

Embala Nordeste

Roberto Pereira



Carnevalli exhibited a 60 mm extrusion line at the 3rd. EMBALA NORDESTE-Plastic Packaging and Processing Exhibition, held from Aug.18th to Aug.21st, in Pernambuco State **PAGE 3**

Industrial Policy



The new industrial policy, launched by federal government on May 12 of this year, will contribute to increase the volume of funding over the next two years. Part of this volume will come from resources of the National Bank of Economic and Social Development (BNDES) and the Support Program for Industrial

Technological Capacity of the Ministry of Science and Technology and destined to the industrial and service sectors.

The series of measures establish credit expansion and facilitation and incentive export activities.

Nearly 80% of the machines purchased nowadays in Brazil are financed by the BNDES and by FINAME (Machinery and Equipment Financing Program), which is the major channel for sales of capital goods, with new doubled mortgage terms up to ten years, besides credit facilitation and taxes and fees reduction, contributing to the growth of the domestic market.

According to Antonio Gallardo, Financial Director of Carnevalli the non-fiscal obligation, the increase of resources by BNDES, the expansion of mortgage terms, the reduction of the BNDES spread rates and the maintenance of the TJLP (Long Term Interest Rate) at attractive



O BANCO DO DESENVOLVIMENTO DE TODOS OS BRASILEIROS

levels, will be important incentives for anyone who wants to buy new equipment.

In order to keep supporting exports of capital goods, now much affected by currencies exchange ratios, the Productive Development Policy and the Government New Industrial Policy give the means to help exporters to establish competitive prices and keep their market share. Among the main measures are the extension of the "Green Yellow Draw Back" program, the credit limit extension for the "Proex Financiation Program" and "Equalization Program" operations and also the pre-shipment financiation program "Revitalize Exports".

The new site of Carnevalli is a reality !

Carnevalli has a new face on the Internet. The new site was completely redesigned, now it is better organized and easier to use. The content is updated and more dynamic.

And the news does not stop there, now the user can choose between English and Spanish versions, besides Portuguese.

All product lines, agents directions in several countries, and a page for marketing second-hand machines, are some of the resources offered, in addition to downloading of the electronic version of Carnevalli Press. This is Carnevalli, increasingly improving communication with its customers.

Word of the President

The great challenge of communication

The first edition of Carnevalli Press was very welcome by our customers, which left us very glad, but also anxious. We know that the quality of communication goes beyond the information and investment. A company needs to build a strong and real corporate identity through the quality of its products as well as of its communication.

The communication requires much more than planning, knowledge ... It is necessary to do it right since the very beginning because it is very difficult to have a second chance.

We strive to maintain the tradition of innovation, not only with our equipment, but also on how to use the communication.

In the second edition of Carnevalli Press, we invite you to see our site: renewed, better organized and easy to use and, now, with an updated and dynamic content.

We present a summary of trade fairs with our participation in Europe and Latin America, in addition to some customers reports in Spain and Poland.

The high productivity and reduced energy consumption of the 60 mm extrusion line were the highlights at the "Embala Nordeste"

See also the innovative technology of the direct drive system with high-torque motors and the its advantages over conventional drives among the features we offer for the entire line of extruders.

We want to bring up to you, customer and partner, a bit of our effort in keeping this link of communication.

Give your opinion: through Carnevalli Press we will maintain a constant and constructive dialogue.



Wilson M. Carnevalli- President

Inprint

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Fernando Machado
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Siemens and Carnevalli: Partnership motivated by competence

There are 15 factories, more than 12 thousand employees and eight centers of research and development that make of Siemens one of the leading companies in the Brazilian market. Present in over 190 countries worldwide, is recognized worldwide for the innovative technologies and by encouraging the improvement of technology of the companies that maintains as partners.

Straitening this global network of innovation with Carnevalli, Siemens provides electric motors, drives, protections for circuits, among other products, adding high-performance to the equipment of the company leader in extrusion in Brazil.

"Having Siemens components in our machines is a differential, a worldwide reference, very important to us that are leading the domestic market and are also exporting to countries in Europe, Asia and Latin America", emphasizes Rodrigo Portes, General Sales Manager of Carnevalli.

