

# Game changing palletizing solutions scale-up global **MAKO** footprint

A dynamic player in the glass packaging sector, MAKO combines decades of industry expertise with leading-edge technologies. Specializing in automation, palletizing and integrated packaging solutions, the company stands out for its client-focused approach, global reach and commitment to both sustainability and digital transformation.

## **A** SERVING TO GLASS PACKAGING – AND NOT ONLY

Founded in 2016, Mako is a young company only in terms of its registration date. At the core of its steady growth lies over thirty years of industry experience brought by its founders and technical team, who have built a solid foundation of technical knowledge and professional relationships in the fields of

hollow glass packaging, food & beverage, carton packaging and industrial sacks. Mako's mission is clear: to deliver tangible, tailor-made solutions for packaging manufacturers and end-users, with a particular focus on reliability, ease of use and the productivity of its machinery. It's precisely this defining approach that quickly positioned the company as a leading technical and commercial partner across multiple industrial sectors.

## **PROVEN EXPERIENCE AND CUSTOMER CENTRICITY**

Mako's strength lies in its highly qualified technical and commercial team, offering not just products but fully customized solutions.

"Our added value is the ability to support the customer throughout the entire process

- from machine selection to installation and all the way through after-sales support," explains one of the founders.



“Every operation has specific needs and we are committed to understanding them in depth.”

This core philosophy has led Mako to carefully select and represent internationally recognized machinery manufacturers known for reliability and innovation, ensuring a wide-ranging, constantly updated catalogue that can meet the demands of the entire production cycle.

### **PRESENCE AT INDUSTRY TRADE FAIRS**

Active participation in specialized trade fairs is a key pillar of Mako's growth strategy. The company has taken part -either as an exhibitor or as a technical partner- in many of the most significant European and global events dedicated to hollow glass, food packaging and industrial packaging.

“Exhibiting at these events allows us not only to showcase our solutions directly, but above all to listen to the market,” says the Mako team.

Events such as Cibustec 2023 (Parma, Italy), Mir Stekla 2024/2025 (Moscow, Russia), Glassman 2025 (Istanbul, Turkey), Simei (Milan, Italy) and Ipack-Ima (Milan, Italy) -not to mention upcoming fairs like Drinktec 2025 (Munich, Germany), Gulfood Manufacturing 2025 (Dubai,

UAE), UzGlass 2025 (Tashkent, Uzbekistan), Glasstec 2026 (Düsseldorf, Germany) and Cibustec 2026 (Parma, Italy)-serve as crucial opportunities to engage with customers, suppliers and partners - all while gaining insight into emerging trends in sustainability, automation and process digitalization.

