each solution is a personalisation of real needs, like a tailored suit!

Q: How are your products positioned on the national and international market today?

A: The portfolio of references offered by Dilmoor and Perlino is rich and varied and satisfies a wide demand in the beverage sector, with Spirits, Liqueurs, Wines, Sparkling wines, Syrups, Vermouth and Beverages. These products, which are produced in our factories in Asti and Pedrengo (BG), are joined by important import products from prestigious international brands, such as Label 5 whiskey or Saint James rum. We are present in Italy and abroad in all distribution channels, we are leaders in the private label sector and we also offer our own brands such as "Perlino", "Casa Martelletti" and "Villa Cardea" on the market. In 2019 we distributed over 40 million bottles, divided equally between domestic and foreign markets. And to think that only a few years ago there were just over half of us!




PERLINO
FONDATA IN ASTI 1905

DILMOOR-PERLINO IN BRIEF:



Turnover 2019:
over €110 mln



Employees: 101

➤ ENOBERG SOLUTIONS FOR DILMOOR AND PERLINO

To automate the bottling process of the countless labels of spirits, liqueurs and vermouth, the Dilmoor-Perlino group turned to the experience of ENOBERG, which, for the Pedrengo and Asti production plants, supplied two recirculating filling monoblocs from the RLF range made up by a rinsing machine, filler and capper, capable of running up to 12,000 bottles per hour. Both machines are equipped with the most advanced technological solutions and, thanks to the high operational flexibility, allow Dilmoor-Perlino to switch easily and quickly from one production to another. Flexibility is one of the strengths of Dilmoor-Perlino's corporate strategy and represents a key element in choosing a supplier for the filling systems to be installed within its lines, which must be able to manage different production flows to promptly adapt to changing market demands.

Dilmoor plant:

MONOBLOC SYSTEM RLF 32-40-8 BAST

Functions: rinsing, filling and capping glass bottles from 500 to 2000 ml, with a production capacity of up to 12,000 bottles per hour.

Perlino plant:

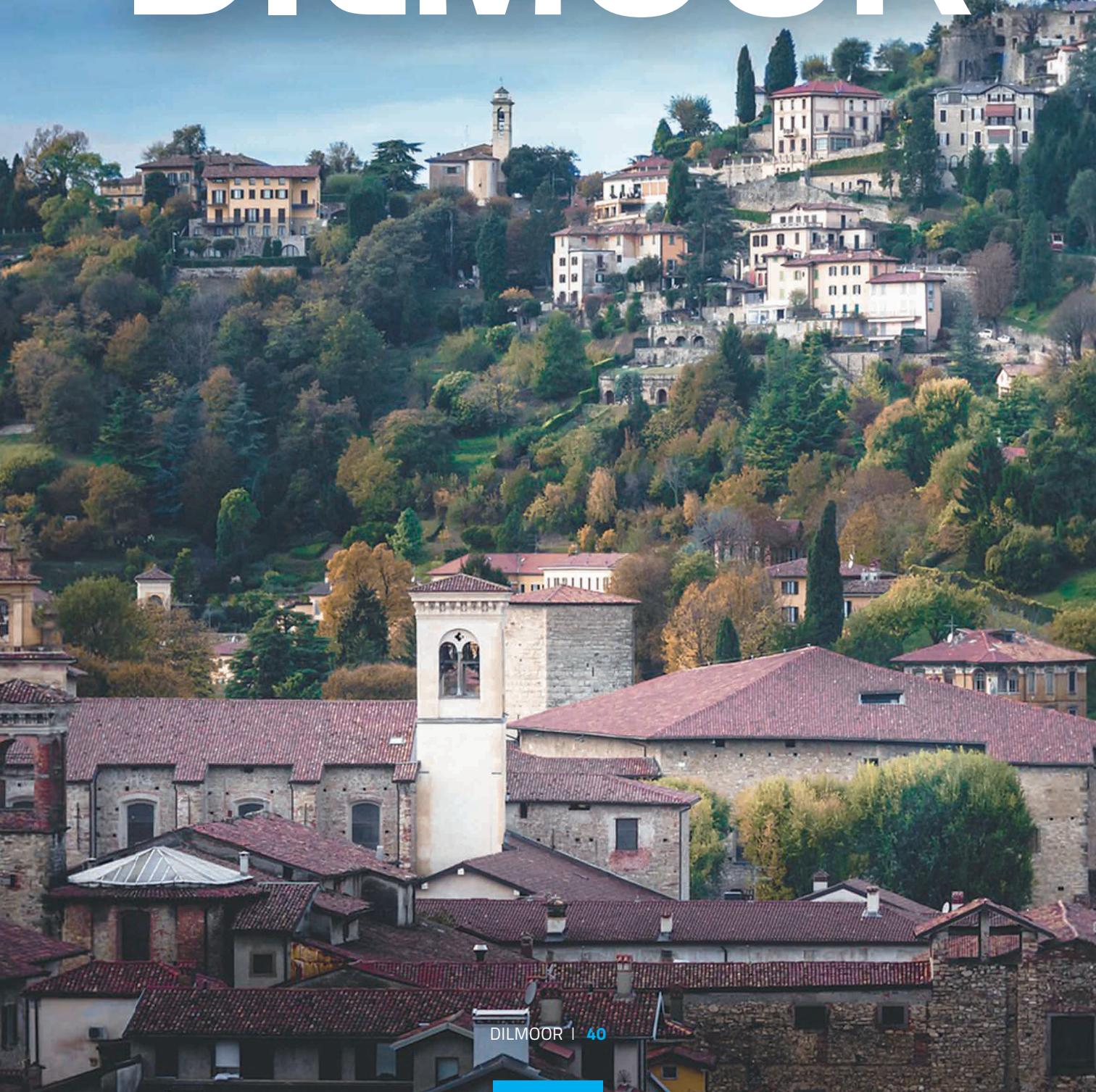
MONOBLOC SYSTEM RLF RLF 32-32-8 BA

Functions: rinsing, filling and capping glass bottles from 750 to 1500 ml, with a production capacity of up to 12,000 bottles per hour.

Main advantages:

- innovative filling system with product recycling, also suitable for foamy products;
- system equipped with a small tank outside the machine for the collection of excess product;
- high level precision in the bottle;
- touch screen control panel for a simple diagnosis of the operating status;
- independent movement of the machine axles through brushless motors with integrated drive (ICOS series) to guarantee perfect synchronism between the stars and low noise during operation;
- diagnosis of the operating status of each engine directly through the HMI;
- quick format changeover of the bottle guide equipment;
- rapid and immediate electrical adjustment of bottle levels via HMI;
- dummy bottles with automatic insertion in order to speed up washing during frequent product changes;
- completely sanitisable system, thanks to the easily positioned dummy bottles, to the "spray balls" that equip the tanks, to the piping system, which allows, according to requirements, to recover and recycle the washing solution and the automatic management of the washing phases;
- low risk of contamination, high level of hygiene;
- excellent quality / price ratio.

