



PACKAGING INNOVATION



KLÖCKNER

BARTELT

WORLDWIDE LEADERS IN PACKAGING SYSTEMS INNOVATION



Welcome to the world of Klöckner Bartelt.

For over 50 years, Klöckner Bartelt has been a world leader in the development of packaging systems for a broad range of industries. From foods to pharmaceuticals. Health care products to medical devices. Household goods to cosmetics and chemicals. Rarely a day can pass when you will not come in contact with a product which has been filled, pouch packaged or cartoned using equipment manufactured by Klöckner Bartelt.

Throughout these 50 years, companies at the very top of their industries have turned to Klöckner Bartelt to help solve tough, complex packaging problems. It is with pride we point to the many successful packaging system installations, now over 4700 in number, which have been engineered and manufactured by Klöckner Bartelt. The products shown on this page are just a few examples of the innovative package engineering ability of Klöckner Bartelt.

With this experience and heritage of innovation, Klöckner Bartelt is well

positioned to assist forward-thinking companies in retaining and expanding their competitive edge. As your packaging partner, Klöckner Bartelt is fully prepared to listen to your goals and objectives, and completely equipped to respond with innovative and practical packaging solutions.

As you review the capabilities of Klöckner Bartelt, you will find our company highly qualified to meet your needs. Our tradition of excellence speaks for itself — the industry standard in horizontal form/fill/seal equipment. An innovative leader in the development of comprehensive packager/cartoner systems.

This heritage is further complimented by our position as a subsidiary of the multi-faceted Klöckner-Werke industrial conglomerate. This affiliation affords us resources which far exceed that of most companies. Further, with a strong commitment to continuing research and development, you will consistently find Klöckner Bartelt presenting innovative new packaging solutions in the areas of the industry

we serve.

A truly international company, (roughly 50% of our systems are exported), Klöckner Bartelt will readily meet your needs in world wide markets, as we provide international service and support from strategic global locations.

Wide ranging experience and commitment, coupled with vast technological resources, clearly positions Klöckner Bartelt as an able and agile company, fully prepared to meet your packaging requirements with innovation and efficiency. We look forward to meeting with you to discuss your packaging requirements. I am personally confident we will present you with creative and cost effective solutions to help your company obtain a competitive advantage.

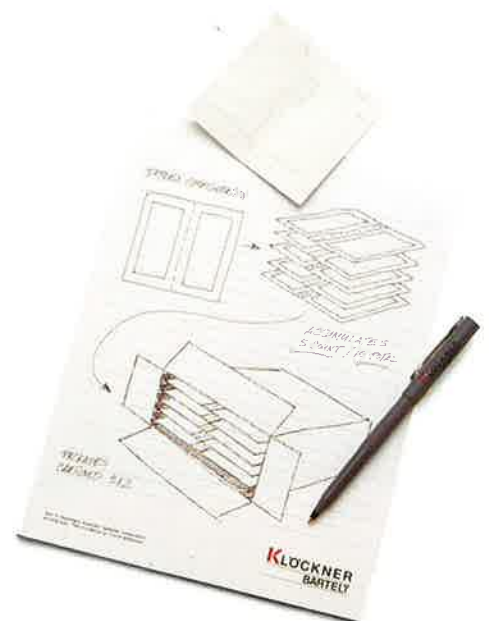


Charles C. Brown
President
Klöckner Bartelt, Inc.





Placing customer objectives first, engineers and packaging professionals at Klöckner Bartelt can deliver innovative solutions to meet these objectives.





The state-of-the-art engineering department of Klöckner Bartelt can respond instantly to complex packaging problems.

