

INFORM

GIVING CONTENT A SHAPE.

Innovation characterizes the family enterprise IFAP SpA in Palmanova, Italy. 3

THE FUTURE HAPPENS TODAY.

Plasco SpA in Anagni is Italy's most important producer of bottle preforms. 10

HIGH GLOSS THANKS TO MANUAL SKILLS.

The polishers of Otto Hofstetter AG ensure the perfect finish. 16



SUSTAIN- ABILITY IN EVERY- DAY LIFE.

Sustainability is important to us. For example in the consumption of electric power, water and air. Time and again our developers and application specialists find possibilities which permit you and us to achieve savings.

When we built our new premises in 2009 and 2010, we already paid much attention to the reuse of the excavated material and the insulation values of walls, windows and flat roofs. The entire building features a heating and ventilation system which uses fossil fuels and electricity very efficiently. The compressed air network is inspected at regular intervals. Sustainability plays a role also in our investment decisions. When we procure machinery and equipment, for example, we watch the active current consumption, connection values and the integration of cooling water systems. Health and safety of our employees matter very much to us. The workstations are modern and the light circumstances excellent; lifting equipment, high desks and sanitation facilities are fully up to date. Our rules and regulations including wage policy, moreover, ensure equal conditions for all.

We also care for the correct disposal of our wastes. Be they of steel, plastic or wood, we deliver them to specialized recycling companies. Considerable resources exist also in our overheads. By planning our business travels carefully we keep our flight and car costs as low as possible.

Have we done everything in our powers towards a sustained resource management? By keeping the topic permanently at the surface we are no doubt on the right track.

Stanislaus Spörri

Member of the Board, Otto Hofstetter AG



Cover.

When a cavity for a PET mould leaves the polishing shop of Otto Hofstetter AG, it has undergone meticulous manual work to display highest gloss.

Imprint.

Inform. Issue 1, 2014.

Publication of Otto Hofstetter AG, Uznach, Switzerland.

Overall responsibility: Stefan Zatti.

Agency: BSSM Werbeagentur AG, Basel, Switzerland.

Pictures: Piero Martinello, Giovanni Del Brenna,

Mirco Rederlechner.

Copies published: 6900.

Printed by: Burger Druck, Waldkirch, Germany.

Appears in spring and autumn each year.



GIVING CONTENT A SHAPE.

IFAP SpA produces preforms and bottles for the food and non-food industries. **A high readiness to innovate and much determination** have made the **family enterprise in Palmanova** one of Italy's biggest suppliers. In our discussion **CEO Pietro Bruseschi** explains his philosophy and business model.

Pietro Bruseschi took over IFAP SpA from his father and holds on to the tradition of continuous change.

Inform: How has your enterprise come into being?

Pietro Bruseschi: My father started the production of wooden venetian blinds in 1963. Ten years later he widened the spectrum of products to venetian blinds of plastic and added new impulses by making PVC pipes. I joined the company after I graduated from my studies in 1977. During about two years I looked for a new sphere of activities for the enterprise (windows in PVC), but we concluded that this market was unsuitable for us.

How did you succeed in entering the bottles business?

At a meeting of entrepreneurs my father and the boss of Coca-Cola Italy discussed PET. You can imagine what came out of this. Our company started making bottles of PET which we sold to the producer of beverages. The output of our three machines amounted to a proud 2500 bottles an hour. We were able to treble the production for Coca-Cola within five years. In the meantime our name had become known even beyond Italy. We grew bigger step by step.

Does this mean that you deliver also to outside Italy?

Our quality and know-how was particularly appreciated in south-eastern Europe. This opened us the doors also to the Russian market. We blew the one- and two-litre bottles here in Italy. At that time the delivery of a consignment cost approx. 15 million lira, i.e. not quite 10,000 euro. Coca-Cola changed its strategy in 1997 and started to blow its own bottles. However, they didn't reach the quality they were used to from us, which is why they continued to buy a good part of their requirement from us in spite of the own production. In the meantime our output had grown to 300,000 bottles per day.

