

A vertical collage of three industrial images. The top image shows a blue protective cloth next to a black perforated metal surface. The middle image is a blurred view of industrial machinery. The bottom image shows a close-up of a metal assembly with many small, shiny components.

WITTE Y SOLÁ

## **PACKAGING PARTNER**

Aluminium tubes and Accessories

## WITTE Y SOLÁ, S.A.

was founded in 1968 together with German partners but since 1974 it is wholly owned by the Solà family.

WITTE Y SOLÁ

**10.700m<sup>2</sup>**

TOTAL AREA

**165**

EMPLOYEES



**ALUMINIUM TUBES: 7 LINES**

Capacity of **200M** tubes per year

Ø 13,5-16-19-22-25-28-30-32-35-40.

From **2 to 200** ml.



### WITTE Y SOLÁ, S.A.

In 1990, WYS acquires the company Amfer which currently produces 80% of our caps.

AMFER

**1.200m<sup>2</sup>**

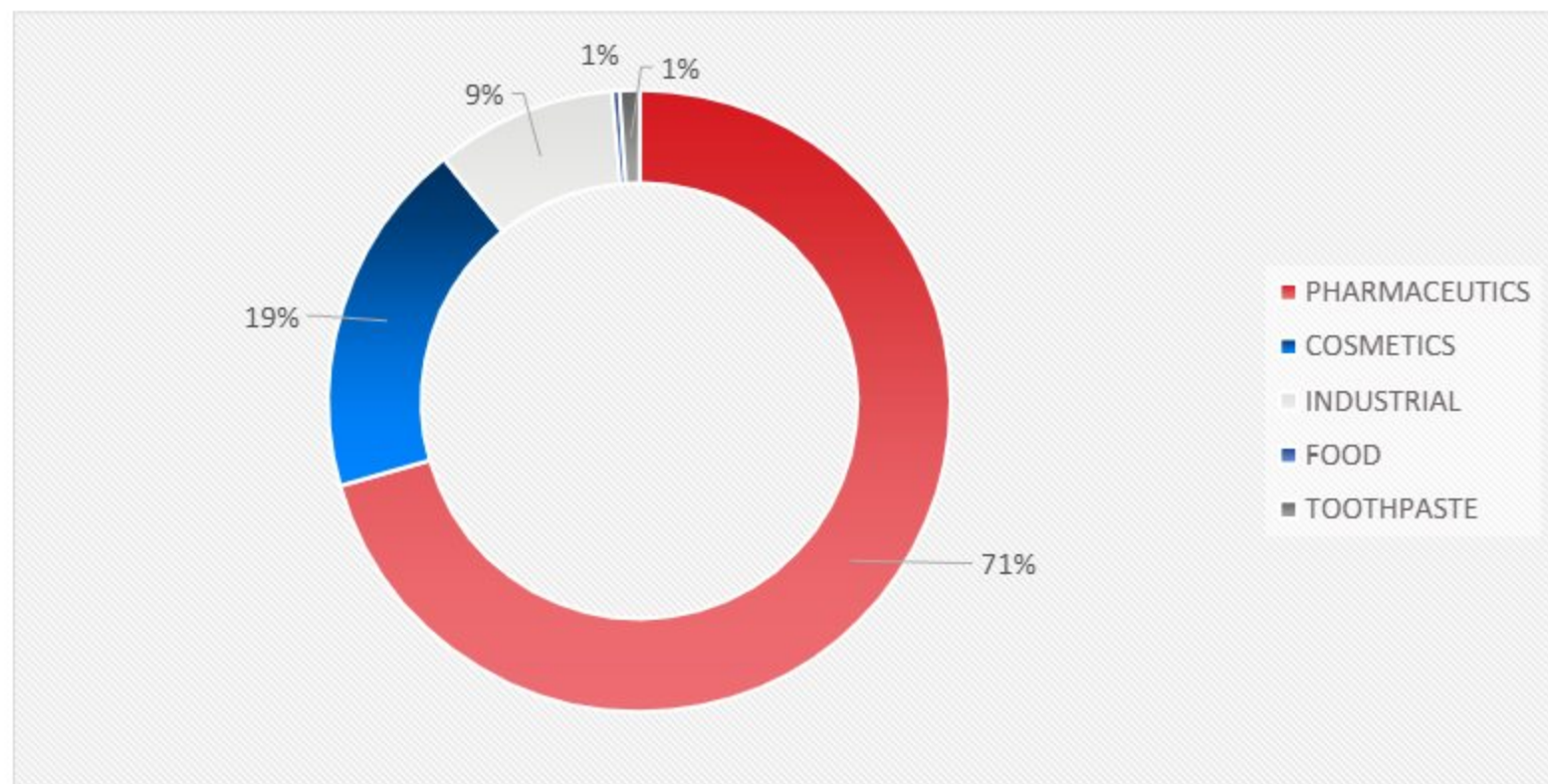
TOTAL AREA

**8**

EMPLOYEES



1968	German-Spanish foundation of Witte y Solá
1974	100% ownership by the Solá family
1983	The entire production lines are renewed
1990	Start to export. Witte y Solá buys Amfer, a cap injection company
1996	First manufacturer of aluminium tubes with UNE-EN-ISO 9002
1998	Builds its own aluminium manufacturing machines
2001	Implementation of the ERP-SAP, A3 and Scada
2007	First manufacturer of aluminium tubes with a Clean Room ISO8
2010	Strategic Plan 2010-2014 (Pharos, Marco Urarte, Acció)
2015	The third generation of the Solà family is incorporated
2016	ISO 15378 (GMP). New E-Commerce platform. Laminated tube production
2019	Investment Plan 2019-2021. New facilities and machinery
2021	Commissioning of the new production line 7
2022	ISO45001
2023	DMF certification





