

PKB optimizes productivity with up to 230 million perfume samples a year

Before buying a perfume, who has never asked for a sample to try out at home? This accessory, which is both a marketing tool and a collector's item, has now become essential before the launch of a new perfume.

This is the reason why there has been an **explosion in the demand for sample bottles of perfume in recent years**. Perfume manufacturers and contract packers have been seeking a versatile machine capable of handling the widest range of products with high performances.

In order to meet the requirements of this market, PKB has designed a range of machines specially dedicated to filling and capping perfume sample vials, suitable for **outputs of up to 120 bpm for glass sample bottles and 140 bpm for plastic sample bottles**.

A major challenge: combining samples and multi-formats

Unlike the few conventional machines on the market which are all single-format, the strength of the **PKB ROBO Samples** machine is its great versatility and adaptability to all format and closure types. This world champion machine in terms of multi-format is suitable for handling glass or plastic containers, with volumes of 2 to 7 ml, and all types of capping systems.

The **PKB ROBO Samples** machine provides a **very quick return on investment**, generating considerable savings of perfume due to its excellent dosing accuracy. It also offers savings thanks to the use of the **same deposit device** for all types of capping systems (pumps, caps with or without clip, with or without dip-tube). Furthermore, the **multi-format sorting bowl** makes format changeovers amazingly easy.

The benefits of the **PKB ROBO Samples** machine are summarized in 4 points:

- **Flexibility** (glass or plastic sample bottles)
- **Adaptability** (modification of equipment to respond to marketing strategies)
- **Compact design** (smaller footprint)
- **Productivity** (up to 100,000 perfume samples per day)



PKB ROBO, for high-quality specifications

The miniature is an ambassador for the brand, and an essential component of gift packs which are widely distributed, and very popular in the USA. To meet the requirements of this market, Estee Lauder US has selected the PKB ROBO machine. With continuous year-round production, this machine enables the brand to maximize the profitability of its investment. It should be noted that PKB ROBO is capable of placing miniature pumps automatically at 80 bpm, which is a real technical challenge at such output speeds. The machine is completed with a cap insertion module and a double labeling machine.

PKB EKO, the flexibility reference

The completely versatile, entry-level PKB EKO machine, can be modified according to requirements. Initially provided for retail bottles, it can be adapted for miniature bottles by doubling the stations (dust removing, filling, insertion, screwing). The use of double cavity pucks enables production at an output of 60 bpm. This way, due to the high flexibility of the machine, clients can switch between retail bottles and miniature bottles.

A range for customers with different needs

The machines in the PKB range address specifically the expectations and needs of each client. With its **PKB ROBO Samples** machines, Biopack France (Bioplan division, Ileos group), worldwide leader in sample contract packing, is producing over 230 million sample units a year.

While Biopack France was won over by the dexterity and set of functions offered by the **PKB ROBO Samples** machine, Flexpaq USA (Bioplan US subsidiary) selected the **PKB EKO Samples** machine for its simplicity and its excellent value. As an entry-level machine for sampling, the **PKB EKO Samples** machine is capable of packaging perfume samples, miniatures, or even makeup roll-ons at 60 bpm.

It is the ideal enhancement for the contract packing machine range, as well as for brands looking for shorter production runs.



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