

HIGH LIGHT

60 years

GRUNWALD®
Dosing · Filling · Packing



GRUNWALD's customer magazine no 36 / December 2016



| | |
|---------------------------------|-------|
| Editorial | 2 |
| GRUNWALD company anniversaries | 3 |
| A success story made in India | 4 - 6 |
| Filling of margarine in Croatia | 5 - 7 |
| GRUNWALD news | 8 |



EDITORIAL

GRUNWALD NEWS



The year 2016 and thus the anniversary year „60 years of GRUNWALD“ approaches its end – a year full of events, it is true! A year which we started with a record amount of orders at hand of more than 20 million euros and which we will end with a new record turnover which has increased by another 17 %.

The year 2016 was marked by numerous new developments – it certainly was THE YEAR of bucket filling machines. The development of the **Grunwald-rotary-type bucket filler** was indeed a brilliant idea! This technical innovation inspired great interest in all fields of food production.

Increases in production of up to 50 % compared to inline machine solutions customary in the market, as well as the low space requirements and the attractive price speak for themselves. The number of orders for HITPAC- and ROTARY-bucket filling machines shows that we have met the spirit of the age as well as the need. The demand continues to be high.

Our participation in fairs, conventions and conferences and – not to forget – our “Days of Open Doors” in the first half of the year provided welcome opportunities for meetings, intensive discussions and interesting exchange of ideas with you.

On this occasion we would like to thank our customers at home and abroad very much for their loyalty and confidence in GRUNWALD.

Naturally, we were pleased about the large number of new potential customers and hope to add new customers to the existing ones very soon.

We also would like to thank our representatives all over the world, our business partners – and last but not least – our employees for their active support. By the way: This year again a large number of employees who had been working for GRUNWALD for many years could celebrate their company jubilee for the first time or even repeatedly (see next report).

Even though we increased the usable factory space by approx. 60 % in the year 2013 with our new building, the extension of the assembly hall by 600 square meters already became necessary in 2014. You will therefore probably not be surprised that we are actually extending our company space again. During the weeks before Christmas the production department will move into the newly built big hall of 1,100 square meters (see picture below) so that there will be sufficient space available for the people working there. In addition, new milling machines and lathes will be delivered in January which will fill the hall very quickly.

As you can see GRUNWALD is starting with drive and innovations into the year 2017. New and highly interesting, innovative solutions will also be shown at our stand at **interpack exhibition in Düsseldorf from 4 – 10 May 2017**. The GRUNWALD stand in **Hall 6, Stand D02** will be a worthwhile visit. We promise!

At the turn of the year we wish you a Merry Christmas and a happy and prosperous New Year 2017.

Yours
 Ralf Müller
 and the GRUNWALD team

11 Company anniversaries at GRUNWALD

One decisive factor for the success of a company is the loyalty of its employees. An important feature for the success of GRUNWALD are committed, qualified employees who stand up for their customers, who have been contributing to the company's success and customer satisfaction for many years with their ideas, their competence and their passion.

We congratulate on **10 years' anniversary:**
Helmut Fischer
 Field service engineer

Claudia Gschwind
 Process Planning

Florian Kolb
 (B. Eng.) Design Department

Marc Mader
 Design Department

Peter Pfau
 Final Assembly

20 years' anniversary:
Marlies Hodrius
 Marketing/Sales Department

Ralf Müller
 Managing Director

Werner Zodel
 Head of Process Planning

The following employees can celebrate an especially long-standing company anniversary:

25 years' anniversary:
Holger Frei
 Head of the welding shop

Wolfgang Huber
 Manufacturing department

35 years' anniversary:
Anton Alt
 Sales Manager, Proxy

Thank you very much to all jubilees for their long-standing commitment to GRUNWALD. We are proud to have so many old hands in our company. Your long-standing job experience and knowledge is very much appreciated. It is very precious and our younger colleagues can benefit greatly from this.

*Our guests of honor gathered for a celebratory picture:
 From left to right, front row:
 Werner Zodel, Wolfgang Huber, Claudia Gschwind,
 Florian Kolb, Holger Frei*

*In the back row:
 Marc Mader, Peter Pfau, Helmut Fischer, Anton Alt,
 Ralf Müller, Marlies Hodrius*



COVER

The river „Obere Argen“ flows at a length of 397 meters through the historical ancient city. Even in winter it is worth a walk along the river banks and the historical city wall.