# WHO TRUST US?

## OUR CLIENTS



ACM  
LABORATOIRE  
DERMATOLOGIQUE



Almirall



BOIRON®

Embryolisse.  
LABORATOIRES

EUGENEPERMA  
— PARIS —

NOVARTIS

ISDIN

Théa

TEVA  
TEVA PHARMACEUTICAL INDUSTRIES LTD.



Reckitt  
Benckiser

HIPERTIN

Pfizer

L'ORÉAL  
PARIS

KERN  
PHARMA

Johnson + Johnson



Pierre Fabre

FAREVA



Bayer

BAUSCH + LOMB  
See better. Live better.

Dermofarm  
Laboratorios



CHEMINEAU  
DIET COMO

CH  
CAROLINA HERRERA

Boots



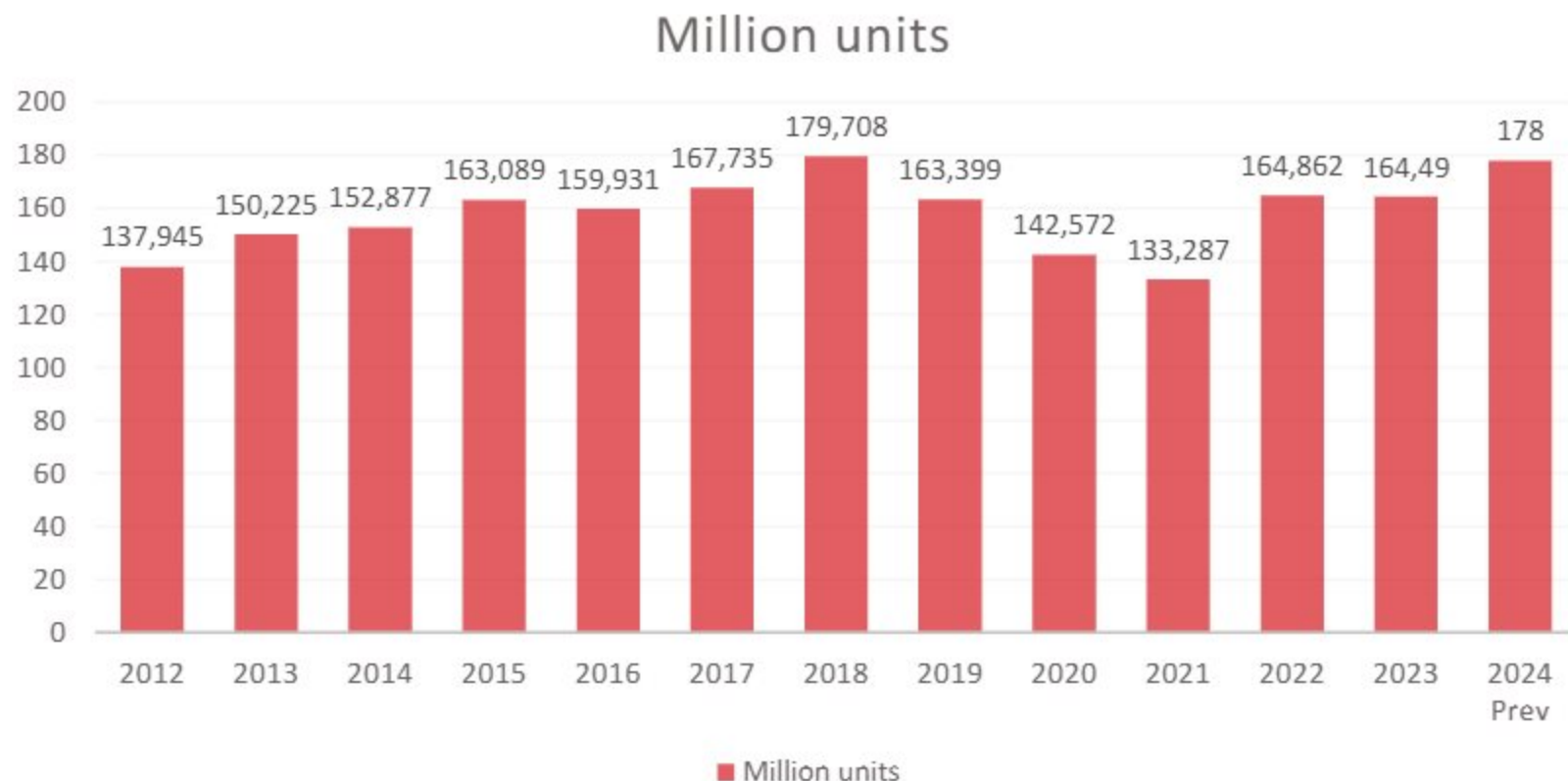
ANTONIO PUIG  
perfumes

Alcon SANOFI

MONTIBELLO  
EXPERIENCE BEAUTY

ESTEVE

B | BRAUN  
SHARING EXPERTISE





### Sales (millions €)

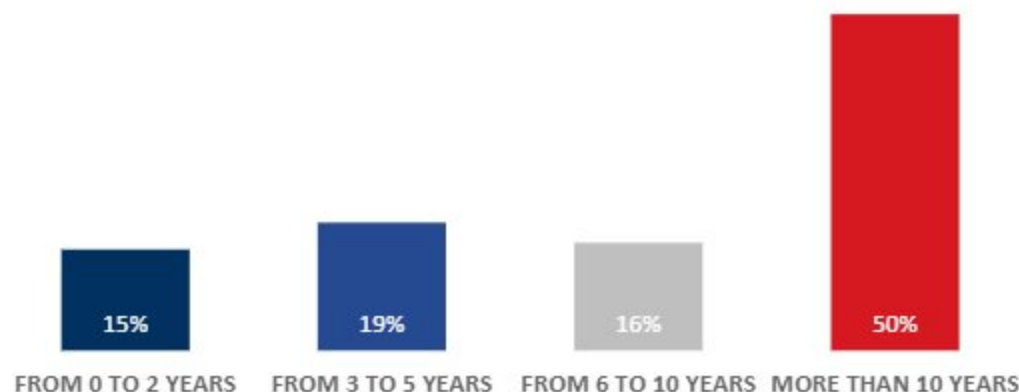


## CUSTOMER LOYALTY

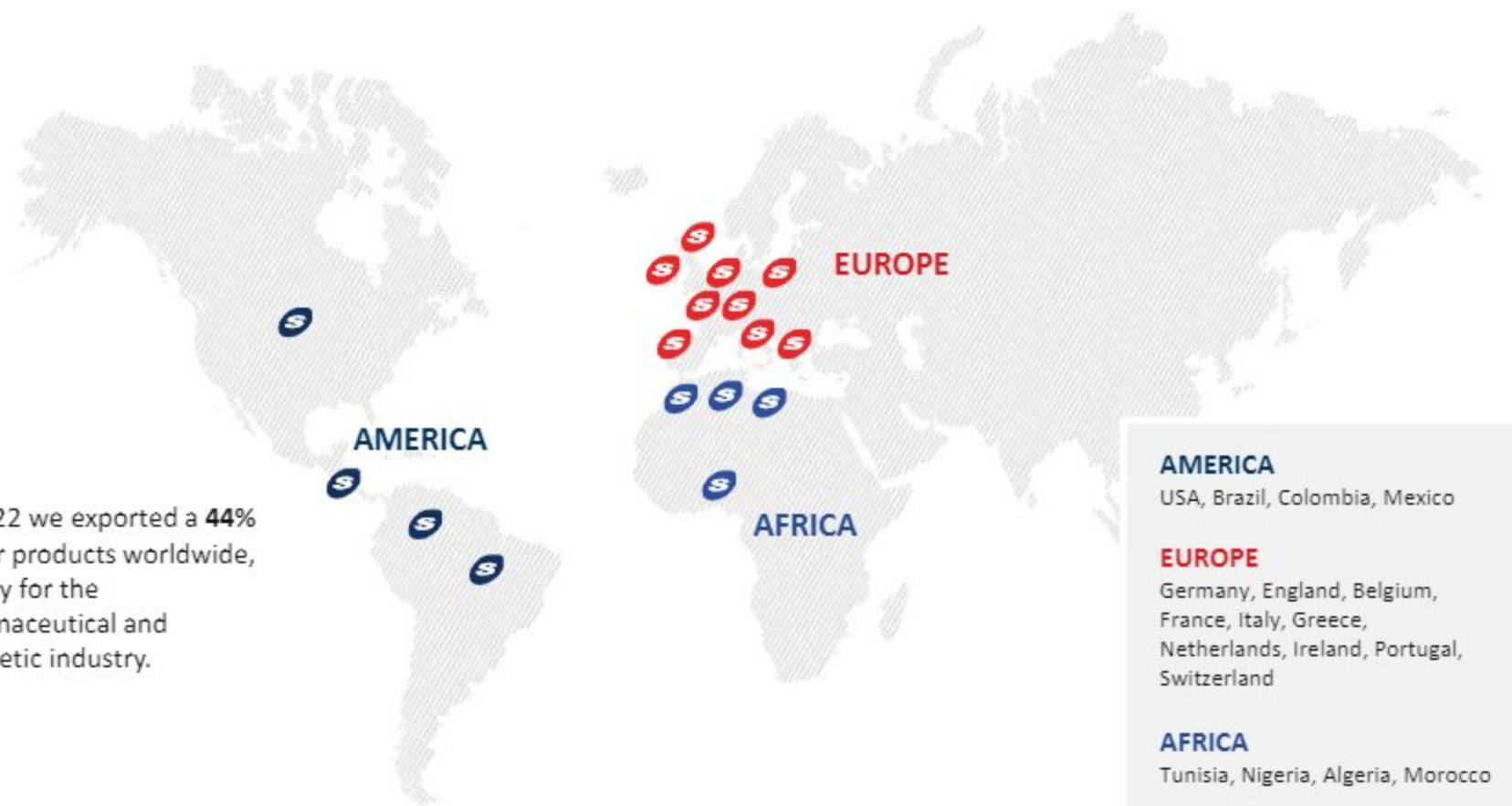


50% of our clients have been trusting us for more than 10 years

¿For how long our customers have been buying from us?