DILMOOR



➤ **SECTOR: SPIRITS**

DILMOOR
(Gruppo Dilmoor-Perlino)
Pedrengo (Bergamo), Italy
www.dilmoor.com



GEO LOCATION



There are lands in which a large river flows, between hills and plains, between vineyards and villages, where you can perceive the unmistakable sounds that recall deep emotions, such as those perceived in the "Land of the Bishopric". It is an area that, a few kilometers from Bergamo, extends over an area rich in history, culture and tradition comprising 15 towns characterised by suggestive places and a deep bond with the land. This is a mixed environment, with different peculiarities that make it unique, where art, food and wine and nature come together to give its visitors an unforgettable experience. It is here in the town of Pedrengo, home to the Dilmoor company which makes quality its strength to offer excellent quality spirits and liqueurs.

DILMOOR IN BRIEF

The history of the company has its roots in the first half of the 1950s, when Oldmoor Whiskey & Co. was founded in Genoa. In 2002, thanks to the merger with Distillerie Ilas, another historical reality in the sector, Oldmoor Whiskey & Co changed its company name to Dilmoor, moving warehouses and headquarters to Pedrengo, in the province of Bergamo. The result of the union of the two important companies in this sector, present on the market for over 20 years - Ilas Spa and Oldmoor Whiskey Co srl., since 2002, Dilmoor has proposed itself as a leading Italian company in the production and marketing of spirits, liqueurs and syrups. In 2012, the Bergamo company was acquired by the French multinational, La Martiniquaise, which, further strengthened its operating structure and commercial activity. Present on the Italian market, both with its own brand and with those of third parties, of national and European importance, thanks to its flexibility and its know-how, Dilmoor also proposes itself as a "co-packing" partner capable of developing a product in line with customer needs. With a view to increasingly globalized distribution, the Pedrengo company is also expanding rapidly on foreign markets, both European and non-European, especially with liqueurs and spirits typical of the Italian tradition.



FLEXIBILITY AND QUALITY

With over 500 references of active marketed products, Dilmoor offers high production flexibility characterized by different bottle formats and a wide range of liqueur formulations to meet both traditional tastes and new market needs, guaranteeing the creation of a product studied and conceived in all its aspects. The production, which reaches about 20 million bottles a year, is carried out in the town of Pedrengo, in the province of Bergamo, where the company's headquarters and industrial plant are located. The industrial site of Dilmoor covers an area of 6000 m2 which includes:

- 3 bottling and packaging lines, with a production capacity of over 100,000 bottles per day
- analysis laboratory and R&D
- warehouses for raw and subsidiary materials
- storage of loose products for over 13,000 HL
- finished product warehouse
- offices

In the nearby town of Seriate, the company has an additional building that extends over 4,000 m² and which houses offices and a finished product warehouse.



➔ CURIOSITY

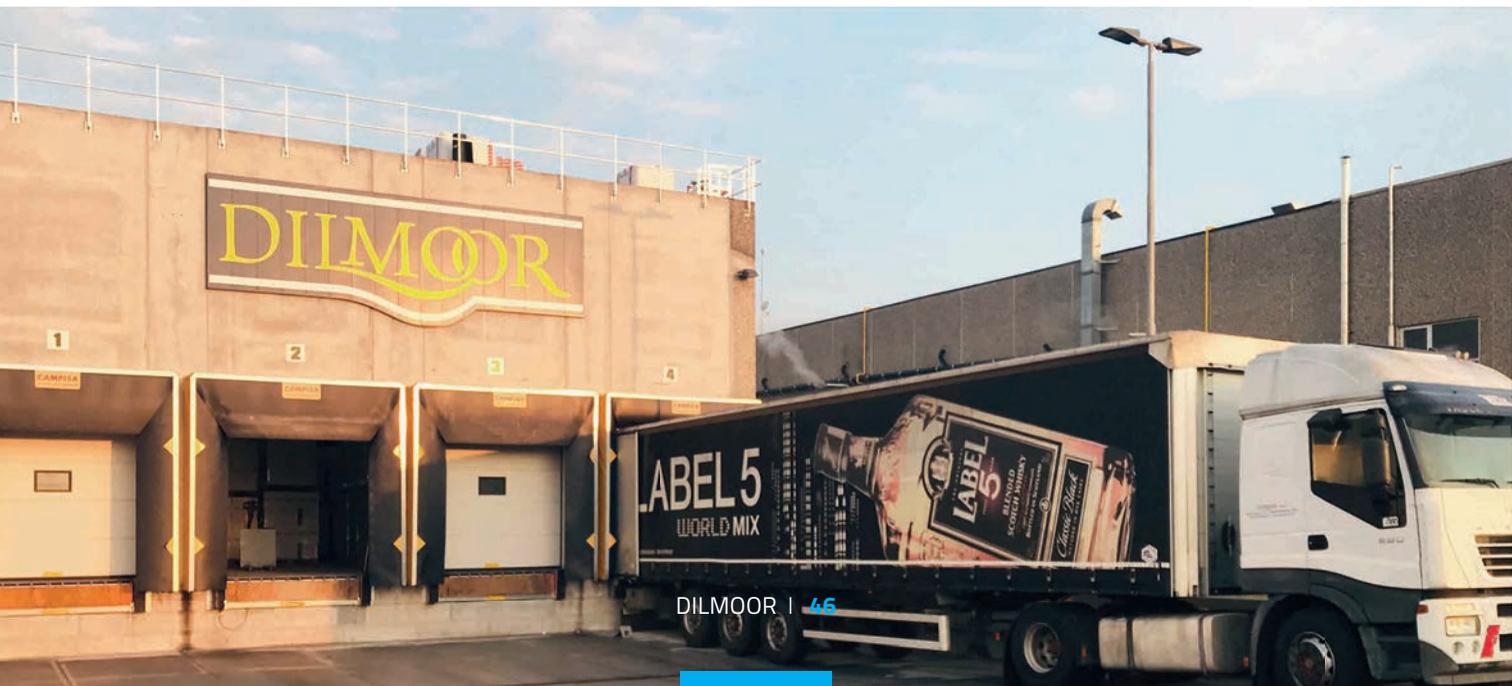
The name “Terre del Vescovado” derives from the presence of numerous villas and stately homes where the bishops, members of the Bergamo curia and nobility, spent the summers. The presence of these illustrious characters determined a great attention towards art and, thanks to their financial availability, the territory was enriched with remarkable works of art. The cultural tourism project “Terre del Vescovado” was founded in September 2016 with the aim of enhancing and promoting the natural, artistic, food and wine heritage and excellence that characterise the land of the participating towns.



RECIPES AND PACKAGING ARE RENEWED

For over 30 years Dilmoor has been marketing high quality syrups on the Italian market, with continual research and constant renewal of both recipes and “packaging”. This attention to the product has allowed the company, on the one hand, to consolidate the success of its historical brands such as Zukri and Frescomix, and on the other, to become the trusted partner of many private labels of large retailers, with several collaborations that have now lasted for over ten years. The assortment of quality products is vast, making use of high percentages of natural juices and infusions and paying constant attention to the latest market developments and consumer preferences. Thanks to an approach regarding the topic of food safety, all Dilmoor syrups are gluten-free and registered in the handbook of the Italian Celiac Association (AIC). All the labels show the updated nutritional tables and precise and complete information on the product. The packaging is modern and innovative:

- Bottles in PET with glass effect, high grammage and equipped with Flip Top
- Custom graphic study for the creation and restyling of the labels
- 50, 70 and 150 cl formats, for a highly bespoke final assortment





A JOURNEY TO DISCOVER EXCELLENCE

Ancient perfumes tell of a tradition settled over the centuries. The indelible signs of the earth and the work of man are witnesses of a history of the past, capable of adapting to the times and needs of modernity. The Dilmoor company was founded in a land full of flavors, not only to be tasted, but also to be lived: passion, dedication, tradition and innovation. To know Dilmoor is to take a journey to discover its values, its people, the many products bottled both under its own brand and for third parties, sold in Italy and abroad. The high quality of the product and its image, attention to every detail in production (starting from raw materials to packaging), in compliance with the highest standards of safety, flexibility and competitiveness: this is how we can summarise Dilmoor's corporate mission.



