

Oben Holding Group (Peru) becomes one of the biggest customers of Atlas & Titan



Oben Holding Group - Head Office in Lima, Peru

formed polypropylene (PP) products. During this period the company had an installed capacity of 12,000 tonnes/year of BOPP film, 1,500 tonnes/year of metallized BOPP film and 6,600 tonnes/year of thermo-formed PP products, exporting to more than 10 countries in Latin America.

Associated distribution centres were established in Peru (initially founded as PrintoPac) and Colombia (PackFilm Ltda.) in order to offer improved and faster service.

Regional Expansion: 2001 – 2010

Due to its strategic location and other determining factors, the head office of the group was moved to Peru with the establishment of OPP Film S.A., which started operating with an installed capacity of 20,000 tonnes/year of BOPP film.

Eventually, a 5,000 tonnes/year BOPP film vacuum metallizer was installed and the distributors PackFilm de Venezuela and FilmTrading in Brazil were also established.

OPP Film S.A. quickly expanded with a new 30,000 tonnes/year BOPP film line and a second industrial complex with a new Cast Polypropylene (CPP) film line, an extrusion coating line for thermal laminating products and metallized BOPP lines, with 15,000, 5,000 and 12,000 tonnes/year capacity, respectively.

Continuing its regional expansion, OPP Film Argentina S.A. was established and commissioned a new BOPP film line and BOPP metallizer with capacities similar to those available at OPP Film S.A.

Due to consolidation of the Group in Colombia, PackFilm Ltda. moved to a larger facility and installed a new line of thermo-formed PP products, adding 13,200 tonnes/year capacity to the Group.

Two new sales centres were also inaugurated: PackFilm Centro-América and PackFilm in Chile.



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OPP Film S.A. of Peru is part of Oben Holding Group and is a rapidly expanding company which first commenced operations in BOPP film production in 1991 with the foundation of BOPP del Ecuador S.A.

This company exported film to the neighbouring countries of Colombia & Peru and then commenced production of BOPP film in Peru in 2003 with the establishment of OPP Film S.A. in Lima.

Since then, continuing rapid expansion of business has led the Oben Holding Group (OHG) to invest in additional BOPP, CPP and BOPET film lines, an extrusion coating line, vacuum metallizing machinery and acquisition of other South American film producers.

It is a creative and modern industrial group that develops, produces and sells polypropylene (PP) and polyester (PET) films for flexible packaging for consumer goods and other industrial applications, coated film for the graphic arts industry and thermoformed PP products. It is physically present in 11 countries and exports to more than 25 countries in the Americas, Africa and Europe.

The Beginning: 1991 – 2000

In 1991, BOPP del Ecuador S.A., was engaged in the production of bi-axially oriented polypropylene (BOPP) sheets and thermo-

Markets Served

- *Converting industry*
- *Confectionery*
- *Snacks*
- *Bakery*
- *Pasta*
- *Labels*



The Facilities

- Export oriented state-of-the-art factories
- ISO 9002 and ISO 22000 certified
- 8 factories in 5 countries
- 1500 employees in 11 countries
- Low cost leadership based on highly efficient operation and fast customer order turnaround

Erik Sosa, Technical Director, Oben Holding Group (centre) with Jalil Majluf, Engineering Manager (left) and Brainlin Castro, Plant Manager (right) at OPP Film S.A. in Lima and the 8.9m wide Atlas CW984 primary film slitter commissioned in 2012

“We have been very pleased with the performance of the Atlas film slitters over the last 12 years.”

Consolidation: 2011 – Present

Complementing the presence of the Group abroad and aware of the commercial potential in the United States, PackFilm North America, Inc. and OPP Film México were established.

Expansion in Argentina and Ecuador of new production lines in thermo-formed polypropylene products was also completed with a joint capacity of approximately 16,000 tonnes/year.

In Peru, the largest expansion project in the history of Latin America was also announced which included works for the installation of two new BOPP film lines with a combined production capacity of 70,000 tonnes/year and a line of metallized BOPP film with a capacity for 15,000 tonnes/year.

A new CPP (cast polypropylene) film line with 20,000 tonnes/year capacity has placed OHG as the indisputable leader in the Americas for production of this range of products.

One BOPET film line was installed and started up in Peru in 2013 with a capacity of 35,000 tonnes/year marking the entrance of OHG into BOPET film production.

Chilean BOPP and BOPA film producer Sigdopack was acquired in 2013 to further strengthen the position of OHG in South America and to better serve its expanding customer base.