In 2022 we exported a **44%** of our products worldwide, mainly for the Pharmaceutical and Cosmetic industry.



First Spanish tube producer with **ISO 9001** and **ISO 15378 (GMP)** quality certifications.

All our products are manufactured in an **ISO 8 clean room** and are subject to numerous **artificial vision controls**. We are certified as food packaging manufacturers by **ACSA** and **AESAN** (Catalan Agency of Food Safety and Spanish Agency of Food Safety and Nutrition).

In 2017 we obtained the **ISO 14001** certification.

In June 2022 we obtained the **ISO 45001** certification.



Generalitat de Catalunya  
**Agència Catalana  
de Seguretat Alimentària**



agencia  
española de  
seguridad  
alimentaria y  
nutrición

- During production, in addition to process controls, we take representative samples of the batch.
- These samples are controlled in the laboratory, where we perform all types of physicochemical and microbiological tests.
- Finally, a certificate of analysis is issued and the batch is released.





**Information Technologies (IT):** Integrity, availability and security of information.

**Operational Technologies (OT):** 100% virtual secure digital platform.

**"Help Desk"** Digital Transformation: BPM

**E-commerce:** [www.mistubos.com](http://www.mistubos.com)

Monitored and secure network system 30% in the cloud, ISO: passwords, backups, etc.

- 180 requests/second
- 15 online platforms
- 38 servers





- We have completed a very ambitious project to be able to offer tubes with the cap and aluminium of 100% recycled origin.
- Witte y Solà carried out a test on its lines in mid-March 2021, which was already 100% successful.
- Currently we are already manufacturing with recycled aluminium for several clients.
- 80% of the caps we currently use come from a company of our group. All its molds are prepared to produce with recycled material.
- We also have BPA-free internal varnishes.



ALUMINIUM

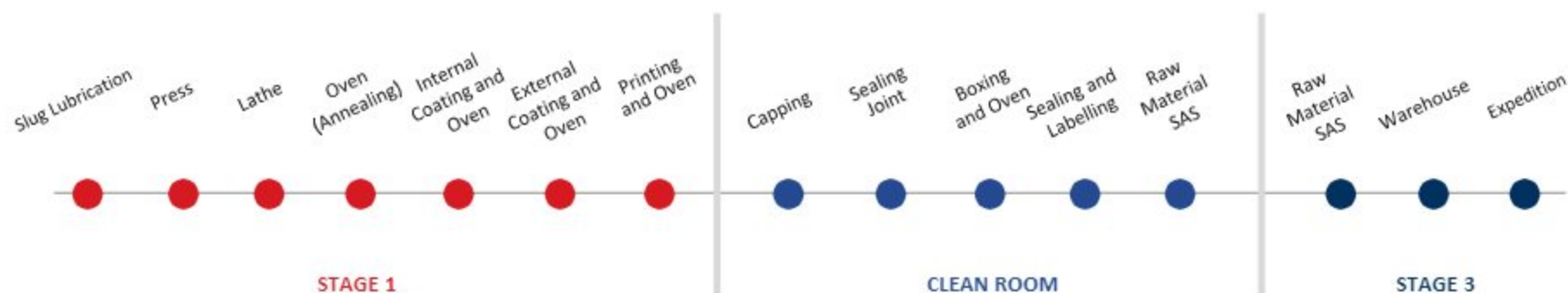


Recycles forever



# ALUMINUM TUBES

## THE PRODUCTIVE PROCESS

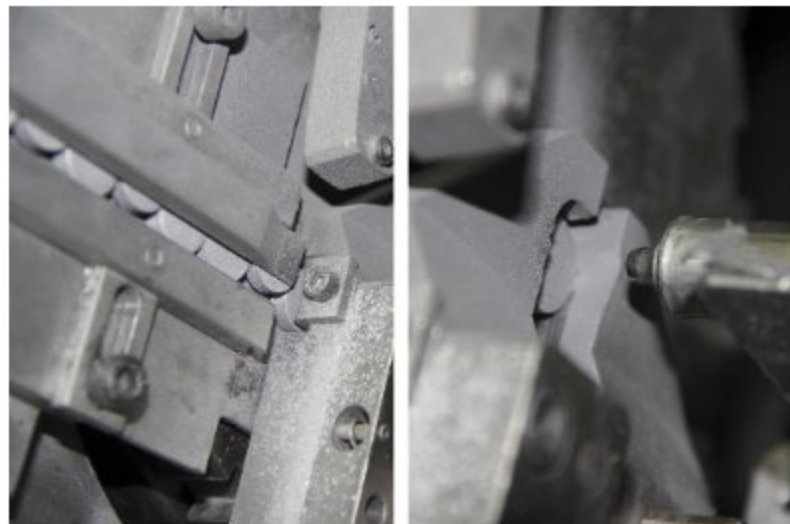


## SLUG LUBRICATION



- In order to facilitate the extrusion process, it is necessary that the slug is greased.
- This process is done by tumbling the slugs together with a lubrication grease.
- For 15 minutes, about 25 kg of slugs together with the grease are turned inside the greasing drums until they are completely covered.

