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# news

Taghleef Industries

PACKAGING SOLUTIONS WORLDWIDE





Dear Reader,

The year 2012 will be remembered as an important milestone for Taghleef in growth and international expansion.

Last May, exactly 4 years after merging with Radici Film, we have completed our merger with AET Films becoming one of the world's largest BoPP manufacturers.

Our shareholders ambition is still not to be "number one" in the market, but rather to continue following a coherent vision of the business model developed over a decade ago. Our slogan "Packaging Solutions Worldwide" reflects this vision. In fact, Ti is convinced that the packaging market requires players that deliver products around the world to fulfill demand in a market that has truly turned global. Global doesn't necessarily mean with equal product requirements but certainly with consistent high levels of technical, customer service and delivery performance. Today, more than ever before, the plastic film industry requires either the converters or films manufacturers to take the responsibility of this globalization project.

This is only possible if an organization can guarantee active market participation in all of the geographic locations by offering a complete and innovative product portfolio.

For all these reasons, the logic in merging with AET became very clear. AET is unquestionably a leader in the Americas, complimenting the Ti global footprint expansion initiative.

The broad product portfolio enriches our current BoPP films range with films such as: roll-fed shrink labels, high water vapor and oxygen barrier films and highly specialized films for decorative applications in the furniture industry. Their organization also has two state-of-the-art R&D centers which will permit us to ensure our customers maintain competitive and technological advantages over the competition.

What we also have learned is that AET is a team of friends and professionals who share the same mission to supply the market with a world-class manufacturing and service organization as we do here at Ti. I am pleased to have AET Films as a part of the Ti community and I look forward to working with all of you.

Warm Greetings,

Detlef Schuhmann  
Ti CEO

## Index

		Editorial letter	2
		AET and <i>Ti</i> are finally together	3
Editorial:	USA	About AET	4
Corinne Rougeau		Closure of Charleston	6
		Innovation Takes Root 2012	6
Design & Layout:	EUROPE	Partnerships at DRUPA	7
Aipem (Udine) Italy		Sustainability Award Winner	7
		Some like it glossy, some like it matte!	8
Photographs:		<i>Ti</i> visited Pack Expo	8
FotoeGrafica Immagini		People	9
di Alessio Buldrin		Extendo at German Packing Congress in Berlin	9
	MIDDLE EAST AFRICA	<i>Ti</i> Technical Seminars in North Africa	10
		CZVB Grade Films	12
	ASIA-PACIFIC	<i>Ti</i> at the 6th Bioplastic Market Conference	11
		<i>Ti</i> seeks deeper penetration in ASEAN	12
	ASIA-PACIFIC	Line 3 upgrade	13
		Arnott's gala Dinner Fundraiser	13
		Taghleef Industries offering more in China	14
		Taghleef Industries help provide over 75 million meals to those in need	14
	SOUTH AMERICA	Meeting the Latin American market at Fispal 2012	15
		Forthcoming Events	15



# AET and *Ti* are finally together.

## Exciting times lie ahead at AET.



For a couple of years, AET has explored and seriously assessed a variety of growth options with its shareholders. We came very close, but could not execute this path for a variety of reasons. We were primarily focused on the Americas, as we consider this region our extended home market, with many cross-country customer relationships.

When the opportunity came around in 2011, to team up with *Ti*, it was for me not just an excellent path to accelerate growth at AET; it was also an opportunity to reconnect with many people that I respect professionally and personally over many years. Working with strong and diverse teams, challenging and pushing each other to new levels of excellence has been, and will always be, my passion. *Ti* /AET again offer this opportunity. *Ti* /AET is very unique and strong in its starting position. Together we can build a real powerhouse in the BOPP industry.

In North America we are dealing with large customers in the Food and Beverage Industry that are true global accounts. Some of them are already evaluating global standards for their packaging needs. AET is for them, today, a supplier with a high level of technical excellence, strong R&D focus and an exemplary supply chain management.

AET can carry this model through the *Ti* organization to other regions.

Implementing a unique supply chain and service model for our customers will create significant barriers of entry for our competitors. Highly volatile resin prices in North America are raising concerns with our customers. Developing opportunities to source AET products from a more stable resin environment in the Middle East offers for us another opportunity of differentiation. Continuously challenging and reinventing ourselves has to be one of our guiding principles in future.

Let's roll up our sleeves and make it happen.

Thomas M. Mohr



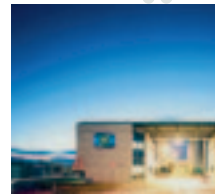
*Ti* L.L.C.  
Headquarters  
Dubai, U.A.E.



