

NICK COOMBES
REPORTS FROM
ISTANBUL, WHERE
DURAN MACHINERY
RECENTLY HELD AN
OPEN HOUSE

"A highly successful week with many international visitors expressing a wide range of interest in our Omega folder gluer technology," was how Oktay Duran, President of Duran Machinery, described his company's recent Open House in Istanbul. With more than 15 international carton and corrugated converters from various countries such as Poland, France, Italy, Tunisia, the UK and Ireland sending representatives to see the latest Omegas on working demonstration, company staff were

kept busy with machine demonstrations, as well as taking visitors to nearby customers to see other Omega folder gluers running in production.

Duran Machinery's Managing Director, Apo Kucukaras confirmed that there had been several machine sales of both Omega Allpro 165 and Omega INTRO 110 models to converters from various countries by the time the doors finally closed. He also added that he had been very impressed with the level of serious discussion that had taken place with converters, and was confident that the positive contact with visitors will lead to further sales agreements.

The Open House was organised to showcase the Omega Allpro 165 and to launch the new Omega INTRO 110 folder gluer. Designed as a high quality budget machine that carries the usual Omega

DURAN MACHINERY LAUNCHES THE OMEGA INTRO 110 FOLDER GLUER



qualities of versatility and productivity, the INTRO 110 is capable of running straightline, crashlock, double-wall, conical crashlock, inner partition and 4-corner boxes, as well as CD/DVD sleeves and french fries boxes with optional Z-Fold and 6-corner boxes. This makes it an extremely versatile performer that provides its owner with the opportunity of producing a wide range of products.

Apo Kucukaras, confirmed the very positive reaction the company had received during the machine's launch that had led to various orders being taken from Europe, with the prospect of more to be signed in the near future from Turkey and Europe. "I expect the new INTRO 110 to be a very popular Omega machine that will be appreciated in many markets with its high quality and efficiency. I predict it will be very much in demand this year," he commented.

Visitors to Duran's showroom were also given the opportunity to see the popular Omega Allpro 165 machine running a variety of straightline, crashlock and 4-and 6-corner work. The operators showed visitors how easy and quick it can be changed over from one style to another, using their own jobs — this made for a very impressive demonstration.

Designed as a versatile performer that is equally capable of handling cartonboard and doubleflute corrugated boxes up to 7mm thickness in the larger models, the Allpro is available in sizes from 55 to 165cm. It has a single finger servo fold that maintains precision at high running speeds, and will produce straightline, crash lock, 4- and 6-corners, inner partitions, Z-folds, CD/DVD sleeves, French Fries, conical crashlock style boxes, as well as other

designs, at speeds up to 400 m/min. The larger Allpro models run up to 300 m/min.

"One of the benefits of the Omega Allpro series is its versatility," commented Apo Kucukaras. In addition to its fast and highly efficient production of all standard carton and corrugated boxes, the machine is also able to produce special box designs thanks to its long folding sections and the design of its folding features. It can be easily upgraded for even more carton styles whenever required, with new folding devices and even folding sections on the machine. "We can supply our Allpro series with a variety of additional features according to each customer's individual requirements. These might include in-line Braille embossing, our Turnpro system which turns the carton flow by 90 degrees during production to allow for high speed production of special design cartons, Nick Breakers for special design cartons such as beverage multipacks, Ejection Section to enable efficient disposing of any faulty carton on the gluing line and a Pre-Feeder, or a Pack Station for easy operation. The Allpro really can be whatever the customer wants it to be," he stated.

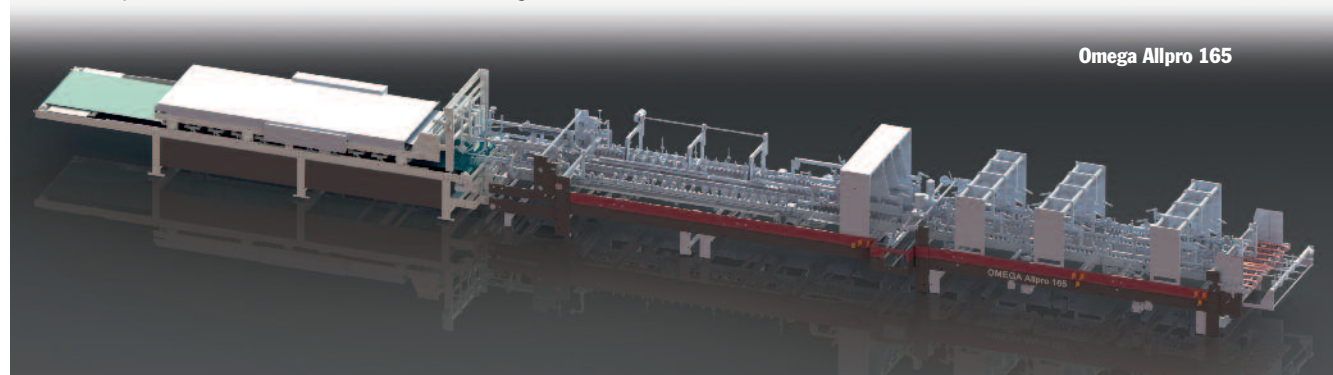
Perhaps the best measure of the Open House success was shown by one of the visitors, Rafał Czwojdzinski, from the Polish converting company Technopol, an existing Omega user, who was back in Istanbul to



L to R: Tomasz Marczewski (ITTP) and Rafał Czwojdzinski of Technopol.

negotiate the purchase of his next folder gluer — it will be his third Omega in less than a year.

Duran Machinery's representative in Poland, Tomasz Marczewski from ITTP, said, "We have worked closely with Duran Machinery for more than three years and developed the type of close collaboration that defines the European standard for business. We brought two of our most important Polish customers to the Open House to show them the high level of professionalism of Duran Machinery and how they support us with their knowledge. This gave us an excellent opportunity to sign another order." And, commenting on the new folder gluer purchased by Technopol, he added, "Mr Czwojdzinski has ordered his third Omega machine, which clearly shows his satisfaction with the manufacturer's technology for his converting requirements. The best testimonials come from satisfied customers. He will now have three Omega lines — that says it all!" ■



Omega Allpro 165