



CORPORATE PRESENTATION

**TURNKEY
SOLUTIONS
FOR BOTTLING
AND PACKAGING**



BY YOUR SIDE IN PACKAGING

We will support you to understand your needs, realize your desires, and solve your problems.

Share with us your idea, we will put it into practice. Brief outlines will turn into projects, prototypes, new installations



WE ARE CUSTOMER-ORIENTED AND HIGHLY SKILLED IN PACKAGING

We offer you-tailored solutions that enhance the value of your company and grow your business. Through a **thorough understanding of your needs**, we will build your world with passion and expertise. Our ideas will become your reality, because they are **designed specifically for you**.

CLOSE TO
CUSTOMER

CONCRETE
KNOWLEDGE

TURNKEY
SOLUTIONS

WHAT WE DO

WHAT WE DO

We specialize in supplying machinery, services, and spare parts for **automated bottling and packaging plants.**

Our many years of experience in providing turnkey solutions for the supply of lines, plants, and machinery for bottling water and beverages have allowed us to acquire expertise, professionalism, and exceptionally high levels of service.

We offer our clients specific solutions, customizations, and functional modifications based on their real needs.

Single point of contact you rely on

Specialized technicians

Innovative approach to customer

Flexibility and versatility

Customized solutions

CORPORATE PRESENTATION BBM

BBM
YOU ORIENTED SOLUTIONS



**BY YOUR SIDE
IN PACKAGING**

WHAT WE DO



ASSISTANCE & TECH SERVICE

We offer a complete range of services to support our customers: line relocation, format changeovers, plant maintenance, training, and hotline remote assistance.



ENGINEERING & UPGRADE

Our portfolio consists of upgrades designed to fully exploit the potential of the machine and achieve energy and cost savings.



QUALITY SPARE PARTS

We have a large warehouse with an extensive range of spare parts compatible with major packaging machinery manufacturers.



OVERHAULED MACHINERY

An impressive selection of used bottling and packaging machines, fully refurbished and guaranteed. We ensure the best in the second-hand market.

WHAT WE DO

ASSISTANCE & TECH SERVICE

Service on bottling and packaging machines and plants.

We provide technical support for bottling and packaging machines, including maintenance, relocation, training courses, and hotline remote assistance.

Maintenance & Support

Our qualified technicians intervene at the customer's bottling plant for both scheduled maintenance and urgent interventions, ensuring minimal machine downtime.

Relocation & Disassembly

Turnkey services for dismantling, relocation, assembly, and commissioning of production lines. We handle all logistical management of the site, including waste disposal.

Hot Line teleassistance

Dedicated assistance to quickly resume production. The BBM Hotline aims to prevent the intervention of an external technician, resulting in cost savings.

Third-party assembly

Assembly and testing of machinery at our facility. We offer the customer the advantage of not occupying the space of their workshop or using their own resources and equipment.

Training

We offer specialized training services to optimize line performance, maximize machine efficiency, and address any issues autonomously.

TECNICAL EXPERTISE

Over 50 specialized technicians.

BLOW MOLDERS	SIDEL	KRONES	SMI			
Mechanical Service	10	3	1			
Electronic Service	1	3	1			
Process Systems	7	3	1			
SHRINK WRAPPERS – WRAP AROUND	SMI	OCME	ACMI	KRONES	SIDEL	KHS
Mechanical Service	14	4	4	6	1	2
Electronic Service	7	X	1	X	X	1
Process Systems	9	1	X	X	X	X
HANDLE APPLICATORS	TWINPACK	SMI	COMAG			
Mechanical Service	7	8	5			
Electronic Service	X	2	X			
Process Systems	2	4	1			
FILLERS	SIDEL	MELEGARI	PROCOMAC	SACMI	SIMONAZZI	
Mechanical Service	4	7	6	1	7	
Electronic Service	X	1	1	X	1	
Process Systems	X	3	2	X	3	
OTHER MACHINES	CONVEYORS	PALLETIZERS				
Mechanical Service, Electronic Service and Process	✓	✓				

WHAT WE DO

ENGINEERING & UPGRADE

BBM designs and develops **tailor-made** solutions to meet customer specifications.

We offer our know-how, infrastructure, and a qualified team for highly specialized activities, to find innovative solutions and solve problems.



BBM PACKAGING SELECTION

We offer customized solutions and machinery designed by our technical office to meet the specific needs of the customer, ensuring satisfaction even for the most particular application requests.

