

CRÉATEUR DE SOLUTIONS

“Your business is unique – so are our solutions.” **THIS PHILOSOPHY HAS GUIDED DECOUFLÉ** in positioning itself as a supplier of tailor-made products and services for the tobacco market.

The portfolio of Hauni's French subsidiary features very little that is off-the-shelf. Decouflé's experts in its business areas of Cigarettes, Cigars/Cigarillos, Filter Tubes, Reclaiming and Crimping study the latest market trends in partnership with their customers to identify the technologies and solutions of the future. “We concentrate on products and services that are particularly close to markets and customers,” explains Nicholas Müllem, Managing Director at Decouflé. “For more than 150 years, we have been developing and sharing our expertise for the benefit of our customers. Together we strive for innovative and creative solutions that meet their unique requirements. We create and implement solutions that give our customers peace of mind and let their business grow.” One example of such a development is the Nano family, which is used in all three business areas. This series of machines produces cigarettes (Nano-5 to -10), cigars and cigarillos (Nano-C) and filter tubes (Nano-T). Decouflé launched the first Nano for cigarette production in 2009 and continues to optimize it today to match customer requirements. More than 150 Nano cigarette makers have

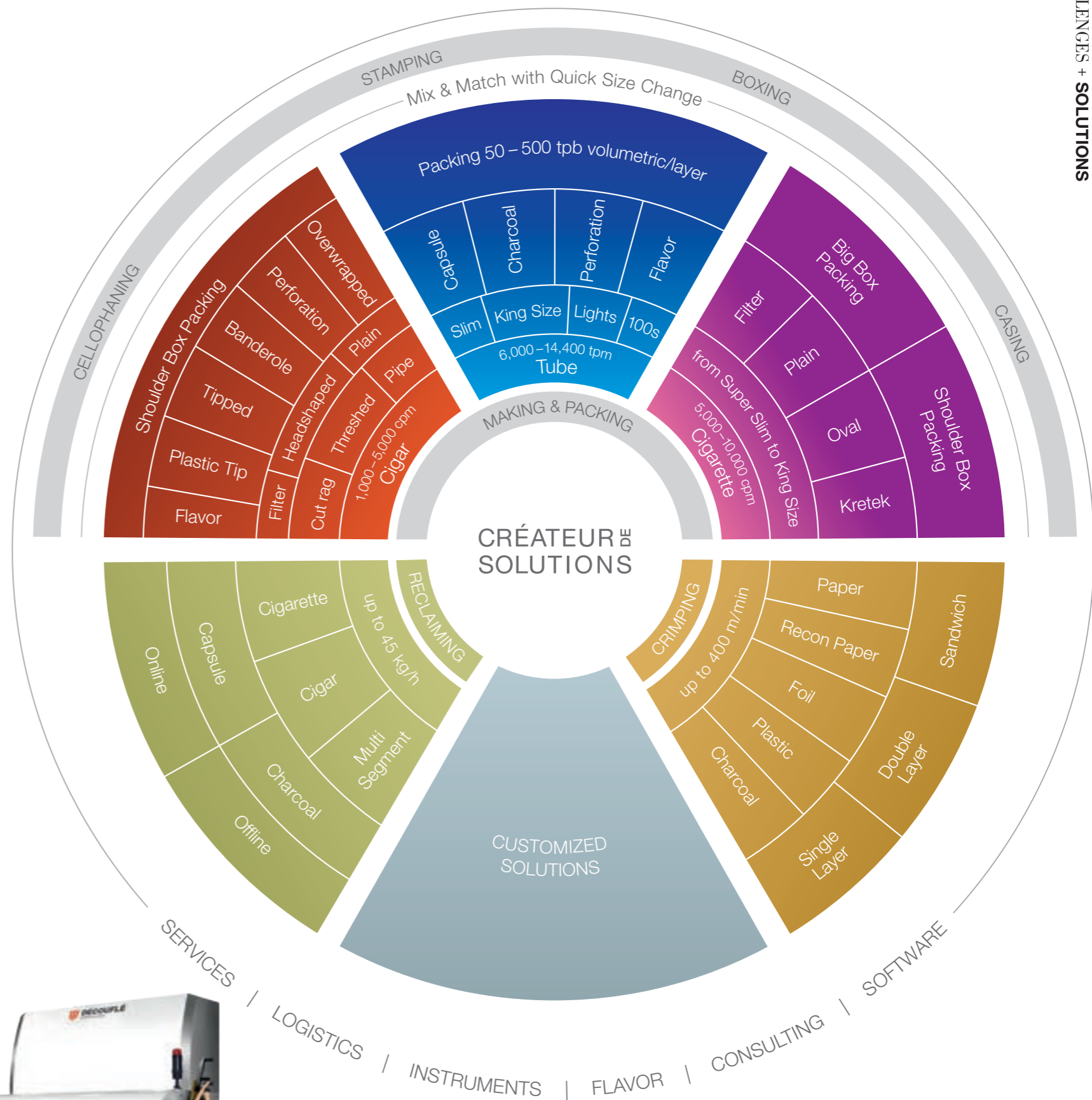
now been sold for the lower speed segment between 5,000 and 10,000 cigarettes per minute. The Nano-T and Nano-C machines in combination with the finishing and packing solutions set the benchmarks in their respective market segments.

