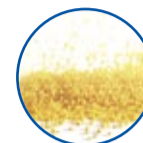


GUERIN

news

APRIL 2005



>> Guerin Systems: achieving success in a changing market

The world is continually changing: our clients are becoming more demanding and more imaginative; our competitors are becoming more incisive; and our market, which has always been diverse and specialized, is now covering greater and greater geographical distances.

Our durability and our future success depend on our ability to anticipate these enormous changes.

We have the means to achieve this with a clear vision, strong ambition and, above all, exceptional motivation. Guerin Systems has, for a number of years, been preparing itself for these future challenges.

Our supportive shareholders, the Sidel-Tetra Pak group, have encouraged us in the increasing internationalisation of our activities.

So, after Mexico, Shanghai, Sao Paulo, Jakarta and Barcelona, Guerin Systems has recently opened a sales office in Russia. This represents the first step in its commitment to the emerging markets of Eastern and Central Europe.

Present in the Asian market for several years, we are continuing to expand with the creation in Singapore, in January 2005, of Guerin Asia PTE Ltd.

In so doing we have made available to our clients an autonomous subsidiary fully capable of managing projects from sale to start-up and through to after sales service.

The support of our shareholders is also visible through our joint projects with Tetra Pak's engineering division.

Our external growth will continue with different partnerships and acquisitions which will reinforce our product portfolio and our presence in markets where we are currently absent or have only very limited representation.

The testimonials you can read in this newsletter illustrate the projects we are currently involved in to enable us to achieve our strategic objectives. ■

Dominique Vincens
Managing Director



"working alongside our international clients"

Looking East

>> Guerin Systems reinforces its presence in Russia

Active in Russia since the 1990s, Guerin Systems has now opened an office in Moscow thus ensuring a permanent presence in this very important growth market.

A country the size of a continent, with a population of 140 million, sustained growth over the last few years (+7.1 per cent in 2004), and above all an enormous need for investment in order to modernize its obsolete manufacturing base, Russia certainly is one of the most up and coming markets in the world.

«Since the 1990s, Guerin Systems has been assisting some of its major international clients to complete important projects in Russia» explains Jean-Christophe Margotteau, who is in charge of the Moscow office.

«Rather than having a distant representation via an agent, Guerin Systems has shown its long term commitment by installing a permanent local team.»

Guerin Systems' office, which opened in September 2004, is situated in Moscow's World Trade Centre. In a country where everything is so much more complicated than elsewhere, Guerin Systems offers both multinational and local companies a very sought

after service package.

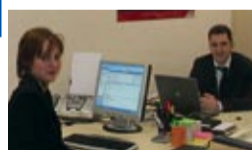
«Our strategy really does distinguish us from our competitors» emphasises Jean-Christophe Margotteau.

Latest success: the signing, in March of last year, a very important contract for a turn key PVC compound production plant near Tver. ■



Jean-Christophe Margotteau, your contact

30 years old. Director of the Guerin Systems' Russian office.
Turnover average: 3 million euros.
7 years business experience in Russia



Contacts: Guerin Systems Russia

Tel: +7 095 258 18 16
Director of Moscow office:
Jean-Christophe Margotteau
(mobile: +7 095 508 48 01)
Sales Assistant: Natalia Zimina

The advantages of Guerin Systems Russia: proximity, expertise, response

- a permanent local presence: aiding the development of projects
- overseeing of entire project-for both the mechanical and electrical elements
- local sub-contractors: for the building of silos, hoppers, etc. ensuring very competitive prices and, at the same time, European quality standards
- certification: compliance of our lines to Russian standards, including the Rostechndzor certificate (equivalent to ATEX in Russia)
- technical assistance for and rapid response to all problems

Some recent projects:

Danone

Tchekhov Plant - 2005
Reception of sugar and pneumatic transport to tanks of «fromage blanc»

Teco

Tver plant - 2005
Turnkey PVC compound production factory. Reception of raw materials, silo storage, pre mixing manufacture, mixing, homogenisation and storage of dry-blend, extruder feed.