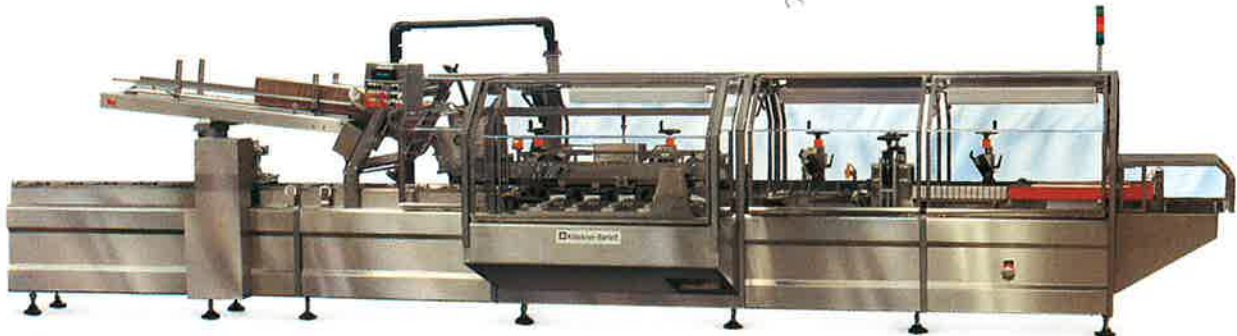


HIGH TECHNOLOGY EQUIPMENT

Formula Series Cartoners

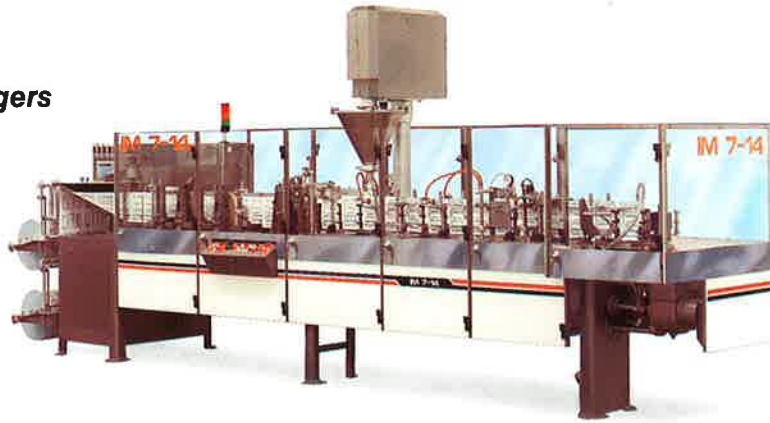
Klöckner Bartelt has placed hundreds of high-performance, reliable cartoners in operation throughout the world during the past 50 years. With the introduction of the Formula Series Cartoners, the company has expanded this commitment through innovative engineering and high technology manufacturing. From the versatile Formula IMC for multi-component cartoning to the high speed continuous motion Formula 500, Klöckner Bartelt cartoners provide maximum flexibility and productivity for packaging pouches, bags, bottles, tubes and trays.

Standard Klöckner Bartelt equipment lines span several key areas of the packaging industry. Specifically, these include intermittent motion, horizontal form/fill/seal pouch packaging equipment, continuous motion high speed pouch packaging equipment, continuous and intermittent motion cartoners, and a broad range of product filling equipment.



Intermittent Motion Pouch Packagers

Bartelt IM horizontal form/fill/seal pouch packagers are recognized throughout the industry as the most versatile pouch packagers available today. These reliable and efficient packagers are ideally suited for single, or multi-component packaging of powders, granules, liquids, creams, pastes, tablets and small hard goods.



High Flexibility Packagers

The ALPHA Packager is a highly versatile packager specially designed to meet the industry demand for flexibility in pouch size and product application. The ALPHA features a broad package size range, multiple fill capability, and a fast changeover design.

Intermittent Motion Rotary Pouch Packagers

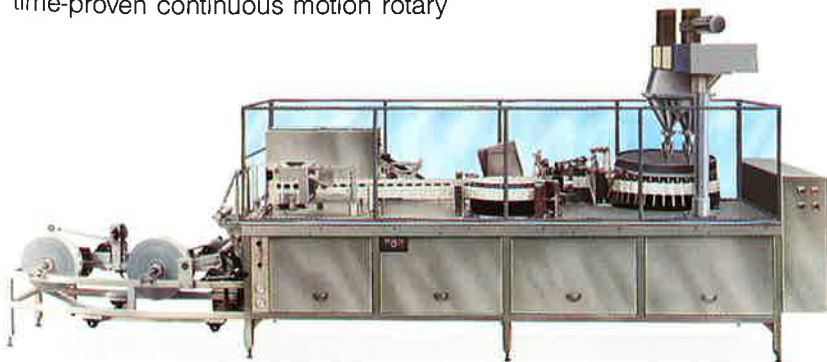
The RPM 100 is a high performance packager which features a compact design requiring less than 45 sq. ft. of floor space. A fast changeover model, the RPM 100, can be completely size changed by a single operator in less than 30 minutes.