Publisher's imprint
 HIGHLIGHT is topical information for customers, potential customers and partners of Grunwald GMBH and is published three times a year.
 Editorial Department and
 Layout: Marlies Hodrius

Grunwald GMBH
 Pettermandstr. 9
 88239 Wangen im Allgäu/Germany
 Phone +49 7522 9705-0
 Fax +49 7522 9705-999
 info@GRUNWALD-wangen.de
 www.GRUNWALD-wangen.de

Milky Mist Dairy Food – a success story made in India

Dairy products of premium quality

Everyone has heard of the "American Dream". There is hardly anyone who cannot tell a story when it comes to this topic. The story of the successful business man, the dream business career. The dream of success which had come true and of the brilliant idea at the right time.

All these stories have one thing in common: they speak of extraordinary people and their persistence in reaching their target, as well as their strong belief in their ideas and visions and in themselves.

Rugged mountains and bright ideas

These people and their histories are not only found in the "Land of Opportunities" but worldwide - in every country in the world. We found a prime example of the "American Dream" in Tamil Nadu, the southernmost federal state of India.

Rugged mountains and fertile plains characterize the landscape of Tamil Nadu. The town Chittode is located in the heart of this federal state near the district Erode. Chittode is well-known to the people in south India as the headquarters of the non-corporate dairy, Milky Mist, is located there.

The name Milky Mist typifies high-quality premium products and a varied product range. Milky Mist is also known for high demands of the dairy owners, outstanding product quality, proximity to customers and extraordinary delivery service providing their own chiller cabinets in order to maintain the cold chain.

"Made in Germany" for the Indian market

Milky Mist attach great value to machines that are "Made in Germany". As they had purchased several Multivac thermoforming machines in the past they knew the technical know how and the high quality and reliability of German packing machines. These Multivac machines are used for packing the "Paneer" cheese which is a very popular cheese in India.

Our first contact with Milky Mist was established at the beginning of 2014 via our representative, Multivac India. At that time, Milky Mist planned to extend their cup filling production for flavoured set yoghurt to round cups of different sizes and we submitted our quotation for a 4-lane rotary-type cup filling machine with particle suction and servo-driven filling station. Just a few weeks later the order for the rotary-type machine **GRUNWALD-HITTPAC AKH-059/4-lane** was concluded when Grunwald and Multivac India visited Milky Mist Dairy Food.

The processing capacity which had just been increased to 5 million litres of milk could now be handled with this fully-automatic Grunwald cup filling machine.

Successful cooperation

This rotary-type machine had only been in operation for a few months when we received the enquiry from Milky Mist Dairy Food for a further filling machine. As a result of the rapid further development of their product range and the demand for premium yoghurt products this dairy had increased their production space and number of employees. Up to now all signs have been directed to growth. Milky Mist know the customers' likings and taste. They have a clear sense of the customer's requirements.

Photo on the left: The promise holds true: Healthy and delicious in every bit! Milky Mist provides the retail trade with chiller cabinets free of charge. With this exceptional service the company is able to guarantee the consumers, that the cold chain for their high-quality dairy and cheese products is maintained.

This follow-up order comprised the delivery of a 2-lane rotary-type machine **GRUNWALD-HITTPAC AKH-019SE** for filling natural yoghurt in 1 kg buckets. This time we did not have to schedule a Grunwald service engineer for the commissioning as skilled service engineers from our representative Multivac India carried out the commissioning. In addition, our customer can use qualified operators and maintenance staff who were trained during the FAT of the machine and are therefore in a position to carry out small service and maintenance work on their own. In the future Grunwald can offer a quick, efficient and low-cost after-sales service for Grunwald cup filling machines throughout India with the support from the customer service department from Multivac India.

We are proud that our customer appreciate the high processing quality and reliability of our cup and bucket filling machines. We are pleased that we have been able to play a part in the story of the success of Milky Mist together with Multivac India by delivering these two filling machines.

Grunwald established an excellent reference in the Indian dairy industry with the delivery of these two machines to Milky Mist Dairy Food.



Delivering milk to Milky Mist Dairy Food Pvt. Ltd.



Mr. Sathish Kumar T., the owner of Milky Mist Dairy Food Pvt. Ltd., in the dairy plant during the filling process for natural yoghurt

Photo below: Memory shot after successful FAT: (from right to left): Ritesh Dhingra (Managing Director Multivac India), Sathish Kumar T. (Managing Director Milky Mist Dairy Food Pvt. Ltd.), Anton Alt (Sales Director Grunwald GmbH), S. Ravi (Head of Production Milky Mist Dairy Food Pvt. Ltd.) and Mr. Anburaj (Production Manager Milky Mist Dairy Food Pvt. Ltd.).



