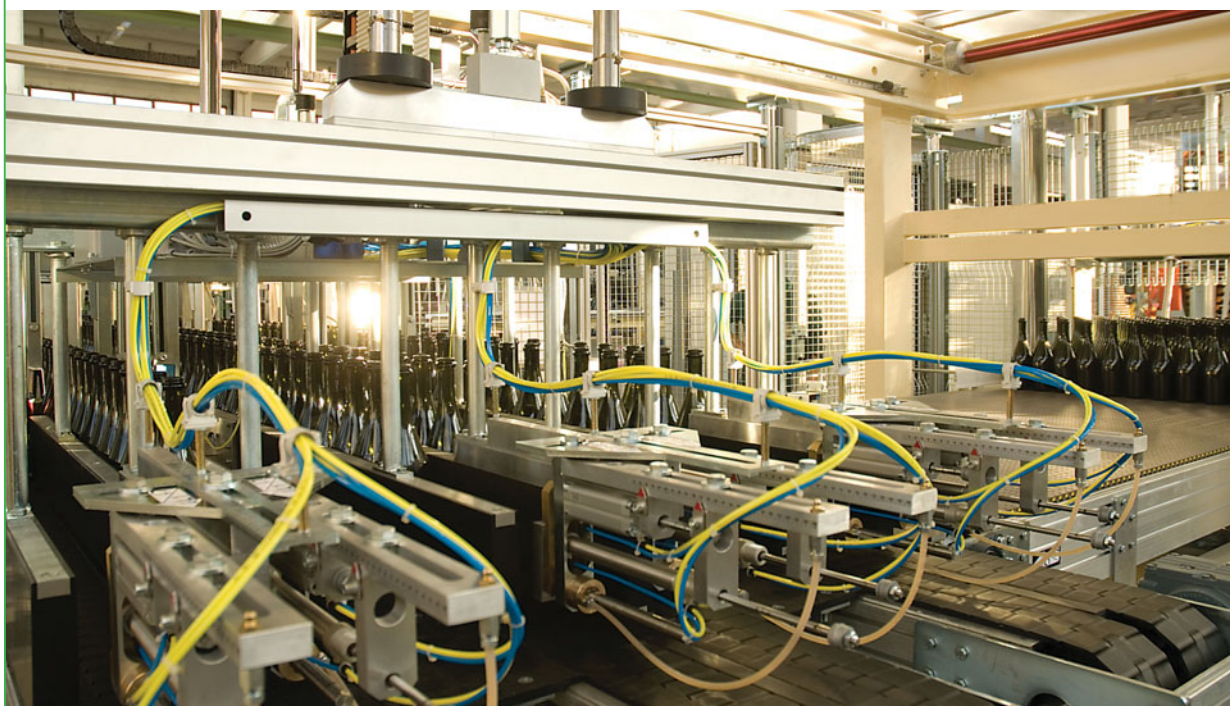


# Zecchetti: a complete for the cold end



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WHEN A SUPPLIER AND MANUFACTURER OF MACHINERY GAINS AN IMPORTANT ORDER IT IS ALWAYS A GOOD EXPERIENCE, BUT WHEN THIS ORDER COMES FROM A NEW PLAYER IN THE GLASS INDUSTRY, EVEN MORE SO. IN THIS ARTICLE, ZECCHETTI SPEAKS ABOUT ITS NEW IMPORTANT CLIENT WHO HAS AN ENTIRE RANGE OF ITS MACHINES, INCLUDING COLD-END CHAIN CONVEYORS, FULLY AUTOMATIC PALLETIZERS, SHUTTLE CAR AND HOODING/SHRINK-WRAPPING OVER FOR FINISHED PALLETS.

In a previous article Zecchetti proudly announced that it had increased its presence in the glass market up to the point that all the most important glass manufacturers, as well as many other smaller companies and non multi

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national entities had purchased Zecchetti machines.

And now, with the same satisfaction, its can now say that a new player, who has recently decided to enter the glass market arena, has selected Zecchetti as the supplier



# range of equipment

of its cold-end equipment, including: Cold-End Chain Conveyors, Fully Automatic Palletizers, Shuttle Car and Hooding/Shrink-Wrapping Over for finished pallets.

This new player, *Pol-Am-Pack S.A. Glass Mill Orzesze* (a subsidiary of the worldwide recognized packaging manufacturer *Can-Pack S.A.*) was looking for an experienced and reliable supplier to be



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## ABOUT CAN-PACK S.A.

Can-Pack S.A., located in Crakow, was established in 1992 with the task of producing aluminium beverage cans and ends. Over the years Can-Pack has proven to be a very modern and innovative company and has strengthened its position on the packaging market also offering steel cans, steel ends and crown corks. It eventually became a mother company for the whole Can Pack Group. Continuing its policy to diversify its product offer in 2005 Pol-Am-Pack S.A. (Can-Pack S.A. wholly owned subsidiary) acquired the *Orzesze* glassworks in Orzesze and modernized the existing glass mill. As a result Can Pack Group extended its offer of products by introducing glass packaging (jars, bottles), which was accompanied by the development of the corresponding glass recycling activities.

trusted not only as a single machine manufacturer but also as a long term partner. This, indeed, is one of the distinctive features of Zecchetti i.e. a company always oriented to assist clients as much as possible thus building up a strong relationship.

### SPEAKING TO POL-AM-PACK

And in this respect, Francesco Parma, International Sales Manager at Zecchetti, spoke to Mr. Piotr Nieprzecki, Quality Director of Pol-Am-Pack S.A., to find out the reasons behind this choice.

#### ***How did you find out about Zecchetti?***

*I have known Zecchetti from my long lasting previous experiences in the glass manufacturing industry, as well as from recommendations from leading glass manufacturers.*

#### ***Which were the reasons that brought you to buy from Zecchetti?***

*The equipment offered by Zecchetti to Pol-Am-Pack S.A. was a tailor-made solution corresponding to the expectations and requirements*

*we set for the new investment. An important factor we took under consideration prior to purchase decision, apart from the quality and functionality of the equipment, was also the price of the machines and a highly appreciated attitude of the Zecchetti representatives that were very open and determined to fulfil our expectations and meet our requirements.*

#### ***How can you judge the relationship with Zecchetti up to now?***

*From the very beginning of our cooperation both parties aimed at building a partnership relationship, which has been strengthened further during the past few months.*



### Zecchetti Srl

Via Galileo Galilei, 1-1/A  
42027 Montecchio Emilia  
Reggio Emilia - Italy  
Tel: +39 - 0522 - 867411  
Fax: +39 - 0522 - 866034  
sales@zecchetti.it  
www.zecchetti.it