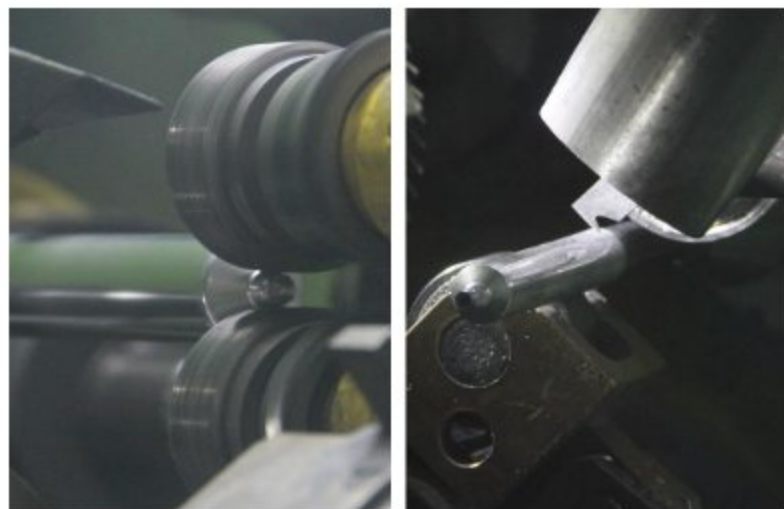
## PRESS



- The lubricated slug receives a 150 tones press impact creating the body of the tube.
- The size and shape of the slug will allow us to produce a tube with the diameter and length chosen by the customer.
- We produce tubes with the following diameters:

Ø 13,5	Ø 25	Ø 35
Ø 16	Ø 28	Ø 40
Ø 19	Ø 30	
Ø 22	Ø 32	

## LATHE



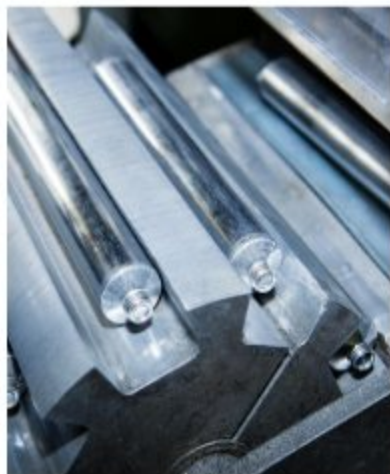
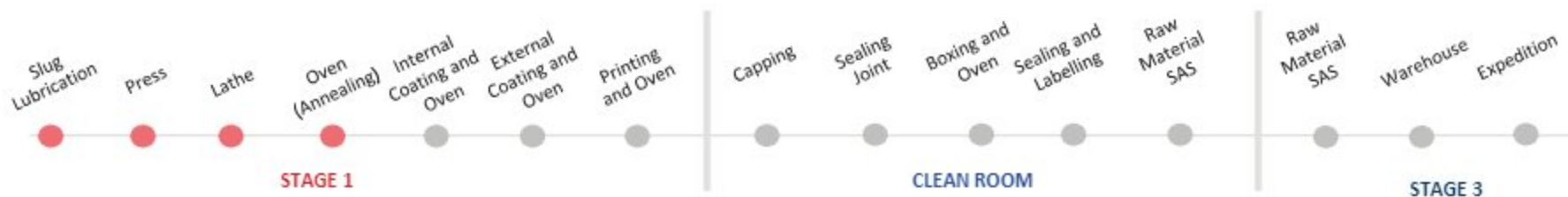
During this process, the lathe:

- Cuts the tube to the final length.
- It shapes the thread of the neck of the tube, depending on the cap that will be placed later.

Dimensional control L6 y L7



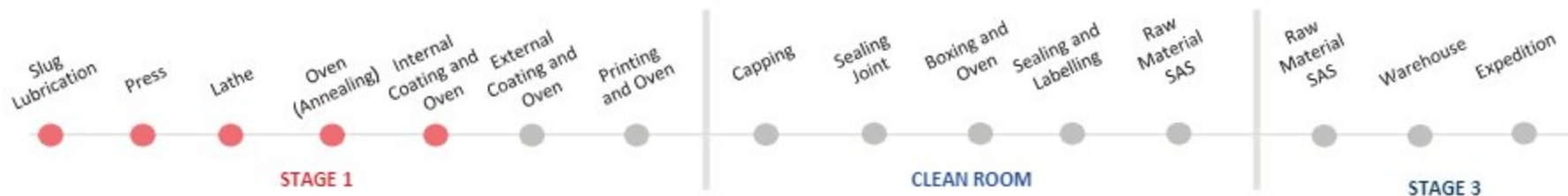
## OVEN (Annealing)



- The tube enters inside an oven, where it loses its rigidity and acquires the flexibility characteristic of our product.
- In this same phase, grease particles evaporate leaving the tube completely clean and ready for varnishing.