The name Coca-Cola plays a very important role in the history of IFAP, therefore. Isn't this risky?

Yes, correct, and after twenty years it was about time anyway to devote some thought to new business fields. Major milk producers had by then started to fill fresh milk into PET bottles. We took up this trend in the year 2000 and entered the milk market. A joint venture with Elopak was intended to facilitate our access. However, our partner experienced problems on blowing of the bottles and, after three years, wanted to change over to cardboard packaging which we didn't consider an option. The basic question arose all

the same: PET or cardboard? Elopak subsequently sold its company to Logoplaste in Portugal. This was in 2005.

Logoplaste is still one of your customers. In other words, the sale brought you benefits?

Having Logoplaste as partners, the basic situation became entirely new. They produced already preforms in southern Europe at that time. But not for milk – we were the ones who contributed this know-how to the cooperation. We started in Czechia, Hungary and Austria. France came later on with the multi-layer technique. By then we had invested considerably in the development of the technology and offered the best solution for PET bottles for UHT milk. We blew the bottles ourselves.

Do you continue to produce bottles?

Yes, we keep drawing from our vast experience in this field. The change from soft drinks and mineral water to milk called for major investments. Among these is a highly efficient machine which enabled us to consolidate our position.

What has your involvement in the multi-layer technique brought you?

In my view we currently have the best solution for milk bottles compared with our competitors. We introduced this bottle to the Italian market six years ago and other countries might follow. Mind you, the technique has its influence on the price of the bottle. Seeing that milk is sold very cheaply, the packaging isn't allowed to cost anything. This development has slowed down our multi-layer technique to some extent. It may be that special mono-layer materials will solve this issue in future.

The claim to supply top quality is evident throughout the company's history. What's behind this?

Our philosophy! Quality is of central importance to IFAP. It allows us to develop our enterprise further and to stay in the market. We also see to it that the price is marketable, but any amount is too high if the quality isn't right.

Several radical changes happened in the history of IFAP. What might be the next step?

Our future could be in cosmetics, although this is a difficult market. While the quantities are small, the variety of shapes is big. Packaging products from organic materials could also lead to major changes. It's an area to which we want to de-



"AT THIS TIME WE OFFER THE BEST SOLUTION WHEN IT COMES TO THE MULTI-LAYER TECHNIQUE FOR MILK BOTTLES."

Piero and Enrico Del Medico, Production Managers



IFAP SpA of Palmanova/Italy produces PET preforms and bottles for the foodstuffs industry, especially multi-layer milk packaging products. The company also makes packaging articles for the cosmetics and pharma industries. IFAP SpA exports to all European countries.

www.ifap.it



"INNOVATIONS ARE AN
ABSOLUTE MUST BUT COST
A LOT OF MONEY."

Marco Bruseschi, Managing Director

vote ourselves increasingly. PLA and bio-PET are important materials in this context. We are testing various possibilities and currently try to launch organic packaging on the milk market.

What are your experiences with PLA?

PLA is in principle very similar to the conventional PET. But the bioplastic has a big influence on the ecological footprint, of course. Compared with a kilo of traditional PET the new "vegetable" plastic produces 60 per cent less CO₂ emissions. We use PLA already successfully in the production of milk and oil bottles. It is a delicate material to process and requires certain adaptations. Bio-PET could offer advantages in this respect. Price and production must come nearer to each other before alternatives can get established.

How big is IFAP today?

IFAP currently employs a total of 35 persons in production and administration. The plant runs in three shifts around the clock and seven days a week. Eight injection moulding machines make up our production, plus one blowing machine which runs only from Monday to Friday and sometimes on Saturday. In this way we come to 700 million preforms and about 70 million bottles per year. Apart from this we have our own lab and a team for maintenance.

You introduced many innovations with success. Which projects missed the target?