UPGRADE OF EXISTING MACHINERY

Implementations and customizations of machinery, to maintain maximum production efficiency of the plant and address the new market demands.

BBM PACKAGING SELECTION

BBM designs and develops tailor-made solutions to meet the specific requirements of clients.

Here are some of the machines built by our technical office, ready to be implemented.



**UNIVERSAL BLOW MOULDER -
FILLER COMBINER**



BIG FORMAT BLOW MOLDER



**PICK & PLACE
AND HANDLERS**



**SHRINK FILM REEL
UNWINDER**

UPGRADE ON MACHINES

To fully exploit the potential and adapt your line to new production needs **without having to invest in the purchase of new machinery.**

Here are some of the upgrades implemented:



**COMPLETE FORMAT
CHANGEOVER ON PLANT**



THREAD CONVERSION



**FROM SLAT CONVEYOR TO WIRE
MESH CONVEYOR**

UPGRADE AND SKILLS

BLOW MOLDERS	SIDEL	KRONES	SMI		
Molds	✓	✓	✓		
Thread conversion	✓	✓	✓		
Upgrades	✓ (apart from Matrix series)	X	✓		
FILLERS	SIDEL	MELEGARI	PROCOMAC	SACMI	KRONES –Monoblock
Format changeover	✓	✓	✓	✓	✓
PACKAGING MACHINES	SMI	OCME	ACMI	KRONES	
Format changeovers	✓	✓	✓	✓	
Upgrades	✓	✓	✓	✓	
LABELERS	KRONES				
Format changeovers	✓				
HANDLE APPLICATORS	TWINPACK	SMI	COMAG		
Format changeovers	✓	✓	✓		
Upgrades	✓	✓	✓		
OTHER MACHINES	Conveyors	Palletizers	Rinsers	Cappers	Decappers
Format changeovers	✓	✓	✓	✓	✓
Upgrades	✓	✓			

WHAT WE DO

QUALITY SPARE PARTS

Speed, reliability, and precision. Our spare parts enable us to effectively meet the production needs of our customers.

- A **wide range** of spare parts for every type of machine
- Compatible Aftermarket **spare parts**
- Dedicated office for each request

GUARANTEED QUALITY AND COMPATIBILITY

We have a dedicated team for research, development, and quality control. It is extremely important for us to ensure products that are perfectly compatible with the original parts from manufacturers (OEMs), including SIDEL, Krones, OCME.

All our spare parts are tested in an internal metrology room and guaranteed for continuous performance over time.



SPARE PARTS SELECTION

BLOW MOLDERS	SIDEL	KRONES	SMI		
	✓	✓	✓		
FILLERS	SIDEL	MELEGARI	PROCOMAC	SACMI	CFT
	✓	✓	✓	✓	✓
SHRINK WRAPPERS	SMI	OCME	KRONES		
	✓	✓	✓		
HANDLE APPLICATORS	TWINPACK	SMI	COMAG		
	✓	✓	✓		
CAPPERS	AROL	KRONES			
	✓	✓			
LABELERS	KRONES	PE			
	✓	✓			
END-OF-LINE	SIMONAZZI	BERCHI			
Palletizers Depalletizers	✓	✓			



WHAT WE DO

OVERHAULED MACHINERY

A carefully curated selection of bottling and packaging machinery.

BBM offers an impressive selection of 200+ used bottling and packaging machines, completely refurbished and guaranteed. We provide the best in the used market, including blow molders, fillers, labelers, shrink wrappers, cartoners, tray formers, palletizers, and much more! Customers can follow the remote refurbishment and commissioning process or visit the 10,000 square meter BBM showroom in Lenna (BG).

Expert technician competence

Flexibility of customized solutions

Reliability assurance

Stringent selection

Machine retrofitting, and configuration

Final testing

CORPORATE PRESENTATION BBM



BBM



WHY BUYING USED IS BENEFICIAL?

ASSURED RETURN ON INVESTMENT

Purchasing used machinery allows you to save compared to buying new, without compromising the quality of production. Additionally, BBM aims to assess the value of the decommissioned bottling line and retrieve machinery that may still have market potential, ensuring an assured return on investment.

SUSTAINABLE CHOICE

Purchasing used machinery is a sustainable practice for several reasons; it allows for:

- Reducing circulating waste
- Decreasing the consumption of renewable and non-renewable natural resources, for the construction of new machinery

Buying refurbished, used equipment thus promotes genuine sustainable growth.

