

Italy-based Tecnocap Group makes about 5 billion metal closures a year for glass jars and bottles and for plastics containers, or more than 60,000 tonnes of tinplate and aluminium closures for some of Europe's largest brands including Nestlé, Barilla and Mars Foods, as well as for the US and pharmaceutical sectors where Tecnocap claims to be the leading manufacturer in aluminium closure solutions.

The business began in 1993 as a twist-off closure making operation at Cava de' Tirreni, near Salerno, since when it has expanded and now boasts eight manufacturing facilities: six in Europe (three in Italy, one each in Spain, Czech Republic and Ukraine) and two in the US (West Virginia and Ohio), making it the world's third-largest manufacturer of metal closures for food and beverages, after Silgan and Crown.

The latest Tecnocap acquisition was in February this year, when it bought aluminium aerosol and tube maker Tubettificio for €4.1 million (US\$4.7m). Based at Lecco, near Milan, the company has since re-started up three production lines, two of which make monobloc aerosol cans and the other aluminium tubes.

Another five manufacturing lines – four of which will be for aerosol cans – are planned to be re-commissioned between the end of 2017 and in 2018.

Tecnocap's production capacity of monobloc cans and tubes will then be between 170m and 180m units, says chief executive Michelangelo Morlicchio.

"By the end of the 2019," he adds, "with eight production lines and 90 staff, sales should exceed €25 million [\$29m]."

The new business is expected to boost the group's annual sales to around €200m (\$233m) in 2020, from about €160m (\$186m) in 2017.

Part of the reasons to enter the monobloc business, Morlicchio explains, are the many synergies and correlations between Tecnocap's core business of metal closures and the new business of aerosols and tubes.

"We have the same market segments," he says, "food, cosmetics, pharma, nutraceutical, and personal care. We share the same international clients who require both metal closures and aerosols and tubes. We can use our existing sales network worldwide. We have the same business model: to supply quality products with service and technical assistance. Both products have technical content: vacuum systems for

# Expanding in metal

*With the acquisition of Tubettificio, Italy's Tecnocap has diversified its business to include aluminium aerosol canmaking. Mónica Higuera reports*

*Tecnocap's chief executive Michelangelo Morlicchio established the company in 1993*



investments, possible acquisitions, and new product development to diversify its product range, consolidate and improve the company's position as an international player in the packaging manufacturing field.

In September 2016 Tecnocap became the first metal decorator to test LED-lamp-based curing technology developed by Italy's PrintabLED on a metal decorating press. A pilot system was installed on a Mailänder 122 two-colour press at its plant in the Czech Republic,

where a second Mailänder 122 two-colour printer was upgraded in March 2017.

"We are working on switching to the new inks series for the LED system. We will

need a year for switching completely to the new system. The most relevant benefit is the energy saving. We have already switched around 25 percent of jobs to the LED

system with an energy saving of 20 percent compared to previous years. We are also reducing the scrap rate thanks to the fact that the tinplate does not heat up. This is functional for our sustainability project."

In addition to cutting power consumption by 90 percent, the LED lamps run at lower temperatures and therefore transmit less heat to the substrate being cured or adjacent components. Also, ozone emissions are eliminated along with UVC radiation.

Longer operating life is claimed along with reduced maintenance requirements.

## Expansion through acquisition

Tecnocap's international expansion began in 2004, when it established Tecnocap-Met in Murcia, Spain,



*Tecnocap's range of speciality closures target the requirements of the cosmetics, pharmaceutical and nutraceutical industries*

metal closures, pressure resistance for aerosols. And the R&D activity: both our core business and the new business are oriented to product and process innovation.

"The aluminium aerosol and tube business is winning," he adds. "Over the years we expect great growth for these products. In general, they hold a strong position mainly in the pharma and nutraceutical fields versus plastics, thanks to their excellent barrier properties, their content protection from air and light while holding back volatile components. They are resistant to heat, and this is crucial to keep pharma content sterile."

Morlicchio says Tecnocap is continuously researching strategic

## PROFILE

attracted by the vast agricultural resources of the area.

In 2005, Tecnocap bought Obal Roskoz in the Czech Republic, now called Tecnocap Sro.

Then in 2006 it acquired the assets of Glasscap Verschlüsse in Germany, which specialised in the production of metal closures for food containers and closures for glass jars used to bottle fruit juice.

That same year Tecnocap bought a facility at Lviv in Ukraine, now named Tecnocap UA, specialising in SKO caps, twist caps and lithography.

Also in 2006, Tecnocap entered the US market and expanded its core business with the acquisition of Penn Wheeling Closures, now Tecnocap LLC. Penn Wheeling Closures was a leading operation that had been operating for 135 years in the food packaging industry and in the specialised cosmetic and pharmaceutical sectors.

The North American operations are now split between two locations: The Glen Dale, West Virginia, facility is the hub of manufacturing for the Continuous Thread (CT), Unishell and child-resistant closures for Tecnocap' global customer base. The Warren,



*Tecnopac has been expanding its twist-off cap businesses, such as at the plant at Strmilov in the Czech Republic (pictured), and is now committed in aluminium aerosol can and bottle manufacturing*



Ohio, location is the centre of excellence for lithography.

In 2008, two new companies were established as sales and technical customer service offices, Tecnocap Eurl in France and Tecnocap GmbH in Germany.

In 2011, Tecnocap purchased the metal closures business of Italy's Capco Engineering Srl; while further new companies were established in 2013 and

2015, Tecnocap Russia and Tecnocap UK respectively.

In 2015, Tecnocap acquired Ardagh's twist-off and lug closure business assets at Campegine in Italy.

The group has 35 commercial offices worldwide, and more than 700 employees.



# FILLING THE GAP

Where do you get the specialist news, intelligence and analysis to fill the information gap?

Follow the link below to sample The Filling Business, then sign-up online to search the database and archive, view extended news stories, and benefit from discounts on books, conferences and reports.

The Filling Business is a complete source of information for everyone who works in the filling industry and for those who provide products and services to fillers; and, because it is available online, you can access it 24 hours a day no matter where you are.



[www.thefillingbusiness.com](http://www.thefillingbusiness.com)