



JANUARY 2009 - n°1

## **A NEW SYNERGY**

**Radici Film  
became  
Taghleef  
Industries**





Dear Readers,

This is the first issue of our *Ti NEWS*, which will become a regular publication in the future; we hope you'll enjoy it.

The purpose of this magazine will be to keep our partners and clients informed about the general trends of our market and in particular about the technical, production, and organizational developments of the Taghleef Industries Group, in addition to main events such as fairs, conferences, exhibitions and more.

Naturally, the first issue of a new magazine is always a bit special.

This first editorial, therefore, has been written in cooperation, by myself, Detlef Schuhmann, CEO of *Ti*, and by Valerio Garzitto, CEO of Radici Film and now CEO of *Ti* Europe.

In fact, we both pressed for this merger between *Ti* and Radici Film, certain that together we'll be better positioned to face the challenges of an always more competitive marketplace and provide our clients with a better service from a technical, quality, and service stand point. Our common effort will be to lead a growing Taghleef Industries Group towards always more ambitious goals to become the world leader and reference point in our field, with determination, and at the service of our clients, always.

Detlef Schuhmann  
CEO Taghleef Industries Group

Valerio Garzitto  
CEO Taghleef Industries Europe

# Taghleef Industries Group

## A New Dimension in the BOPP and CPP film Industry

Taghleef Industries (*Ti*) is emerging as a major global force in the BOPP film business. Established in 1989 and headquartered in Dubai with six production sites in Europe, Africa, Middle East & Asia, *Ti* has built a strong reputation in the BOPP films industry. Products are manufactured to the highest quality, safety, hygiene and environmental standards. Turnover forecast for 2008 is €480M, with an employee total of 1300. *Ti*'s modern facilities and geographical position to long-term oil based polymer production, combined with the recent acquisition of Radici Film and a 50% stake in speciality film producer Shorko Australia has launched *Ti* into the top echelon of BOPP film producers. A "State of the Art" 35,000 tpa line in Oman has just come on stream, expanding the overall capacity of the group for 2008 to a remarkable 260,000 tpa. With an advanced Research and Development departments, *Ti* is able to meet its customers needs worldwide by developing new products aimed at specific markets. The *Ti* Group offers an outstanding portfolio of standard and speciality films in transparent, matt, solid white, white opaque, and metallised versions primarily used for food packaging, labels, adhesive tape and over wrapping. These world class entities which now make up the *Ti* Group form an excellent synergy which will be invested in and robustly developed in the coming years, creating long-term value for customers world-wide.

### *Ti* Headquarters U.A.E.

Location ..... Dubai  
Employees ..... 288 persons  
Technology ..... 3 BOPP lines  
..... 2 metallizers  
Capacity ..... 52,000 tpa  
..... 12,000 tpa



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### *Ti* Oman

Location ..... Sohar  
Employees ..... 277 persons  
Technology ..... 2 BOPP lines  
..... 1 extrusion Cast line  
..... 3 metallizers  
Capacity ..... 53,000 tpa  
..... 4,000 tpa  
..... 21,000 tpa



### *Ti* Egypt

Location ..... 6th October City  
Employees ..... 233 persons  
Technology ..... 2 BOPP lines  
..... 1 extrusion Cast line  
..... 2 metallizers  
Capacity ..... 23,000 tpa  
..... 3,000 tpa  
..... 8,000 tpa

### *Ti* Italy

Location ..... San Giorgio di Nogaro  
Employees ..... 250 persons  
Technology ..... 5 BOPP lines  
..... 2 metallizers  
Capacity ..... 72,000 tpa  
..... 9,500 tpa



### Ti Hungary

Location .....Tiszaújváros  
 Employees .....200 persons  
 Technology.....2 BOPP lines  
 .....2 metallizers  
 Capacity.....40,000 tpa  
 .....6,500 tpa



### Shorko Australia

Location .....Wodonga  
 Employees .....100 persons  
 Technology.....2 BOPP lines  
 .....1 metallizers  
 Capacity.....20,000 tpa  
 .....4,000 tpa



## Ti Gmbh Your Distribution Centre

Since 1<sup>st</sup> November 2007, Taghleef Industries (Ti) has made efforts to broaden the company's presence by establishing a European Sales & Distribution Centre in Holzhausen an der Haide in Central Germany, near Frankfurt / Main. The main function of the centre is to provide first-class support to our customers through a dedicated team of Sales, Customer and Technical services. Its warehouse guarantees speedy product availability from stock and reduces delivery lead times (*just-in-time*). In fact, since the centre has been fully operative, and after the acquisition of Radici Film - one of the leading BOPP manufacturing companies in Europe - Taghleef Industries GmbH privileged location in the North of the Alps can be seen as complementary to Taghleef Industries European network. Central and North European countries such as Germany, Austria, Switzerland and Scandinavia are benefiting from this service centre and from Taghleef Industries European footprint, including those manufacturing units in San Giorgio Di Nogaro, Italy (70 Kt) and Tiszaújváros, Hungary (40 Kt). By opening this Distribution Centre, Ti is demonstrating once more its full commitment to serving and satisfying its customers needs.



