

➤ **SECTOR: FOOD**

INOLASA - Industrial De Oleaginosas Americanas S.A.  
Barranca, Puntarenas Province, Costa Rica  
[www.inolasa.com](http://www.inolasa.com)

- Integrated system ECOBLOC® 6-24-6 VMAS
- LWP 30 ERGON wrap around case packer
- Conveyors
- APS 1035 ERGON palletiser and pallet wrapper
- Labeller



GEO LOCATION

Costa Rica is in many ways a special country, which is always smiling and makes the concept of “pure vida” its philosophy of life. Who knows if Christopher Columbus was welcomed with the same spirit back in 1502, when he landed on the splendid beaches of this land which, by virtue of its riches, he called “Castilla del Oro”. Centuries later, Costa Rica is today known, as the happiest country in the world and only by living in contact with its nature and its inhabitants can we understand why: lush greenery, picture postcard beaches, pristine landscapes and forests and animals in total freedom, come together with education, rules, safety, bureaucracy, good food and innovation. In the field of innovation and investments in new technologies, emerges the role of Inolasa, a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. To expand its production capacity and to meet growing market demands, Inolasa invested in the installation of a 12,000 bottles per hour production line supplied by SMI, intended for bottling the Capullo & Doral brand of vegetable oil in PET bottles.

# INDUSTRIAL DE OLEAGINOSAS AMERICANAS INOLASA

# WELCOME TO INOLASA

**I**nolasa, or more precisely Industrial De Oleaginosas Americanas S.A., is a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. Aware of its role in the economic and social development of Costa Rica, the Puntarenas company (a town overlooking the Pacific Ocean) offers a safe work environment, that gives confidence to its workers and the community in which it operates, and is characterised by its ability to grow in a healthy and sustainable way. Innovation and continual improvement of processes, passion and ability to adapt immediately to market changes, customers at the center of everything, quality and the pursuit of excellence, these are the values that have allowed Inolasa to obtain the license of the national brand "Esencial Costa Rica", a distinctive sign of the company and its products in the Central American country and in the rest of the world.



# esencial<sup>®</sup> COSTA RICA

## ESENCIAL COSTA RICA



**I**t is the national brand of the Republic of Costa Rica, a marketing tool used to distinguish itself on international markets and promote tourism, exports and culture. Founded in 2011 following a study at national and international level, from which it emerged that Costa Rica is perceived as a "green" country with potential to communicate worldwide, the name Esencial was chosen to put the human trait in the foreground, as a differentiating element of this nation. Like brands, countries also compete with each other, and countries with a strong and positive brand will have a competitive advantage to promote products, attractions, culture and much more among consumers, tourists and investors. The Esencial Costa Rica license allows companies that meet the requirements, to use the national brand as a distinctive sign of their products and services.