High performance, tradition and efficiency

In the competitive market of extruders and flexographic, manufacturers of machines seek for alliances in order to develop skills and offer different strategies.

According to the engineer Wendell de Oliveira, General Manager of Siemens, there is a specific strategy for each market segment. "We have strategies for Distributors, End Users and OEM's (manufacturer of machinery), as Carnevalli".

Applying effectively the resources available to manufacturers of machines, Siemens is in a constant search for customers with profile

similar to their own, that valorize technology and innovation and that are seeking for lasting relationships.

One characteristic very much appraised by the company that is leader for more than 150 years is the technological profile that some companies have in always being developing new products and seeking for solutions.

"Carnevalli profile within its market is the same of Siemens, both companies have as a tradition the constant search for innovation and technology".

More than a business of buying and selling, the relationship between Carnevalli and Siemens is based on the constant development of projects and on the access to the main technologies available on the market.

"Carnevalli always has on first-hand the major technological innovations available in the world, ensuring constant innovation and the possibility of supplying the market with high-performance machines with very competitive costs," said Wendell de Oliveira.

This allows that Carnevalli reduces the investment in researches to develop new technologies, thus en-

suring a greater competitiveness in the market.

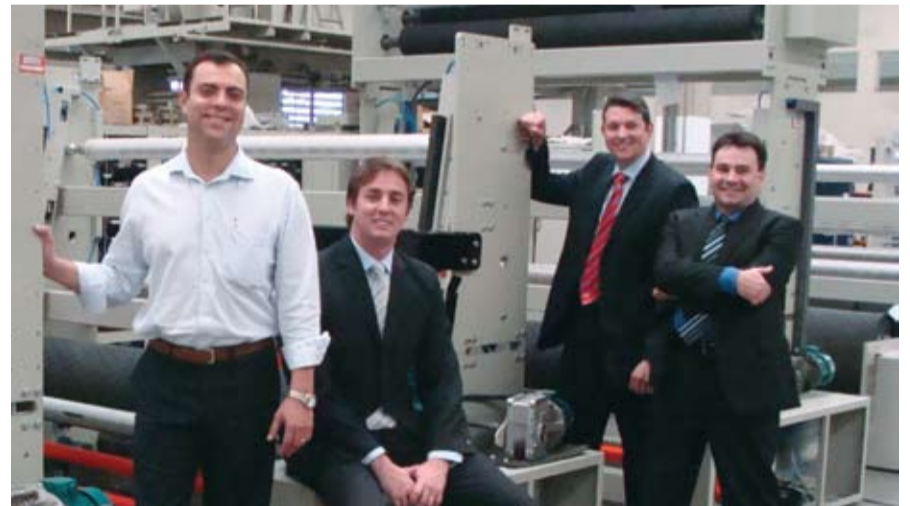
Portfolio of Solutions

The gain in productivity combined with the reduction of energy consumption is the differential that every manufacturer of machinery is searching for. According to Rodrigo Portes, the benefits to be working with a global supplier could be observed at the beginning of the partnership.

"By using the solutions of Siemens, we can use smaller motors, reduce the energy consumption and also gain productivity with much more efficiency," celebrates Portes.

The huge portfolio of the company leader in Brazil is another differential perceived by the market, making Siemens one of the biggest suppliers of Carnevalli.

"We have the largest portfolio of products, so we can provide our customers from a connector to a complete system of automation, thus ensuring efficiency at the solution and operational benefits to our customers," says Ronnie Sanchez Eusebio, Sales Engineer of Siemens.



Rodrigo Portes, from Carnevalli, Ronnie Eusebio, Wendell de Oliveira, Marcio Hernandes, from Siemens

A two-way-road

This way can be defined the partnership between Siemens and Carnevalli.

In spite of being the world's leader manufacturer of electric motors, the participation of Siemens was not very strong in Brazil. For more than four years, with few options for suppliers in the domestic market and constant request from

customers, Siemens came back to the market with products of high performance and efficiency, thereby complementing its portfolio of products. It is also part of the strategy of Siemens to produce this equipment in Brazil very soon.

Carnevalli has been one of the first major manufacturers of machinery to bet in Siemens and this partnership has been increasing over the years. "Certainly, Carnevalli is one of our biggest customer in electric motors", said Oliveira.