Anyone wanting to stay in business must take new approaches. Not all of these meet the objective directly. Luckily we've only had a few projects in which our plans didn't materialize. We experienced a crash with half-litre yoghurt bottles which were a big runner in Spain. It was similar with the smoothies which didn't get going on the Italian market – we discontinued production after a year.

Who are your main customers?

Granarolo is our most important customer for milk bottles. Apart from them we supply four to five further producers in this field. With McBride we serve a significant brand for personal care products. Right now the subsidiaries in Spain and Belgium buy our products, and Italy will join soon.

What will IFAP look like in the year 2030?

This is very difficult to estimate. Progress depends much on the price development. Innovations are an absolute must but cost a lot of money. A newly launched product must pay dividends after four to five years at the latest. A cooperation with competitors might be a way out of the price battle. IFAP will no doubt try to open up new markets and fields of operation. We've already established first contacts in e.g. Poland. And we are about to gain a foothold in the pharmaceutical branch.

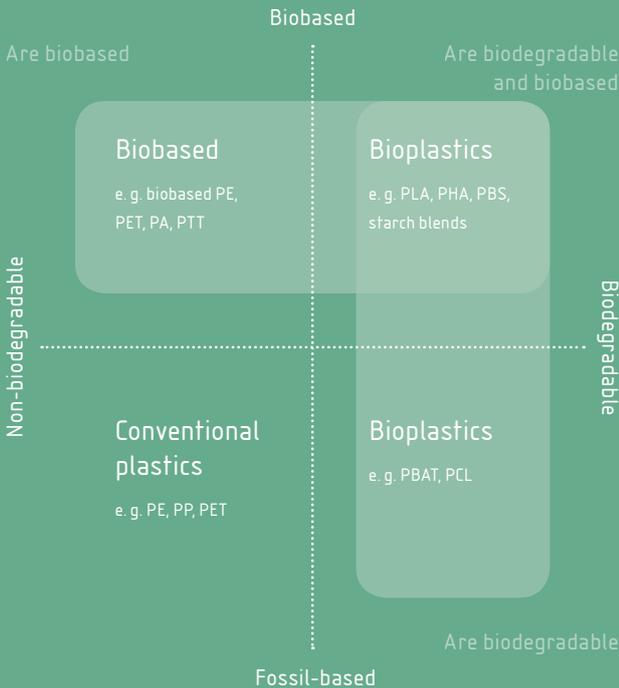


GREEN WAVE IN THE PET INDUSTRY.

The trend all over the world is towards foodstuffs and products made in a sustained manner. Many well-known brands have already reacted and cover the demand, among them also beverage producers. They rely increasingly on polymers made on a biological basis. The injection moulds of Otto Hofstetter AG are ready for this entirely, without ifs or buts.

Bioplastics market overview.

Source: www.european-bioplastics.org



Users worldwide are ever more looking for brands and products which don't just claim sustainability. As Euromonitor International explains in its latest survey "The Top 10 Global Consumer Trends for 2014", products or business models which take ecological aspects into account are very sought after by the consumers. The trend has prominent advocates.

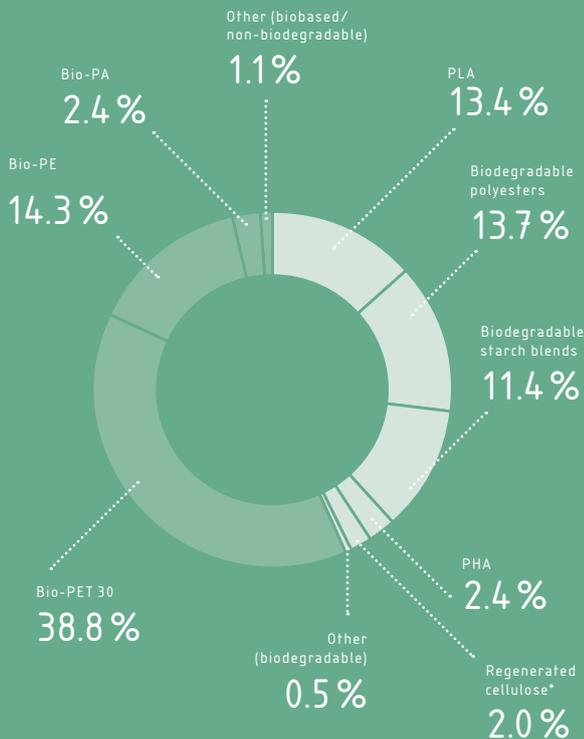
Famous trendsetters.