DETAILS ON THE MACHINE

GRUNWALD-HITTPAC AKH-059
 Width of the machine: 1,750 x 1,750 mm
 1- to 4-lane version
 Approximately 2,500 – 10,000 cups/h
 Dosing range: 10 – 2,000 ml



Photo above: GRUNWALD-HITTPAC AKH-059/4-lane for filling flavoured set yoghurt into round cups of different sizes

GRUNWALD-HITTPAC AKH-019SE
 Width of the machine: 1,200 x 1,200 mm
 1- to 3-lane version
 Approximately 2,500 – 7,500 cups/h
 Dosing range: 10 – 2,000 ml

CONTACT

If you are interested in this rotary-type filling machines and in receiving further information or if you are looking for a solution for your filling application please do not hesitate to contact us.

For further information, please contact:
 Anton Alt
 Phone +49 7522 9705-210
anton.alt@GRUNWALD-wangen.de





Filling of margarine in Croatia

This technique makes the difference: the second rework connection

For many years margarine has been a staple food in many countries and is produced using a traditional production process.

In addition to the well-known traditional margarine products, several margarine variations were launched on the market in the past few years. These new margarine products include standard margarine mixed with butter as well as aerated margarine.

Being able to offer such diversity also has an influence on the production – especially on the techniques used. With the filling of various margarine products requiring investment, Zvijezda wanted improvement in the technology used. With their "new" technology they required flexibility, not only to enable handling of the requested product variations, but also in the ability to fill cups of different shapes, diameters and heights.

Our technical know-how as well as the high quality of Grunwald filling and packaging machines and, above all, Eurom's excellent and competent counselling service convinced our long-standing customer in Croatia to again invest in such a flexible, new Grunwald cup-filling unit for filling margarine. They went for the **GRUNWALD-FOODLINER 20.000 inline machine**, as the flexibility of this machine could meet all the requirements specified.

In accordance with Grunwald standards, this 6-lane cup filler is equipped with two different cup slats for two different cup sizes. The operator can choose between two cup setters, two sealing stations and two snap-on lid stations at the push of a button. The format changeover can be carried out within less than 5 minutes.

Due to newly developed cup slats the customer is now also able to exchange the cup slats within a short time for additional cup slats for a third or even fourth cup size. The change of all cup slats including re-start of the machine is therefore possible within less than one hour. These were important advantages for production: However, this alone was not the deciding factor for the order placement with Grunwald. It was something completely different.

The secret of the filling technique

To secure the order, emphasis was set on an issue which is the strength of Grunwald: the dosing and filling technique. Although the filling technique for margarine is one which has been well-established for years and is not a secret in the industry, those who know Grunwald are aware of a special filling technique for margarine developed by Grunwald – an innovation which will offer a unique benefit. This development was



successfully introduced a few years ago and is well-established as an inherent part of the Grunwald filling technique.

The perfect rework connection

The rework connection delivers brilliant performance with a completely revised design, improving the already high-quality equipment. The enhanced filling technique and the stationary second rework connection are unique features of this inline cup filling machine – and offer very clear advantages in comparison to the competitors' machines.

How does it work?

In the case of a machine stopping during production, the margarine that is being filled becomes crystallised and hardens in the filling station, the consequence being wasted product.

For the operator, an interruption in production means resolving the reason for the machine stopping and then, prior to the re-start, cleaning the filling outlet. This does not only mean a loss of time but also a significant loss of product. Due to the innovations developed by Grunwald – the second rework connection – this time-consuming and costly work for the operators will no longer be necessary.

Once again Grunwald has been a pioneer in terms of the development of modern,

revolutionary filling techniques. Grunwald is the only manufacturer of machines who developed the extended rework connection as a customer-oriented innovation. It is a cost-optimising solution for a common problem.

We are glad that – thanks to the support of our long-standing sales representative Eurom – we were able to deliver another state-of-the-art and format-flexible inline cup-filling machine type GRUNWALD-FOODLINER 20.000 to Croatia.