Embala Nordeste

Carnevalli outstands at the "Embala Nordeste"

The third edition of the "Embala Nordeste" - International Fair of Packaging and Processes, held between August 18 and 21, in Pernambuco, exceeded the expectations of the exhibitors and visitors, more than 12 thousand people directly connected to the sector.

Carnevalli, Brazilian leader manufacturer of extrusion lines, exhibited at the trade fair a 60 mm extrusion machine with an excellent cost / benefit ratio: high production with reduced energy consumption. Automated with a PLC management system, MMI operational interface and a gravimetric dosing system, the extruder can reduce up to 15% the energy consumption.

A quality and productivity leap

Located in the inlands of Pernambuco State, at Taquaritinga do Norte, Tanplast Ltda, is on the market of flexible plastics for 15 years, producing PP, LDPE and HDPE packaging films.

The constant search for quality of its products and need for machine renewal favoring modern equipment, were essential factors that led to the acquisition of the 60 mm extrusion line from Carnevalli.

According to Givanildo Bezerra, Director of Tanplast, the investment was a jump to modernize and increase its production.

"The Carnevalli machines are essential for companies who want to have advanced technology and gain competitiveness both in domestic and international markets", he says.

The high productivity and versatility of the new equipment was the main differential presented to visitors, being considered the extruder with the highest and best performance, not matched by any other extruder at the exhibition.

"We showed that besides having a high production level, our extruder succeeds in stabilizing the bubble more easily and produces rolls with optimal quality," commemorates Rodrigo Portes, General Sales Manager of Carnevalli.

A huge amount of orders was achieved and many other deals were initiated, proving the growth of the Northeastern Region.



Givaldo Bezerra and Eduardo Drahomiro, Carnevalli's agent, in front of the 60 mm extrusion line exhibited

Trade Fairs and Events

Carnevalli is present in important exhibitions in Europe and Latin America

Divulgação



Carnevalli's booth at the 15th PLASTIMAGEN, held in Mexico City

During the first semester, Carnevalli has been involved in three important trade fairs in Europe and Latin America in order to divulge its equipment and also strengthen its brand.

The 15th International Exhibition of the Plastics Industry, in Mexico, was a great opportunity to strengthen business in several countries of Latin America. With more than 100 machines sold only in Mexico, Carnevalli handed over another equipment during the trade fair.

The 3-layer co-extrusion line Polaris 3PO 2100 was one of the biggest and most complete equipment in exhibition at Banamex Center. With IBC, gravimetric system and edg-trim removal system, the machine was running LDPE, LLDPE and HDPE materials, so visitors had an opportunity to check its versatility and high productivity with low power consumption.

Business opportunities and deals were also generated during the 3rd edition of the Expoplast Peru (International Fair of Plastics Industry).

"Today, Peru is considered a strategic market for us, a country with excellent economic growth," said Rodrigo Portes, General Manager of Carnevalli.

"We already exported more than 130 equipments to Peru and the trade fair was an excellent opportunity to divulge the new actions of the company," commemorates Portes.

With the growth of customers in the country, Carnevalli is betting on services and after-sales services, in addition to a new sales agent.

"Our customers can count on a visit for consultancy and technical support."

Considered as the major plastic processing exhibition in Eastern Europe, Plastpol - International Fair of Plastics Processing -, held at Kielce, Poland, arrives at its 13th edition with exhibitors from 29 countries, including Brazil.

"Carnevalli was received with great satisfaction at Plastpol, once we have established an association, two years ago, with a company based in Warsaw, M/S Ricco International Trade & Consultancy, to promote and sell our products, as sole agents for Poland," says Fernando de Paula Eduardo, Manager for Business Development.

During the trade fair, visitors and converters from Poland could exchange experiences and discuss new investment projects regarding Carnevalli's equipment, from extruders lines to the flexo printers.

Torplast

Carnevalli conquers market in Poland

Torplast started in the competitive Polish market in 1993, producing films for single packaging.

With two manufacturing plants, operates in the segments of the market that require high quality in its products. Nowadays, provides HDPE bags mainly for food industries and supermarkets, as well as Stretch films and LLDPE technical films.

In order to meet new applications, Torplast imported the extruder Polaris Magnum 75 for HDPE film and the flexo printer Amazon 4 of Carnevalli, to increase productivity and collaborate with sustainability.