Finally, with an extensive range of products in BOPP, CPP, BOPET and BOPA films as well as metallized and extrusion coated grades, OHG established a sales office in Europe to service its demanding and diversified market.

Roger Astell, Communication Manager for Atlas Converting Equipment Ltd. met Mr. Erik Sosa, Technical Director and Mr. Alfredo Barreda, Corporate VP & Commercial Director of Oben Holding Group to discover how Atlas & Titan slitter rewinders have contributed to the success of the company over the last 12 years.

RA: *What were the main reasons for deciding to install your first Atlas primary film slitter at OPP Film?*

ES: We knew that Atlas had a leading edge in film slitting technology and our competitors in BOPP film production were successfully using Atlas film slitters, so the equipment came with good recommendations.

When OPP Film was established in Lima in 2001 and we installed a new BOPP film line, a 6.8m wide Atlas primary slitter was commissioned when the line started up in 2003.

We were very pleased with our first experience with Atlas as a supplier and we could see that their technology in slitting & rewinding was a good fit for our expanding business. It also gave us a lot of confidence to install other Atlas equipment in the future.

RA: *The business expansion in recent years of the Oben Group in South America has been quite dramatic, so how many Atlas machines do you currently have in operation?*

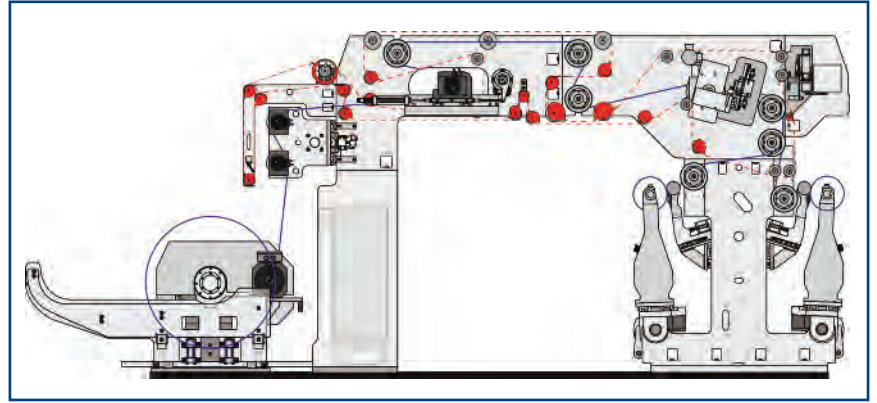
ES: We currently have six Atlas slitter rewinders but we have also installed five Titan ER610 compact secondary slitters in recent years to process narrower width materials for flexible packaging applications.

Other Products & Services

- Film extrusion and stretching
- Vacuum metallizing
- Extrusion coating
- Thermoforming
- Slitting & rewinding



One of the Titan ER610 compact slitter rewinders in action at OPP Film in Lima



The new Atlas CW5400 Series slitter rewinder

In 2012, we installed two 8.9m wide Atlas CW984 primary slitters for two new BOPP film lines in Lima and we also have two Atlas CW800 film slitters at 2500 and 3600mm wide for our metallized film production – plus one Atlas CW810 at 4800mm wide for CPP film.

We will add two of the new Atlas CW1040 Series primary film slitters at 8.9m wide – one in 2014 and one in 2015 – for two new BOPP film lines, one in El Salvador and one in Colombia. One of the new 4.8m wide Atlas CW5400 film slitters will also be installed in Q3/2014 and one early in 2015 for processing 4.5m wide metallized BOPP film, which will be the widest available worldwide.

Finally, three more 1650mm wide Titan ER610 compact slitters will be added for packaging films. So, in total that will be 18 Atlas & Titan slitter rewinders within the Oben Group by the end of 2014.

RA: *With so much production capacity, how much and what types of film is your Group currently producing? You must be one of the world's biggest producers of plastic films?*

ES: In 2013, the Oben Group produced 230,000 tonnes of BOPP film; 35,000 tonnes of CPP film; 35,000 tonnes of BOPET film and 6,000 tonnes of BOPA (nylon) film. In the last 10 years our Group has grown from one of the smallest to be one of the biggest players in plastic film production.

We now have ten BOPP film lines with one more to be added in 2014 and one in 2015. We also have two CPP film lines, one of which is the widest in the Americas at 6.2 metres.

In the earlier years our expansion was organic but we also established production in Argentina and more recently we acquired

Sigdopack in Chile which also has a production facility in Argentina.

Both Sigdopack locations have Atlas & Titan slitter rewinders now bringing the total to 28 machines from your company within our Group.