High Speed Continuous Motion Pouch Packagers

Capable of speeds to 2400 pouches per minute, the CLOUD RCM is one of the highest speed pouch packaging machines available in the world today. Designed on a patented, time-proven continuous motion rotary

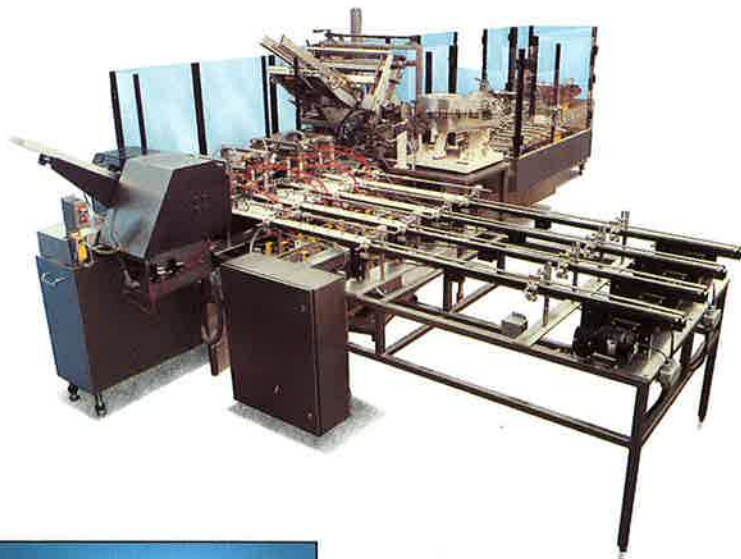
format, four different RCM models for various sizes and speeds are available, making the RCM a logical centerpiece of high speed packaging systems.



High Accuracy Fillers

Klößner Bartelt designs and manufactures a wide variety of auger, volumetric, vibratory and specialty fillers for Bartelt packagers, as well as vertical form/fill/seal packagers and conveyor lines.

SYSTEMS DEVELOPMENT



Warner-Lambert Tube Cartoning System

The Warner-Lambert Company required a cartoning system to package a variety of tube products in cartons of various sizes and configurations. These cartons included fifth panel cartons as well as those requiring coupon placing and product applicator insertion. Klöckner Bartelt engineers successfully met each customer criteria with a specially designed Formula 250 Cartoner.

Beyond standard machinery lines, Klöckner Bartelt is firmly established as a company of experienced problem solvers with the engineering resources to combine standard equipment with special machines to produce multi-integrated, comprehensive packaging systems.

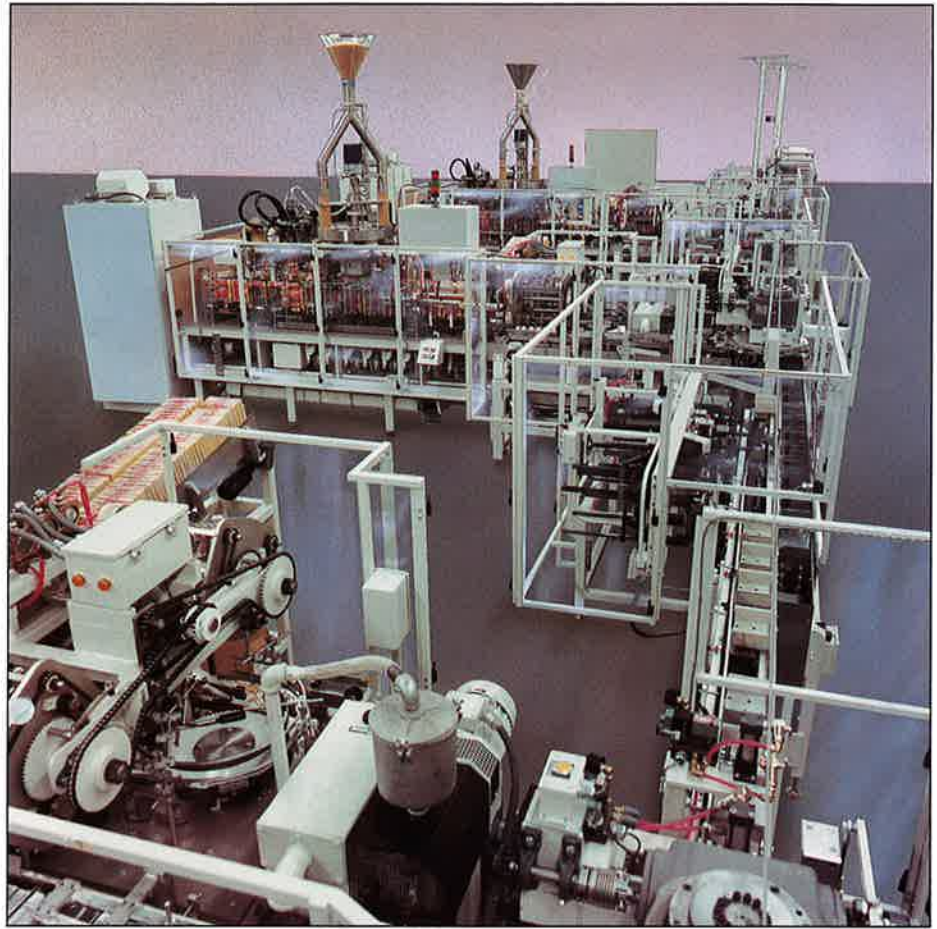
This depth of experience allows Klöckner Bartelt customers to entrust the company with single source responsibility to develop systems which include filling, pouch packaging and cartoning, as well as special product feeding, accumulating, orienting, collating, conveying, casepacking and many other functions. These systems may include a variety of Klöckner Bartelt equipment as well as equipment built by other machinery manufacturers.

