



## News Release

July 2008

### **Kosme UK grows to meet demand**

Kosme UK is a major success story in the packaging and labelling machines industry. As an independently owned subsidiary of the Kosme Group (part of the well-known Kronos Group) the supplier of bespoke, turnkey filling, labelling, packaging and conveying machines has seen its annual turnover rise to £2.3 million since its inception in 2002.

Based in Burton-on-Trent, Kosme UK was established as a subsidiary of the Italian based Kosme Group following several years of agency representation in the country. The aim was to expand the appeal of their products to more diverse markets, whilst broadening their product portfolio within the important UK market. Kosme UK has also focused on offering a full national service for maintenance, parts and spares for all past, present and future Kosme products.

“Another real benefit for Kosme in having a strong, local UK presence has been our ability to undertake site evaluations of client’s needs, so we can exactly tailor bespoke solutions for them,” says Richard Portman, Managing Director of Kosme UK, who was involved with the creation of the company right from the start. “We can also offer clients full support, from design to installation and their continued use as part of a wider production line. One of the key elements of Kosme UK is that we offer a full UK-based engineering support team who carry many spares with them. We also have the majority of spare parts in stock at our UK warehouse, which can be shipped anywhere within the country in a short space of time.”

As well as the traditional markets of food and drink manufactures, Kosme UK is aiming to reach the burgeoning home and personal care packaging market. “We have built up a new team of to specifically focus on this area, “ says Richard. “Although much of the technology we supply, such as self adhesive and hot-melt labellers, is also supplied to the food and drink industry, we obviously need to continue building upon our reputation and acquire new clients, which presents exciting opportunities for Kosme UK.”

Kosme UK most definitely have not forgotten the loyal customers whose repeat business is also a core part of their success, according to Richard: “We have supplied machines from across our range to a number of high profile production lines and producers. We have even supplied updated machines to replace older Kosme equipment, on the strength that the originally supplied machines have proved to be reliable, efficient and cost effective. This is testament to the quality of engineering and after-sales support that we continue to offer.”

Kosme UK is looking to further build on its rapid success by continuing to address its client’s key requirements. A product range which reflects the forward looking outlook of Kosme are their Modular machines, which have the specific intention of appealing to production line managers by providing ‘Future-proof’ solutions. “Modular machines are proving to be a popular choice, especially in these less certain times,” says Richard. “Planning the future of a production line in the long-term, with certainty, is a highly difficult task that can make decision makers think twice about investing in specific machinery. Modular machines go a long way towards alleviating these difficult decisions by giving flexibility both in the short-term and also in the future. The modular approach allows for extra capacity, or a complete change of the line’s configuration. It is also very easy from a maintenance point-of-view and offers numerous options if physical space is an issue.”

Kosme is recognised as one of the leading suppliers of labelling machines, offering comprehensive ranges of modular labelling machines, which can easily be converted to perform a number of functions using interchangeable attachments.

For labelling, Kosme's modular system is particularly useful when production lines need to utilise a number of different product labels. Essentially one combination machine can perform the roles of several independent machines. When bottling, for example, a combination of multiple necks, back and body labelling positions with either wet glue or self-adhesive labelling methods can easily be achieved with more versatility than conventional machines. Individual attachments can also be adapted, using change parts, for multiple functions such as different label types, sizes and positions.

Richard Portman has a clear vision for the future of Kosme UK, one that continues the balance of retaining satisfied clients and promoting new products and services to a widening scope of potential customers: "We believe we offer the complete package, competitive price, durable, cutting-edge technology, with a comprehensive back-up service to support it.

We are proud of the record of customers who come back to us with repeat business and are also very much looking forward to exploring new markets and working with new clients as well."

For further details on Kosme UK and their complete range of filling, labelling, packaging and conveying machines please phone 01283 523713 or visit the website at [www.kosme.co.uk](http://www.kosme.co.uk)

**ENDS**

#### Notes to Editors

Kosme UK is a leading supplier of bespoke, turnkey filling, labelling, packaging and conveying machines for the packing and bottling industry. Working with customers, from comprehensive design, to project management, Kosme's goal is to fully satisfy the most demanding of packaging and bottling requirements. The company also offers extensive, on-site technical support and servicing with a dedicated UK team and parts for a rapid response to customer needs.

Kosme UK is an independently run part of the Krones Group, in close working partnership with Kosme's research, development and manufacturing facilities in Italy.

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