The actor and film director Adrian Grenier and movie producer Peter Glatzer operate a novel lifestyle platform under the name of "SHFT – The Culture of Today's Environment". Their endeavour is that ecological thinking should characterize our life. They are supported in this by the publisher Arianna Huffington and the entrepreneurs Richard Branson and Bill Ford.

THE BIG INTERNATIONAL BRANDS SET AN EXAMPLE FOR THE ENTIRE MARKET.

Quantities produced in 2012 (by material type).

Source: www.european-bioplastics.org



● Biobased / non-biodegradable 56.6 %

● Biodegradable 43.4 %

* Only hydrated cellulose foils

Big brands set examples.

Sustained products require ecological packaging. Prominent brands of importance to the plastics industry have already identified this need and reacted accordingly. Coca-Cola, Danone and Procter & Gamble, for example, have been relying on biological plastics for some considerable time. PepsiCo, Heinz and Tetra Pak follow suit. In Italy, the country with the biggest quantity of water in bottles in Europe, the market leader Sant'Anna also insists on a bottle of bioplastic. All the influential brands set examples for the entire market.

Three groups of bioplastics.

Bioplastic, however, is not just one single polymer. The term stands for a group of materials displaying different properties. According to the European Bioplastics e.V. there exist three families of bioplastics:

- biobased or partly biobased, non-biodegradable plastics such as biobased PE, PP or PET (so-called drop-ins) and biobased technical-performance polymers such as PTT or TPC-ET
- biobased and biodegradable plastics such as PLA, PHA or PBS
- biodegradable plastics such as PBAT made from fossil resources

Market study reveals growth.

If consumers ask for it and the leaders in the industry react, the question arises how developments in the production of biopolymers are progressing. Last year the German Nova Institute for Ecology and Innovation published a comprehensive market study compiled from the answers of 247 producers of biobased polymers in 363 locations around the globe.

Doubled share by 2020.

According to the survey 3.5 million tons of biobased polymers were produced in 2011, representing a share of 1.5 per cent of the world's total production of polymers. The producers of biopolymers consulted in the study expect nearly 12 million tons by 2020. With a forecast total quantity of 400 million tons, this means that the share of biobased raw materials will be doubled.

Biopolymers in future.

The study foresees the biggest growth with the drop-in biopolymers such as PE, PP and PET. These materials display basically the same properties as their petrochemical counterparts, but are at least partly made from biomass. Bio-PET leads the group. It relies on bio-ethanol which originates from cane sugar and will be available in a quantity of 5 million tons by 2020 according to the study. As number two of this product group the report forecasts biobased polyolefines such as PE and PP. The Nova Institute expects that the production quantity of PLA and PHA will increase by a factor of four in the period until 2020.

As Michael Carus, Managing Director of the Nova Institute, states in a press release on the study, the future belongs no doubt to the polymers made on a biological basis. Only five years ago nobody would have forecast a similarly high market significance for bio-PET.

Moulds are ready.

Which particular biopolymers the producers eventually rely on is of secondary importance to Otto Hofstetter AG. Experience reveals that the moulds can process PET, R-PET, PLA, PP, PE or plantPET without any problems. In the area of barrier materials – co-injection as well as blends – PA, EVOH and special materials are suitable for production.