These specialized systems skills, backed by years of experience, afford Klöckner Bartelt customers the integrity of single source responsibility to deliver high quality systems providing years of trouble-free service.



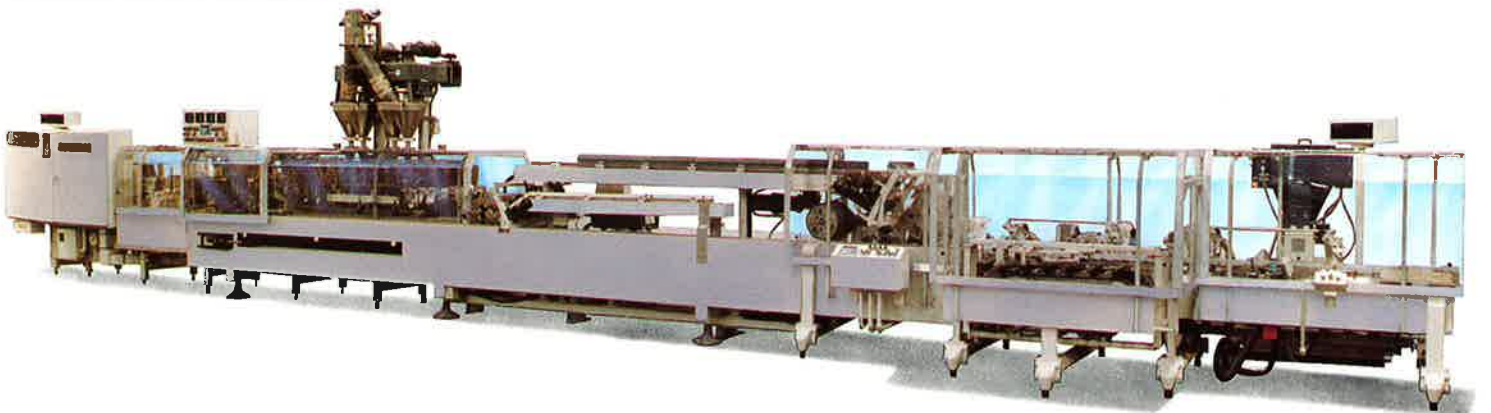
Microwave Popcorn Packaging System

Orville Redenbacher™ microwave popcorn is one of many brands packaged exclusively on systems developed by Klöckner Bartelt. These systems utilize a combination of three specially designed Bartelt IM Pouch Packagers in conjunction with a Bartelt On-Demand feeding, counting, collating and conveying system. In addition, equipment by others is incorporated to round out the system to produce store-ready cartons at high speeds.



General Foods JELL-O™ Brand Dessert Products System

General Foods has packaged Jell-O™ brand desserts on Klöckner Bartelt packaging systems for years. Utilizing a versatile Bartelt horizontal form/fill/seal pouch packager tied to a high output continuous motion cartoner, systems like the one shown here have proven to be reliable through years of service and have produced millions of packages of Jell-O™ brand products around the world.



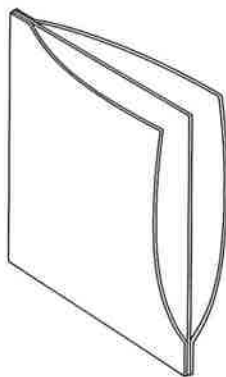
SPECIALIZED APPLICATIONS



ALSA Crème Anglaise

ALSA, a division of CPC France, brought a unique packaging challenge to Klöckner Bartelt in the development of the dual compartment pouch for crème anglaise, a dessert creme used as a topping. The goal was to separately package two pre-measured portions of the product within one pouch, as opposed to numerous pouches within a carton.

Klöckner Bartelt engineers, pioneers of the membrane pouch concept, developed a special pouch containing two pouch sections, each holding a precisely measured portion of product. The consumer may use one application and store the second application for future use without having to be concerned with spoilage. The convenience advantage, as well as significant source reduction features, have made this package a significant success for CPC France.