Fast format change

Manufacturers of cigarettes, cigars and cigarillos or filter tubes know that Decouflé takes care of its customers – especially those producing small to medium volumes but who still require maximum efficiency and a high level of

New member of the Nano family:

In combination with other components, the Nano-C from Decouflé is the ideal solution for reliable suppliers to the cigarillo industry.





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Nicholas Müllem,
Managing Director at Decouflé

flexibility. They need plants that allow them to switch quickly between different formats and manage complex brand portfolios to achieve optimum results. “All Decouflé components throughout the production line are therefore designed for fast format changes,” says Müllem. “Naturally, we also produce customized solutions for our customers and their product developments.”

The company can look back on a long and successful history. “Decouflé was founded in 1868 and since then we have gained a profound understanding of international markets. We know that every market functions differently. We aim to adapt our solutions according to our customers’ needs and thus help them to succeed in new markets,” explains Müllem. To offer its customers integrated solutions that extend beyond its own portfolio, Decouflé draws on the extensive expertise, products and services of its partner companies in the Hauni network. These include logistics components, flavors, instruments for quality evaluation and control, consulting services and software for optimizing processes and transparency.

From the maker to the master case

In the areas of Cigars/Cigarillos and Filter Tubes, Decouflé has responded quickly to the demands of the market and is increasingly covering every stage of the production process. From making to finishing, packaging, cellophane wrapping and stamping to the master case, customers can now purchase everything they need for their production line from a single supplier – including special solutions. Decouflé has already established products and solutions for every area of the market or is developing them right now. “Offering a high level of format flexibility throughout

the production line is one of our key development goals,” says Müllem. “This automatically reduces handling costs, buffer materials and reject rates compared to fragmented, multi-stage production processes. At the same time, it significantly increases productivity.”

A new format-independent cigar packer which can fill folding boxes with various cigar formats in different quantities also makes an important contribution. Decouflé presented this machine together with the Qube filter tube packer (see box) and the new generation of tobacco reclaiming plants for cigarettes, cigars and cigarillos at its in-house exhibition in Paris last September. “The i-Loop highlights our strengths in the area of tobacco reclaiming. The new system can process tobacco products in all formats including capsules and charcoal filters,” reports Müllem. “With these and other technical innovations, we were able to show customers at the exhibition our vision of the future and how we at Decouflé understand and meet the requirements of today’s and tomorrow’s markets.”

NEXT GENERATION OF TUBE MAKING AND PACKING

Decouflé is a specialist in machinery for manufacturing and packaging filter tubes. The company is the market leader in this area and its new Qube packer is notable for its outstanding format flexibility, simplicity and compact design. The volumetric packing principle reduces mechanical motion to a minimum and facilitates fast format changes between boxes with 50 to 500 filter tubes. Further special formats are possible. As well as dramatically extending the packaging spectrum, the Qube offers the following additional advantages:

- **fast, flexible changes between pack formats, ensuring significantly more adaptable production**
- **extremely compact layout and design, with Qube requiring an area of just 10 m²**
- **low noise emissions and operation from just one side**
- **volumetric packing principle with optical fill level control**
- **compatible with other Decouflé machines**



Decouflé develops new machines, such as the Qube, with a clear focus on providing outstanding flexibility and meeting the needs of the entire process chain.