## Global Integration Conference in Oman The Future Looks Bright

Further to the recent merger with Radici Film, a Global Integration Conference was held from 10th to 13th October at the Al Nahda Resort, Barka, in Oman welcoming over 50 delegates from all Ti sites.

The Conference was opened by Detlef Schuhmann, CEO of Ti Group, warmly welcoming all attendees and presenting our current Corporate Strategy. In his speech, he recorded the purpose of the conference which was to report on the achievements of the integration of Ti and Radici Film, to provide sufficient understanding of the Group to the Group delegates, to discuss how best these changes could benefit our customers (products, services and support) and the challenges to come. Spread over three days, the conference was divided between presentations, visits to the Dubai and Oman plants and cross-area project meetings. During the conferences, speakers from different Ti sites and different business areas presented their joint work progress and results achieved in just 5 months after the merger: the standardization of our internal and external documentation across the sites, the harmonization of our product range, the creation of a new product data sheet and synoptic table, a new Ti website and Ti News underway, a new Sales organisation and many more innovations still to come in 2009. The Global Integration Conference closed very positively showing the great accomplishment of the first part of the integration phase. Above all, it was the opportunity for people from various sites, countries, languages, cultures and backgrounds, to get together, collaborate and demonstrate that diversity can successfully contribute to the growth of the Ti Group. Depending on the progress of the Integration Project scheduling for a follow-up Conference within 2009 will be underway.



## A new synergy

Radici Film became Taghleef Industries

Further to the merger with Taghleef Industries LLC, on 1<sup>st</sup> December 2008, Radici Film S.p.A. became **Taghleef Industries S.p.A.** (Italy) and from the 1<sup>st</sup> January, Radici Film kft became **Taghleef Industries Kft** (Hungary).

As a result, all documentation has been matched with the Ti Corporate identity presenting now the profile and values of the Ti Group.

These new investments in Europe bring important benefits to the Ti Group in terms of strategic location, sales organizational structure, optimization of the product mix, as well as a Research & Development centre.

Radici Film's consolidated BOPP experience takes the Ti Group onto new markets thanks to the high barrier transparent and metallised films and those for the label industry. The harmonization of both companies' products have generated a comprehensive portfolio able to respond to Ti customers needs worldwide.

# Ti Oman and Brückner Maschinenbau

## Turnkey Project on Track with Tiptop Technology

Brückner Maschinenbau GmbH & Co has successfully supplied a high performance 8.7m wide BOPP film production line for the Taghleef Industries' plant



in Sohar, Oman. For this challenging project, Brückner was chosen not only as supplier for the film production but also to deliver a complete turnkey package for the new BOPP production plant, including the following services and peripheral equipment:

- integration of new BOPP production in existing site infrastructure,
- layout planning and engineering,
- planning, delivery and installation of all energy and utility supply systems (e.g. oil, compressed air, water treatment, cold and chilled water),
- piping and cabling,
- storage facilities for raw materials, slitters,

- mill roll and slit roll handling,
- packaging and storage incl. final warehouse, recycling plant.

Shortly after the start-up of the seventh joint project between *Ti* and Brückner, continuous production was attained and *Ti* is already marketing first grade film.

The annual capacity increase of 35,000 tons adds to a combined annual film production capacity approximating 260,000 tons, marking a new era for Taghleef Industries (*Ti*).

Brückner Maschinenbau GmbH & Co, a member of the German Brückner Group, is the world's leading supplier of film stretching lines.

# Visit our NEW [www.ti-films.com](http://www.ti-films.com)

Since 1<sup>st</sup> January 2009, our new Corporate [www.ti-films.com](http://www.ti-films.com) has gone live! Completely redesigned, our new website

has been developed to facilitate easy navigation and quick access to our Group. By clicking on the "**Products & Services**", our new extended product portfolio will appear, divided by applications (Food, Labels & Other Applications) offering the opportunity to download our product

datasheets and brochures and locate our R&D centres, etc. Under "**Sales & Support**" all the contact details of our Sales and Customer Services are listed by regions as well as our Technical Assistance teams, which are available across all *Ti* sites. The "**Worldwide**" category gives a brief description and location details of our sites world-wide. An exclusive area **B2B** is reserved for our customers to follow their order process: booking, production and availability of the goods in our warehouse. [www.ti-films.com](http://www.ti-films.com) will be regularly updated unveiling more innovations about our Group and products.

So, visit and discover our new website now [www.ti-films.com](http://www.ti-films.com)



# New Product Nomenclature

An important task in the process of integration between *Ti* Group and Radici Film was the harmonization of the product nomenclature.

All the new codes are composed of 3 letters, related to the main characteristics of each product. In particular, three categories are identified according to the final application of the film:

- Food packaging
- Labels
- Others

In general, for food applications, the choice of the letter is related to the aesthetic aspect (clear, matt, white, voided or metallised) and to the main characteristics of the film, e.g. sealability, COF, density and barrier.

All the films for labels begin with an "L", followed by a letter generally related to technology of application (WAL reel-fed,

WAL cut & stack, in mould, self adhesive). Special codes are dedicated to other films (tapes, single-folded, shrinkable).