RECIPES FROM ITALIAN AND INTERNATIONAL TRADITION

- ➔ **Limoncello:** one of the most popular Italian liqueurs, which Dilmoor makes with traditional recipes starting from the infusion of lemon peel from Calabria and Sicily, in different formats and alcoholic gradations. To complete the proposal, Dilmoor also offers cream of limoncello and other typical Italian liqueurs, such as Sambuca, Amaretto, Amari from their own production, made with quality recipes and “packaging”.
- ➔ **Grappa:** the Italian spirit “par excellence” available in all its alternatives: from grappa aged in oak barrels, to single grape varieties, upto the classic correction grappa. A complete and varied assortment, made in collaboration with the best distillers, located throughout the country.
- ➔ **International liqueur and spirits:** thanks to the close collaboration with the group’s distilleries, located in Scotland and the Caribbean, more precisely Martinique and Guadeloupe, Scotch whiskey and rum stand out among the excellences of Dilmoor production. Dilmoor also imports brandy, vodka and tequila and produces international specialties, such as Whiskey Cream Liqueur. These are exclusive recipes, with an infusion of herbs and citrus fruits: the perfect base for the classic “spritz” and numerous other cocktails.





➔ **VILLA CARDEA**

The Villa Cardea brand is the pinnacle of excellence in the Dilmoor range and includes a selection of grappas and the main, typical, Italian specialties. Made according to tradition, with the highest quality raw materials and refined and modern "eye-catching" packaging, Villa Cardea products are distributed within the national and international market, with an export presence in over 30 countries.

PERLINO

➤ **SECTOR: SPIRITS**

PERLINO

(Gruppo Dilmoo-Perlino)

Asti, AT, Italy

www.perlino.com



GEO LOCATION

To discover and learn about Piedmont, a great land of wines and spirits with unique characteristics and ancient traditions, it is essential to use all the senses, especially those of taste and smell. Piedmont is the land of taste: the taste for style, the taste for art, the taste for good food, the taste for music, the taste for architectural beauty, the taste for history, the taste for the contemporary, the taste for theater, the taste for dance, the taste for the landscape, the taste for beauty, the taste for ecology, the taste for the land, the taste of emotions... And when we speak about taste it is inevitable that we think of Piedmont as a land of wines and spirits, the many varieties of which are produced with passion, dedication, research, quality. One of the main players in the sector is the Perlino factory in Asti, which, for the bottling process of a wide range of products, turned to ENOBERG for the supply of a rinsing, filling and capping monobloc from the RLF 32-32-8 BA range. 32-32-8 BA. It is a versatile system, suitable for medium-high speeds, which, thanks to the innovative filling system with product re-circulation, can bottle foamy liquids without any problems for production.