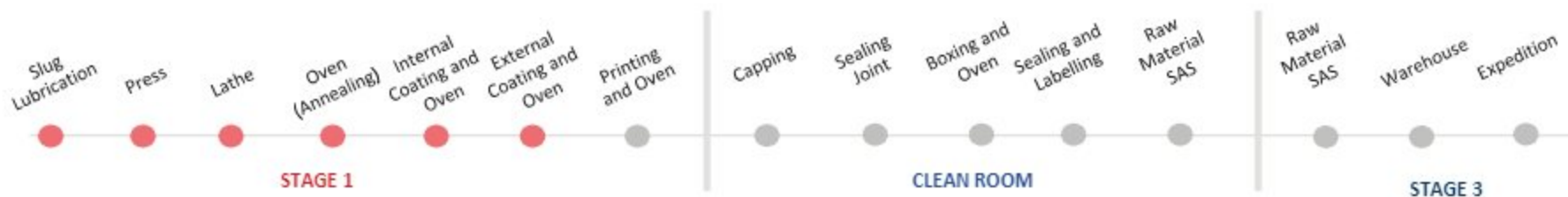


## INTERNAL COATING AND OVEN (Polymerization)



- The internal varnish, made of epoxy-phenolic resins, is pulverized by three spray guns, guaranteeing the coating of the entire inside surface of the tube.
- We have polyester varnishes and modified resins, BPA-free.
- The varnish is polymerized at a temperature between 200° and 240°.

## EXTERNAL COATING AND OVEN

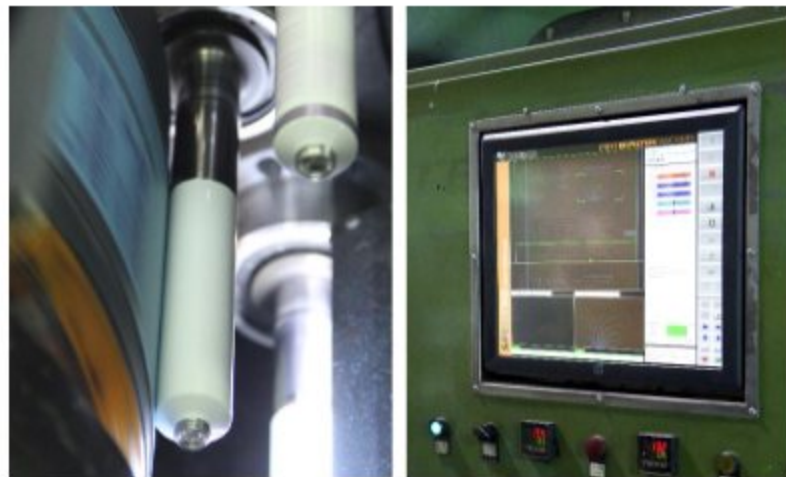


- The tube will be externally coated using a highly elastic polyurethane lacquer, usually in white.
- In order to facilitate the subsequent printing of the tube, this enamel will be dried in an oven at a temperature between 110° and 145°.



Artificial vision. Defects control L 2, 3, 5, 6 y 7

## PRINTING AND OVEN



- In this step, the tube is personalized by using a dry offset printing system.
- Our rotaries can print up to 5 inks.
- After that, the tube is dried in an oven at a temperature between 140° and 160°.

Artificial vision. Print control L2



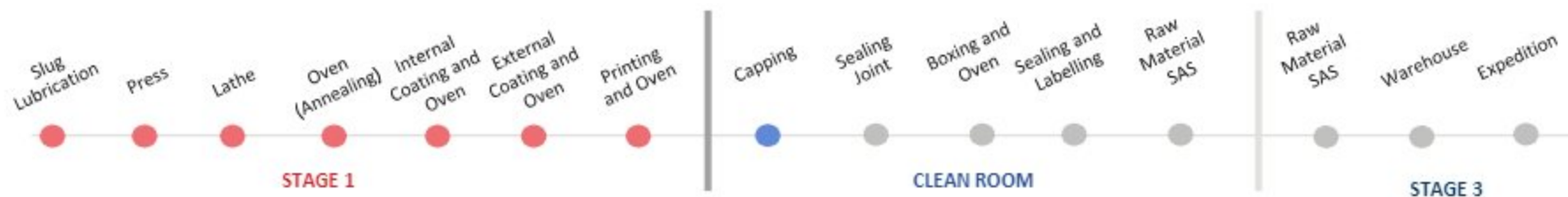
## CLEAN ROOM



- Then the tube gets into the Clean Room which has been built by the specialized company Axima.
- It is certified ISO Class 8 equivalent to class D or 100.000 particles.
- Since 2007, we are the only Spanish tube manufacturer with an installation of these characteristics.