*Ti* S.A.O.C.  
Sohar  
Sultanate of Oman



*Ti* S.A.E.  
Cairo  
Egypt



*Ti* S.p.A.  
San Giorgio di Nogaro (UD)  
Italy



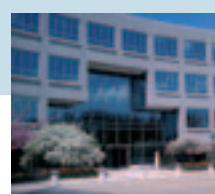
*Ti* Kft  
Tiszaújváros  
Hungary



*Ti* GmbH  
Holzhausen an der Haide  
Germany



*Ti* Pty Ltd  
Wodonga  
Australia



*AET Films*  
Wilmington  
U.S.A.



*AET Films*  
Varennes  
Canada





*June 1st 2012, Taghleef Industries announced that it has closed the transaction to acquire Applied Extrusion Technologies (AET) in the US. Since, the companies strengths are being actively captured in a dynamic integration process. But who is AET? Here is a concise overview of this long established OPP manufacturer in the Americas.*

## About AET

Applied Extrusion Technologies, Inc (AET Films) is a leading manufacturer of specialized oriented polypropylene (OPP) plastic films. As an independent global supplier focused solely on manufacturing OPP film, AET has built strong relationships with industry leading converters and many of the world's largest consumer product companies. AET's ability to repeatedly develop and produce consistent, quality products that are fit for use in food packaging, product labeling, building products, graphic media and other markets has helped us to earn the trust of our customers. Facilitated by superior service departments, we offer a wide range of OPP film products of varying thickness and performance characteristics to meet our customer needs and expectations.



"AET Films Headquarters"

## AET's Capabilities

AET's unique manufacturing capabilities allow the company to make OPP film employing several processes. The company produces both transparent and white opaque OPP films in thicknesses ranging from 48 gauge to 3.5 mil. Secondary processing capabilities include metallization, embossing, coating and slitting. AET has positioned itself as a market leader by assembling some of the industry's most experienced and competent research and development talent. By establishing strong customer relationships as well as a reputation for innovative product development, AET continues to meet the specifications of customers within our target markets.

## The Company History

Originally formed in 1986, AET had its initial operations in Middletown, Delaware. In 1994, AET acquired the OPP film business from Hercules, Inc., a pioneer in the OPP film business since the 1960's. Since then, over \$200 million have been utilized in capital investments and the company acquired the assets of two OPP film manufacturers, AEP Borden and QPF LLC. Through organic growth, capital investments and acquisitions, AET has become one of the largest providers of OPP films in North America, and remains focused on developing, manufacturing and marketing a wide range of OPP films to a worldwide marketplace.

## Locations

The company has five locations in North America, four in the USA and one in Canada. In the state of Delaware there are two locations. The corporate headquarters reside in Wilmington and the R&D facility, referred to as the Technology Center, is located a short distance away in Newark. Manufacturing is located in, Terre Haute, Indiana and Varennes, Quebec, Canada. The Terre Haute manufacturing site currently has two tubular lines and five tenter lines active, one of which is the only 10 meter tenter line in the Americas. The Varennes plant houses two tenter lines as well as an embosser and metallizer. In addition to the Technology Center, a pilot line is located for additional film evaluation in Covington, Virginia.



"AET Technology center"





USA

## Markets & Products

AET's products are supplied into a range of markets. Each market requires varying degrees of barrier protection, printability, sealability and other traits. Understanding customers has helped them to provide products that meet their market and film property specifications. According to recent market data, the broad product offering of AET

commands roughly 16% market share in North America and 10% market share in all the Americas combined. The various business segments focus efforts on delivering an array of transparent, white opaque, metallized and holographic films with specific properties.

BUSINESS SEGMENTS	TARGET MARKETS
LABELS	Carbonated Soft Drinks, Teas & Juices, Water, Coffee, Food Containers, Aerosol, PP Molded Cups, Tubs and Lids
FOOD	Confectionery, Snacks, Bakery, Condiment, Meat & Cheese, Frozen Food, Fresh Produce
NON-FOOD	Tobacco, Overwrap, Multi-Wall Bag, Personal Care, Holographic, Building Products, Board Lamination

**The Beverage markets.** Carbonated Soft Drinks, Teas & Juices and Water, drive our Labels segment in which we produce films for use on bottles, jars, cans, lids and other containers applied by roll-fed, cut & stack, injection in-mold and pressure sensitive labeling systems. Specialized roll-fed, shrink labels are available in this segment as well.

**The Confectionery and Snacks** markets are the primary focus of the Food Packaging segment. Confectionery films are intended for packaging individually wrapped bars for candy, breakfast and nutritional, ice cream novelty and secondary packages. Mostly laminations of printable, cold-seal release outer webs and clear, white opaque or metallized inner webs, these structures can perform on horizontal or vertical packaging machines. The Snack films market includes potato chips, pretzels, popcorn, tortilla chips and other salty snack foods. These laminated packages consist of a printable outside web and a sealable inside web providing some varying degree of oxygen, water vapor, light and grease barrier protection.