# TECHNOLOGY AND ECO-COMPATIBILITY

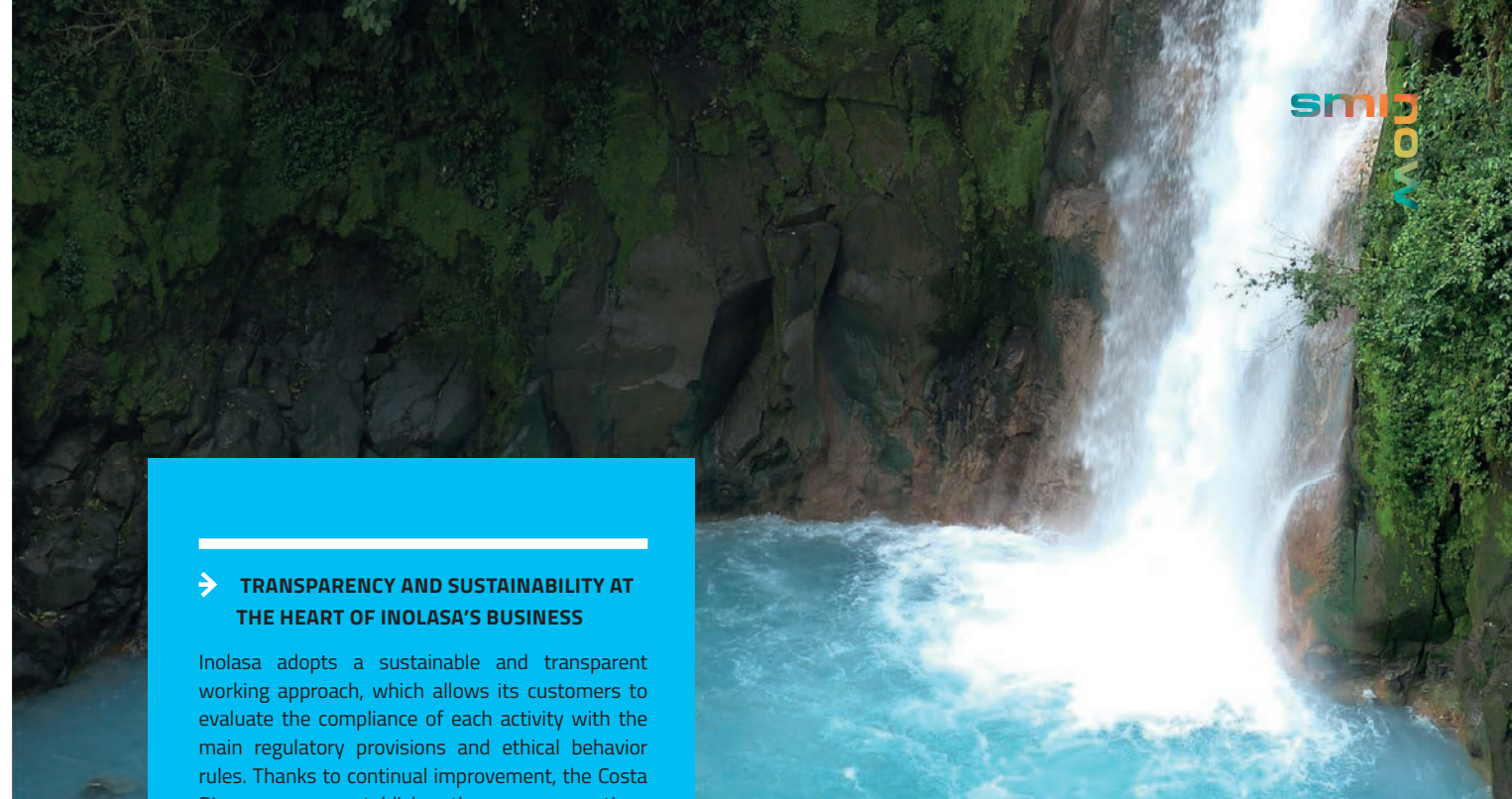
One of the fundamental principles that govern the operation and success of Inolasa is the use of cutting-edge technologies, fundamental to continuously improve production processes and offer quality products, which meet customer needs and meet the requirements of safety regulations and quality. The Costa Rican company is also committed to proactive environmental management, for the sustainable development of daily business. The constant investment in new equipment, together with the continuous training of its employees, the use of the best raw materials available, the strict quality controls and the effective partnership between customers,

suppliers and collaborators distinguish the Inolasa production plants, from which high quality products are produced, able to satisfy the needs and tastes of a wide range of consumers. Inolasa has been recognized by the American Soy Association as one of the companies, with the most efficient and modern processing plants in Latin America. The company has also obtained important quality certifications, such as that issued by the A.O.C.S (American Oil Chemists Society) which guarantees the international certification of the quality control laboratory and the FSSC22000 certification. In addition to being a source of employment and production for Costa Rica, Industrial De Oleaginosas Americanas S.A.

contributes to improving the quality of life of the inhabitants of the country by promoting sport, education and health, to maintain the balance for a healthy life.



Your Global Fats and Oils Connection



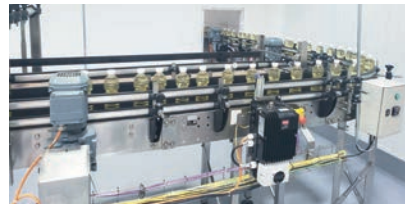
## ➤ TRANSPARENCY AND SUSTAINABILITY AT THE HEART OF INOLASA'S BUSINESS

Inolasa adopts a sustainable and transparent working approach, which allows its customers to evaluate the compliance of each activity with the main regulatory provisions and ethical behavior rules. Thanks to continual improvement, the Costa Rican company establishes the necessary actions to prevent corruption and fraud and to minimize the environmental impacts of its operations, such as the reduction of emissions in the atmosphere, the recovery and management of waste, etc. Equally important is compliance with food safety regulations and, for this reason, Inolasa maintains safety control plans for its products so that they comply with the established specifications.