Vologodskiy Molochniy Zavod

Vologda Plant - 2004
Pneumatic transport of milk powder from drying towers to silos for storage.

Nestlé

Vologda Plant - 2005
Fully automated powder handling facility for infant's cereal production (from raw materials to mixture)
Complete line for raw materials handling: flour, sugar, milk powder, and dried fruit.
Gentle conveying of cereal flakes and packing in big-bags.

JV Solvay\Soligran

Tver Plant- 2005
Turnkey PVC compound production factory. Raw material reception and storage, pre-mix (one pack), mixer feeds, extruder feeds, sack and big-bag packing. Reception, transport, storage and dosage of powders and liquids.

Wimm Bill Dann

Lianozovo Plant - 2005
Mixing plant for starch and milk powders for yoghurt production

GUERIN

Guerin news.

Newsletter n°1. April 2005.

Director of publication: David Lefebvre.

Conception and publication:

Nazca Communication (33 2 41 43 34 34).

Guerin Systems, ZI Le Bordage,

BP 65, 49122 Le May-sur-Evre, France.

Tel: 33 2 41 63 26 26

Fax: 33 2 41 63 12 15



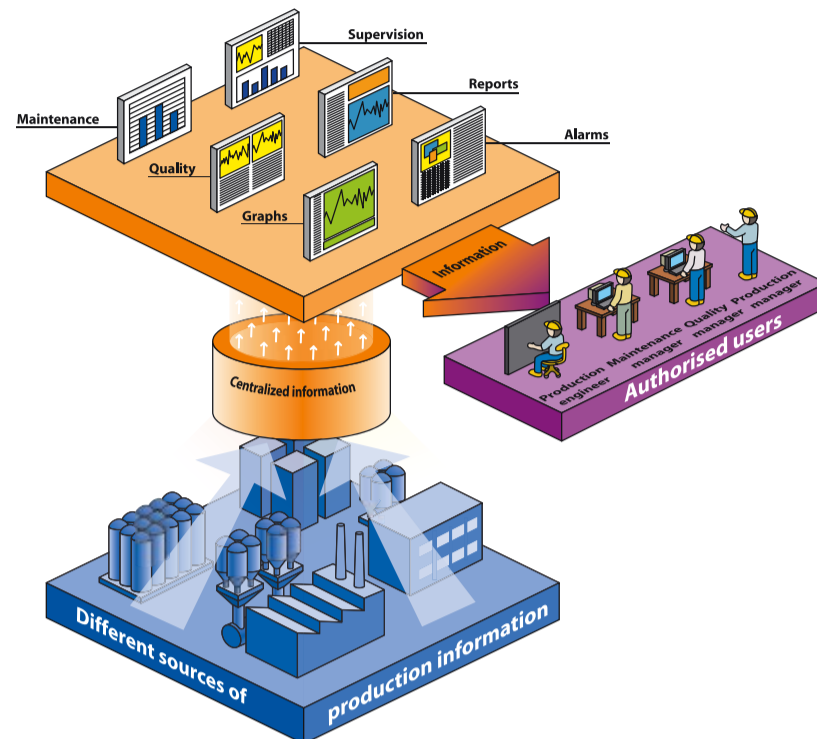
>> Production Management and traceability >> DosaVision the new generation

DosaVision is the tool created for the supervision of powder handling installations. With its 15 years of experience in this domain, Guerin Systems offers a tool that is perfectly adaptable to the needs of each client.

A supervision tool designed for automated equipment in the food and plastics industries. DosaVision controls your production and has the following features in module form:

- production management (visualisation and maintenance aid)
- production control (traceability)
- reporting

Guerin Systems has developed tools for use with well-known software (Microsoft, Wonderware etc.) so that it can easily be integrated into an existing system. ■



>> 3 questions for Xavier Huchon, >> the DosaVision development manager



Manufacturers, looking for improvements in performance, want effective tools that are easily integrated into their existing systems. How does DosaVision answer to these requirements?

«DosaVision has three different modules: production management, production control, and reporting. Each module is autonomous and allows the construction of an «à la carte» architecture.»