To be noted is the fact that the different processing temperatures influence the technical execution of the moulds.

Limits to be observed.

Area Sales Manager Albert Weber points out that differences must still be watched at this time between petrochemical and biobased polymers. "Some of the currently available alternative materials have smaller application windows. The limits for the minimum wall thickness, for example, are a little higher in the case of lightweight preforms." Most biopolymers are still young and keep confronting processors with questions to which successful answers have been at hand for a long time where conventional raw materials are concerned.



Aligned to the market.

In the view of the experienced preform specialist the chances for biological plastics are excellent. The consumers' growing ecological conscience has its influence on the big brand producers. It remains to be seen how the consumers react to the fact that some bio-PET variants are basically made from food. Open is also how successfully the different programmes for the recycling of PET will be translated or how many new laws will be introduced. If PLA gains significance, new challenges will come up as regards the material's reuse.

In whatever direction the pendulum will swing: the trend is clear to Otto Hofstetter AG. Foodstuffs and packaging producers, raw material suppliers and mouldmakers worldwide are trying hard to reduce their ecological footprint. By which technology and with which is still open. The market will decide.



THE FUTURE
HAPPENS TODAY.

Carlo Mastrodomenico is President and General Manager of **Plasco SpA** in Anagni near Rome. Within a little less than twenty years the enterprise has become **Italy's biggest producer of preforms**. The experienced businessman tells us about the **way to the top**.

Carlo Mastrodomenico has made his Plasco SpA the most important supplier of PET preforms for water and soft drink bottles in Italy.

Inform: What's behind the name Plasco?

Carlo Mastrodomenico: It's quite a simple story. While enjoying a glass of red wine my foundation and business partner Giuseppe Silveri and I thought about a name for our company. We agreed that the ending should be "co". By coincidence Plasco is the acronym of Plastic Containers, we settled on Plasco. Not very creative, but OK.

Why was the ending "co" so important?

Our history of the origins is behind this. Many years ago I worked for PepsiCo. This soft drink producer wanted to open up the North African market and offered me the position of Sales Manager. At this point in time I was 40 and had no intention of leaving Italy. Moreover, I saw many opportunities for PepsiCo here in Italy. However, no agreement was reached and I left the company.

**"THE POTENTIAL
IN ITALY CAUSED ME TO
STAY HERE."**

Carlo Mastrodomenico, General Manager

Was this the starting signal for Plasco?

Exactly. I resolved to produce finished bottles. Apart from this I had the idea of providing my customers with blowing machines. The investments were quite considerable. And we changed the business model again when I found out that my machines were also used to blow bottles of the competition.

How did the development continue?

We built up our production here in Anagni. We leased the necessary building for production from the Italian state. Later on we erected the storage building of 9000 sqm and added the office building in a next step. Together with the subsequently realized connection of the two production buildings the area is built over a total ground of 50,000 sqm. Here in Anagni we run 15 production lines in the main hall and 5 further machines for special products in the second building. Except in the summer months during which we need additional workers, we employ 49 persons. Two years ago we decided to set up a subsidiary near our main customer Coca-Cola. In this new location we install the fourth machine right now. The output will be a mere 500 million preforms per year. Not a big quantity, but it makes us somewhat more flexible here in the Center. The subsidiary will get one more machine by the end of 2014. A storage facility is not required so far because the products are directly loaded onto lorries.



The CEO of Plasco SpA appreciates the close contact with Area Sales Manager Albert Weber of Otto Hofstetter AG.

In other words, you follow your main customer?

Coca-Cola takes about a big percentage of our production in the South. With soon 16 employees we try to produce as just-in-time as possible because it is less important to us to erect a storage building.

Doesn't it worry you if one customer alone buys such quantities?

Our ten biggest customers together take 75 per cent of our production. Apart from Coca-Cola they include well-known brands such as Pepsi, Parmalat, Lactalis, Granarolo, Conserve Italia, Logoplaste and others.