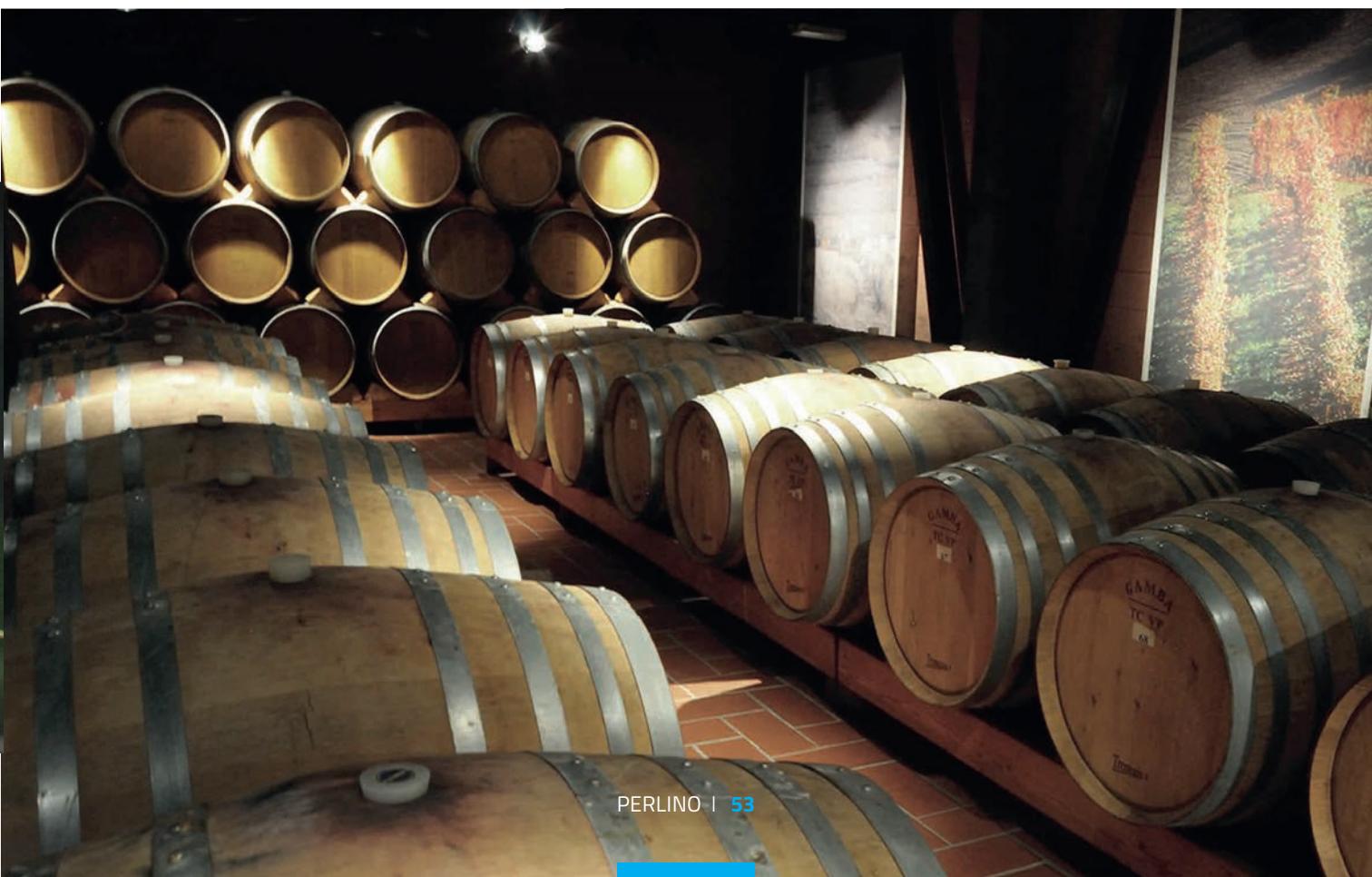
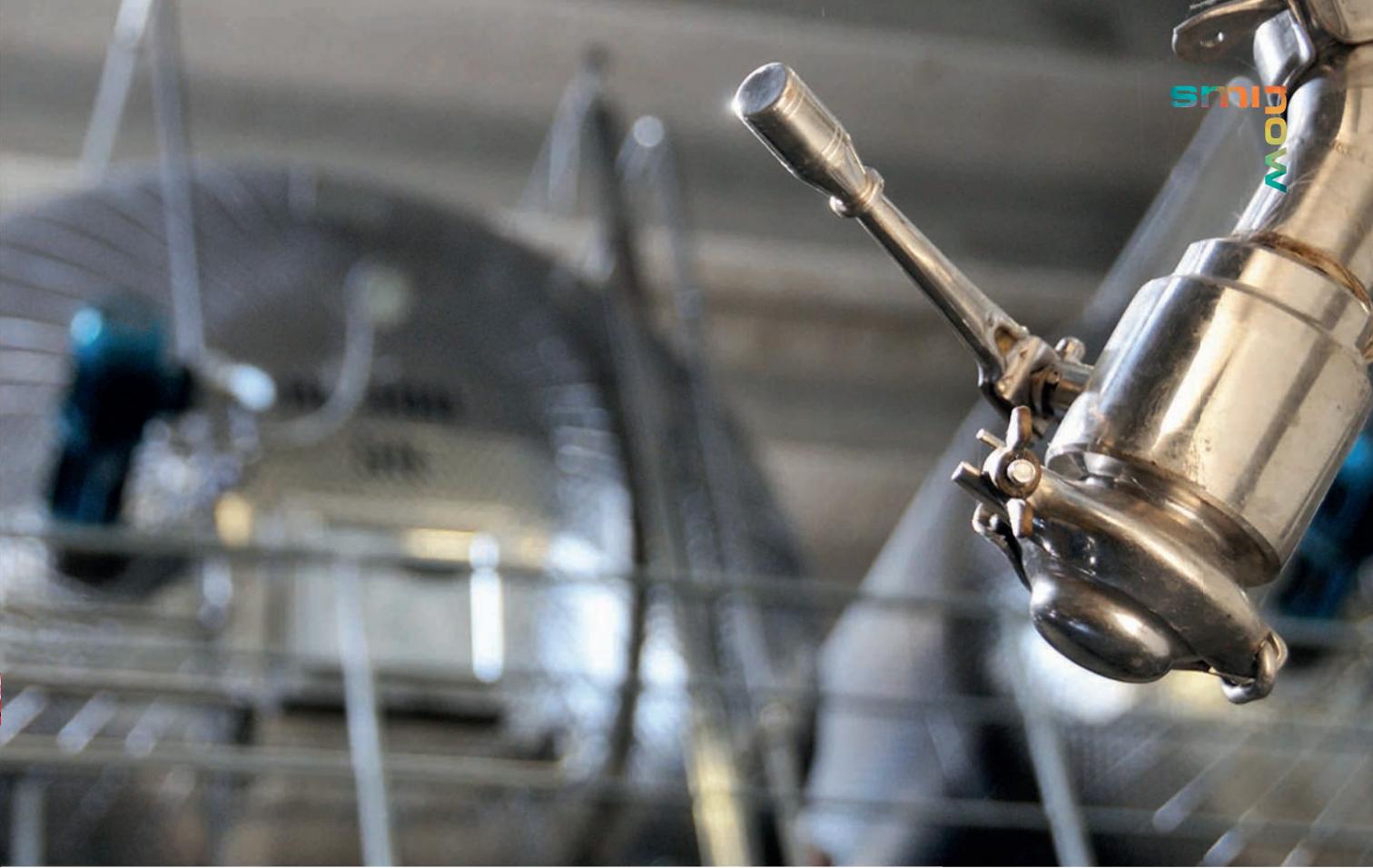
INVESTING FOR GROWTH AND THE ENVIRONMENT

Over time, the company from Asti has consolidated a strong link with its land; with over 45,000 hectares of vines located in the hilly and pre-Alpine area, high quality wines are produced, rich in aromas and intense fragrances. This peculiarity has meant that as many as 17 DOCG and 42 DOC wines have been appreciated and recognised globally as high quality products. At the end of the 90's, in the midst of its expansion activities within the national and international markets, Perlino built a new production site in the nearby town of Montiglio Monferrato, further expanding its industrial strength. Currently, the Perlino production site contains three bottling lines: one dedicated to the production of vermouth, creams and flavored wines, one for the production of Sparkling wines and one reserved for small niche productions, for a total bottling

capacity of over 100,000 bottles per day. Between the sparkling wine cellars and the vermouth cellars, Perlino manages more than 130,000 HL of alcohol per year. In 2018, a new 3,000 m2 warehouse was built, with a storage capacity of over 4,000 pallets, equipped with an effective and modern, temperature control, system that ensures that the environment is perfect for storing products. The values and the company philosophy, have been handed down from generation to generation and Perlino has continued over time, the wine tradition of the historic Piedmontese wineries, with the acquisition of important leading companies in the area, such as Filipetti (house founded in 1922 by the great Piedmontese winemaker Giovanni Giuseppe Filipetti), Scanavino (family-run company, founded in the 1920's between the Langhe and Roero, which today offers a wide and qualified assortment

of Piedmont wines and sparkling wines) and Casa Martelletti (which recalls cellars of the same name, built in the seventies in the village of Montiglio Monferrato, a splendid village located a few kilometers north of the city of Asti). Today these brands contribute to increasing the fame of Perlino and its products at an international level.





A LONG HISTORY OF WORK, PASSION AND MODERNITY

In 1905, in the town of Castello di Annone in Asti, the entrepreneur Giuseppe Perlino had the idea of taking the path of trading in fine wines, by creating a simple, but at the same time modern company, whose real capital was the work and the spirit of sacrifice of his family and collaborators. Within a few years Perlino became one of the main companies in the sector, making it necessary to move the headquarters nearer to the city of Asti, the capital of the area, with the simultaneous expansion of the production departments. But it was in the 1930s that the real turning point took place! Thanks to a series of investments in new plants, in addition to Piedmontese wines, the company began its historical production of a vast assortment of sparkling wines, with a dry and decisive taste, both sweet and delicate, and the well-known vermouth. These products quickly became the real strength of the company, such as Perlino Vermouth, which quickly established itself on the national and international market and became an almost irreplaceable element in the classic aperitif of the Piedmontese tradition.



➤ FOCUS

Previously included in the list of Traditional Agri-Food Products (PAT), in 2017 the Vermouth / Vermut of Turin obtained the recognition of the Geographical Indication, which definitively linked it to the Savoy tradition. In the same year the Vermouth Institute of Turin was founded which deals with promoting and enhancing the quality of the product on national and international markets, even through interesting initiatives.



