



Company Profile

Labelling Your Product - Our Competence.

Swiss Modular Labellers 

Collamat[®]

Professional labelling solutions. Quality and reliability.

Collamat is focused on providing labelling solutions with simple constructions, easy handling and professional design.

Quality means reliability.

Collamat has produced labelling machines since 1958. We have sold over 80,000 machines and solutions in over 40 different countries. This has been made possible by putting quality first and because total reliability is what our customers want from our machines and solutions.

Close to the customer, close to the market.

We want to be close to our customers and the market. Close to the customer to ensure we provide the quality and service they expect. Close to the market to keep up to date with the new requirements and expectations made of us.

A cohesive value chain means reliable delivery.

By bringing R&D, production, service and sales under one roof in Switzerland, we have control over the entire value chain. What that means for our customers is that we can guarantee quality, delivery on time and the level of service expected.

Sales throughout the world.

We have successfully been represented on the world market since 1960. This has been possible because we listen, and use the inspiration and know-how a worldwide network can give to develop our products and organisation.





” **Quality and precision**
- the Collamat tradition followed
through the decades and we care
every day by doing our best

”

Vision

Domestic

Collamat shall be the preferred producer of standardized and customized labelling solutions for customers in the pharma, food and OEM segment. Collamat offers additionally a full product range of labelling consumables in the following product groups: printers, ribbons and service. The domestic market is defined as the Swiss market, together with the Export close to the Swiss border.

Export

Collamat shall be the preferred producer of labelling heads and standardized labelling solutions to dealers worldwide, who work in their local markets. The local dealer shall have a business set-up which meets the end-customers' requirement and expectations towards quality and service.

- The way we do our business shall be customer focused and our key target shall be to do uncomplicated, cost effective and service oriented business.

Solutions for various industry sectors.



Simple design, extensive flexibility.

Collamat products feature simple design combined with a high degree of flexibility and functionality. Our products are compatible and easily integrable with other systems. That's a major advantage when buying new solutions, and for the development and renovation of existing product lines.

A broad product range such as Collamat's means a host of options. It enables us to meet the customer's requirements ranging from semi-automated to fully automatised high-speed solutions. Apart from being perfect for integration in any labelling solution, our products are also specialised for use within industries such as pharma, food & beverages, personal care, chemistry, industry and packaging.

Solutions for different needs.



Flexibility and collaboration.

A customer's requirement for a type of labelling solution can change. That's why it is important that solutions and Collamat personnel are flexible.

We try to put ourselves in the customer's place to develop the right solution for a given form of production. Only by working closely together can the customer be given the best solution.

Service and consumables – part of our strategy.

We have built up a service organisation on the Swiss market through which we can offer service contracts to our customers. They enable us to provide preventive maintenance to protect against mechanical breakdown. But if the worst does happen, we are close at hand. Product labelling is often the last link in the production chain, which is why rapid assistance is essential. Collamat offers a wide range of printers and consumables in addition to service. That means that we can cover all the labelling needs of our customers.

” **Long term relationships.**
We are proud of delivering solutions to
the same customers through many years.
In some cases we have done business
with 3 generations.

” **From 1958 and into the future**

Our experience of producing labelling machines goes way back. We launched our first products in 1958. We focused on the Swiss market with a strategy of „Swiss quality for the Swiss market“.

And the market quickly developed. The expansion of product labelling and later introduction of bar codes meant that the need for labelling solutions grew. What's more, it grew within every type of sector - even though different solutions were required. We have been able to develop those solutions, which means that a wide range of industry sectors buy their labelling solutions from Collamat.

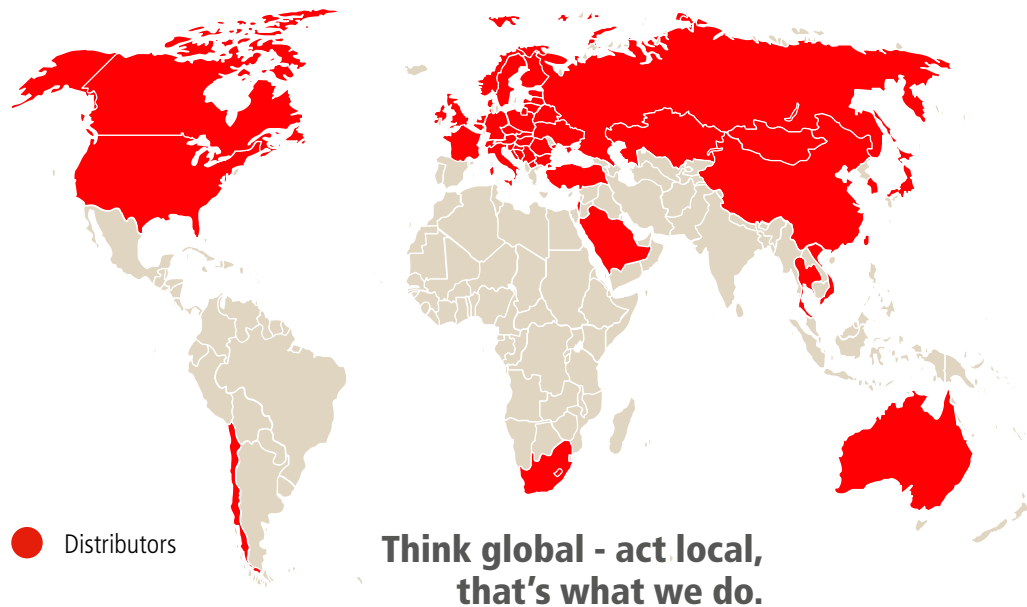
The export market began to grow in 1960, clearing the way for export sales to a number of new countries.

Being close to the customer is important to us, which is why we have built up a network of dealers since 1960, which ensures full support for customers regardless of where in the world we deliver. This is a strategy we intend to continue in the future. We have the same interests as our customers: Our products must be high quality, reliable and flexible. By meeting these three criteria, we help ensure our customers' revenues moving forward.

Worldwide distribution And close to our customers.

We are represented by professional distributors in over 40 different countries. Our distributor network is constantly growing, which means that we are now setting the standard on six continents through our machines and solutions.

We can offer our customers complete solutions and support via our distributors. And we do so in close collaboration between them and Collamat in Switzerland.



Collamat labellers and solutions are in use at:

- Bell
- Carlsberg
- Coca Cola
- Colgate Palmolive
- Cussons
- Estée Lauder
- Florin
- Gerber
- Kraft Foods
- L'Oreal
- Nestlé
- Novartis
- Ricola
- SANYO
- Unilever

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Driven by the needs of our customers, Collamat will continue a long tradition of development. Innovation is the key to our business.



130219 UK | WWW.PRINTHUBRO.DK

Collamat®

Bodenmattstrasse 34, CH-4153 Reinach, Switzerland
Tel.: +41 61 756 28 28, Fax: +41 61 756 29 29
contact@collamat.ch, www.collamat.ch

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