Slawomir Wosniak, Commercial Director of Torplast says that the investments were significant to start the production of films with the utilization of biodegradable resins.

The after-sales services, the quick delivery of replacement parts and the technological support, were decisive for the beginning of the partnership.

"We only invest in high-quality machinery and with a reliable after-sales service and Carnevalli also offers us technological support for new applications," says Wosniak.



Riplastic

Carnevalli extruders give versatility and quality increasing the productivity of the company.

Located in Santo Amaro, south of São Paulo City, Riplastic began its activities in 1990, selling polyethylene bags. With the increasing demand, it became necessary to produce polyethylene film in house. With the purchase of one extruder, the production began, but the end product did not have the quality desired by customers.

“At that moment, we realized that we had to acquire a Carnevalli extrusion machine,” says Ricardo Busquets, Commercial Director of Riplastic.

The quality, versatility and overall high performance of Carnevalli’s extrusion lines, were decisive factors for the acquisition of the new equipment.

The company’s production facilities counts with two Polaris 60 extruders, one Polaris 75, and also

one eight -color flexographic printing press Amazon 8 High Tech, recently acquired by Riplastic.

Nowadays, the company produces polyethylene bags, LDPE, LLDPE and HDPE film and rolls, attending different segments, such as chemical, pharmaceutical, metallurgical, automotive and food industries.

According to Busquets, benefits and advantages from having a domestic supplier, with quickness in service attendance and parts replacement, changed the trajectory of Riplastic, which can be divided into two parts:

“Our history can be divided as before and after the partnership with Carnevalli, with gain in productivity combined with quality of the film that we produce, that allowed us to reach an increasingly demanding market.”



Sergio Westin, from Carnevalli, between Ricardo Busquets and Agostinho Rafael, from Riplastic

Jumarsol

Jumarsol increases its production capacity with Carnevalli extrusion lines.

Based in Valencia, Spain, Jumarsol since 1988 has been engaged in production and recycling of polyethylene materials. Jumarsol uses Carnevalli extruders to produce film for various applications, mainly HDPE refuse bags, that are distributed to several European countries, including Spain. With a monthly output of 900 tons of finished products, its production capacity has been growing each year. In 2005, Jumarsol started a customer’s partnership with Carnevalli, with the acquisition of two extrusion lines.

The confidence built with the use of these two first Carnevalli’s machines led Jumarsol, in a period of only three years, to acquire other two extrusion lines. Nowadays its production is based mainly on Carnevalli machines, one Polaris Magnum 60, one Polaris Magnum 90 and two Polaris Magnum 75 equipped with direct drive with high-torque motors. According to Juan Jose Aparicio, owner of Jumarsol, the high production capacity of the machines allied to their reliability,

and the excellent personal and professional relationship with Carnevalli’s technicians and differentiated after-sales services, made all the difference in the productivity of the company.

“Carnevalli should have come to Spain earlier, we are very happy with the equipment we purchased and with the after-sales services”, says Aparicio.



José Juan Aparicio



High Torque Motors

Innovative Technology guarantees precision at speed control.

Carnevalli extrusion lines can be fitted with components, accessories and peripherals aimed to meet particular applications and optimize the production. One of these features is the high torque motor technology that allows greater energy efficiency and better overall performance of the machine.

The tendency in employing direct drives with high torque motors,

as a result of an innovative technology with important advantages over mainstream extruders powered by conventional drives, is increasing and irreversible, as it provides more accurate speed control and better efficiency relative to usual indirect drive systems.

“Carnevalli has already produced and sold, to Latin American countries, 3 and 5- layer extruders with high torque motors”, says Fernando de Paula Eduardo, Business Development Manager.



ADVANTAGES:

- Compact layout due to direct coupling of high torque motors to the extruders, with no gearboxes, flexible couplings, belts, etc., for space saving and more free walk around area;
- High efficiency due to reduced energy consumption allowing energy savings of up to 25% over conventionally driven extruders;
- Low operational noise due to lower speeds and absence of gears and other mechanisms;
- Maintenance-free operation (no brushes, collectors, gears, oil changes, etc.);
- High precision speed control and high torque, even at very low speeds, on continuous duty.