



The Journal



Precision meets vision



Oscartek Joins Forces with CIAM Industrie to Accelerate Growth in the North American Market

San Francisco April 1st, 2026 Oscartek is proud to announce that it has become part of CIAM Industrie Group, strengthening its presence in North America and reinforcing its commitment to the consultant and design community, equipment dealers and industry professionals. The strategic partnership between Oscartek and CIAM Industrie (a major industrial hub for commercial refrigeration) marks a significant move to consolidate high-end Italian design and technology within the North American market. This collaboration brings together two leaders in professional refrigeration to provide tailored, high-value solutions for the food retail and HoReCa (Hotel, Restaurant, and Cafe) sectors.

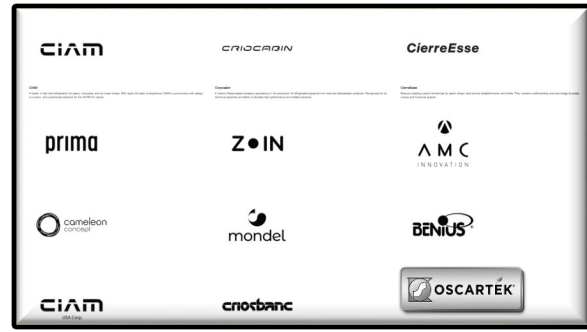
Key Partnership Objectives

Market Expansion: The partnership leverages Oscartek's established 25-year presence and extensive service network in the U.S., Canada, and Mexico to distribute CIAM Industrie's advanced refrigeration lines Oscartek branded and ETL approved (North American).

Synergistic Portfolio: By joining forces, they offer a combined catalog that includes specialized equipment for commercial refrigeration and bespoke solutions in retail display of wine, cold beverage, grab n go, Meat Fish, Bakery Chocolate and Gelato and Ice Cream in a professional-grade high-performance showcases.

Italian Craftsmanship: Both brands emphasize "Made in Italy" quality, utilizing technologically advanced plants near Assisi and Perugia to meet strict North American ETL safety and sanitation standards.

Industrial Scale: CIAM Industrie operates as a massive hub with 470 employees and production sites across Italy France, and a key commercial presence in Miami to support North American operations.



Ciam Industrie integrates 12 brands with complementary identities and expertise.

Service Network: The partnership benefits from Oscartek's nationwide service network in North America, providing immediate response times and a local proprietary parts inventory.

Customization: A major focus of the collaboration is the "Custom Showcase Program," allowing architects and designers **without minimum order requirements**

Now supported by a Group of over 440 employees, Oscartek enhances its capabilities with dual distribution hubs in Miami and San Francisco, ensuring faster logistics, reduced lead times, and stronger local support.

After Sale Service; Oscartek is upgrading its after-sales and spare parts capabilities with dedicated East and West Coast coverage.

At the same time, Oscartek is strengthening its inside sales support, inventory, and quick-ship capabilities, enabling faster quotations, improved project execution, and greater responsiveness.

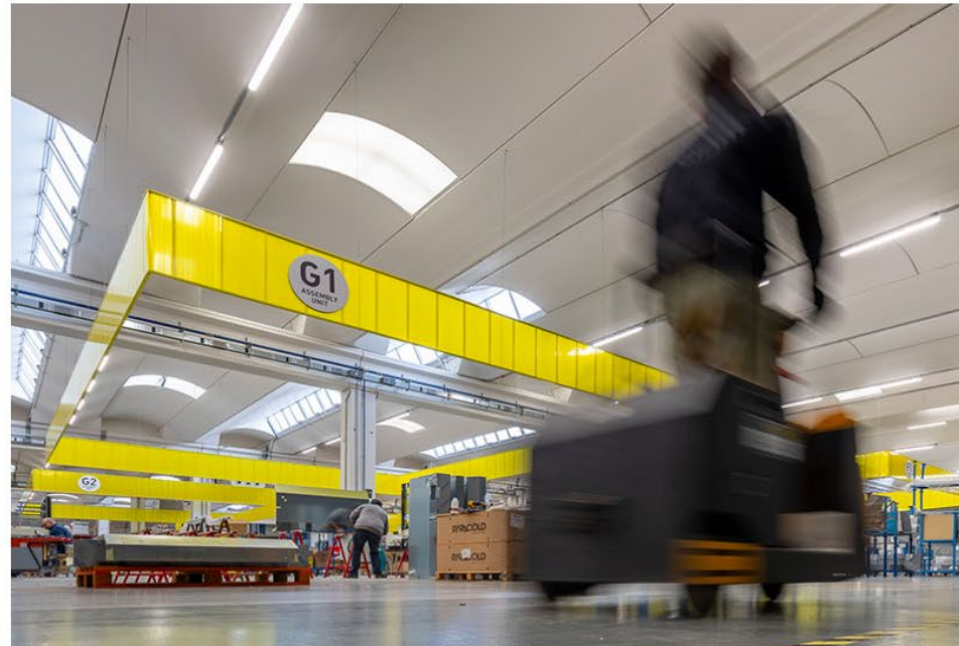
As a satellite Intertek ETL lab, Oscartek will offer faster customization and reduced time-to-market, supported by an expanded product portfolio tailored to the North American market. The standard product catalog is available online and integrated into AutoQuotes (AQ), supported by spec sheets, CAD 2D, and Revit files