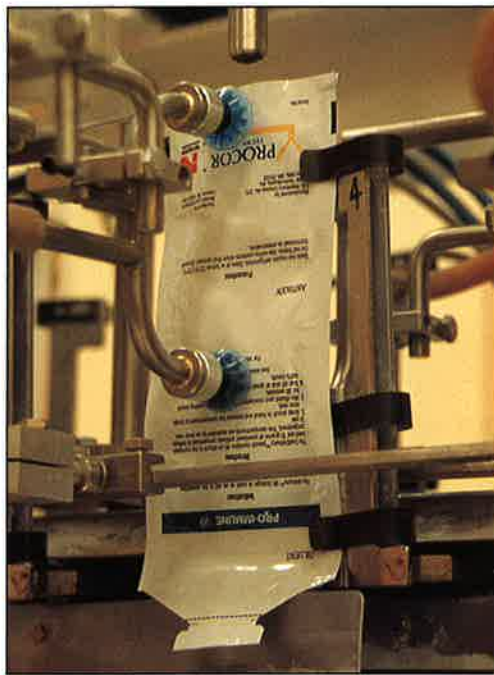


Klöckner Bartelt problem solving ability also extends to the development of specialized packages which meet particular target market criteria. Over the years, these specialized applications have provided significant market advantages for Klöckner Bartelt customers. In addition, many of these specialized applications have been singled out for innovation by packaging associations throughout the world, resulting in scores of awards and recognitions by these associations. A few examples are shown on these pages.

Pro Immune™ 99 Antibody

Procor Laboratories faced a unique challenge in the development of an antibody product for newborn calves. The company had developed an antibody powder which is mixed with water and administered to calves in the field by cattle ranchers. The activated solution has a limited life however, and the water and medicinal powder must be kept separated until administration. A further criteria for the package is the rancher must be able to carry the package in the field and quickly administer the formula.

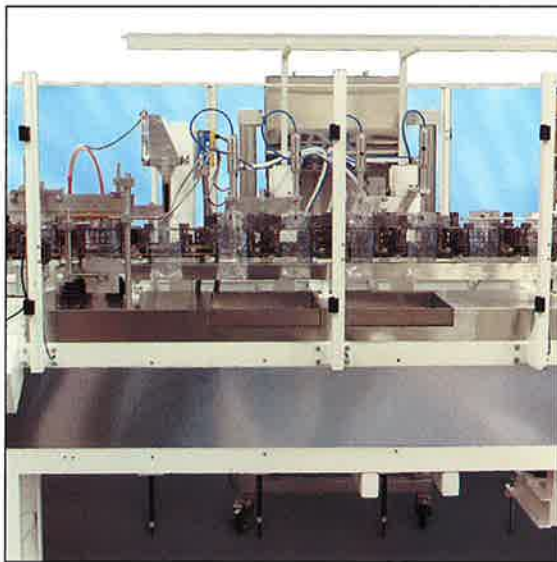
Klöckner Bartelt developed a special horizontal form/fill/seal packager which met all of the necessary criteria for Procor. A specially shaped pouch is produced which includes a die cut spout. The pouch is partially filled with water and a special seal is applied to contain the water and prevent contamination. An exact dose of medicinal powder is then dispensed in the second pouch section. The pouch is then sealed and discharged. In actual use, the ingredients are mixed by squeezing



the pouch, which "pops" the center seal which separates the water and powder. The ingredients are mixed by shaking the pouch and the solution is then administered to the animal in the field without an intricate mixing

process.

The Procor package broke new ground in this area and was recognized as the 1990 Package of the Year by the Flexible Packaging Association.



Agree+® Shampoo & Conditioner

Packagers in a variety of industries continuously seek out Klöckner Bartelt for packaging solutions, as pouch packaging is a logical method for source reduction. The stand up pouch developed for AGREE+ is an excellent example of the adaptability

of pouch packaging to a wide range of applications.

Shampoo products have traditionally been packaged in high density polyethylene bottles which require large amounts of source material. By developing a system to

package AGREE+ products in a stand up pouch, source material for a single container is reduced by 85% and landfill space is reduced to just 8% of that required for a crushed HDPE bottle.

Based on a standard Bartelt® horizontal form/fill/seal packager, the AGREE+ packager forms a stand up Delta-Pac™, which is a specially manufactured pouch designed to stand upright on its own bottom. A special filling section fills pouches in sequence and a patented AMPAC spout allows for simple product dispensing while retaining unused product safely thanks to the no-drip spout feature.

The AGREE+ shampoo package has been lauded as a breakthrough in source reduction throughout the packaging industry. The package was named Best of Show in the Institute of Packaging Professionals' '91 Ameristar competition. The development of this packager has proven to be a significant achievement for Klöckner Bartelt engineers.