

## EDITORIAL

### We love taking on a challenge

Component costs in our business sector have risen sharply. Costs related to plastics, energy, transportation and salaries are following an upward trend. Procap loves to take on this type of challenge. It is something we do every day. Far from seeing the international situation as inevitable, rather it is a motivating force for our European group. The challenges that we consistently face give Procap the opportunity to grow. Consumption patterns are endangering the planet; globalisation affects clients and suppliers alike. Packaging lines are deployed at ever-increasing speed, and produce ever more complex products. Procap reacts, anticipates and innovates. The contents of this newsletter will showcase this. Procap manages its costs, and is adapting to the requirements of sustainable development and globalisation. Our group is always pushing the boundaries of technical advancement in caps. ■

## an investment of EUR 2,000,000

As proof of the Procap group's capacity for innovation, the group devotes 2% of its annual turnover- EUR 2,000,000 - to research and development.



## ■ SUSTAINABLE DEVELOPMENT

### The Green line IS SET FOR LAUNCH!

**Reduced environmental impact and greater technical performance: the Green line is reinventing closure products. Yves Jozefiak, director of Procap's Sales and Marketing Group, explains.**

#### Why is Procap launching the Green line?



When Procap decided to create a new line of closure products, the company implemented an ambitious research programme and expanded its commitment to the environment.

Today, each industrial site is constantly improving its processes in order to save energy and raw materials. However Procap clearly wants to go further and manufacture products that offer a vision of the world of tomorrow.

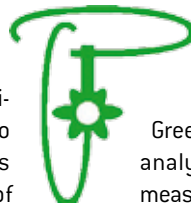
this technology is to come up with the best balance between performance and requirements. Materials that are biodegradable or sourced from renewable resources, as well as the use of easily recycled materials, open up new industrial prospects. The transportation element is now a key to our strategy. Our priorities in this sector are: considerably reducing shipping volumes, in particular by encouraging stacking. The teams at Procap are convinced that the development of the Green line involves an increasingly focused analysis of product life-cycle in order to measure its impact on the environment.

#### How will the product be identified?

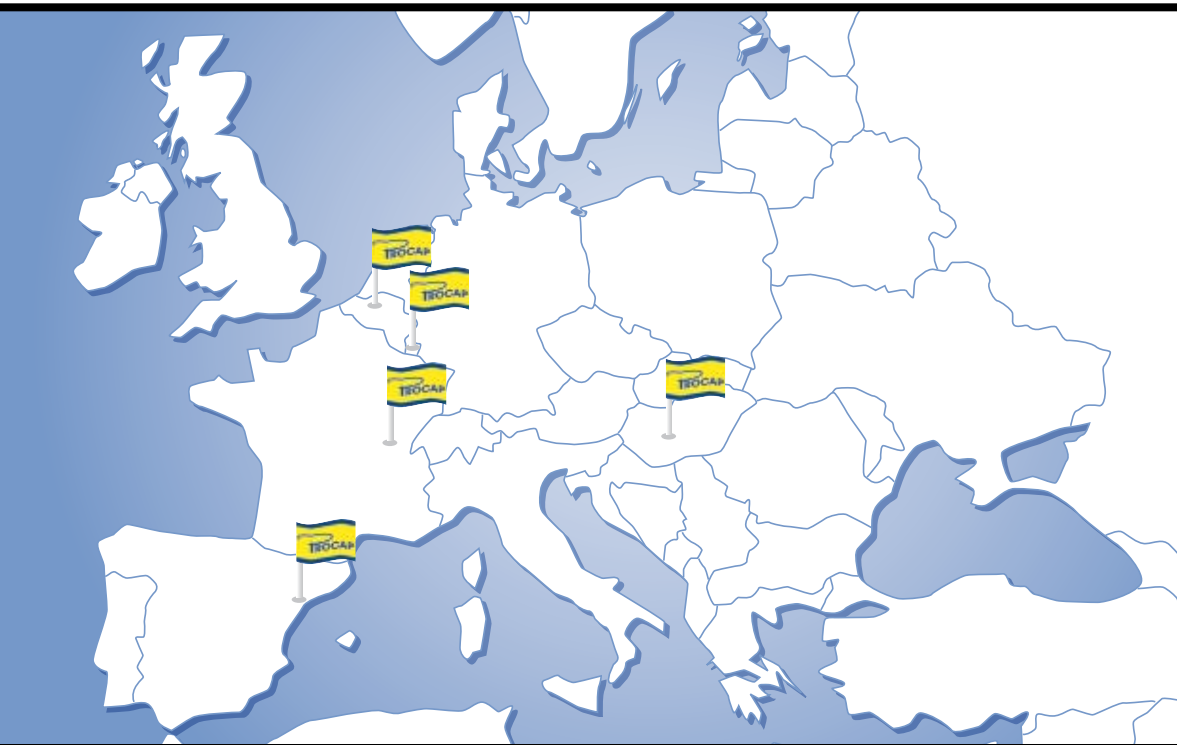
Procap will integrate a distinctive visual element which will allow consumers to identify at a glance the Green products that have undergone the full environmental analysis cycle. ■