# SMI SOLUTIONS FOR INOLASA



A fundamental factor for Inolasa is the satisfaction of consumer expectations, through the offer of their widely available, high quality products. To achieve these objectives, the Costa Rican company turned to SMI for the installation of a latest generation production line dedicated to the bottling and packaging of Capullo & Doral vegetable oil in PET bottles. The primary packaging is ensured by an integrated blowing, filling and capping system from the ECOBLOC® VMAS range, the secondary packaging takes place through a wrap around case packer from the LWP range, the tertiary packaging in 1000x1200mm pallets is ensured by an automatic palletising system from the APS series, while the handling of the loose bottles at the outfeed of the ECOBLOC® system and the packs at the outfeed of the case packer is carried out by fully automated conveyors.



## ➤ INTEGRATED SYSTEM ECOBLOC® 6-24-6 VMAS

**Functions:** stretch-blow moulding, filling and capping of 0.5 L / 0.9 L / 0.95 L and 1.5 L bottles in PET with edible oil and a production capacity of up to 12,000 bottles per hour (0.5L format).

### Main advantages:

- the machine groups the stretch-blow molding, filling and capping operations of PET bottles in a single block and therefore does not require a rinsing machine or airveyors between the blower and the filler;
- compact and flexible solution;
- reduced energy consumption;
- ideal solution for bottling vegetable oil, as it uses an extremely precise, electronic filler system equipped with mass meters based on the Coriolis principle, which defines the quantity of product that passes into the valve supply pipe and transmits this data in the form of impulses to the machine control system. Once the predetermined number of pulses has been reached, filling stops;
- the filler valve is opened by means of a pneumatic solenoid valve controlled by the presence signal of the bottle and by that coming from the mass meter;
- the adjustment of the quantity of product to be bottled is carried out through the operator panel;
- high standards of hygiene throughout the filling process; this specific operation is particularly delicate, as the typical viscosity of edible oil requires precise and accurate filling techniques, which, in the systems supplied by SMI, are based on electronically controlled, mass flow meters.

## ➤ LWP 30 ERGON WRAP AROUND CASE PACKER

**Packed products:** 0.5 L / 0.9 L / 0.95 L and 1,5 L bottles in PET.

**Packs worked:** the 0.5 L / 0.9 L and 0.95 L bottles are packed in wrap around, corrugated cardboard cases in formats of 3x4 and 4x5, while the 1.5 L bottles only in 3x4.

### Main advantages:

- packaging process with wrap around system equipped with a mechanical device for product grouping, which offers the advantage of forming the cardboard box around the bottles in transit without making any machine stops;
- ability to graphically customise the cardboard box to capture the attention of the consumer, offering the producer greater opportunities for marketing and product promotion;
- ideal solution for obtaining impact-resistant packaging, capable of protecting the product during transport.

### ➤ APS 1035 ERGON AUTOMATIC PALLETISING SYSTEM

**Packed products:** cardboard boxes containing 0.5 L / 0.9 L and 0.95 L bottles in formats of 3x4 and 4x5 and boxes of 1.5 L bottles in 3x4 that arrive from the LWP 30 case packer.

**Pallets created:** pallets 1000X1200 mm

#### Main advantages:

- extremely flexible, single-column system with two Cartesian axis;
- simple formation of the palletising layers;
- central column driven by brushless motors, which guarantee harmonious and precise movements of all the machine's operating axes;
- plant automation and control via MotorNet System®, a "PC-based" system based on sercos fieldbus and "industrial ethernet" communication protocol;
- high reliability, reduced maintenance and low running costs;
- system management facilitated by a simple and intuitive human-machine interface panel, equipped with advanced 3D graphics, touch-sensitive screen and a wide choice of diagnostic functions and technical support available in real time.

### ➤ CONVEYORS

**Function:** moving loose PET bottles from the outfeed of the integrated system ECOBLOC® towards the LWP wrap around case packer and moving packs between the LWP and the APS ERGON palletiser.