**The Overwrap film** market includes the packaging of food and non-food products such as baked goods, boxed goods, pre-packaged goods, bundled items and media. Overwrap films fall into both the Food and Non-Food segments of our business. These sealable and in some cases printable, outside webs are used in tuck and fold overwrap and tray overwrap applications. Our knowledge of these target markets allows us to utilize our polymer technology in developing the appropriate optical, barrier, surface, seal and physical properties.



Branded products for AET include Vision<sup>®</sup>, a specialized film used in medium and low shrink roll fed label applications; SynDECOR<sup>®</sup>, a decorative overlay film primarily used in ready to assemble furniture and cabinetry; SynCarta<sup>®</sup>, a synthetic paper product used for labels, tags, greeting cards, envelopes and other applications and OPPtic<sup>™</sup> Holographic Films, a decorative alternative for a variety of target markets within our primary business segments. We can also provide a white label film containing recycled content named RE<sup>™</sup>.





## AET Sales & Service

The sales force is focused on strengthening relationships with converters and enhancing communication with end-users. The team consists of primarily direct sales in North America and agents throughout Central and South America. AET has a dedicated team of production planning personnel and customer service staff working with customers to insure a seamless supply of products. Led by our IT group, we provide our customers with online capability to view product information, release inventory, and track shipments. AET's manufacturing services group maintains a network of warehousing and logistics capabilities to assure both timely and secure supply.

## Management

AET is led by a group of four senior staff members averaging 30 years of experience in the film industry: Thomas Mohr, President and Chief Executive Officer (CEO); Brian Crescenzo, Chief Financial Officer (CFO); Pantaleon (Terce) Henriquez III, Vice President of Sales, Marketing and Product Development; Barry Jones, Vice President of Operations. The creation of cross functional business teams working in conjunction with senior staff initiatives have placed AET in a premier market position by leveraging its unique manufacturing infrastructure and R&D capabilities to develop a portfolio of specialized and differentiated product technologies, achieving deep penetration across its targeted end markets. Over the last several years, management was able to implement customer contracts allowing AET to pass-through changes in polypropylene resin pricing covering the majority of the annual sales. This contributed to the company being able to successfully navigate through a period of extreme PP resin volatility.

## Closure of Charleston

Following closure of the AET acquisition an integration team has formed and is hard at work. The integration team agreed to centralize customer service in Wilmington. While goods will continue to flow through warehousing in Charleston, the import/ export and customer service operations staff will be centered in Wilmington. They can be contacted on a dedicated **Toll Free number 1-855-873-2464**. Centralizing operations makes it possible for efficient integration and adoption of best practices. AET's Vendor Managed

Inventory (VMI) skills and systems and *Ti's* international trading genealogy can synergistically come together and be the start of development of a global center of excellence.

Both *Ti* and AET operations can also transition quickly to SAP together towards the end of the year.

Leading the North American Customer Service excellence effort is Florence Billard who can be contacted on 1-302-326-5581. If there are any further questions feel free to contact her.

## Innovation Takes Root 2012



Frank Ernst - Product Manager NATIVIA

garments and flexible packaging. NATIVIA™ was successfully presented to over 100 visitors, with many questions and answers raised on critical issues concerning the conversion and the suitability for certain applications.

Overall, NATIVIA™ left a remarkable impression on the attendees with several sample orders placed. We are looking forward to serving the North-American market with our bio-based film and our team in the US is already busy building up our presence and promoting our products

This event was organised by NatureWorks, the PLA raw material supplier for our BoPLA film NATIVIA™ and drew over 300 participants from 177 different companies to Orlando/Florida. During the 2 day event, 57 presentations were given to the audience all with diversified content.

All aspects from the origin of the raw material towards the end of life options were covered, along with very critical subjects like the world hunger situation in relation to bioplastics, the land-use to cover the growing demand, the GMO background and many others.

Not only were NatureWorks customers present, but also competitors, suppliers and co-suppliers. A wide variety of different table top presentations were installed showing the latest developments in the PLA market, including everything from raw material additives, machinery,





## Partnerships at DRUPA



During DRUPA, 3-16 May 2012, WINDMÖLLER & HÖLSCHER presented the latest state of the art printing and PE film production technology at their Düsseldorf exhibition booth as well as during a 5 day in-house-exhibition in their Lengerich Germany head quarters.

With four printing presses and two PE extrusion machines on display, there were app. 500 visitors from more than 40 different countries visiting the in house exhibition. Highlights at WINDMÖLLER & HÖLSCHER's in-house printing facilities were the 800 m/min printing press VISTAFLEX CL8 and the new EASY-modules with significant improvement of set up times

Being an important partner for WINDMÖLLER & HÖLSCHER, Ti supplied the BOPP films for the VISTAFLEX promotion. Ti BOPP films have been used for the high speed runs with highest flexo printing quality. Taghleef Industries and WINDMÖLLER & HÖLSCHER started a co-operation in 2010 with Ti BOPP films used to set up the new printing presses produced by WINDMÖLLER & HÖLSCHER.