THE APERITIF PAR EXCELLENCE WITH VERMOUTH

6 pm on the dot was “vermouth time” and the cafes in Turin were filled with intellectuals and businessmen who finished the working day, with a glass in their hand. The ritual of the aperitif was born in Italy and is closely linked to vermouth, a flavored wine, invented by Antonio Benedetto Carpano in 1786. Within a few decades Turin became the capital of vermouth, with dozens of producers, making this liqueur an indispensable presence in

Italian bars and homes. Drunk smooth or as a base for aperitifs, Perlino Vermouths are flavored wines, produced according to the ancient Piedmontese recipe: wine, sugar and alcohol of the highest quality, mixed with extracts and aromatic plants left to infuse for days. In this way you obtain a product with a particular taste, in perfect balance between sweet and bitter, delicate and aromatic and with a strong personality.



THE ORIGIN OF THE WORD “VERMOUTH”

The name comes from the German “wermut”, which indicates mugwort, a very common, medicinal herb in Piedmont, which is the main ingredient of this alcoholic drink together with gentian. More precisely, “vermouth” means a product consisting of 75% wine, flavored with an infusion of alcohol, sugar, spices and various plants (used for their flavor). Absinthe is always one of the ingredients, often present cinnamon, cardamom, cinnamon, coriander, tonka beans, marrobbio, nutmeg, rhubarb, vanilla and many others (up to 40 plants). Generally herbs and spices are left to steep for a month, then the extract is mixed with alcohol and combined with wine, 6 months later the vermouth is ready.



DISCOVERING WINE AND SPIRITS IN PIEDMONT

Piedmont, the land of wine par excellence with 45,000 hectares of vineyards, 20,000 wineries and three million hectoliters of wine produced annually, boasts 17 DOCG and 42 DOC wines famous all over the world. To visit vineyards and wineries and taste the local varieties directly from the producer, you can travel various Wine Roads that criss cross the whole region. Some of the most important are the Alto Monferrato wine route, which winds

through the areas of Acqui Terme, Ovada and Novi Ligure, where red wines predominate. The Astesana wine route, the wine-growing heart of Piedmont as on its own it produces 30% of the region's wines, the Monferrato Astigiano wine route, where winemaking has achieved excellence, successfully merging tradition with innovation. But, as the mountain tradition dictates, the production of spirits and liqueurs in Piedmont is also very important; in addition to vermouth and other liqueurs

that come from skillful blends of wine or alcohol and aromas, there are grappas from the marc of the finest vines and a wide range of products from aromatic plants, flowers and fruits, roots, bark, spices that grow at high altitude. Among the well-known alpine herb liqueurs are Genepy, Gentian and Arquebuse, from fruits or flowers the Ratafià of Andorno, the Rosolio and the Nocciolino of Chivasso. There is also an abundance of herbal essential oils, especially mint, obtained from the crops of the area of Pancalieri.





➤ HOW TO SERVE VERMOUTH

Purists love to drink vermouth smooth, at a temperature of 12 degrees with 2 ice cubes, a slice of orange and lemon peel "squeezed" over the glass. Over the years, the drink has also become an ingredient in famous cocktails: Negroni (red vermouth, bitter and gin), Americano (white vermouth, bitter and soda), Negroni Sbagliato (red vermouth, bitter and sparkling wine), Manhattan (sweet vermouth, bourbon and angostura) and Martini Dry (dry vermouth and gin).



INNOVATION CONNECTED WITH NATURE



Nature occupies an increasingly important role in the daily life of everyone of us. Environmental protection can be seen through the joint actions of consumers and companies. If on the one hand, consumers are looking for sustainable products that guarantee a lower environmental impact, on the other

companies look for new technical solutions and adopt eco-compatible strategies that safeguard the environment. In recent years, the growing awareness of consumers regarding the problems of the ecosystem in which we live, has forced the industrial sector to review production processes, in order to make them as eco-sustainable as possible. The environment has become an asset that needs to be taken care of, and this can also be done at individual level, for example by purchasing sustainable products and rewarding companies that use "green" technologies, sustainable "packaging" solutions and latest generation, technical innovations that save energy and reduce the environmental impact of production. From this point of view, environmental sustainability and innovation are closely linked, because to create "responsible" production systems, it is necessary to invest in research and adopt strategies at 360° that involve all aspects of entrepreneurial activity:

recycling of resources, saving of raw materials, simplification of the packaging system and optimization of logistics and production processes. For these reasons, more and more often we see the abandoning of the linear economy model and the transition to a circular model.



➤ THE ROLE OF "PACKAGING" IN CIRCULAR ECONOMY

The abandoning of the linear economic model and the transition to a circular model requires particular attention to packaging and, above all, to sustainable packaging. Reducing it to the essential, to decrease the amount of waste or the use of natural, biodegradable and recyclable materials has become an important element for many companies in the sector, which see sustainability as an added value of their product. In primary and secondary packaging, many companies have innovated and achieved excellent results by adopting various solutions, including:

- decreasing the quantity of raw material used for primary packaging;
- reducing the thickness of the secondary packaging;
- optimising the production system by installing bottling and packaging machines equipped with the latest technology within its production lines, capable of saving time and energy and reducing the waste of resources;
- using biodegradable materials or materials that come from renewable sources and 100% recyclable film.

EVERY CHOICE HELPS TO SAFEGUARD THE ENVIRONMENT

There are a lot of solutions available within the secondary packaging, that allow the requirements of the current production and distribution model to co-exist with that of protecting the environment, in which these processes take place. The solutions to be adopted, depend on the type of product to be packaged and the reference market. In the industry of beverage and bottled water, for example, bundles made of shrink film continue to be the most widely used type of packaging: a cheaper solution than other types of packaging, such as cardboard, and which allow you to create practical, handy and resistant packages. In the wine, spirits, beer or niche products sector, however, cardboard boxes are preferred, which, despite a higher cost for materials, ensure a rigid package, capable of protecting the bottles from damage during transport. In both cases, SMI offers packaging machines equipped with cutting-edge technical solutions, with an excellent quality-price ratio and that can be used in compliance with the most advanced principles of eco-sustainability. Among the latest SMI creations conceived in this way, are the new shrink tunnels and the "pick & place" case packers of the ACP range.





TUNNEL SERIES



THE ALWAYS “GREENER” SHRINK TUNNEL

SMI is increasingly attentive to environmental issues and in the design of the latest generation shrink wrappers it has adopted innovative solutions, these are also applied to the shrink tunnels, which in this type of packaging machines, represent the most sensitive element from the point of view of electricity consumption.



➤ NOVELTIES

- the electrical cabinet has been installed in a longitudinal position with respect to the direction of travel: thus greater thermal insulation is ensured, therefore there is less heat dispersion and consequently savings on electricity consumption;
- the longitudinal position of the electrical cabinet is also more ergonomic; an aspect that ensures easier and faster access by the operator and which translates into greater optimisation of the production process and savings in maintenance and management costs;
- the section of the tunnel used for the passage of the air flow, has undergone a series of improvements to allow an increase in the power of the air flow, a reduction in losses and consequently greater energy saving;
- the motorisation of the oven conveyor belt is equipped with a high efficiency SEW gearbox, which allows a significant reduction in electricity consumption;
- the regulation of the heat flow for each area of the pack is made by means of a greater number of lateral deflectors and infra-chain (depending on the oven model). In this way the air flow control allows a significant reduction of energy consumption and a perfect shrinkage of the bundle, even with the use of printed films.