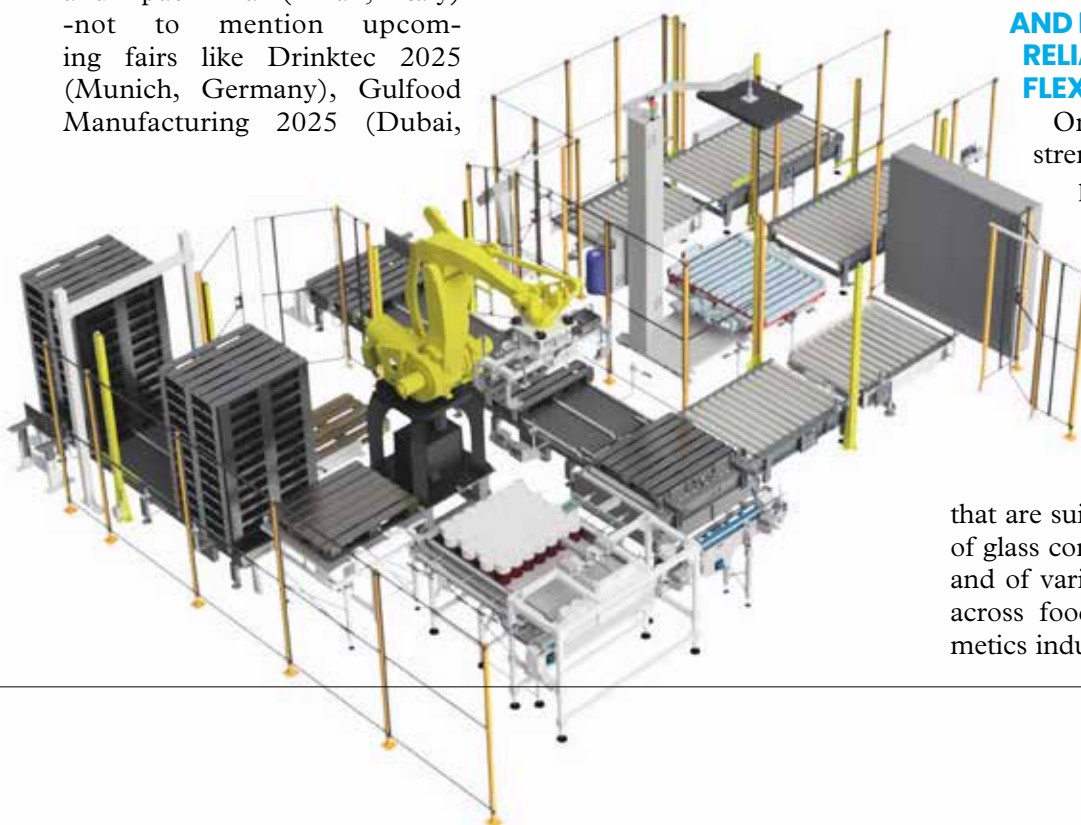
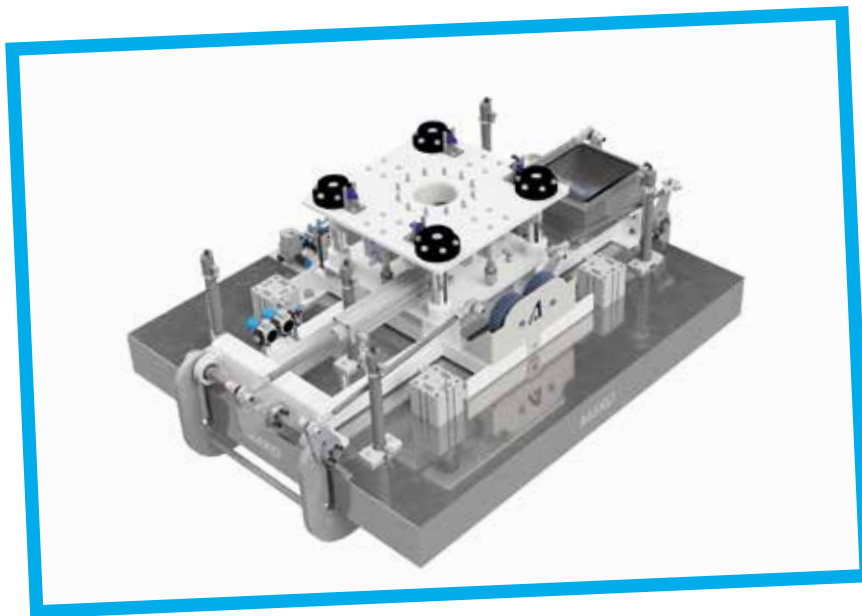
### **SOLUTIONS FOR GLASS, FOOD & BEVERAGES AND INDUSTRIAL PACKAGING**

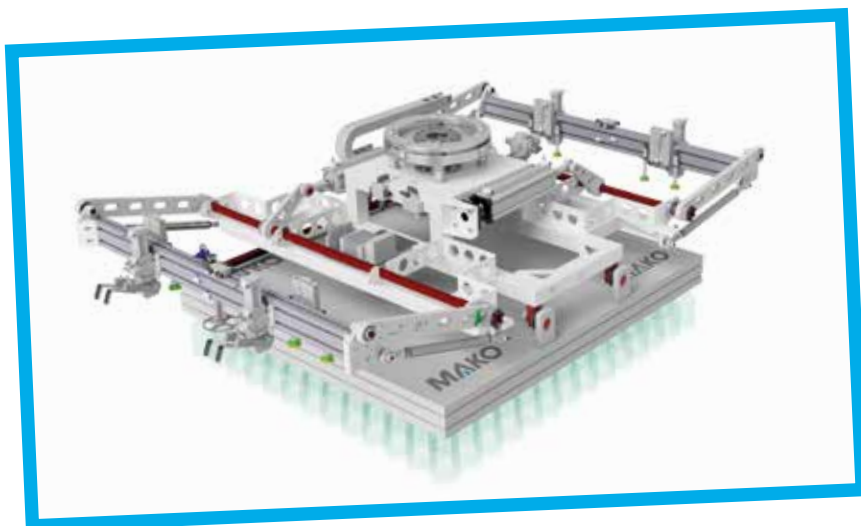
Mako offers a wide range of equipment, including handling