## CAPPING



- The capping machine will place the cap by threading it.
- We can offer different types of caps or even adapt models owned by the client.

Unprinted tube detector L 1, 2, 3, 4, 6, 7

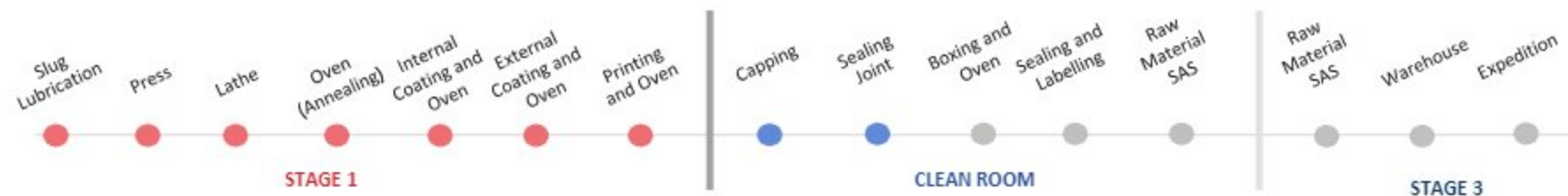
Missing cap detector L 1, 2, 3, 4, 5, 6, 7

Cap height detector L 3, 6, 7





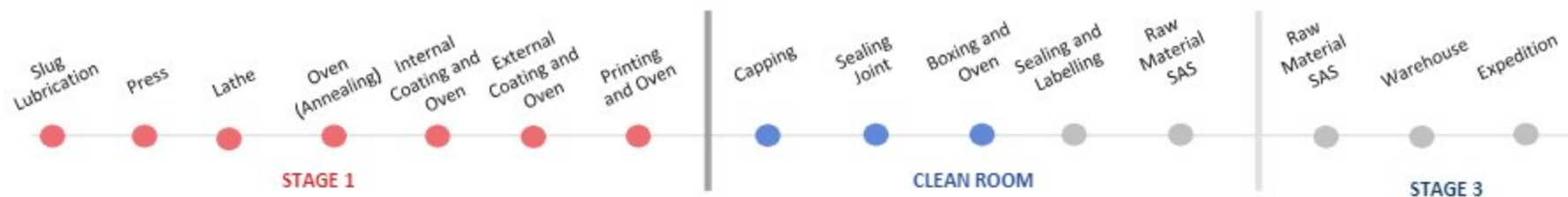
## SEALING JOINT



- Under customer request and to obtain greater hermeticity in the area of the fold of the tube, a sealing joint is applied by gun.
- The sealing joint is made of water-based acrylic polymers.

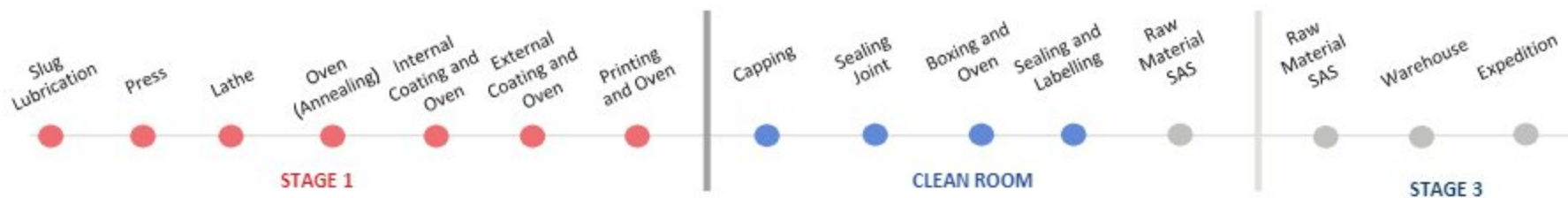


## BOXING AND OVEN



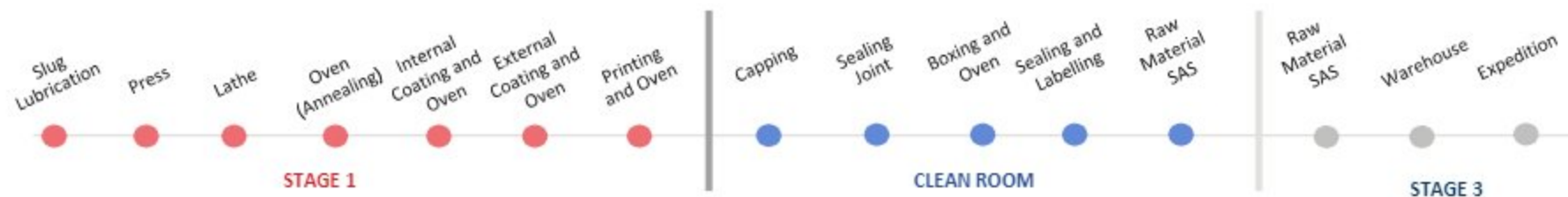
- Depending on the customer's filling system, different box sizes and types of material are used.