#### What does this innovation contribute on a strategic level?

Advances in thin wall injection technology already allow for reduction in the amounts of raw materials used. The challenge with



# CAPTURING EUROPEAN M



THE GROUP can COUNT ON ITS INDUSTRIAL CAPACITIES IN BELGIUM, HUNGARY, LUXEMBURG AND FRANCE, AS WELL AS IN ITALY AND SPAIN.

***Spain, Italy, Hungary, Belgium, France, and Luxemburg: everywhere in Europe, Procap is mobilising its resources to implement innovative closure solutions. A true European 'strike force' that acts on two fronts: proximity and responsiveness.***

« **A** Spanish client in Saragossa demanded an innovative solution. To deliver a relevant and quick answer, we involved the entirety of our European networks.” This is how Yves Jozefiak, sales and marketing director, sums up the resourcefulness of the group at the European level. This is a key advantage for Procap, which can rely on a real spirit of synergy between its sales, research, engineering and production teams. The group can also count on its industrial capacities in Belgium, Hungary, Luxembourg,

France, Italy and Spain. Procap is not only responsive, it is also nearby. Procap remains close to its clients and seeks to offer the best local solutions. And to increase its capacity for innovation, the group participates in the sustainable environmental research programme led by the University of Strasbourg.

## AND ON THE GROUND, HOW DOES THIS WORK?

On the ground, Procap has also restructured its sales force. Lead by Yves Jozefiak, it is organised according to five large geographic zones, each led by a single sales representative. These teams apply their skills across the entire Procap closure range: pharmaceuticals, cosmetics, dry or liquid food products, agrochemicals and chemicals. This reorganisation of Procap's



# MARKETS

European network allows commercial engineers to be in closer geographic proximity to their clients, and thus more available and responsive. This rationalisation of travel is an integral part of the “sustainable development” approach led by Procap. ■

## MINERAL WATERS: A REMARKABLE BREAKTHROUGH



A major Belgian mineral water producer has chosen the new Victoria 30-25 high-neck cap from Procap for its flagship line. On its certified site located in Wiltz, Procap has installed a fully automated, dedicated industrial production line that will make it possible to meet the extremely demanding hygienic standards of the mineral water industry at an attractive price. Victoria 30/25 high-neck caps were designed to be an easily implemented closure solution, which is also applicable to high-speed bottling lines. Its 144-groove external design and its total height are in accordance with the most commonly used market standards. The distinguishing elements on the top of the cap reinforce the product's brand image.



## Commercial Successes

### RECORD R&D TIME

Stabburet, the Norwegian leader in liver pâté and a manufacturer of multi-layer packaging together with the Procap R&D department have succeeded in developing synthetic sterilisable packaging in record time. The closure for this new packaging was manufactured in Procap's factory in Llagostera, Spain. These liver pâtés are packaged in round, yellow plastic packaging designed for a vertical shelf space presentation in the chilled sector.