AVAILABLE NOW

BBM already has the machinery in-house, which can be customized and installed at the customer's facility in very short timeframes.

TURNKEY SERVICE

BBM will take care of line layout modification, transportation, installation, testing, and subsequent maintenance of the line directly at your facility.



SOME OF OUR MACHINERY



BLOW MOLDERS AND COMBI



RINSERS, FILLERS, AND CAPPERS



LABELERS AND HANDLE APPLICATORS



SHRINK WRAPPERS AND PACKAGING LINES



PALLETIZERS AND STRETCH WRAPPERS



CONVEYORS AND OTHER MACHINES



**HI-HUMAN
RESOURCES**

**VERTICAL
EXPERIENCE**

WHY US

Because we are by your side to find the most suitable solution for your needs and meet your requirements.

Our facility has a qualified team for highly specialized activities, aimed at innovating, problem-solving, and achieving cost savings.

Our portfolio consists of upgrades, revamps, updates, format changes, and alternative spare parts for the major models of market-leading manufacturers.

We are always on the lookout for winning ideas to implement together.



**ORIENTED
SOLUTIONS**

**FAST &
FLEXIBLE**

WHO WE ARE

BBM was born as a natural evolution of the personal history of the three founding partners who, for more than 20 years, intertwined their careers in the automated packaging and beverage industry.

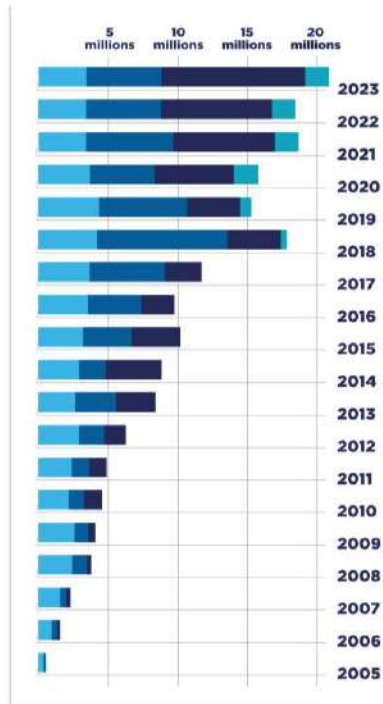
Constantly in contact with operators, the ambition to collaboratively create a project that could effectively meet the sector's demands grew stronger.

Since 2005, BBM's guiding principle has been "**making a difference and feeling part of the change by realizing a tailor-made project for the customer.**" Flexibility, speed, and constant presence are just some of the strengths recognized by our customers, and therefore the reasons why they keep choosing BBM for over 15 years.