**"OUR CUSTOMERS
LIKE OUR FLEXIBILITY AND
EXPERIENCE."**

Carlo Mastrodomenico, General Manager

What is the speciality of Plasco?

It's our flexibility. The ability to satisfy the customers' wishes. The experience in the soft drinks market is also one of our strengths. And our business mentality is likely to be decisive.

What characterizes it?

It's one of our principles to be a step ahead of the market and of the competitors at all times. We've achieved this in the areas of preform, topload, lightweight and scratch resistance. Otto Hofstetter AG has been an important partner for us in this. They're fast in the development and we in the translation. This helps us to react quickly to new market circumstances and trends.



Giuseppe Silveri (left) is co-founder of Plasco SpA and now as Vice-President an important pillar of the enterprise.

The 38-millimetre neck is probably part of this?

Precisely. The 38-mm thread is one of our trump cards. In 2004 we changed over the complete production in final consequence. We were the first ones in Italy to offer this diameter as standard. And this, by the way, is where Otto Hofstetter AG came in. Their solution together with Netstal convinced us.

On the website of Plasco one can read that you grew by 160 per cent between 2006 and 2010. How did this success happen?

We were lucky and did many things right. I keep advising my fellow workers: "Try new things. Try to avoid mistakes, but please try." Better nine successful attempts and one failure than just one fruitful project. I'm convinced that my people are more motivated and more confident thanks to this attitude. Our growth, however, is above all due to our faith in the power of the volume. The fixed costs remain stable also if the number of pieces increases markedly. There's stiff competition. Many competitors have withdrawn from the Italian market. We stayed and fought. We used to be last, but now we're the number one.

"I ADVISE MY PEOPLE TO KEEP TRYING NEW THINGS."

Carlo Mastrodomenico, General Manager

95 per cent of your production stays in Italy. Wouldn't exporting offer you a chance for further growth?

It appears to me that the export business is too insecure. A short-term success is no doubt possible. But the access hurdle for competitors isn't high enough, meaning that new suppliers may come up very quickly. One could cooperate with another company to avoid investments abroad. However, the cultural differences in the enterprises remain. Apart from this there would be a need for support in the procurement of PET granulate. All this is too complicated. We concentrate on Italy.

In which direction does the PET industry develop?

This is largely decided by the producers themselves. However, things will no doubt get moving in matters of the ecology. Our branch of the industry is not yet sensitive enough in these issues. Some competitors have already reacted, Plasco will have to follow. We're trying with R-PET and make tests with eco-PET for Coca-Cola. Our customers must take up this trend.



Is sustainability a topic for Plasco, therefore?

Absolutely! We want to reduce our energy consumption and take advantage of ecological sources. We change our driers over to gas, for example, build a solar system along the motorway and try to improve our machinery. In this last point some responsibility lies also with our partners.

What does the future of Plasco look like?

As far as I'm concerned the future happens today and perhaps tomorrow. I don't plan beyond and leave this to my young fellow workers.



Plasco SpA has its company domicile in Anagni near Rome. The enterprise was founded in 1995 and operates a subsidiary in Atella, province of Potenza. Plasco SpA is Italy's market leader for PET preforms and bottles. The annual production amounts to a total of 2.5 billion pieces, 95 per cent of which are sold on the domestic market.

www.plascospa.it

PET IS CUTTING A GOOD FIGURE.

The international fashion label Max Mara launches ladies' fashion made from recycling material. "Newlife" was used for the first time in the spring/summer collection in the "Weekend Max Mara" concept. For this special collection the Italian fashion company uses a polyester yarn gained from recycled PET bottles.



94%

"94 PER CENT LESS WATER WAS NEEDED TO PRODUCE THIS YARN. ENVIRONMENTAL CONSCIOUSNESS AND FASHION DON'T EXCLUDE EACH OTHER."



Expanded value creation.