systems, palletizing and depalletizing lines for glass, food & beverage, cartons and sacks. These are complemented by secondary and tertiary packaging solutions across the food & beverage, carton and sack sectors: case erectors, taping machines, stretch wrappers, labeling systems and robotic units. All solutions are engineered for seamless integration with existing production lines - providing concrete responses to needs around automation, energy savings and space optimization.

### **PALLETIZING, DEPALLETIZING AND ROBOTICS: RELIABILITY AND FLEXIBILITY**

One of Mako's core strengths is its offering of palletizing and depalletizing systems - each one a key area for boosting efficiency in industrial logistics. Indeed the company provides both automatic and semi-automatic systems that are suitable for a wide range of glass containers -full or empty and of various shapes and sizes- across food, beverage and cosmetics industries.





Mako's palletizing lines stand out for:

- Modularity: layouts can be adapted to customer specifications and spatial constraints;
- Precision: thanks to mechanical grippers, vacuum systems and custom handling tools;
- Integration: full compatibility with existing packaging and conveyor systems, managed through synchronized PLCs and intuitive user interfaces.

Depalletizing systems are engineered to handle even the most delicate containers, featuring:

- Full-layer systems with controlled movements and height-adjustable platforms;
- Magnetic head or vacuum-based units for metallic cans, glass jars, or plastic containers;
- Optional vision and quality control systems for inspection before filling or washing stages.

Alongside these, Mako offers flexible robotic islands, developed in collaboration with specialist manufacturers for:

- High-speed pick & place operations;
- Orientation and reordering of containers on conveyors;
- Automated pallet formation, even with complex or mixed patterns;

Integration with tracking systems, labeling and end-of-line wrapping.

Robotic systems not only boost productivity but also improve workplace safety and packaging quality, minimizing the need for operator intervention. All systems are designed with a focus on ease of maintenance, user-friendliness (with intuitive touch interfaces and remote diagnostics) and compatibility with Industry 4.0 standards - including integration with the customer ERP and MES systems.

### EXPORT AND INTERNATIONALIZATION WITH STRATEGIC PRECISION

Since its inception, Mako has embraced international markets not as an opportunity, but as a core part of its identity. Today, a significant portion of Mako's operations takes place in European and non-European countries such as France, Germany, Spain, Eastern Europe, North Africa and South America.

Internationalization extends far beyond sales: it includes supplier selection -often from global players- multilingual training for technical personnel and both remote and on-site after-sales support. Mako has built a network of local agents and collaborators who provide support in key markets - ensuring fast

response times and continuous dialogue with customers.

"Operating in a global context demands flexibility, intercultural competence and the ability to adapt to local regulations and requirements," comments the sales team. "It's a daily challenge - but also an extraordinary opportunity for both technical and human growth."

### SHAPING TOMORROW WITH A ROBUST VISION

Mako faces the future with determination and a strong commitment to innovation. The company is actively involved in the development of new projects in collaboration with technology partners, universities and research centres, with a strong focus on environmental sustainability, waste reduction and the digital transformation of the packaging industry.

Its philosophy remains grounded in simple yet fundamental values: reliability, expertise, customer respect and a passion for the craft. These values, combined with the technical experience of its team and its ongoing search for cutting-edge solutions, allow Mako to face the market with both solidity and flexibility.

In an ever-evolving industry, Mako today represents a dynamic and credible force - ready to meet the challenges of a global market that demands efficiency, customization and innovation. ■

# MAKO

## MAKO

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