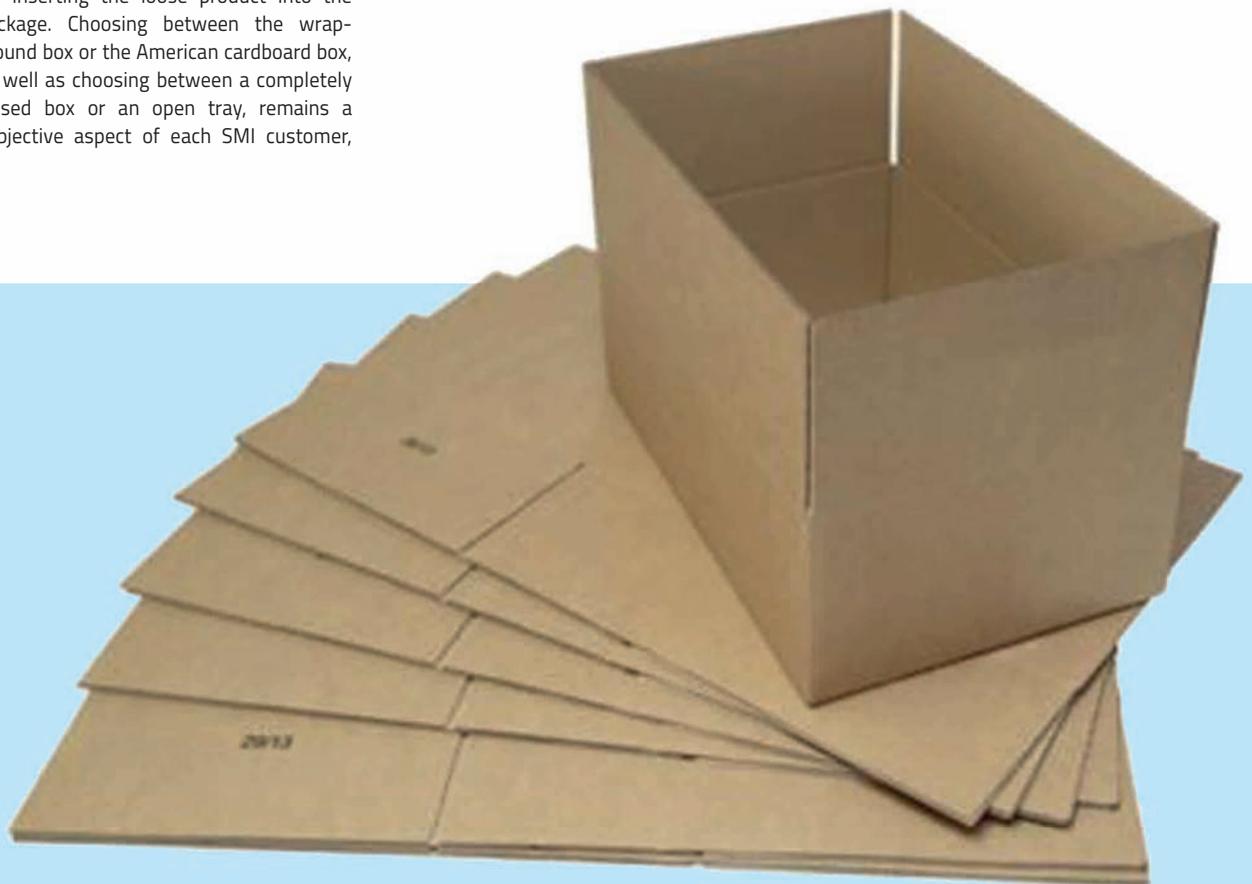


FROM TODAY YOU CAN CHOOSE BETWEEN A WRAP AROUND BOX AND AN “AMERICAN” CARDBOARD BOX

The most recent investments in research and development made by SMI in the secondary packaging in cardboard boxes have led to the birth of a new range of case packers suitable for making “American” style cardboard box. The new machines, called ACP (American Carton Packer), allow you to create a packaging solution (different from the classic wrap-around box) which provides a “pick & place” system for inserting the loose product into the package. Choosing between the wrap-around box or the American cardboard box, as well as choosing between a completely closed box or an open tray, remains a subjective aspect of each SMI customer,

largely dependent on a series of other factors closely related to the product to be packaged, the commercial strategies of the manufacturing company, logistics and distribution needs, etc. Packaging in wrap-around boxes or in American cardboard boxes, depends on crucial aspects of the production activity such as material, weight and shape of the container, palletising

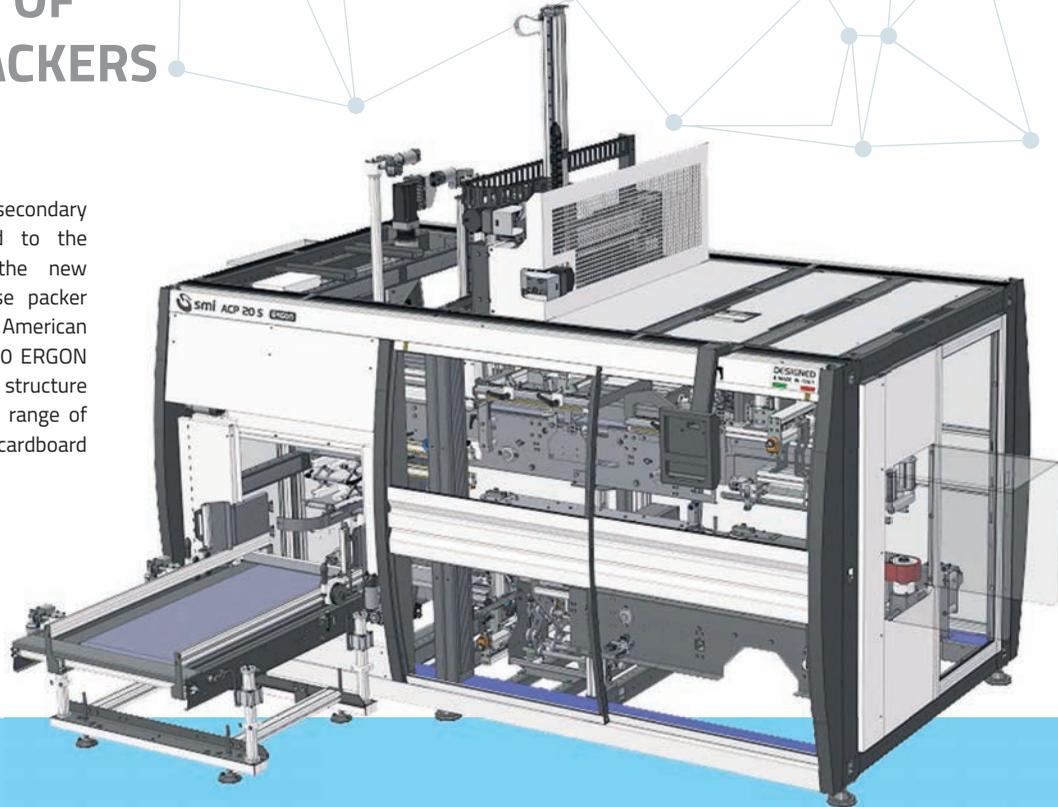
schemes, speed of the production line. But it also depends on a series of other factors such as the company's marketing objectives, the budget available, the way consumers buy (whole package or single products), the need or not to display the package on the shelves at the retail point, etc.