### NESTLÉ REVITALISES THE NESQUIK BRAND



The Nestlé group continues to entrust Procap with product development for its new Nesquik Plus formulation. The food industry giant decided to adopt a brand new box and has chosen Procap to develop the concept. Procap was responsible for manufacturing the caps for the 250-g- and 450-g-sized containers of Nesquik Plus, a flagship product that has been around for 45 years. Designed with a profound commitment to the environment, the cap can now be opened or closed with one hand. Optimal weight has been carefully calculated to meet the most stringent standards.

### WORKING WITH THE GREAT NAMES IN COSMETICS

Lamborghini, Playboy, DNS Male... In 2008, Cotyastor relied on Procap in Spain for the launch of the new perfume lines which belong to the portfolio of brands managed by Coty. In the field of cosmetics, from nail polishes to perfumes, Procap has gained a level of experience and technical skill which today is recognised by the great names in the sector.



### CORMAN MAKES SMART CHOICES



The Belgian milk production group Corman has chosen an ultra-light 38-mm cap developed by Procap for its 28-cl bottles of light crème fraîche. More practical, hygienic and modern, these bottles truly showcase the product. The Procap cap combines many advantages: ease of installation on high speed production lines, great reliability and ease of use for the consumer.

### LOTUS SEES RED

Lotus Bakeries has succeeded in transferring the inimitable taste of Speculoos, the emblematic Belgian biscuit, into a spreadable product. This new spread is presented in a container topped by a bright red cover bearing the name Procap.



## No more “GLUG-GLUG”



The Syngenta agrochemical group has adopted the new “spout” cap for the 20-litre cans in its S-Pack product line. This tamper-proof, small-diameter cap is located on a second neck opposite the main opening of the can. When this “spout” cap is placed in an open position, it allows for an air flow

to pass through the can’s handle. This mechanism neutralises any funnel effect within the can and ensures that the stackable cans can be emptied in a continuous stream. This innovative technique was developed by Procap’s Research and Development Department in close collaboration with the US-based Chesapeake packaging solutions group.

## OILING THE COGWHEELS

Our site in Duna, Hungary, continues to develop its line of caps for edible oils. The factory is now able to manufacture one-piece caps, two-piece caps for food products in two different diameters and caps for 2 to 3 litre edible oil bottles. This industrial investment has proven to be profitable. Procap is now positioned as the primary supplier to Bunge, Hungary, one of the main producers of edible oils in Eastern Europe.



## Have you HEARD ABOUT wave?



This is the name of the new standard Procap peppermill. It crowns a PET bottle which has been redesigned based on smooth, flowing lines, in collaboration with Pet Power. The whole ensemble can be personalised, which distinguishes it from the standard model marketed at a lower price. A final detail: the peppermill is easy to manage on a production line and preserves the integrity of the product until the bottle is empty.

## News in BRIEF

### PROCAP THE CONQUISTADOR

The know-how gained by the group in the chemical, agrochemical and petrochemical industries has facilitated the introduction of Procap closures on the Spanish market. The factory in Llagostera near Barcelona, has recently expanded its line of moulds aimed at automation and in-line tamper printing processes. In this way, Procap is implementing its technical expertise to establish closure solutions that are best adapted to the requirements of this industry. As a sign of this acknowledgement, BASF-Spain, the main industrial player in the phytosanitary sector on the Iberian Peninsula, has chosen Procap 50- and 63-mm caps for all of its products.

### THREE MAJOR QUALITIES

Procap is one of Syngenta’s major partners in the process of developing packaging for liquids. Syngenta began to introduce new packaging for liquids in June 2008. Procap is the supplier of the new 63-mm and Din60 caps. These two closure systems are fundamental components of the new Syngenta ‘S-PAC’ packaging products, which combine three major qualities: reliability, ease of use and strength.

### A STANDARD REVISITED

One of the main market standards, the Proflex 38-mm cap, has been retooled by Procap. Water-proofing, tamper-proof band, barrier material: these three key elements have been improved. The cap, one of the lightest on the market, has been reprocessed to become one of the most advanced products on the market, whether for high-performance aseptic lines or current standard lines.

### AT THE CUTTING EDGE OF FOOD SECURITY

Procap’s site in Messia, France, is currently committed to a three-year plan aimed at improving food security-related risk management. The plan’s ultimate objective is to obtain BRC/IoP certification; an audit is planned for the end of the year.