The value of PET is known all over the world. As forecast by the study "The Future of Global PET Packaging to 2017", the consumption will grow by annually 5.2 per cent until 2017. Almost one-third of this is required in Asia alone. The study's conclusion that PET recycling will play a key role in the safety of supplies is already being heeded in many places.

New application areas.

Government regulations, private programmes or other individual initiatives ensure that the valuable plastic remains within the raw-material cycle. Apart from the PET recycling companies, which collect a large portion of the thrown-away bottles for their purposes, artists, designers and architects have discovered how versatile this plastic material is.

PET in the textile industry.

For some years PET has found its way also into the textile industry. Polyester yarn is made from recycled PET bottles and used to make sports- and functional wear as well as textiles for outdoors. With Max Mara, a fashion label has now taken up the trend and developed a collection.

Lasting style.

It isn't the first time the family enterprise acts as a pioneer in a new movement. The label launched T-shirts of bio-cotton already at the turn of the millennium and submitted proof of its ecological conscientiousness. The Italian luxury brand demonstrates with its "Weekend" fashion line that fashion and sustainability don't exclude each other.

Gentle on the resources.

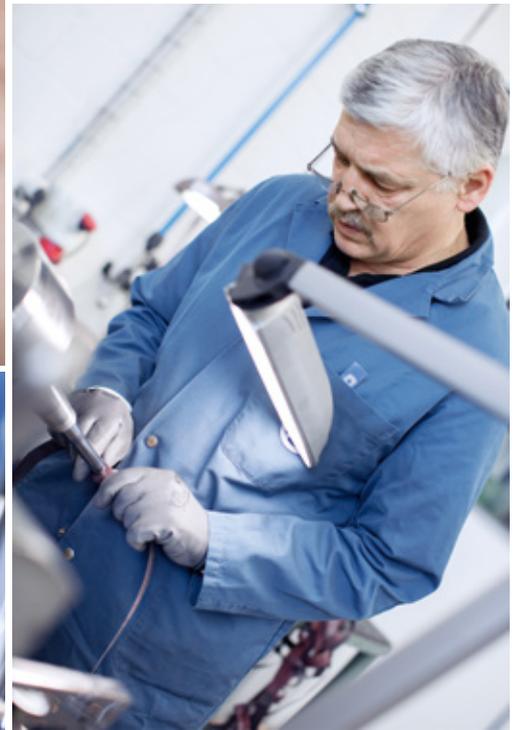
In cooperation with the yarn producer Saluzzo Yarns, Max Mara developed a novel yarn which comes under the appropriate name of "Newlife" and is gained from used PET bottles. The production process is not chemical, but purely mechanical and therefore environment-friendly. The producer claims that the novel yarn is remarkably gentle on the environment. The water consumption is said to be 94 per cent lower, the energy use 60 per cent less and the CO₂ emission 32 per cent less.

Fashion with a conscience.

Not only the facts and figures around the "Weekend" collection are worth looking at, but also the three pertaining pieces of clothing. In both appearance and quality they are equal in every respect to conventional fashion. Max Mara underpins by this that fashion can be stylish, creative and at the same time sustainable. And that PET bottles cut a good figure also on the catwalk.

HIGH GLOSS THANKS TO MANUAL SKILLS.

Manual work is rather unusual these days in the high-technology world. At **Otto Hofstetter AG**, however, it is everyday practice. The team of Patrik Winiger in the **polishing shop** applies much **fingertip feeling** and **determination** to create a finish which matches the **precision** in the watchmaking industry.



They are on the job from seven in the morning until six at night and nothing escapes their watchful eyes. Every tiny scratch and the finest unevenness is worked on until it vanishes without trace. They reach the smallest corner and finest thread undercut and bring the surface to shine brightly. The ten men who work in the polishing shop of Otto Hofstetter AG love their job and their skills are highly appreciated.

Task with consequences.