NEW RANGE OF ACP CASE PACKERS

SMI's experience in secondary packaging has led to the development of the new "pick & place" case packer of the ACP range (acronym for American Carton Packer). The new ACP 20 ERGON model features a solid monobloc structure and allows you to pack a wide range of products in "American" style cardboard boxes.

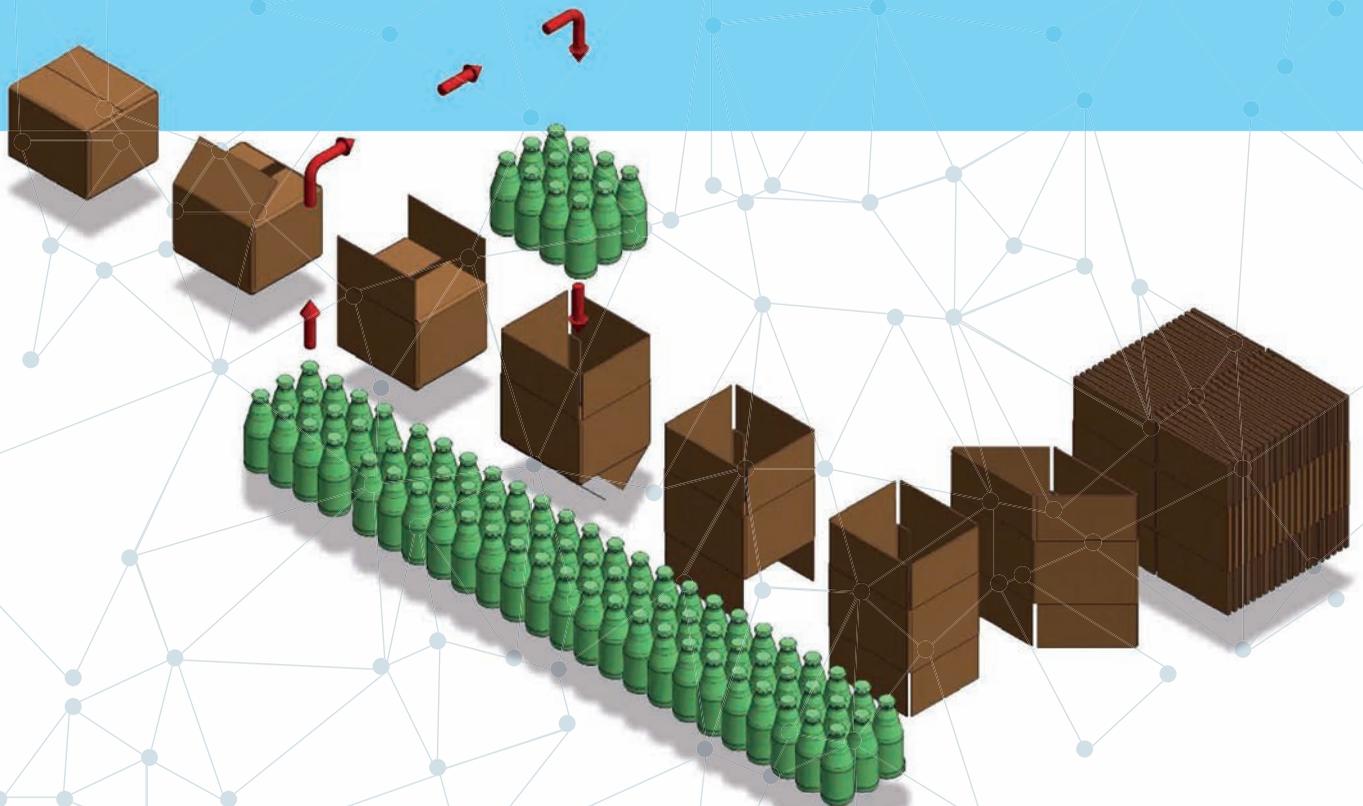


➤ MAIN CHARACTERISTICS

- alternate packaging process (stop & go) through the "pick & place" system, capable of making packages at the maximum speed of 20 packs per minute (depending on the format);
- grouping of products in an alternating cycle, through a pneumatic separation system;
- carton magazine located next to the machine, with easy and ergonomic pre-folded punch loading;
- packaging in "American" style cardboard boxes with loading of the loose product from above;
- possibility of overlapping the product in the box during its insertion;
- possibility of packaging multiple types of products, such as bags of pasta, rice, coffee, as well as oval containers (such as shampoo) and brik (tea, juice, etc.), simply by changing the gripper;
- possibility of processing delicate products, such as wines, sparkling wines and liqueurs, without damaging the labels during processing in the machine;
- easy machine access;
- reduced mechanical wear and maintenance;
- MotorNet System® automation and control technology based on Sercos fieldbus.

OPERATION

- In the area of the machine infeed, a belt equipped with chains in thermoplastic material with a low co-efficient of friction, conveys the product to be packed, which must arrive already channeled; any sorting of the product, must in fact, be carried out upstream
- In the pack formation area, the products are grouped in the desired format alternately by means of a mechanical product separation system ("press"), consisting of a pneumatic device for blocking / releasing the top and bottom of the loose product; the device is adjustable in height and width on the leading side of the product
- The carton magazine is completely on the outside of the case packer and can be installed on the left or right side. The cardboard die is picked up by means of an alternating movement peeler operated by a brushless motor; the picker consists of an arm on which a group of vacuum suction cups slides horizontally, which picks up the pre-folded cardboard from the magazine in a vertical position. During the return phase from the magazine, the picker opens the removed die and forms the American cardboard box
- In the box forming machine, operating alternately, special rotating flap-benders close the lower side flaps of the box. Subsequently, a special arm that operates with a "pick & place" system, picks up the product and places it in the box. The upper (fixed) stabiliser counteracts the upward thrust that the box undergoes during the closing operation of the lower flaps, while the pre-insertion flap opening device, keeps the upper flaps of the box open, during the loose product insertion on the other phase
- Depending on the model chosen, the box is closed by means of adhesive tape or hot glue. The model with glue pack closure, is equipped with a lower glue unit and a double spray upper glue unit which ensures excellent pack sealing. At the machine outfeed, special lateral upper flap-bends operated by a semi-rotary cylinder keep the walls of the newly made box, pressed.