Closer to the market

Through increased joint field activity with manufacturer's rep groups and direct engagement with consultants, designers, and key accounts, Oscartek is building a more proactive and collaborative market approach. To ensure a seamless transition, founder Rabih Ballout will remain involved during the integration phase, ensuring continuity and support for partners and clients. **Meet us at the NRA Show 2026** – Chicago Discover how Oscartek, now part of CIAM Industrie, can support your next projects.

Uniting Excellence in a Single Industrial Accelerator

The mission is clear: to overcome the typical dimensional limit of the Italian entrepreneurial fabric, promoting sustainable growth and an internationally oriented distribution. The companies of Ciam Industrie stand out for their tailor-made approach, the ability to innovate, and the desire to build an inclusive and responsible future.



Precision meets vision: Up to 40% of fresh produce harvested globally never makes it to the consumer's plate

April 1st, 2026; Up to 40% of fresh produce harvested globally never makes it to the consumer's plate — and in industrialized nations, post-harvest losses hover stubbornly between 10% and 20%. The culprit isn't poor harvests or bad weather: it's what happens after picking.

Spoilage, mishandling, and inadequate packaging are draining both the environment and industry margins. Now, a new generation of intelligent laser perforation technology is emerging as one of the most promising tools to fix it.

Fresh fruits and vegetables don't stop being alive once they're harvested. They keep respiring — consuming oxygen releasing CO₂ — and that ongoing metabolic activity is what drives quality loss over time. Add ethylene into the mix (the natural plant hormone that accelerates ripening and senescence) and you have a race against the clock playing out inside every pallet of fresh produce on its way to shelf.

Modified atmosphere packaging (MAP) is designed to slow that race: by engineering the gas environment inside the package, it reduces respiration rate, suppresses ethylene production, and blocks microbial decay — without a single chemical preservative.

Studies on perforation-mediated MAP for fresh-cut leafy vegetables show that at optimized storage temperatures shelf life can be extended to eight days or more — a significant commercial gain. The critical variable is precise control of O₂, CO₂ and ethylene concentrations inside the pack. And that precision is only achievable through Laser Micro Perforation Technology.

Conventional permeable polymeric films have long been the default for gas-exchange packaging — but they're showing their limits. Constrained permeability ratios, seal reliability issues, and insufficient transmission rates for high-respiration fresh-cut products are all real-world problems that growers and packers are running into. Laser microperforated films are changing the equation by creating precisely sized gas exchange windows in otherwise gas-tight packaging.

The geometry of the perforations — diameter, number, and shape — is what determines O₂, CO₂ and ethylene transmission rates. No passive film can match this level of controllability. What makes the technology particularly powerful is that the gas mass transfer ratio stays constant across different perforation dimensions, making it mathematically predictable. That means packaging engineers can actually dial in specific equilibrium atmospheres for individual commodities — a level of precision that was simply not possible before.

But precision at the design stage counts for nothing if it doesn't hold at production speed. Spark Machinery's Laser Micro Perforation Machines integrate on-board camera vision systems that inspect every single perforation in real time — measuring hole diameter and shape, hole after hole, at full line speed. Any deviation from the specified perforation profile is caught and automatically corrected before non-conforming material ever reaches the packing line.

This closed-loop verification is a game-changer for the industry. It transforms laser perforation from a process assumption into a documented, traceable production outcome — which matters enormously for suppliers operating under retailer specifications or food safety audit requirements.

The sustainability case here is hard to ignore. Every extra day of shelf life is a day that reduces the probability of a pack ending up as waste — and those days add up fast across a supply chain. There's also a packaging circularity angle: because laser perforation handles the gas management function, it removes the need for complex multi-layer laminates that are notoriously difficult to recycle. That makes it naturally compatible with the mono-material and recyclable formats that retailers and regulators are increasingly pushing for.

The knock-on effects across the supply chain are significant. Longer shelf life unlocks larger distribution radii, fewer deliveries, leaner inventory, and more efficient use of refrigerated logistics — all of which reduce carbon footprint. For retailers, it translates directly into less shrinkage and better on-shelf availability. For growers and packers, it opens up access to more distant markets and stronger commercial positioning in an increasingly competitive sector.

Dietary Guidelines For Americans