Additionally, with the support of an Italian converter SCEA and UTECO a printing presses producer, BAULI one of the most famous quality brands in the Italian bakery industry, presented a packaging made of NATIVIA™ NWSS 30µm (BoPLA).

BAULI is working on improving the sustainability of their products in the future by testing materials that are more sustainable. The Show was hence a great occasion for Ti to partner with BAULI to experiment its bio-based film NATIVIA™ for their bakery pack. NATIVIA™ is the natural answer for this type of product as it provides an effective barrier against aroma and fat.

The visitors could appreciate how a bio-based film such as NATIVIA™ was easy to convert, keeping beautifully the glossy colors of the design. Available in transparent, metallized and white, NATIVIA™ is suitable for a wide range of applications (food, non-food & labels).



## Sustainability Award Winner



**AIMCAL** bestowed a 2012 **Sustainability Award** on **Taghleef Industries** for printed, pressure-sensitive tape made from its transparent **NATIVIA™ NTSS** or **solid white NATIVIA™ NWSS** biaxially oriented polylactic acid (PLA) films.

The award was presented Sunday, March 11, 2012, at an Awards Banquet during AIMCAL's annual Management Meeting (March 11-14, 2102, at the Rio Mar Beach Resort in Rio Grande, Puerto Rico). The award recognizes tapes converted by Logo tape Gesellschaft für Selbstklebebänder mbH & Co. KG, Harrislee, Germany.

Based on Ingeo PLA resin from NatureWorks LLC, Minnetonka, Minnesota, the bio-based, compostable tapes rely on proprietary coating technology, can carry printed messages, and are particularly well-suited for sealing kraft paper bags and corrugated cases. Unlike conventional non degradable polypropylene (PP) or polyester tapes, the PLA tapes don't pose a problem for subsequent composting or recycling, exhibit high tensile and bond strengths, and perform in numerous industrial and consumer applications. The PLA material scores environmental points because it's derived from a renewable source (corn). Compared to PP or polyester counterparts, PLA tape offers a lower carbon footprint, recyclability, compostability, and compatibility with some paper recycling processes where the PLA dissolves into nontoxic lactide.

The judges noted pressure-sensitive tape is a new application for PLA film and liked the fact that it can help end users achieve sustainability goals. The judges also observed converting to PLA tape could be particularly advantageous in applications where conventional tape materials complicate recycling or where packaging is destined for post-consumer composting.





## Some like it glossy, some like it matte!

A glossy or matte finish : the visual appearance is one of the important features that a brand owner needs to decide on. Did you know that a variety of finishes can be obtained also in IML, by choosing the right film grade? *Ti* IML films give a hand to diversify!

In some smaller container size segments, such as dairy (ice-cream and margarine), traditionally a more opaque, orange peel look is preferred. Such post moulding finish, is easily captured by applying an IML label printed with **LIM**, *Ti*'s highest yield film. Offering a smoother look, **LIG** is a favoured option for bigger containers, due its higher stiffness. When it comes large size containers, a glossy look can be easily conferred through a label printed on **LIH**, available in 70 µm. **LIW** gives the glossiest finish of all. It has been adopted for its stand out visuals by Franks Ice Cream, one of the UK's leading manufacturers of premium dairy ice cream.

A six colour print with a gloss over varnish, carried out by West Yorkshire printing house on their sheet fed UV offset press, helped Frank's ice cream to obtain a fresher look of their of Diabetic Ice Cream - Vanilla & Strawberry flavours- and they were delighted with results achieved.

A significant reduction of carbon footprint was one of the further advantages of the new film employed.

Which is your preferred option : glossy or matte? Just pick the right film!



### Ti joins FINAT!

FINAT, an international organization promoting Self-adhesive labelling industry and the world-wide association for manufactures of self-adhesive labels, provides a forum for the exchange of ideas, information and education. Being *Ti*'s BOPP film grades more more employed in the self-adhesive labels application, we find FINAT's an excellent platform to develop new contacts and establish new relationships within the self-adhesive supply chain.



[www.finat.com](http://www.finat.com)

## *Ti* відвідав виставку Pack Expo *Ti* visited Pack Expo

Pack Expo (Packaging Machinery, Equipment and Finished Packing Production Exhibition) is the most important packaging fair in the Ukraine and took place in Kiev from 4 - 6 of April, 2012 at the Kiev Expo Plaza. The exhibition demonstrated the new tendency of developments within the Ukrainian packaging industry and introduced all spectrums of the raw material to the final product, including all associated technologies, machineries and printing. It was a great networking opportunity to get new contacts, to start new cooperation, to strengthen corporate image and to develop relationships. Attended by experts in the food, packaging, printing and other industries, Pack Expo attracted more than 8700 visitors and 115 exhibitors in over 3300 square meters. With many nationalities from the Ukraine, France, Italy, Turkey, Russia,

Poland, USA and Belorussia to name a few, this kind of event ensures a great opportunity to strengthen *Ti* as a truly Global supplier.