Just how flexible is DosaVision?

«The principle is to adapt the tool to the specific needs of the client. Each individual module can be physically installed in different areas of the company. For example, the module for production management can be installed in the control room and the module for production control can be installed on the production manager's computer. DosaVision allows you to have exactly what you need exactly where you need it.»

Clients look for effective solutions at affordable prices. Is DosaVision competitively priced?

«Our clients simply choose the type and the number of modules that they need, and this at a reasonable price. With DosaVision you take the modules that you need and nothing more.» ■

DosaVision, a system constantly being updated with the latest innovations

- A team of 20 specialising in automated control and industrial computerisation.
- An international version available in more than 25 languages



DosaVision: an economic production control solution

Versions adapted for more simple processes are also available. For example, if you do not have a need for traceability, nor a need to save data, a simple control terminal (such as Siemens, Rockwell, Télémecanique) will allow you to follow your daily production. The exact number of control terminals required can be installed at key points in the production process. So, you benefit from a system perfectly adapted to your needs at a reasonable cost.

Plastic: a strategic sector

Plastics account for 25% of Guerin Systems' turnover. Our company has always concentrated on developing this sector of our business.

Enormous success

We have enjoyed enormous success in the international market thanks to rewarding partnerships. For example, our last PVC compound factory for Solvay in Russia, at a site in Tver, was such a great success that the Belgian

company Teco has just signed a contract with Guerin Systems for the complete supply of a PVC compound unit also in Tver. This contract is worth 1.5million euros.

In Asia too we have developed successful partnerships with major companies. General Electric in Thailand chose recently Guerin Systems for the development of its new distribution installation of PC, PPO, PBT, and HIPS.

2005 and subsequent years will confirm the growth of the plastic sector within our activity, particularly in the international market.



Europe

>> Automation of dry materials at Müller dairy



Recently, MÜLLER DAIRY, the largest yogurt producer in the UK, has put into production a fully automated dry ingredients installation.

The needs of Müller were:

- storage of all ingredients into a room with limited height (5,50m) and floor space
- transfer of powder ingredients to wet mixing with minimum human operation
- secure recipes with maximum traceability

Guerin systems was chosen to build this installation. The main design of this installation is:

- a big-bag dumping station is connected

to 8 main ingredients storage indoor silos of 10000l each.

- pre-homogenising of ingredients before wet mixing
- management of micro-ingredient via a specific dosing unit
- traceability of each ingredient is followed with bar code systems in order to secure the recipes
- DosaVision® Process control system is used to follow production step by step. It is linked to Müller Dairy ERP system
- complete explosion protection with explosion suppression containers on silos.

Guerin systems has supplied a complete turnkey installation including engineering, mechanical and electrical supply, automation, process control and complete installation in order to transfer about 5 tonnes per hour of powder ingredients in a batch.

The system was successfully commissioned

in September of last year and Guerin systems is very proud to complete its reference list in the yogurt industry with such a prestigious company. ■

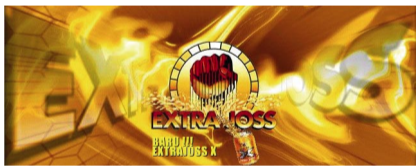


Asia

>> Healthy partner for Bintang Toedjoe in Indonesia



Guerin Systems in Asia
Asia has represented between 20% and 25% of Guerin Systems' turnover in the last 5 years from both multinationals and large Asian customers, such as INDOFOOD, BINTANG TOEDJOE, THAI PRESIDENT FOOD, WANTHAI, BETTER PHARMA, SUPERCOFFEE-MIX, ALAND, LKK, GARDEN, RICHEN, etc.



«Extra Joss» is the most popular energy powder drink throughout Asia. Millions of packs are produced in the Bintang Toedjoe Pulo Mas plant every day, using equipment and processes developed by Guerin Systems.