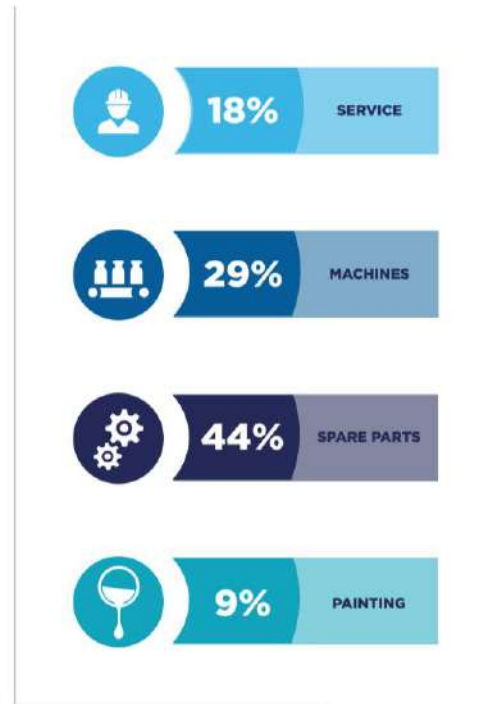


REVENUE & BUSINESS UNITS - 2023

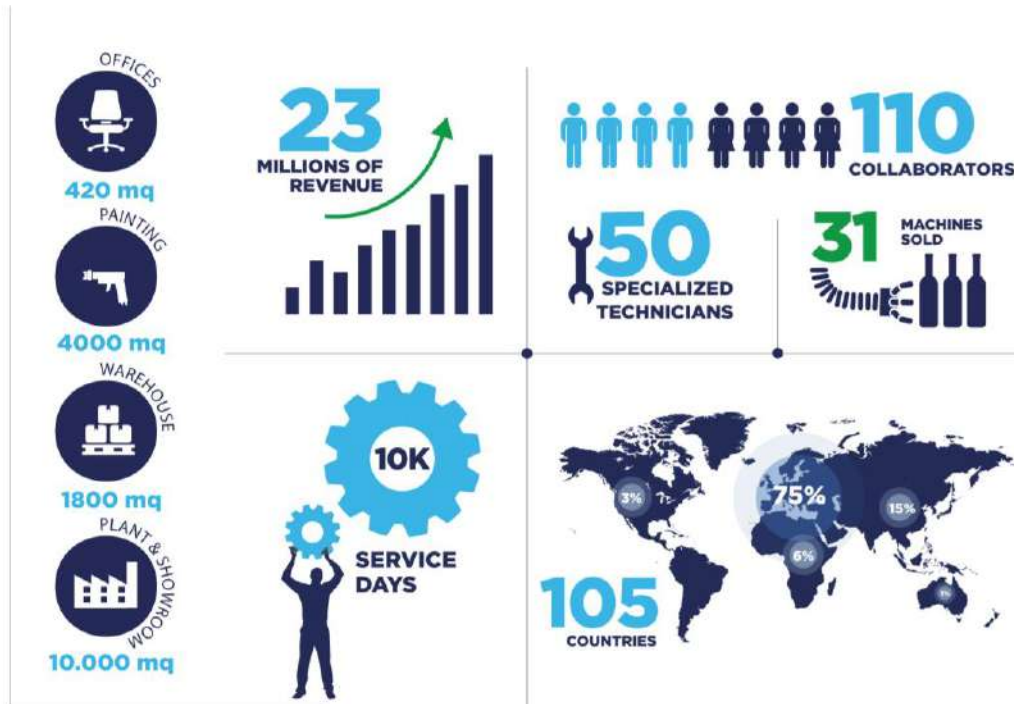
GROWTH



DIVISION



SPACES & NUMBERS



Best References 2023

S. Bernardo

DOLOMITA

Refresco

PRADIS

Pete

S. PELLEGRINO

ZUCCHI

Heineken

CAMPARI

Coca-Cola HBC Italia

SPACES & PREMISES



OFFICES

420 mq



PAINTING

4000 mq



WAREHOUSE

1800 mq



PLANT & SHOWROOM

10.000 mq



SUSTAINABILITY & ETHICS

BBM Service has received a silver medal from Ecovadis, the world's largest universal provider of sustainability assessments, for two consecutive years.

According to Ecovadis, BBM Service excels in corporate ethics, ranking among the top companies in the industrial F&B packaging sector.

Our strengths include the procurement and/or generation of renewable energy and the implementation of measures to comply with the WEEE directive during equipment replacement.

Our second-hand business ensures the environmental benefits of reducing the disposal of heavy industrial equipment.

Furthermore, since 2023, BBM has aimed to provide its stakeholders with an easily understandable tool to read and interpret its results and performance in terms of sustainability.

[Read **BBM Sustainability Report**](#)