МЕЖДУНАРОДНАЯ  
ВЫСТАВКА  
УПАКОВОЧНОЙ  
ПРОМЫШЛЕННОСТИ





EUROPE



## at German Packing Congress in Berlin

About 140 managers and project managers from the packaging industry met on 22 March at the 7th German Packaging Congress in Berlin. Under the motto “Well packaged. Well networked. Well informed.”, sustainability issues, trends, people and business development were the focus. Organized by the German Packaging Institute (dvi) the congress discussed new recipes for the trade, packaging codex, the power of the limbic system, holistic sustainability, corporate cultures, employee activation and potential financial investors interested in the packaging industry. In addition to information and insights, the event provided evening networking with a clear view over Berlin.



EXTENDO displayed a booth during the congress, opening up outstanding opportunities to discuss high barrier films with the packaging experts, their benefits and sustainability. With the visitors being mainly from owners of well positioned brands, this event provided an excellent platform in giving recognition and positive feedback to the EXTENDO brand of films.

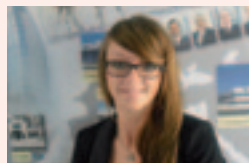
## People



Last April, Ti GmbH welcomed **Bjoern Dragun** as the new Sales Area Manager. 38 yrs old, Bjoern studied Engineering, Economics and graduated as Bachelor of Business Administration.

Having lived and worked abroad for some time, Bjoern has an extended experience and knowledge gained from another international

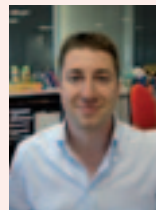
BoPP films producer (11 years in the technical department and 4 years as Technical Development Manager for Tobacco Films) which will definitely benefit the Ti Group. At the same time, **Svenja Christ** joined the Customer Service.



At Ti SpA **Davide Pitta** recently joined



the Technical Service Department to provide technical assistance and deal with customers' claims. As a chemical engineer, he worked nine years in Research & Development in polymers & resins laboratories and then moved in the field of geology/geochemistry by working on an offshore platform for an oil company in the quality of Mud Logger Technical Service.



Additionally, the Sales force has been strengthened with the arrival of **Luca Bianchetti** as Sales Area Manager for the Italian market.

Luca is a young sales manager, highly motivated and keen in bringing in his past commercial and customer service experience. He has also undertaken a specific internal training course on

the film production and technical assistance.

Due to the baby boom among the members of our Hungarian Customer Service team, three new colleagues have joined Ti



Kft. **Mrs. Irma Ördög**, who is fluent in Romanian and English, has 21 years experience in import/export activities from a multinational ink producer (Akzo-Nobel). She contributes to the success of

Intercompany activities together with **Ms. Adrienn Lilla Németh**, a very young and dynamic lady who partly follows the Hungarian market as a customer service colleague. She also speaks Hungarian and English. The third lady is **Mrs. Éva Szamayné Nagy** who will take care of the Polish market, and who fluently speaks English and reads and writes in both Italian and German. She has several years experience in tourism and worked as a sales assistant in her previous job.





## MIDDLE EAST AFRICA

# Ti Technical Seminars in North Africa

Ti held its 1st of a series of three, one day “Technical Seminars” planned for North Africa region in Casablanca, **Morocco** on 23rd Feb 2012 followed by Tunis, **Tunisia** on 29th March and Algiers, **Algeria** on 16th May.

Ti as a leading Exporter of BOPP, Cast & metallised films for food and labeling industries into North Africa for over a decade, wanted to reinforce its collaboration with customers in a slightly unconventional way. The focus was on the dissemination of knowledge related to BOPP films manufacturing process, the common technical issues faced by customers in daily operations and their remedies and the printing and lamination technologies for different variety of applications like IML, WAL and barrier packaging. These events were the first of its kind held in the region by a manufacturer of BOPP films and were highly appreciated and applauded by the audience.

from the audience. In a nut shell, it was an excellent opportunity for our customers and Ti team to interact, network, address various technical issues, product related inquiries, market applications and exchange industry related information in a very open, relaxed and congenial atmosphere.

The objective of these Seminars was to have a “better” understanding of our customers’ needs and requirements and being able to create better value for their respective customers too. The attendees showed interests in new films technologies



such as cold seal, high speed packaging and high barrier. Also, it was the opportunity for Ti to share our experiences and know-how.

The events covered different aspects of the BOPP production and quality control, focus on label converting process (WAL, SAL, IML, C&S) and general converting process with trouble shooting session. All of them were presented by Francesco BARBANGELO. An overview of the product portfolio including our new ranges of specialty films; Nativia (BOPLA) and Extendo (very High Barrier clear, met and white films) was presented by Vivien Ponthieu.

Thanks to the comments received at the end of each seminar by the participants, we now have a better understanding of the expectations for future seminars and we will definitely renew this rich experience in the near future as we see a strong demand from these markets for such interactions.