The constraints of the Bintang Toedjoe project were:

- storage and handling of sensitive and hygroscopic raw materials such as taurin and citric acid in a very humid country
- very strict weighing accuracy requirements of the para-pharmaceutical industry
- limited space for the implementation of equipment
- need for a line that could be easily expanded to respond to continually increasing demand
- SCADA system had to be connected to SAP system (recipe management)
- compliance with the following international norms for export market: HACCP, ISO 9001, GMP, etc.

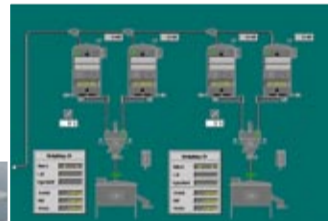
Guerin Systems was chosen for the following reasons:

- local technical support with our Jakarta

office established in 1997

- high level of automation (DosaVision SCA-DA) for full traceability, which allows control of the internal coding rules of Bintang Toedjoe, including raw material inventory
- ability to handle a turnkey project in Indonesia including utilisation of equipment from other suppliers.

The first system feeds 4 production lines with a high level of accuracy. A second order was placed in March 2005 for 4 additional production lines. ■



Our keys to success are: flexibility and reactivity

We have increased our commitment in Asia with a new full subsidiary in Singapore, making our project management local and thus providing our customers with:

- more competitive solutions
- better project follow up
- closer after sales service

GUERIN SYSTEMS ASIA PTE LTD
Full subsidiary
Creation: 01.01.2005
Activity: sales project management, local sourcing, local manufacturing, supervision of the sales offices
E-mail: singapore@guerinsystems.com

GUERIN SYSTEMS JAKARTA
Sales office
Creation: 1997
Activity: sales, sub-contracting, technical support
E-mail: jakarta@guerinsystems.com

GUERIN SYSTEMS CHINA
Sales office
Creation: 2000
Activity: sales, sub-contracting, technical support
E-mail: shanghai@guerinsystems.com

South America

>> Kraft likes our recipe for success



Kraft
Head office: Northfield, IL (USA)
Founded: 1904 by J. L. KRAFT
Activities: Food and Beverage manufacturing Company
Net results 2005: 31 billion US dollars
Number of employees: more than 100,000 employees operating in 68 countries worldwide.
Number of factories: 197 manufacturing facilities worldwide.

Guerin Systems Mexico
Founded: 1999
Activities: pre-sale project development, sales, after sales service
Contact: Sylvain Bellamy
(sylvain.bellamy@guerinsystems.com)

Kraft is one of the biggest food companies in the world, with famous brands such as Philadelphia, Jell-O and Oreo. The success of its Nabisco brands in Mexico meant that Kraft needed to quickly increase its facilities to fulfil the ever-increasing demand.

In 2002, after the acquisition of 8 new mixers for its Victoria's plant in Mexico City, Kraft turned to Guerin Systems to develop a fully automated system that would be able to handle and dose all the raw materials (flour, sugar, fat, water, sugar syrup) into these mixers.

For Guerin Systems, the major challenges of this project were to:

- take advantage of the existing flour silos. We were asked to recondition and integrate these silos into our installation.
- integrate our installation

in an existing building with little space and old-fashioned design that required us to find innovative technical solutions.

- secure and guaranty high level of accuracy in raw material dosing. Kraft also asked us to guaranty a high level of control and traceability for each ingredient.

Guerin Systems fulfilled these requirements by implementing a turnkey solution with the following relevant features and advantages:

- bulk reception storage for flour with reconditioned silos.
- sugar bag dumping and cleaning station.
- vacuum phase pneumatic transport for flour and sugar.
- positive weighing system for flour and sugar on top of each mixer.
- complete dosing system for liquids with in-line mixing system for water and flow meters for fat and syrup.
- Complete Control System to guaranty accuracy, consistency and traceability with our

DosaVision® Control Software.