Their work decides on the quality of the mould bearing the "Otto Hofstetter" label. A good finish of the individual parts influences the production and moulding quality at the customer's in many ways. Edges which aren't broken or thread slides which don't close perfectly, for example, mean that the finished preforms or containers aren't properly released from the mould. This lengthens the cycle time and slows down production.

Meticulous polishing also ensures an absolutely uniform weight of the plastic parts. A characteristic which is quite decisive especially when preforms are concerned. If the

individual blanks don't meet the specifications exactly, they cause undesirable problems. In a production process where every tenth of a second matters this would be an entirely inconceivable scenario.

Last but not least the finish determines the surface quality of a plastic container. The finer the mould is polished, the smoother is – for example – the outside of a fruit gum box. A quality characteristic for which the end consumer should thank the employees in the polishing shop in Uznach.

"POLISHING WORK CAN ONLY BE CARRIED OUT BY HAND. MACHINES CAN'T DO THIS."

Patrik Winiger, Otto Hofstetter AG

One for all, all for one.

This work requires a high sense of responsibility, a skilled eye and many years of experience. The precision imposes highest demands. Some of the procedures are divided into three stages and can take several hours depending on the

size of the mould. Smallest quantities of steel are removed in the polishing process and a tolerance of plus/minus a hundredth of a millimetre is maintained. To this end the specialists of Otto Hofstetter AG rely on finest-grain grinding tape, smoothing paste and felt. Every mould component is

"A GOOD FINISH IS DECISIVE FOR SHORT CYCLE TIMES."

Patrik Winiger, Otto Hofstetter AG

checked under the magnifying glass and worked on until it shines impeccably. Fluctuations in the shape or form of the workers don't exist. Every component is numbered. If, contrary to expectations, an irregularity arises in the test run of a mould, the work in question goes back to the polishing shop. Each member of Patrik Winiger's team is aware of his responsibility. The team spirit is excellent. The members rotate tasks at regular intervals so that they can always help each other out. In this way it is also possible to easily cope with absences due to holidays or illness.

Quality is manual work now as before.

To replace this handwork by machines is no option. The moulds satisfy special requests of our customers. This excludes an economical series production. These complex mould parts are so delicate that only the practiced hand meets the quality requirements of Otto Hofstetter AG. This means that the dexterous workers in the polishing shop continue to be responsible for the high gloss of the moulds and the resulting product precision.



OPERATIVE FOR ONE YEAR.



Otto Hofstetter Shenzhen Ltd. in China has completed its first financial year successfully. Focal points were personnel training, setting up of the infrastructure and customer care on the spot.

The Level-1 training of the Service Technicians has been finalized. This level allows the overhauling of hotrunners and the exchange of defective or worn components of injection moulds. Right now Otto Hofstetter Shenzhen Ltd. trains personnel at Level 2 which includes among other tasks the mounting of moulds and robot kits on existing PET systems. Apart from this the Service Technicians are able to assist customers in matters of a process-technical nature, with the support of the mother company.

First-level support in Shenzhen.

The world's first 16-impression cartridge mould with IML is currently installed in China. To ensure the support of this complex system, training was provided in Switzerland in cooperation with the robot supplier. Otto Hofstetter Shenzhen Ltd. is responsible for the first-level support on the spot.

Original parts from Switzerland exclusively.

The subsidiary in Shenzhen is able to overhaul hotrunners according to Swiss standards. Suitable exchange hotrunners can be delivered to the customers directly from Shenzhen. The most common spare parts are kept on stock locally and available within China at any time. All original spare parts are supplied from Switzerland.

Service and customer training in the local language.

Otto Hofstetter Shenzhen Ltd. is pleased to be able to offer its customers in China a comprehensive support which is not only quickly and readily available, but also in the local language.



Otto Hofstetter AG



WATER COVERS TWO-THIRDS OF THE GLOBE.
WE COVER THE REST.



If you want a perfect preform quality, you can rely on us and our moulds all over the world. www.otto-hofstetter.com/pet