" TCS in Algiers, Hotel Hilton, 16th May 2012 "

Delegates from different disciplines like Procurement, Production, Technical Service, R&D, CEOs & Directors from leading flexible packaging converters in respective countries, National and foreign end users attended the seminars. Attendees from Ti varied from one seminar to the other but in essence delegates present were; Patrick Desies - Chief Sales & Marketing Officer, Muhammad Ali Mirza - Head of Sales & Marketing - Exports, Vivien Ponthieu - Assistant Manager Sales North Africa, Francesco Barbangelo - Technical Service Ti EU, Corinne Rougeau- Marketing Communication Coordinator, Dr. Abdelghani Souilah - Projects Director Ti MENA, Ms Roxane Terdjimi - Sales Executive, Latin America, Mrs Reham Elewa - Customer Service, Ti Egypt and our Local Associates/Partners.

All the seminars were highly interactive in terms of discussions on various topics that showed high level of participation/involvement



"The Ti Team at TCS in Casablanca, February 2012"





## MIDDLE EAST AFRICA

### CZVB grade film



**CZVB** is a heat sealable, high barrier metalized CPP film.

CZVB film contains the following critical properties:

- **Excellent moisture barrier property**
- **Excellent gas barrier property**
- **High light barrier property**
- **Heat sealable on the non metalized side with very high heat seal strength**

To ensure protection of the packed food products against environmental conditions and to provide a longer shelf-life, the seal integrity of the pack must be good enough to prevent leakage and/or prevent entry of the air or moisture through the seal areas. The excellent seal integrity of CZVB film not only prevents the micro leakages through the sealed area but also helps the “gas flushing” of the packaging - gas flushing is where the atmosphere within the package is vacuumed entirely. The oxygen is replaced with an inert gas such as Nitrogen (or Carbon Dioxide) that enables fresh and minimally processed packaged food products to maintain visual, textural and nutritional appeal.

The controlled environment (inside the package) enables the food packaging to provide an extended shelf life without requiring the addition of chemical preservatives or stabilizers. The high barrier metalized CPP (CZVB) film has the excellent moisture barrier (0.2 - 0.3g/mtr2/d) and Oxygen barrier (<30cc/mtr2/d) in comparison with the normal metalized CPP film (WVTR: 0.8- 1.0g/mtr2/d & OTR: 100 - 150cc/mtr2/d). CZVB film has the seal strength in the range of 2000g/in - 2400g/in which is almost double of the heat seal strength of the normal CPP film. The laminate produced with CZVB film provides improved functional properties (e.g. high moisture barrier, high oxygen barrier, light barrier, very high seal strength & excellent hot tack) along with crush & puncture resistance and good machine ability, making the laminate the ideal packaging material for snacks (Potato chips) and bakery products (specially croissants) in order to get an extended shelf life. Taghleef Industries in close collaboration with Al Behar Industries successfully completed the qualification of CZVB at Lora Croissant.



## ASIA PACIFIC

### Ti seeks deeper penetration in ASEAN



After the successful upgrade of the production line in *Ti* Australia during Q2 2012, we aim to develop Export markets in the ASEAN market to cater the rising demands of value added and specialty films in the region- for which *Ti* Australia

is synonymous with for over more than 2 decades. The product range in Australia includes very superior quality white films for chocolates, confectionary and labels and high barrier metallised films for snack foods, biscuits and savory. The geographical proximity and bilateral trade agreements with various ASEAN countries make Australia a perfect match for *Ti* to use as an Export hub into South East Asian markets.

In line with the above objectives, *Ti* is planning to conduct various Technical Seminars in South East Asia during Q3 2012 in an attempt to get closer to target customers, understand their needs and demands and introduce *Ti*'s wide range of value added & specialty films along

with the associated advantages of long shelf life, cost effectiveness, high speed and better visual appearance by using them in various structures. It will also help the *Ti* team to understand the flexible packaging industry requirement in better way for various applications. The team will consist of Technical Experts & Sales representatives and the intended audience for these seminars is key flexible converters, national and multinational end users.

The ASEAN Countries flexible packaging material demand is growing by 6% p.a. Key factors for this growth in the region is the fast changing lifestyles, increased earnings and a higher demand for packed food products.





## ASIA PACIFIC

# Ti at the 6th Bioplastics Market Conference



Muhammad Ali Mirza, Sales & Marketing Director Exports *Ti* MENA.

Muhammad Ali Mirza, *Ti* Head of Sales & Marketing Exports presented on NATIVIA™ our bio-based BoPLA Film for packaging and labeling applications, which was rated as 'Good' by 65% of the audience, excellent by 15% and the rest finding it 'Satisfactory'.