#### Main advantages:

- the conveyors for loose product installed at the Inolasa plant, ensure smooth, constant, movement of the containers at the infeed of the LWP and of the boxes at the outfeed;
- format change over times reduced to a minimum for rapid switch from one production to another;
- the modular structure and the high compatibility with other systems allow installation, start-up and testing to be carried out in an extremely simple way;
- simplified maintenance operations;
- use of high-quality components and wear-resistant materials, which reduce friction and noise, while preserving the quality of the packs transported;
- high system reliability, thanks to the structure and components in AISI 304 stainless steel.

## PURA VIDA!

**P**ura Vida is the most characteristic phrase of the Republic of Costa Rica. Beyond the literal meaning, the phrase is used as a greeting or to say "thank you" or "please" or that "everything is fine". Frequently it is also used to emphasize the need to accept and lighten a situation in life. But "pura vida" is also a philosophy that must be understood, because it means understanding how to grasp the simple things in life, getting rid of unnecessary stress and living in harmony with nature and perhaps this is why Costa Rica is almost always at the top of the charts in the happiest countries in the world.

# CUSTOMERS AND SUPPLIERS INVOLVED TO DO THE RIGHT THING

**I**nolasa is aware that collaboration and involvement with partners and customers are fundamental elements for long-term success. To achieve this goal, the Central American company makes use of an important tool the "Code of Ethics", which establishes the minimum criteria to be met, and encourages customers and suppliers to engage in their supply chain in a sustainable way, adopting actions aimed at safeguarding the environment. An example of this strong connection between Inolasa-suppliers-customers is represented by the recent collaboration that involved SMI for the installation of the 12,000 bottles per hour production line, with which the Puentarenas company highlights the importance of collaborating with companies that consider sustainable development as one of the essential values of their corporate "mission", aiming at creating harmony between industrial activity, product quality, respect for the environment and safety at work.



# QUALITY IS REWARDED



**T**he Inolasa plant is the largest soybean oil extraction plant in Central America. The industrial site has high-tech equipment, which allows 1200 tons of soybean to be processed per day. The production process begins with the import of soybeans from the United States of America and continues with the preparation of the beans which are then processed and refined. Among the main products of the company is soybean oil for domestic consumption, for industrial and institutional consumption. Inolasa also produces soy lecithin and soybean meal for animal feed.