On all *Ti* documents, next to the NEW

nomenclature, the "old" *Ti* and Radici names will be indicated for an appropriate period of time in order to allow our customers to gradually assimilate the new names.



# A New look for our Product Data Sheets

Our new data sheets are now available! Completely redesigned, the data sheets will show alongside each other the new *Ti* product name and the old Radici Film product name in order to facilitate our customers' understanding of the new *Ti* product nomenclature.

The new product data sheets have been designed to easily locate the technical information whether it is about the roll size availability, the properties of the film or the general indication about the film treatment and storage.

All new product data sheets can be downloaded from our website [www.ti-films.com](http://www.ti-films.com).



# Our sales teams at your service!

Our Sales Force is composed of professionals and experts in BOPP films whose mission is to assist our customers, understand their requirements and offer them valuable solutions.

For Western Europe, our Sales team based at Ti Gmbh at Holzhausen near Frankfurt supports our customers in Germany, Austria, Switzerland and Scandinavia. At Ti S.p.A at San Giorgio di Nogaro in Italy, our Sales team deals with Italy, France, Belgium, Holland, UK, Eire, Spain, Greece, Portugal, Cyprus and Slovenia.

For Eastern Europe, Ti Kft based at Tiszaújváros, Hungary, our Sales team looks after customers from Hungary, Baltic countries, Belorussia, Russia, Bulgaria, Poland, Romania, Czech Republic, Slovakia, Serbia and Ukraine.

Our Sales teams based at Headquarters Dubai, UAE, is responsible for the GCC (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia & UAE), Middle-East, Africa, Asia, Oceania, North American Continent and Central and South America.

Our Sales team from Ti S.A.E. in Cairo assists our customers from Egypt.

**Germany** - from left to right:  
Gunnar Vahlenkamp, Peter Breburda,  
Petar Miloradov



**Hungary** - from left to right:  
László Szamay, Júlia Tarcali,  
Brigitta Kelemen, Szilárd Csató



**Italy** - from left to right:  
Angelo Ventura, Gianfranco Marmai,  
Gianna Carota, Paolo Serafin



**Egypt** - from left to right:  
Osama Abdel Gawad, Ahmad Zein,  
Manal Ghoneim, Ihab el Dossoky



**Dubai** - from left to right:  
Khalil Fadda, Ali Anshasi,  
Nadim Cortas



**Dubai** - from left to right: Abdul Rasheed,  
Muhammad Ali Mirza, Rovel Torres,  
Vivien Ponthieu, Muhammad Shafiq

## Forthcoming Events

### Event at *Ti* Dubai, UAE

A special "get together" evening inviting customers from the packaging industry will be organized by *Ti* Headquarters around the Gulf Pack exhibition (6-9 April 2009).  
Date and venue to be confirmed.

### LabelExpo Europe

26-29 September 2009 - Brussels, Belgium

### FachPack

29-01 November 2009 - Nurnberg, Germany

### Pack Expo Chicago November 2008. A New Dawn!

That was the message from *Ti* at its first ever attendance at the USA's premier Packaging exhibition - PACK EXPO 2008 in Chicago. PACK EXPO is a window for all manufacturers looking to prove themselves as suitable suppliers to the U.S packaging market.

As one of the leading global players in the BOPP industry it was important for *Ti* to demonstrate its commitment to develop a strategic presence in one of the world's major markets. With over 45,000 visitors to the show there were many opportunities to showcase its capabilities, including new products becoming available from both Dubai and our European facilities, and indeed many visitors were interested to learn more about *Ti*, its history and its future.

Commitment. Reliability. Consistency. Support. Partnerships. Innovation. Attributes that the USA requires and attributes that *Ti* is committed to providing. Whether conglomerate groups of converters or end users, distributors or SME's - *Ti* were happy to share its vision of its positive future in the BOPP industry.

## *Ti* member of AIMCAL-EMA

Sharing professional experience and knowledge is one of *Ti*'s reasons for being a member of the most renowned associations related to the metalizing industry.

**AIMCAL** The Association of Industrial Metallizers, Coaters and Laminators (AIMCAL), based in US and founded in 1970, is a global non profit trade association representing converters of metallized, laminated and coated flexible substrates and their suppliers. AIMCAL's mission is to increase industry knowledge, while fostering an environment that builds relationships and a spirit of cooperation between member companies worldwide. AIMCAL organizes on a regular basis conferences, seminars, summer school forums, etc. A detailed company profile of Taghleef Industries can be downloaded from their website [www.aimcal.org](http://www.aimcal.org).

**EMA** Founded in 1985 in The Hague (Netherlands), EMA is the European Metallizers Association, which represents companies in the metalizing, coating and laminating industry. Its members are metallizer companies, machinery manufacturers and suppliers to the metalizing industry. EMA offers the opportunity to establish contacts between the different (market) players and a platform for business development with respect to marketing and technological issues. EMA holds two annual meetings on latest developments, markets and special end-user reports. For more information, please consult [www.eurometallizers.org](http://www.eurometallizers.org).





**Taghleef Industries**

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[www.ti-films.com](http://www.ti-films.com)

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