*Ti*, as part of its social & corporate responsibility to contribute to ongoing worldwide efforts of making life sustainable, green and reduce carbon footprint, invested in the manufacturing of BoPLA films in 2010 to offer our customers a variety of sustainable packaging solutions

Apart from Taghleef Industries, other key speakers were Natureworks, PTT Chemicals, PTT MCC Biochem Co Ltd, Purac, BASF, Nestle, Teijin, Samsung, Bioamber, Kingfa, Novamont, Clariant,

The sixth Bio Plastics conference organized by the Center for Management Technology, Singapore was held in Bangkok, Thailand on 23-24 May 2012.

The focus of the event was:

- **The Global Bioplastics market outlook & challenges**
- **Transition from food to non-food feedstock - prospect and challenges**
- **Product innovations and application in packaging nonwoven/ fibres, automotives & durables**
- **Development of industry regulations/mandates in Asia on Bioplastics growth**
- **PTT Chemical's green expansion plans**
- **Update on new capacities & growth projections in key Asian countries**
- **Brand-owners' expectations and experiences of Bioplastics applications**



P&G, Roquette, Avantium, Gama Plastics, Bruckner Technology Holding GmbH (HQ),

Greendiamz Biotech Ltd and Organic Waste Systems.

Our objective in participating at the conference was to understand the initiatives taken in Asia for the development of the Bioplastic market including the potential growth, forecast and the new technologies on offer. It was also the perfect platform to introduce NATIVIA™ to South East Asia and interact with our industry partners like Bruckner, Natureworks, TPC and Organic Waste Systems.

Overall, the conference was very informative and was a great learning experience on Bioplastic markets in South East Asia.





## ASIA PACIFIC

# Line 3 upgrade

In the last edition of *Ti* news we outlined our \$10 million investment into a new and upgraded extrusion system and TDO track and chain. Designed by Bruckner, the upgrade was done over two shut-down periods. We are pleased to announce that both upgrades were completed on time and a series of extensive testing of our product ranges and machine line capabilities have been carried out to ensure operational quality and consistency. With commercial operations now up and running, *Ti* Australia has set up a dedicated team which includes individuals across the *Ti* Group to ensure manufacturing efficiency and quality of film is maintained. It is this support network which allows the team access to experienced people in order to find solutions to any issues

which may arise. The upgrade from 3 to 5 layers allows us to move our white film range from a 3.3 metre line to the wider and more efficient 6.6 metre line. The benefits are greater output per hour through the doubling of width and increase in extrusion capacity. Additionally we are achieving a far better quality web with a much flatter profile than what we achieved on the 3.3 metre line. During the testing and operational running of the line, we are also able to use an integrated IT interface to monitor all aspects of the line, providing access to real time information in order to monitor and troubleshoot certain issues which may arise.

### Benefits to *Ti* and the customer include

Outcome for <i>Ti</i> Australia	Benefit for Customer
Improved process control and process stability	More consistent quality reel-to-reel and batch-to-batch
Improved web flatness	Faster conversion and/or improved quality print
Larger diameter reels available	Potential conversion cost savings on volume business
Improved equipment reliability	Improved delivery reliability



# Arnott's Gala Dinner Fundraiser (Camp Quality)

On the 16<sup>th</sup> March 2012, *Ti* Australia once again showed their support to one of their key customers, Arnott's for their foundation Gala dinner and charity auction.

The Arnott's Foundation is a non-profit charitable organisation which held the Gala dinner to support their major beneficiary - Camp Quality. For nearly 30 years, Camp Quality has worked to improve the quality of life for sick kids living with cancer and their families - providing them an opportunity to promote health and wellbeing through fun..

Guests arrived at the Hilton hotel in Sydney and heard a variety of speeches from celebrity

guests, Arnott's and Camp Quality, followed by a three course meal. The evening featured a main auction, a silent auction and a raffle with some amazing prizes, including sailing, golf package, culinary master class, X factor semi final family pass, signed Wallabies jersey and dance lesson with a Miss Universe to name a few.





## ASIA PACIFIC

# Taghleef Industries offering more in China



Part of the *Ti* growth strategy for the Asia Pacific region is to build a strong specialty film business. Since the official announcement of a *Ti* China representative office in February 2011, we are pleased to announce that we have obtained an update to our office to one gaining unlimited residence in China, reflecting our commitment to consolidate our presence in the marketplace. The investment for long term commitment in this region brings the confidence of the Asia Pacific team but also rewards Taghleef Industries by being invited to meet with different global packaging companies including Nestle (China), P&G Beijing Innovation Centre, AkzoNobel (Shanghai) to discuss our supply opportunities and market the *Ti* Group.

By focusing on more regular technical presentations and commercial discussions with these multinational as well as domestic end-users and converters, Taghleef Industries has gradually built up its local brand awareness among the flexible packaging industries.

*Ti* has also been very active in bringing innovative IML technology to the market, which has steadily been on the rise throughout China. As the intrigue in this sector increase, *Ti* is well positioned to ensure growth in this area as seen in projected sales increase of 30-40% in 2012.