However, 70% of our production is currently exported from Peru making Oben Group the largest producer of polypropylene film in South America.

RA: *What particularly are the most important technical features of the Atlas & Titan machines which make them such a successful solution for OPP Film S.A. and Oben Group?*

ES: Control of the web tension is critical in our film processing business in order to produce the highest quality of rewind reels for our customers and for further internal processing, like metallizing. This is something which Atlas and Titan have mastered well.

All the Atlas and Titan slitters are very operator friendly machines and the reliability of the equipment has also been extremely important for us. However, we have had first class service and support from Atlas when any problems have occurred - you have a very good team.

RA: *Mr. Barreda, from a more commercial perspective, would you have anything further to add?*

AB: We have been very pleased with the performance of the Atlas film slitters over the last 12 years and this gave us every confidence in placing the order with Atlas for several new CW Series slitter rewinders.

Atlas without doubt provides one of the best slitting technologies for BOPP film and we look forward to starting-up the two new BOPP film lines and Atlas film slitters in El Salvador & Colombia.

“We knew that Atlas have a leading edge in film slitting technology and the reliability of the machines has been extremely important for us.”

Materials Processed

- BOPP film
- BOPET film
- BOPA film
- CPP film
- Metallized films
- Extrusion coated films & papers

Product Summary: Atlas CW5400 Series Film Slitter

Machine Specification

Technical Data

	4200mm (165in)	4800mm (189in)	5400mm (212in)
Web Width	4200mm (165in)	4800mm (189in)	5400mm (212in)
Maximum Unwind Diameter	1500mm (59in)	1500mm (59in)	1500mm (59in)
Maximum Rewind Diameter	1200mm (47in)	1200mm (47in)	1200mm (47in)
<i>Option</i>	1500mm (59in)	1500mm (59in)	1500mm (59in)
Maximum Production Speed	1000 m/min (3300 ft/min)	1000 m/min (3300 ft/min)	1000 m/min (3300 ft/min)
<i>Option</i>	1200 m/min (4000 ft/min)	1200 m/min (4000 ft/min)	1200 m/min (4000 ft/min)
Min/Max Slit Widths	300mm / 3600mm (12in / 142in)	300mm / 3600mm (12in / 142in)	300mm / 3600mm (12in / 142in)
<i>Optional Minimum Slit Width</i>	200mm (8in)	200mm (8in)	200mm (8in)

Materials

Plastic Films BOPP, BOPET, BOPA, CPP - plain, printed, coated or metallized from 8 - 200 micron

Laminates Various materials from 20 - 200 micron

OPP Film will become the first company to install and commission the 'next generation' Atlas CW5400 Series slitter rewinder at 4.8m wide.

The Atlas CW5400 Series is available in widths from 4,200 to 5,400mm and the complete CW Series of more compact film slitting solutions now covers machine widths from 2,500mm to 10,400mm with running speeds up to 1,500m/min.

The first of two 4.8m wide Atlas CW5400 film slitters ordered will be installed at OPP Film in Lima during Q3 of 2014 and will be processing the world's widest metallized BOPP film currently available at 4500mm. The second CW5400 film slitter will be installed and commissioned early in 2015.

Major benefits of the new Atlas CW Series technology include higher efficiency, increased productivity and reliability, higher quality rewind reels, reduced noise levels and more effective, operator-friendly control systems.

The Atlas CW Series has been designed to cope with the increasing speed of film production lines and does not just rely on a sustainable, increased running speed to



The 4.8m wide Atlas CW5400 Series film slitter under test at Atlas UK prior to shipping

achieve this - the CW Series also has faster acceleration and deceleration cycles.

Compared to a conventional film slitter running at 1,500m/min. producing rewind lengths of 8,000m, the Atlas CW Series will have a faster rewind cycle, but at only 1,200m/min. When running much longer rewind lengths at a speed of 1,500m/min., together with faster acceleration & deceleration cycles, the new CW Series far out-performs conventional film slitters.

Atlas has now sold more than 70 of the new CW Series slitter rewinders since their introduction in 2012, in widths from 2,500mm to 10,400mm for BOPP, BOPET and CPP films.

This latest Atlas technology features wireless rewind arm positioning, automatic knife positioning and direct drive web path rollers ensuring optimum web tension for films as thin as 6 micron and up to 125 micron.

Electrical cabinets are now fully integrated in to the machines to reduce the space required for installation with 'under floor' service channels no longer required.



Peter Barnes (left), Sales Manager for Atlas, South America with Erik Sosa, Technical Director of Oben Group at the signing of the contract for the two Atlas CW5400 primary slitter rewinders

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