



Pascal Aengenvoort (Rotocon) and Matthias Thor (Matho) cement the deal between their two companies.

Another key agency for Rotocon

Rotocon has added another string to its bow by taking on South African representation of Matho, reports GILL LOUBSER.

BASED near Stuttgart in southern Germany, Matho boasts a fine reputation for the production of cutting units and waste management systems. The company's latest move into an ever-growing global market is the appointment of Rotocon as its South African representative; and Matho's sales manager, Matthias Thor, recently visited Cape Town to cement the deal.

This adds yet another dimension to Rotocon's impressive and growing list of overseas principals that now includes MPS, Screen, RotoControl, AVT, Wink and Matho.

And, as Rotocon's Pascal Aengenvoort points out, Matho's products are entirely complementary when it comes to meeting the needs of Rotocon's particular customer base in South Africa.

'As with our other agencies, we'll provide full

technical support from our offices around the country,' Pascal remarks.

Matho has customers around the world for its cutting units and extraction systems, particularly in the labelling, folding carton, and flexible packaging sectors. These machines cut and transport production waste into a plant's waste disposal system and thanks to their modular structure can be designed to suit a converter's specific requirements.

'This flexibility is a major factor,' Pascal explains. 'Matho's ability to supply and install a bespoke system, and to offer subsequent upgrades, ideally suits changing production requirements.'

Among many examples of the Matho technology in action around the world is a sophisticated waste extraction system fitted inline on multiple label printing presses. In addition to the matrix and edge trim,



▲ A typical application for a Matho waste management system linking several machines.

◀ Matho's Cuttopress system can be integrated with existing equipment. It features an air return facility with filter, and handles most waste, including difficult substrates.

the system extracts the confetti to provide a cleaner environment and allow smoother press operation.

Known as the Cuttopress CP-6000, this particular system can be integrated with existing equipment. It has an air return facility with filter, and handles most waste, including difficult substrates.

Featuring a single central pipe for extraction, which offers great efficiency and minimises power consumption, the system ties up fewer staff in waste collection.

The end result is that presses run smoothly and continuously, while the waste itself can be recycled and converted into energy.



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