

# Customer Success Stories

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- ◆ This document presents Customer Success Stories in South Africa for **ROTOTEC**, the local Agent for **ROTOCONTROL** leading edge inspection, slitting, rewinding and die cutting finishing machines



Above photo courtesy of  
PACKAGING & Print Media

**multiprint labels SA (Pty) Ltd**  
THE LABEL SPECIALISTS

  
**uniprint**  
collaboration. innovation.

**Coastal Labels**  
ISO 9001:2008 | BEE

  
**SA LITHO** label printers

  
**ADVANCED LABELS**

**FERR O PRINT** Est. 1979 (Pty) Ltd  
SELF-ADHESIVE LABELS & SHRINK SLEEVE SPECIALISTS

  
**NEW ERA LABELS (Pty) Ltd.**

# Coastal Labels

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- ◆ Purchased a ROTOCONTROL EDM200 Over-printing Press
- ◆ **Marius Sullwald**, Coastal Labels **Managing Director**, was astounded with the speed and ease of the machine installation. “*Within two hours we were running our first print job. The EDM200 provides Coastal Labels leading edge technology to efficiently deliver superior quality pressure sensitive labels to our customers.*” In addition to ROTOCONTROL machines, ROTOTEC is also a key Tooling supplier for Coastal Labels.



# Ferroprint

- ◆ Purchased a ROTOCONTROL RSC 540mm Slitter/Rewinder

- ◆ **Jeremy Ferrow**, Ferroprint **Managing Director**, commented "*Delivery of quality and commitment to service are key principles for Ferroprint. ROTOTEC has proven both as our supplier of Dies and I am certain the same quality and service will be delivered with the ROTOCONTROL RSC finishing machine. ROTOTEC is our official supplier for both Dies and ROTOCONTROL Finishing Machines.*"



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# Multiprint Labels

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- ◆ Purchased a ROTOCONTROL RSC Slitter/Rewinder 340mm web width with an added Die Station
- ◆ **Chris Bobbert**, Multiprint Labels **Managing Director and General Manager** commented:  
*“Quality is one of the most important aspects of our business. To maintain our high standard of quality, Multiprint Labels invests in technology that will provide an equally high return in investment, which is why we selected the ROTOCONTROL RSC. The ability to inspect, slit, rewind and die cut our large variety of material on one machine is the type of versatility that we require to keep us at the leading edge.”*



# New Era Labels

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- ◆ Purchased a ROTOCONTROL RSC Slitter/Rewinder
- ◆ **Mr. Raj Chhita, Operations Director** with Golden Era Group commented, *"Our decision to invest in the RSC Slitter Rewinder Inspection Machine technology was based on the flexibility it provides with our varied production requirements, and the added benefit of 100% vision inspection. Having access to local technical and sales support from ROTOTEC, was also a key factor in our decision to select ROTOCONTROL."*



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# Advanced Labels

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- ◆ Purchased a ROTOCONTROL RSC Slitter/Rewinder
- ◆ **Mr. Richard Jones, Managing Director,** commented: *"We evaluated other finishing machines and proposals, but chose ROTOCONTROL after seeing the machine in production at another ROTOCONTROL customer site. Since the installation, I am extremely impressed not only with the machine, but with the outstanding service I have received throughout the entire process from ROTOTEC."*





# Uniprint

- ◆ Purchased a ROTOCONTROL RSC Slitter/Rewinder
- ◆ **Liam Gibson**, Uniprint **Technical/Production Manager** commented: *“This is our first ROTOCONTROL Slitter/Rewinder machine in the factory. The production team is pleased with the smooth installation and successful production results from the advanced S-Drive Servo Technology capability to run our unsupported film material. As our production needs continue to grow, we plan to utilize more ROTOCONTROL finishing machine technology.”*



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# Label Leaders

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- ◆ Purchased a EDM200 Flexo Machine
- ◆ *"We plan to utilise the EDM200 in short-run production of generic labels requiring a change in the description of the product" states **Craig Stange** Factory Manager. "The speed and ease of job setup and changeover in addition to the flexibility in producing smaller runs of unique labels led to our decision to invest in the ROTOCONTROL EDM200."*



Above photo courtesy of PACKAGiNG & Print Media



# SA Litho

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- ◆ Purchased three ROTOCONTROL RSC Slitter/Rewinders
- ◆ *“We considered ABG, RotoControl, Pratti and Scantech, **Leon Witbooi**, SA Litho **Managing Director** relates. “In the end, RotoControl won the day; and we bought three RSC 340 slitter rewinders, complete with AVT Helios 100% inspection systems. We had a number of criteria for this purchase, and RotoControl matched them all, including local support, specifically Cape Town-based support, headed by Pascal Aengenvoort.”*



Above photo courtesy of PACKAGING & Print Media

# S&N Labels

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- ◆ Purchased RSD 440 with 2 die stations and DRM turret
- ◆ *“After doing business with Patrick for many years, we naturally accepted his invitation to view the ROTOCONTROL RSD 440 in Germany” states **Simon Grisdale, Managing Director** of S&N Labels. **Tim Grisdale, Production Manager** of S&N Labels states: “The demonstration exceeded our expectations, especially the DRM dual rewind semi-automatic turret technology. After doing the calculations on time saved it was easy to justify ordering the additional option.”*



# For Additional Information

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- ◆ Visit **ROTOTEC** online at [www.rototec.co.za](http://www.rototec.co.za)
- ◆ **Read** the article about ROTOTEC in the Jan'11 issue of **PACKAGING & Print Media**



- ◆ Visit **News** at [www.rotocontrol.com](http://www.rotocontrol.com) to read all **ROTOCONTROL** Customer Success Stories