AR GLASSES

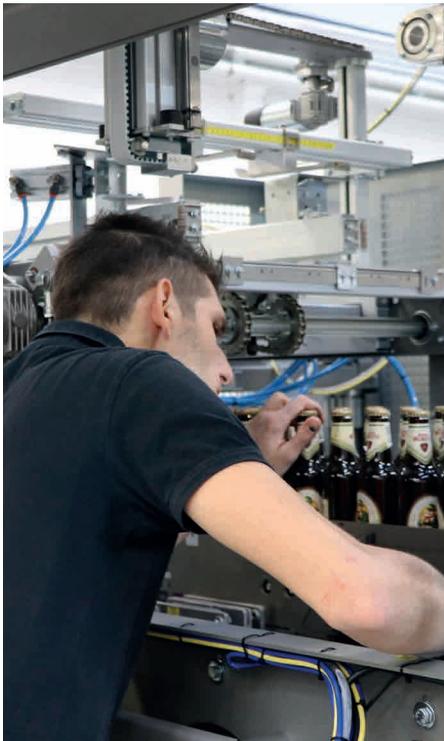
WHEN TECHNOLOGY HELPS THE OPERATOR REMOTELY

Failures and malfunctions of machines and plants represent very delicate moments for any company and often require immediate local intervention. Today, thanks to augmented reality, every SMI customer can benefit from immediate technical support in real time, even if they are thousands of kilometers apart. SMI has developed a remote support service, inspired by the most recent innovations in IoT and Industry 4.0, which uses augmented reality technology to create a "virtual presence" communication system. Thanks to this system, SMI technicians can provide increasingly effective, timely and high-quality remote support to the customer's operator, in charge of managing the machines and / or plants, guiding him during repairs and maintenance by sharing useful and practical information. By wearing special glasses, called Augmented Reality Glasses, the machine operator can remotely, send real-time images of the problem he is facing, to an SMI expert at the Help Desk, in order to receive direct and immediate instructions on how to resolve the critical situation.



WHY CHOOSE AUGMENTED REALITY?

The augmented reality applied to the technical assistance service, creates simple, immediate interaction, between the machine operator and an SMI technician in real time. This solution allows the reduction of both the length of the intervention and the related costs, as it does not require the physical presence of an SMI expert at the customer's company and considerably reduces the "downtime" of machines and systems. This service is suitable for solving problems of medium-low complexity, being understood, that in cases of more complex, critical situations, the on-site intervention of an SMI technician remains the most suitable solution.



AR GLASSES

HOW DOES IT WORK?

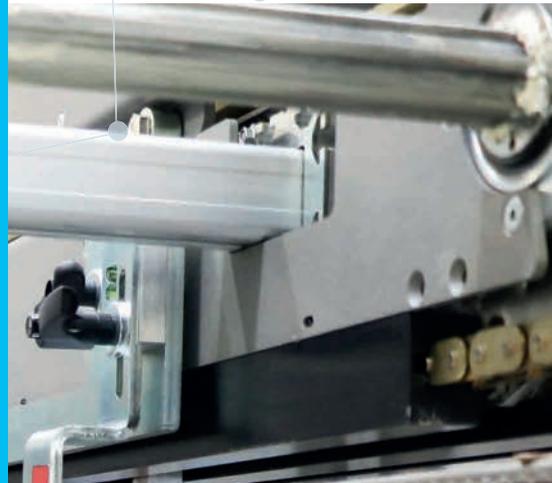
Operation is simple and immediate. Faced with any problem, the operator puts on the augmented reality, 3D glasses and directly accesses the service, by framing the QR code of the license. In this way the operator of the machine is put into direct audiovisual contact with a technician of the SMI Help Desk, who on the screen of his computer, will be able to see the exact replica of the situation, displayed by the employee who is in front of the machine. This audiovisual assistance allows the SMI technician to guide the operator and help resolve the problem quickly as if he were on site. To benefit from this new, remote, support tool, simply purchase the Augmented Reality Glasses and subscribe to a subscription which includes the license for the software, this is renewable annually. It is also necessary to have an IEEE 802.11a / b / g / n / ac Wi-Fi network connection and, for good communication quality, internet connection with a speed of at least 12 Mb/s.



AR GLASSES

➤ MAIN ADVANTAGES

- easy to use by any operator;
- smart and efficient tool: thanks to audiovisual support, the operator does not have to send e-mails and heavy attachments (images and videos) to receive immediate assistance;
- technical assistance in real time during the operating hours of the SMI Help Desk;
- precise and effective remote service: seeing a situation live allows you to solve problems "at a glance";
- reduction of machine downtime and consequent higher productivity;
- reduced costs: the new tool ensures savings on travel costs, as for medium-low complexity problems it will no longer be necessary to pay a technician and all the costs associated with his intervention at the plant where the machine is located.



A YEAR FULL OF PRIZES AND AWARDS

THE SMI GROUP AT THE EUROPEAN BUSINESS AWARDS

In Warsaw, on 3rd and 4th December 2019, the SMI Group represented Italy at the final of the European Business Awards 2019, one of the largest competitions in the world dedicated to companies, on the occasion of which, 19 winners were announced, one for each reference category. The SMI Group, among the 18 Italian companies nominated as National Winner, represented Italy in the final in the category "Business of the Year Award with Turnover of € 26-150m". "This is a remarkable achievement and shows that the companies selected are extraordinary leaders in their sector," said Adrian Tripp,

CEO of the European Business Awards. He continued: "Judges continue to be surprised and motivated, by the talent, innovation and success of companies that drive prosperity, create jobs and improve life across Europe." The SMI Group, and the other winning Italian companies were chosen from 2,753 candidates, previously identified as 'Those to be observed' in a list of "European Business Excellence" – published in July 2019 and selected by an independent jury comprising business leaders, politicians and academics.

FOCUS ON THE EUROPEAN BUSINESS AWARDS

The European Business Awards are now in their twelfth edition. The main purpose is to support the development of an ever stronger and more successful business community across Europe. In the 2019 edition, the tender involved over 120,000 companies from 33 countries. Sponsors and partners include Inflexion, Germany Trade & Invest and Cision PR Newswire.



TOP FIRM 2019 AND 2020

In collaboration with the Economics section of Corriere della Sera, the ItalyPost Research Center carried out research on the financial statements of the “Champion” companies in four sectors, which, between the years 2012 and 2018, had achieved above average results, selecting the best 30 for each sector. According to this study, the SMI Group, which received an award on 13th March 2020, at the Milan stock exchange, is among the 30 top companies in the metalworking and metallurgical sector and was included in the Champions 2020 company ranking, for the sector, turnover between 120 and 500 million. The parameters that were used to select the 200 Champions companies were:

- Growth rate (CAGR) above 3.26% per year on average, over the past six years.
- Profitability (EBITDA) above 5.85% on average, over the past three years.
- Debt ratio (Leverage): less than 5.
- Net result 2018: positive.

The SMI group had also been selected as a Top company when the study was carried out in 2019.



DANONE INNODAYS

All Danone products share the same goal: to offer innovation and high quality to meet people’s expectations at every stage of life! Starting from these principles, last June 2019 the companies of the Danone Russia Group, organized the “Innodays 2019” event, two days dedicated to innovation to find, among their suppliers, new solutions and ideas capable of ensuring growth, efficiency and sustainability. SMI was invited to Moscow, to present its latest technological developments and made its contribution by presenting various solutions and ideas. The most successful projects, were the methane gas-fired shrink tunnel and the

new stretch film packaging machine, from the SFP range, which allowed SMI to obtain an important recognition, from Danone Russia & CIS. These are latest generation plants, based on “green” technologies, which are perfectly suited to the needs of companies that, like the Danone Group, are increasingly attentive to eco-sustainable solutions and at the same time are able to reduce energy consumption in production plants.





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