## Taghleef Industries help provide over 7.5 million meals to those in need...



### Foodbank

An Australia Without Hunger

Trucks are currently rolling into Foodbank warehouses delivering packets of macaroni thanks to Foodbank's Pasta Collaborative Supply Program.

The program, which is now in its third year, is a great example of partnerships within the food industry in making great things happen. The program asks all stakeholders in the production of a key, staple item to donate their component - manufacturing, ingredients, packaging or transport.

Pasta is one of the core staples which Foodbank is keen to be able to offer to charities and community groups on a consistent basis (Foodbank support over 2,500 charities across Australia) and the Collaborative Supply Program is essential in achieving this goal.

Taghleef Industries have been significant supporters of the Pasta program since its inception 3 years ago and in this time have provided 5 tonnes of packaging to support the production of pasta for distribution to those less fortunate in the community.

The program is made possible with the help of Rinoldi Pasta who manufactures the product, Manildra, Weston Milling and CBH Group who supply the flour, VISY, Perfection Packaging and Taghleef Industries who supply the packaging and Toll who assist with transportation around the country.

Last year the program enabled Foodbank to distribute enough pasta to form the base of over 7.5 million meals and it is on track to do the same again this year.

This couldn't be achieved without the great support of "Friends of Foodbank" like Taghleef Industries.



Bruce Padget - Taghleef  
Rob Chambers - Perfection Packaging Pasta  
Packaging Partners Jan 2012



# Meeting the Latin American market at Fispal 2012

Early June, it is all set for *Ti*'s participation in Fispal Tecnologia - the International Packaging, Processing and Logistics Trade Show for the Food and Beverage Industries. As Latin America's largest annual event in the sector, it exhibits the sector's leading launches in equipment, packaging, raw materials, industrial automation and logistics. Held in the Brazilian capital of Sao Paulo during 12 to 15 June 2012, the show attracted 64,000 qualified professionals and more than 2,000 exhibiting brands during its 27th edition last year.



However, the event was even bigger occupying the expansion area of Anhembi Show Pavilion, with a total exhibition area of 80,000m<sup>2</sup> - beating all previous records.

This fact alone undoubtedly made Fispal Tecnologia 2012 a milestone to be remembered in Latin America's food and beverage market.

*Ti* have been actively engaged in Latin America for the last five years but this was the first ever public event we had exhibited in.

Making it more significant is that it comes at a time when we announced the acquisition of AET and a local presence in Americas.

At this occasion, Muhammad Ali Mirza, Head

of Sales & Marketing AMEA (*Ti*) and Roberto Gollmann, Director of Sales, International (AET) were already together present to meet and greet the Latin customers on the stand. The host country, Brazil, continues with its economic growth better than most major economies and has a series of global events to look forward to including the 2014 FIFA World Cup with games in 12 cities across the country and Rio de Janeiro hosting the 2016 Olympic Games. An increasing rise in economic activities is under way across Brazil, ready to receive hundreds of thousands of tourists, making it a really exciting place

to be. Moreover, any exhibition in Brazil is a celebration so Fispal Tecnologia was a great opportunity for *Ti* not only to demonstrate its long term commitment to the market but also to appreciate its successful business relations with its customers in the region.

It was a get together of the who's who's in the packaging industry of Brazil and neighboring countries so the *Ti* team was eagerly looking forward to the event to showcase its latest products and service offerings and of course to have fun with its valuable patrons in the region.

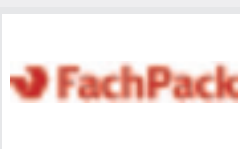


Abdul Rasheed, Ali Mirza, Patrick Desies & Eduardo Belleza, Converplast Emballagens.

## Forthcoming Events:

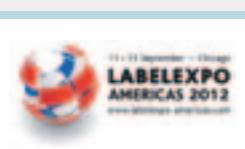
### *Ti* Technical Seminars Indonesia

Thailand, Philippines, Vietnam & Malaysia Between August & September [www.ti-films.com](http://www.ti-films.com)



#### FachPack, Nuremberg, Germany

25th - 27th September 2012  
Hall 5, Booth 5-109



#### Labelexpo Americas, Chicago

11th-13th September 2012  
Hall A Booth 1347



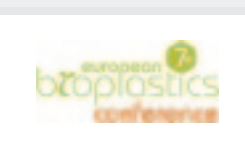
#### Pack Expo USA Chicago

28th -31st October 2012  
Booth 7934 Upper Lakeside



#### Labelexpo India, New Delhi

29 October - 1st November 2012  
STAND NO - A33 Hall 10



#### European Bioplastic Conference

Berlin, Germany  
6th - 7th November 2012



#### Emballage Paris, France

19th-22nd November 2012  
Booth 6 D 001



Abhijit Ghosh, Roberto Gollmann, Abdul Rasheed, Ali Mirza & Saifee Patanwala.



July 2012\_n.8



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