Throughout the project we enjoyed an excellent relationship with the KRAFT Engineering Department, and so, despite difficulties that are inherent in every challenging project, we successfully completed the commission in June of last year. ■



>> Our subsidiaries**FRANCE - HEAD OFFICE**

GUERIN SYSTEMS
Mr. Patrick DIXNEUF
 ZI le Bordage - BP 65
 49122 LE MAY SUR EVRE - FRANCE
 Tel +33 (0)2 41 63 70 12
 Fax +33 (0)2 41 63 70 19
 E-mail: gs@guerinsystems.com ■

**RUSSIA**

GUERIN SYSTEMS RUSSIA
Mr. Jean-Christophe MARGOTTEAU
 World Trade Center
 12 Krasnopresneskaia nab.,
 podezd 3
 office 603
 111250 Moscow - RUSSIA
 Tel (7) 095 258 18 16 - Fax (7) 095 258 11 81
 E-mail: moscow@guerinsystems.com ■

**SPAIN**

GUERIN SYSTEMS ESPAÑA
Mr. Ludovic GALLEE
 Rbla. Hospital 6
 planta 4, despacho 2
 08500 - VIC (Barcelona) ESPAÑA
 Tel-Fax (34)93883 37 14
 E-mail: barcelona@guerinsystems.com ■

**SINGAPORE**

GUERIN SYSTEMS ASIA PTE.LTD
Mr. Geoffrey TAN
 N°9, Tuas view crescent
 SINGAPORE 637612
 Tel (65) 679 11 339 - Fax (65) 679 11 867
 E-mail: singapore@guerinsystems.com ■

**MEXICO**

GUERIN SYSTEMS MEXICO
Mr. Sylvain BELLAMY
 Jaime Balmes 11- Torre A, 1er Piso
 Edificio Plaza Polanco
 Col. Los Morales Polanco
 MEXICO, D.F. C.P. 11510
 Tel (52) 53 87 4000 - Fax (52) 53 87 4003
 E-mail: mexico@guerinsystems.com ■

**CHINA**

GUERIN SYSTEMS CHINA
Mr. Thierry GUILLOSSOU
 Suite 609, Xiangyang Building
 N°97 Xiangyang Bei Rd
 SHANGHAI 200031, PRC
 Tel (86) 21 54 04 91 31
 Fax (86) 21 54 04 91 36
 E-mail: shanghai@guerinsystems.com ■

**BRAZIL**

GUERIN SYSTEMS DO BRASIL
Mr. Thierry GUEE
 Rua Frei Liberato de Gries, 548, Parte
 Parque Ipê
 05572-210 SAO PAULO - SP
 Tel (55)11 3783 8917 - Fax (55)11 3782 0042
 E-mail: saopaulo@guerinsystems.com ■

**INDONESIA**

GUERIN SYSTEMS INDONESIA
Mr. Adithya KOESNADI MENGGALA
 Pulo Gadung Trade Center
 Blok 8A N°5
 JAKARTA 13920 - INDONESIA
 Tel (62-21) 468 32 674
 Fax (62-21)460 57 24
 E-mail: jakarta@guerinsystems.com ■

>> A Worldwide Presence for a better Service

1 GUERIN SYSTEMS FRANCE
LE MAY SUR EVRE
 gs@guerinsystems.com

2 GUERIN SYSTEMS MEXICO
MEXICO
 mexico@guerinsystems.com

3 GUERIN SYSTEMS DO BRASIL
SAO PAULO
 saopaulo@guerinsystems.com

4 GUERIN SYSTEMS RUSSIA
MOSCOW
 moscow@guerinsystems.com

5 GUERIN SYSTEMS ESPAÑA
BARCELONA
 barcelona@guerinsystems.com

6 GUERIN SYSTEMS ASIA
SINGAPORE
 singapore@guerinsystems.com

7 GUERIN SYSTEMS CHINA
SHANGHAI
 shanghai@guerinsystems.com

8 GUERIN SYSTEMS
SOUTH EAST ASIA
JAKARTA
 jakarta@guerinsystems.com

GUERIN
SYSTEMS

GUERIN SYSTEMS
 Z.I. le Bordage - BP 65
 49122 LE MAY SUR EVRE
 FRANCE
 Tel +33 (0)2 41 63 26 26
 Fax +33 (0)2 41 63 70 19
 http://www.guerinsystems.com
 E-mail: gs@guerinsystems.com