WHO WE ARE

QUALITY

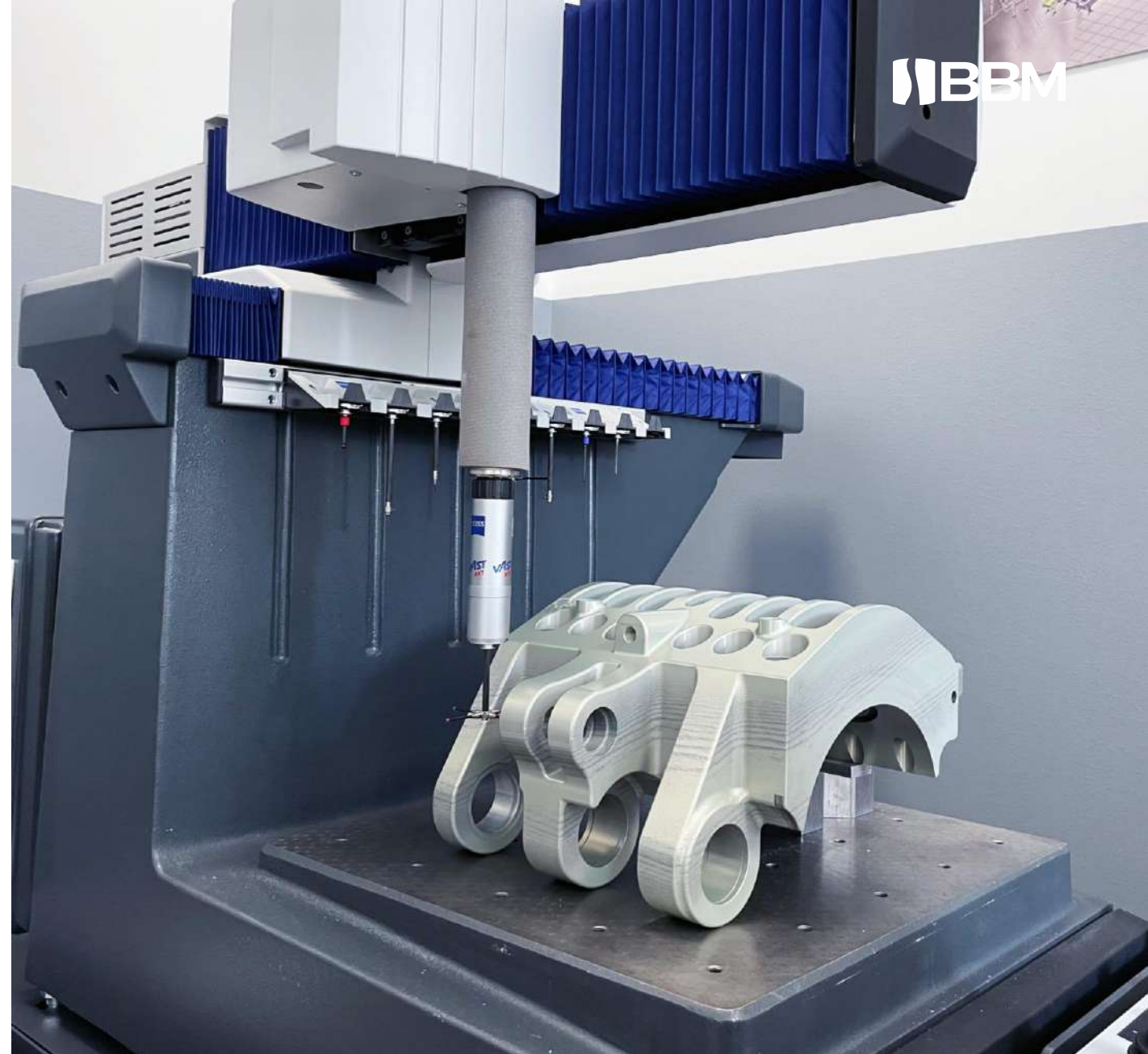
At BBM, quality is not just an objective but a distinctive hallmark that sets us apart in the field of spare parts for bottling and packaging machinery.

BBM has established a rigorous quality control process and designed an **in-house metrology room** equipped with state-of-the-art instrumentation. This **climate-controlled environment** is equipped with the necessary tools for high-precision dimensional inspection, including the ZEISS scanning measurement machine and ZEISS optical machine.

Reverse engineering:

Thanks to the FARO Quantum MAX measurement arm, we carry out dimensional surveys for accurate reproduction of spare parts, even those that are no longer commercially available.

[Discover more on BBM's stock quality](#)



REFERENCES

From medium-small manufacturers to large multinational corporations, the satisfaction of every customer is fundamental to us.

Our goal is the complete satisfaction of every customer. We start from these premises to build long-lasting collaborations that fully reward our customers for choosing BBM as their technical partner.

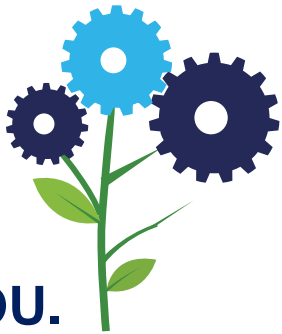
Flexibility, speed, and constant presence: these are the elements that have led our customers to choose us, resulting in the establishment of **preferred-vendor** relationships – as seen with groups like Coca-Cola HBC Italia and Nestlé Waters.

Our references span various sectors: from beverages and water to beer, wine, oil, milk, canned goods, pet food, and pharmaceutical products.



SOME OF OUR CUSTOMERS





THANK YOU.

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