## SEALING AND LABELLING



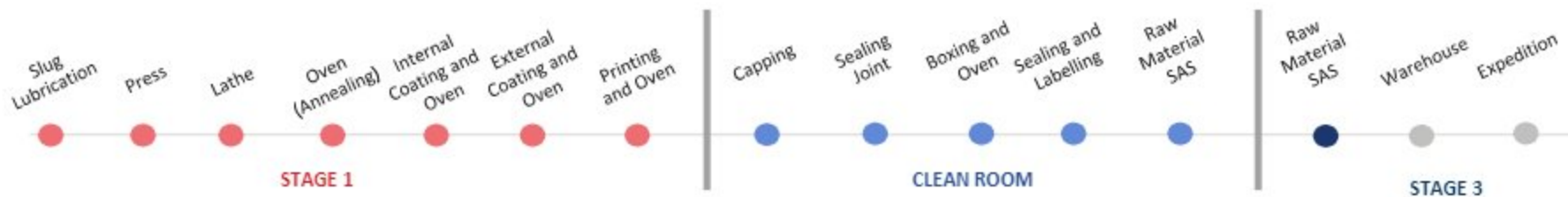
- A final visual control is made and then the boxes are sealed and labelled.

## RAW MATERIAL SAS



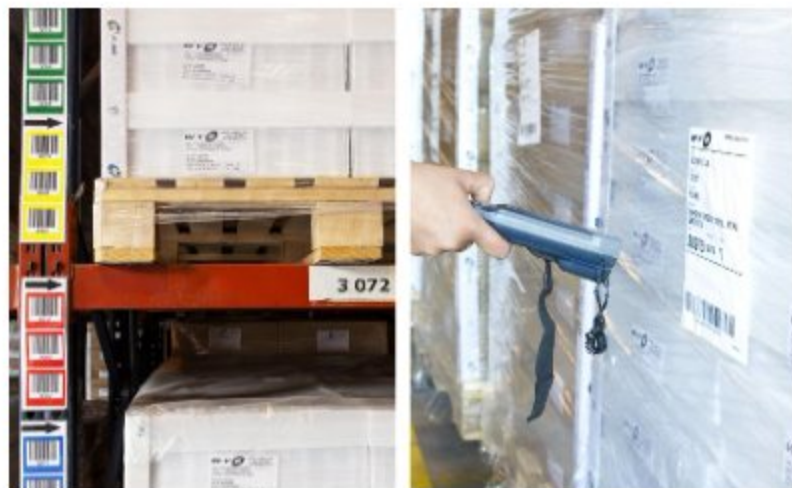
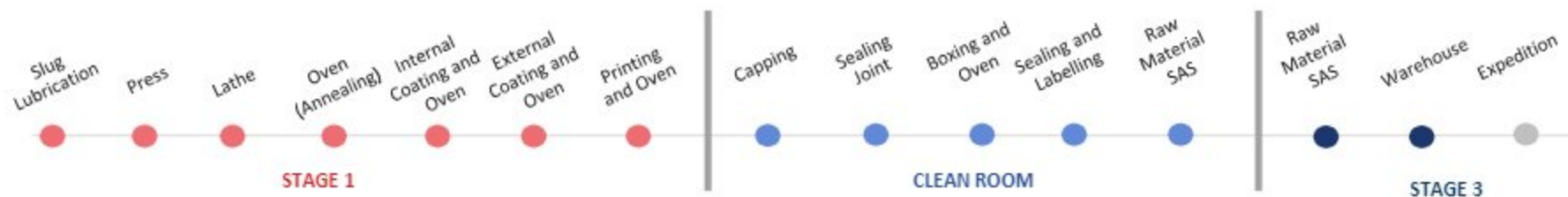
- Boxes are placed on a pallet for a subsequent shrink.
- This area is still inside the Clean Room.

## RAW MATERIAL SAS



- Placement of reinforcements, shrink wrapping and labelling of the pallet.
- Each label has a barcode that will help us to identify each of the pallets.

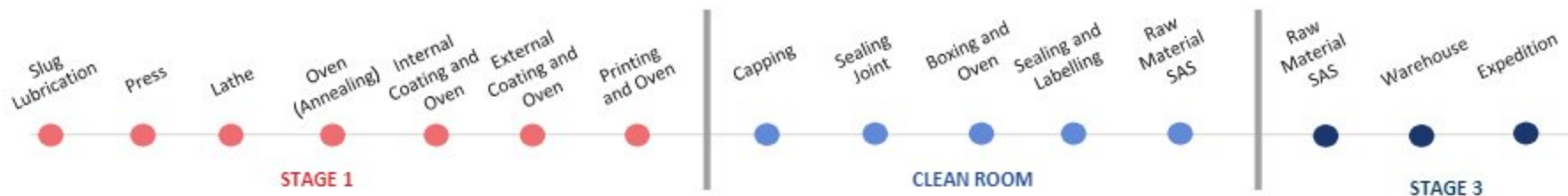
## WAREHOUSE



- We use a barcode scanner to read the codification of each pallet and its location in our warehouse.
- This information is automatically registered in our ERP in order to have them always under control.



## EXPEDITION



- As soon as the delivery date of the order approaches, the corresponding pallets are loaded onto the truck to take them to their destination.



WITTE Y SOLÀ

# THANK YOU