# WHY COSTA RICA IS SURPRISING

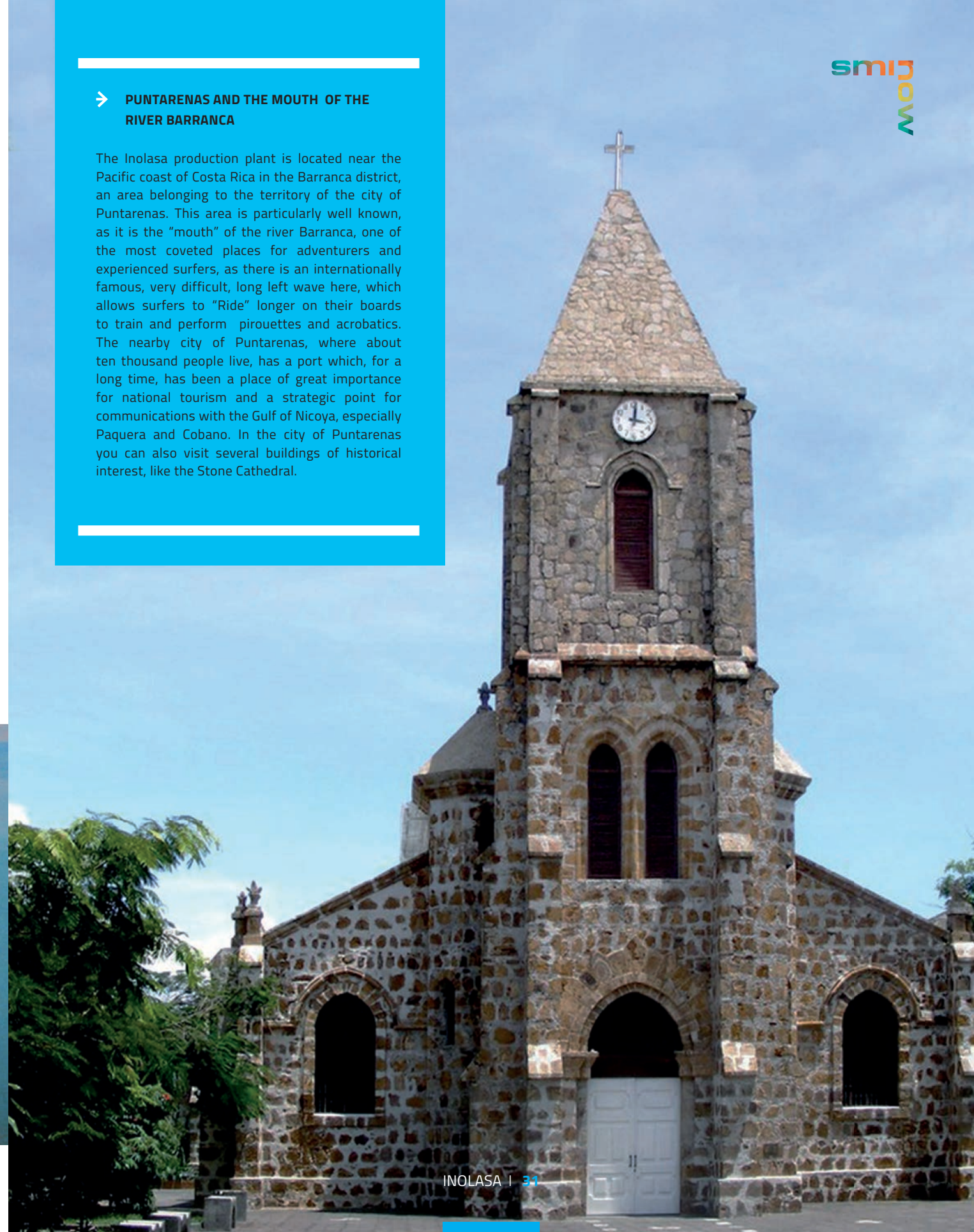
Costa Rica is a small country in the Central American isthmus with a natural heritage that surprises and fascinates, consisting of rainforests and dry tropical forests, mangrove swamps and misty forests, volcanic peaks and hundreds of kilometers of coastline overlooking the two oceans. Costa Rica is an oasis of peace that offers countless activities for nature lovers and excursions:

- The tropical forest of the Corcovado National Park: There are about thirty national parks, biosphere reserves and animal shelters and they are home to over a million plant and animal species. The Corcovado National Park, located on the Osa Peninsula on the Pacific coast, conveys the typical image of Costa Rica, with heavenly beaches, wild nature and a rich fauna.
- National parks make up 25% of the territory: Costa Rica is home to 27 national parks, including 3 recognized by UNESCO as a World Heritage Site, but it is also the country in Latin America where you can find the most diverse flora. Speaking in numbers, there are 850 bird species, 205 mammal species, 10,000 types of plants and trees, 35,000 insect species.
- Tropical beaches and magnificent seabeds: with 1200 km of coastline on two oceans, Costa Rica has an incredible amount of beautiful beaches for all tastes: with fine, black, yellow or white sand, romantic and secluded, trendy or suitable for a horseback ride in the sunset, snorkeling or fishing.
- Discovering leatherback turtles: among the few places that leatherback turtles choose to go to lay their eggs during the night are some parts of the coast of Costa Rica and which are the ideal place to observe these mythical creatures.
- The kingdom of chocolate: from the collection of cocoa beans to chocolate paste, through the fermentation to the drying of the seeds ... Costa Rica is the ideal place to learn how to transform cocoa into chocolate.
- Meet the warm people: the inhabitants of Costa Rica, the "Ticos", welcome visitors with a lot of joy and cordiality. Their sentences marked by the national slogan "Pura Vida!" really reflect their character and enthusiasm.
- A step forward regarding sustainable development: the country pays close attention to the consideration and implementation of sustainable development as a whole. Farms favor crops without pesticides, while the government pays great importance to the protection of natural species.



