

# Navigating the winds of change

Interview with Ing. Vincenzo Cerciello, Technical Director, Nordmeccanica S.p.A.

**1. IN 2018, NORDMECCANICA CELEBRATED ITS 40TH ANNIVERSARY. HOW HAVE THE CHALLENGES THE COMPANY FACES CHANGED IN THE COURSE OF THE YEARS AND WHICH ARE THE MOST IMPORTANT CHALLENGES THE COMPANY FACES TODAY?**



From left to right: Ing. Antonio Cerciello, President, Nordmeccanica Spa, Vincenzo De Luca, Laura La Posta, Ing. Vincenzo Cerciello, Technical Director and Alfredo Cerciello, Executive Vice President, Nordmeccanica Spa.

Considerable changes have occurred over the years:

- Migration of many structures to the SL technology.
- The research of always more sophisticated products.
- The need for increasingly sophisticated machines from a technical and technological point of view that would allow more complete management also in terms of recipes and saving data to check the quality of the product (quality tracking), up to today's industry 4.0 requirements.
- Machines assuring a lower energy consumption and Nordmeccanica has worked both on the optimization of electricity consumption and on the efficiency of the drying systems.
- The increased need to develop machines that could work thinner films.
- Downgauging of the films used, with more sophisticated machines for an accurate film tension control and management.

I think the most important trends in our industry and the challenges to be faced are the following:

- Increase the functionality of the webs through the coating technology.
- Further increase in the use of the solvent-less lamination technology in order to ensure environmental sustainability and compliance with the most stringent food packaging requirements.

- Laminate the same materials in order to allow the possibility of packaging recycling.
- The requirement of films that could guarantee high barriers to oxygen and steam, reducing the use of aluminium materials.

At the same time, the need to have much more functional packaging is also increasing, with a request for lacquering, matting and varnishes that implement the aesthetic and image functionality (marketing recognition).

**2. AT THE CLOSING OF 2018, YOU CELEBRATED YOUR COMPANY'S ANNIVERSARY WITH MANY PARTNERS. AT THIS EVENT, YOU ANNOUNCED SEVERAL INNOVATIONS TO COMMEMORATE YOUR ANNIVERSARY. WHAT ARE THEY AND WHEN WILL YOU LAUNCH THEM ON THE MARKET AND WHERE CAN PARTIES INTERESTED SEE THEM IN ACTION?** During the event,

we showed all our coating trolleys that we continue to develop and which we will develop to meet customers' needs to use adhesives and lacquers with high percentages of solid, low coating weights, excellent wettability with consequent speed increase and low solvent residue.

Our new Super Simplex e800 is developed to meet the requirements of the market for narrow webs that also includes the digital market, which is gaining more and more importance in our industry.



The new Super Simplex e800 introduced to customers and partners in December 2018.

We are always carrying out projects regarding technological innovations concerning both coating/lamination and metallization processes.

All this will be presented at upcoming exhibitions starting with the K Exhibition.

### 3. WHAT ARE THE MARKETS NORDMECCANICA TRADITIONALLY SERVES AND WHAT ARE YOUR PLANS WITH REGARDS TO VENTURING INTO NEW MARKETS, SUCH AS BATTERY PRODUCTION ETC.?

We currently serve the market of flexible packaging for food, but during the last 10 years, we were also working for other sectors of the industry with dedicated and custom-made machines developed according to the required products.

For years, we have also served markets such as photovoltaic, PSA, lacquering with UV system and electron beam systems, machines for the production of chemically treated polyester and machines for the production of electrical and electronic components. One of our last tailor-made coating lines is a 2300 mm web width machine with specially dedicated coating heads expressly designed to apply functional lacquering.

### 4. WHAT IS THE ROLE YOUR PARTNERS (HENKEL, DOW, SIEMENS, TO MENTION ONLY A FEW) PLAY IN THE RESEARCH AND DEVELOPMENT GEARING YOUR COMPANY TO THE FUTURE?

In today's global market, highly innovative solutions can be assured to the market by means of horizontal and vertical collaborations.

We are working with Partners like Henkel and Dow Chemicals to combine chemistry with our machines in order to bring unique revolutions to the market.

On the other hand, with Siemens, we have been working for years on the electrical and electronic development of our machines to meet the most stringent requirements of industry 4.0 to satisfaction. I would like to underline that it is our policy to cooperate with our machine components suppliers as well as with our customers: thanks to this precious collaboration, we can better understand the need of the industry and thanks to them we are a leader in our market.

### 5. LAST BUT NOT LEAST, WITH ICE EUROPE AND ICE USA AROUND THE BEND, WHAT MAY VISITORS EXPECT TO SEE AT YOUR BOOTH AT THESE SHOWS?

We expect a high number of visitors at ICE Europe, both in terms of quantity and quality. This will be a new occasion to get in touch with the market and meet our customers to better understand what Nordmeccanica could do for them and for the industry. ↩

**MR. CERCIELLO, THANK YOU FOR EXPLAINING.**

Nordmeccanica S.p.A., I-29122 Piacenza  
www.nordmeccanica.com, at ICE Europe: Hall A6, Booth 392

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