DETAILS ON THE MACHINE

GRUNWALD-FOODLINER 20.000
 Width of the machine: 1,650 mm
 4- to 2 x 10-lane versions
 Approximately 14,400 – 50,000 cups/h
 Dosing range: 20 ml– 1,700 ml

CONTACT

If you are interested in this linear cup filling machine and in receiving further information on this particular machine or if you are looking for a solution for your filling application please do not hesitate to contact us.

For further information, please contact:
Stefan Sacher
 Phone +49 7522 9705-260
stefan.sacher@GRUNWALD-wangen.de

INFO



EUROM – our experts in the Balkan

The sector for the representation of foreign manufacturers of machines was established in 1990 within the parent company Eurom d.o.o. based in Zagreb. In 1998 there was a significant business expansion and acquisition of a broad range of clients in the markets of

- Croatia
- Slovenia
- Bosnia and Herzegovina
- Serbia
- Macedonia.

The representation of the sector includes renowned companies from Germany, Italy, USA and Israel.

There is a wide range of high quality machines offered: wide range of pharmaceuticals, cosmetics, food and chemicals solutions in filling, sealing, weighing, labelling, packaging and palletising.

The leading companies from Croatia, Slovenia, Bosnia and Herzegovina, Serbia and Macedonia, appreciate the quality of our representation programme and services. Professionalism and commitment of the sector have been proved and confirmed in many cases.

EUROM d.o.o.
 Borongajska cesta 81 a
 HR-10000 Zagreb – Croatia

Phone: +385- (0)1-2307-252
pack@eurom.hr
www.eurom-pack.com



Photos on the left:

The Eurom-Team – from left to right:
 Igor Kvadranti, Gabrijela Breyer, Vedran Jakopas
 and Magdalena Krmpotic.

Photo above:

The format flexible 6-lane cup filling machine
 GRUNWALD-FOODLINER 20.000

60 years

GRUNWALD®



Dosing · Filling · Packing

GRUNWALD NEWS

A new baby for the GRUNWALD-family

Our colleague **Christoph Trunzer** expanded his own as well as the GRUNWALD family with **his son Ben**.

No matter what is demanded of him: Christoph has long become a trained and experienced father! He has shown full commitment and took several weeks holiday to support his wife, after the birth of his son. Christoph has

in the meantime become a real expert and, as always, does his very best - be it that his son must be fed or the diapers must be changed. This is the guy we know from the office! This is the employee our customers and business partners appreciate!

Congratulations on the birth of the baby! We are proud of you!



GRUNWALD donates 5,000 Euros to Uganda

For a long time GRUNWALD has donated money for a social purpose at the end of each year. Among others we helped the organization of Wangen „**awamu – Together for Uganda e.V.**“ to build a total of 13 wells in Uganda. Each well provides 100 to 250 people with clear drinking water which is essential for life.

„awamu“ also supports other projects in Uganda. We learned about one in summer this year. Margareta Riese, the head of the initiative in Wangen asked in her letter for „an open ear and heart“ for a project which has been supported by the organization for many years, i.e. the exemplary hospital ward and maternity unit in Bukomansimbi.

In this hospital ward 30 to 35 children are born every month and many ill people are treated. Very many people come with symptoms of fever to the hospital ward. Up to now the midwives and nurses were only able to make a Malaria test. If the result of this test is negative the patients must be sent to the far-away hospital. Most of the patients come on foot and the roads in this region are extremely bad. An unacceptable situation.

The head of the hospital ward reported that it would be a great help to have a small laboratory. Thereby they would be able to

make further tests and to treat the patients with fever on-site.

We spontaneously decided to take over the costs in the amount of 5,000 Euros.

We know that the projects of awamu are aimed at providing practical help. This is the reason why GRUNWALD has again donated to „awamu“ in order to support its work.

Practical help which looks like the following: building an additional room, purchase of laboratory equipment as well as financing wages of a laboratory assistant as well as an administrative clerk for one year. As from the second year the hospital will have to generate the wages by themselves.

Thanks to the help and the organization of the Chairperson Margareta Riese the monetary donation was immediately sent to Uganda. When you are reading these lines the wish to expand the hospital ward has already been realized.

At the beginning of October „awamu“ informed us that the small local hospital ward in Bukomansimbi was eagerly built. The first pictures show tree cutting work as well as the first building activities for expanding the hospital ward.

The long-awaited small laboratory will be

installed soon enabling the staff to make further examinations as well as to treat the patients further.



You can receive further information at:
awamu - Zusammen für Uganda e.V.
info@awamu-uganda.org
www.awamu-uganda.org