## ➔ PUNTARENAS AND THE MOUTH OF THE RIVER BARRANCA

The Inolasa production plant is located near the Pacific coast of Costa Rica in the Barranca district, an area belonging to the territory of the city of Puntarenas. This area is particularly well known, as it is the "mouth" of the river Barranca, one of the most coveted places for adventurers and experienced surfers, as there is an internationally famous, very difficult, long left wave here, which allows surfers to "ride" longer on their boards to train and perform pirouettes and acrobatics. The nearby city of Puntarenas, where about ten thousand people live, has a port which, for a long time, has been a place of great importance for national tourism and a strategic point for communications with the Gulf of Nicoya, especially Paquera and Cobano. In the city of Puntarenas you can also visit several buildings of historical interest, like the Stone Cathedral.



# A WORD WITH THE CUSTOMER

## INTERVIEW WITH ERICK SIBAJA General Manager - Inolasa



In addition, the new plant, equipped with cutting-edge technologies, has allowed us to expand our storage capacity, to improve safety stocks, reduce response times to our customers and thus remain market leaders.

**Q:** How important is sustainable development for Inolasa?

**A:** Sustainable development is one of the fundamental axes of our corporate, social responsibility program. Over time, Inolasa has developed several projects that guarantee the sustainability of our operations, such as investing in biomass boilers to generate steam and electricity and the launch of a non-profit program called #ambientalcostarica for the collection and recycling of PET and HDPE packaging, which aims to minimize the impact on the environment, generated by plastic containers. Inolasa is a company that is committed to consumers and in every area of our work we try to improve the processes. Thanks to this circular economy project, our company will recover and recycle plastic containers, which will be transformed for marketing and recycling. Aware of the importance of environmental protection, Inolasa's investment in a more efficient production line have made it possible to reduce the amount of PET resin (plastic) contained in each bottle and to use recycled plastic resin (rPET), which represents a significant improvement for the environment and allows us to become a company with a negative carbon impact and consume less energy for the production of the bottles themselves. In addition, we recycle over 85% of the waste water from the treatment plant, in green areas and simple processes.

offering products at competitive prices and of the highest quality.

**Q:** Inolasa is aware that constant collaboration with business partners and customers is fundamental for long-term success. What did SMI and its Smicentralamerican branch contribute to your growth?

**A:** Thanks to the new, high efficiency, production line installed by SMI in our Puentarenas plant, we managed to optimize production resources and consequently improve our competitiveness on the market.

**Q:** Inolasa is a leading company in the production and marketing of vegetable oils, soy lecithin and food supplies for animal feed. What are the factors that led to your success?

**A:** There are mainly two fundamental factors for the success of our company: on the one hand, the quality, skill and professionalism of human resources, who over the years have done everything possible to achieve excellent and first-rate work. On the other, Inolasa has been able to meet the basic needs of the Costa Rican industry,

**Q:** Inolasa promotes its products under the "Esencial Costa Rica" brand. What are the factors that made it possible to obtain this license?

**A:** The factors evaluated to obtain this license are based on five fundamental axes which are: Excellence, Sustainability, Social Progression, Innovation and Origin. The license was obtained thanks to these factors that we can summarise in the excellent quality of our products, brought about thanks to the support of a top-level team of staff, which allows us to position our brands as market leaders and become an important part of the great Costa Rican family.

**Q:** How do you see the oil and PET bottling market in the future?

**A:** The future is full of challenges, economic and technical, but we believe that we are moving towards the sustainability of plastic and the circular economy concept that we have implemented with RPET will allow us to continue offering our product in high quality bottles with low environmental impact.

↓ **FROM LEFT:** SERGIO PÉREZ, AREA MANAGER OF SMICENTROAMERICANA AND ERICK SIBAJA, GENERAL MANAGER OF INOLASA.



### ➤ TICO TIME

Costa Rica's "hora tica" is a way of conceiving time in a much more relaxed way than normal time. "Dinner at eight", for example, could be interpreted as "dinner will be at half past eight or even at nine". "Tico time" is part of what makes Costa Rica a place where it is easy to escape from the strict structure that regulates daily life. This phenomenon is also clear in their language: for example, the word "ahora", which in Spanish means "now", in Costa Rica means "later" or "at an unspecified time in the future". So if they say "ahora lo hago" it means nothing more than "I will do it later" or "I will do it in a while".

