

HIGH LIGHT



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EDITORIAL



COVER

It is a hot Sunday afternoon. It is still quiet and the town is wrapped in a leaden weariness. People prefer to wait for the cooler, shady afternoon hours to go for a walk through the ancient town of Wangen, have an ice cream or treat themselves to coffee and cake. The Martinstor also called Lindauer Tor majestically defies the midday heat. Only later will its cooling shade cover the Paradiesstraße. Photo: Marlies Hodrius

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We are pleased about the very good follow-up business of Interpack exhibition and the very good order situation. These orders, enquiries and projects are very promising.

There is naturally always a drop of bitterness if some delivery periods for urgently necessary cup and bucket filling machines seem to be too long but we assure you that we will do everything in our power - witchcraft and magic included - to fulfill your wishes. And if this is no longer enough, further steps will be taken.

You know GRUNWALD as an engineering company which prides itself in customer service. The fact that we are bursting at the seams so shortly after the previous extensive building measurements and that bottlenecks occur, is something nobody had reckoned with. In our previous HIGHLIGHT edition we already informed you about the planned company extension. In the meantime, the building plans have been approved and soon the diggers will arrive and the building work for the additional 1,400 square meters of factory space will be started.

With these new 2-storey and 3-storey buildings we will also once again extend our production capacity. This will also have a positive effect on the production time of our machines and result in improved delivery times.

But not only the number of buildings is growing, the number of employees is constantly increasing as well. These are highly qualified, well-trained colleagues who dedicate themselves every day to the versatile applications of our customers and who find the ideal solutions for individual packing tasks and build your machines.

This shows you – you can rely on GRUNWALD as your competent partner for cup and bucket filling machines. In this spirit we are looking forward to further good and trustful business relations.

Yours
Ralf Müller
and the GRUNWALD team

Photo below:
3D drawing of the planned new building



Review of a successful participation in the exhibition in Düsseldorf

With "ideas to surprise you" we invited you to visit the GRUNWALD Alpine pasture at the Interpack exhibition in Düsseldorf. And quite a lot of customers visited our stand as they were keen to see the announced new ultraclean hygiene concept or the technical sophistications of the high-performance bucket filler. In short, the number of visitors to our stand was incredible! On several days our colleagues at the stand had such a tight schedule that visitors to our stand even had to wait. We trust that all those visitors who could not immediately get in touch with the requested contact person took the opportunity of filling the gap with a fresh drink and a comfortable break in our traditional Alpine garden. We would like to take this opportunity of thanking you for visiting our stand and for showing such a great interest in our technical developments! We are pleased that you enjoyed the stay and atmosphere in our conventional GRUNWALD mountain pasture and that you benefitted from interesting, informative conversations.

One thing is for sure: our exhibition machines

- **GRUNWALD-FOODLINER UC, 8-lane**
linear cup filler with new ultraclean hygiene concept
- **GRUNWALD-ROTARY XL, 1-lane**
high-performance bucket filler – a format independent rotary-type machine which hardly needs any change parts
- **GRUNWALD-HITTPAC AKH-019SE, 2-lane**
rotary-type cup filler with integrated inline fruit mixer

convinced the visitors! Even during the exhibition orders for two machines were placed, these are two rotary-type machines for filling dips and spreads. Delivery of these

two machines should be effected at the end of October 2017. Since that time a lot of projects and enquiries have been intensified and progressed so that further very interesting orders will result from the exhibition and potential business in the near future!

By the way: The date for the next Interpack exhibition has already been determined. We look forward to seeing you in May 2020 when Düsseldorf exhibition opens its doors again. Those who do not want to wait for such a long time could take the opportunity of visiting us at **ANUGA FoodTec** in Cologne next year. The GRUNWALD exhibition team will welcome you at the GRUNWALD Alpine pasture in **hall 7.1, stand no B-020** from 20 – 23 March 2018 – of course with further ideas and innovations for filling your products. In the meantime we will be pleased to arrange a meeting at your premises or at the GRUNWALD factory in Wangen.

We look forward to seeing you!

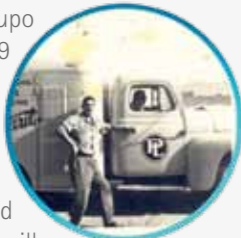
REVIEW





INFO

The history of Grupo LALA started in 1949 when a small group of dairy farmers in Comarca Lagunera in Torreón (today's headquarter) united as an association of milk producers.



In 1987 the production of milk ultra (UHT) started in the Ultra Lala plant in Gómez Palacio.

In 1992 the yoghurt production in Torreón factory started. In the following years there was a considerable expansion and in 2003 a large number of companies in Mexico were acquired true to the motto: "Be a national brand reaching all corners of the country."

Expansion to Guatemala began in 2008. Grupo LALA expanded to the Central American market.



With an investment of \$ 100 million the group opened the Laguna Industrial complex for cheese and yoghurt with the highest technology worldwide in 2009.

Grupo LALA is now one of the main sources of supply around the country.

In 2013 they went public at the Mexican stock exchange (BMV).



Delivery of the GRUNWALD flagship machine to Mexico

Market leader invests in further high-performance cup filler

We are proud of our successful cooperation with Grupo Lala, the biggest dairy in Mexico. Therefore we were very happy when we received the follow-up order for another high-performance cup filler for their dairy in Irapuato, less than 2 years from delivery of the first Foodliner machine.

This company, who has been listed on the stock exchange since 2013, has grown considerably. Grupo Lala belongs to the most important and most well-known dairies in Mexico and they have further production facilities and joint ventures in the USA as well as in Guatemala.

Due to the continuing strong demand for premium yoghurt products, the plant management at their location in Irapuato decided to invest in a further high-performance cup filling machine.

One important specification was – compared to the previously supplied 4x2-lane cup filling machine **GRUNWALD-FOODLINER 6.000** – that the new inline machine had to meet twice the production speed.

Grunwald was in a position to quote a suitable cup filler for this application as well: the 16-station **GRUNWALD-FOODLINER 20.000** – the flagship amongst our inline machines!

This compact inline machine with a length of 10 metres has been producing up to 40,000 cups/h in multi-shift operation since it has been commissioned. Like the previously supplied Foodliner machine (with a production speed of up to 20,000 cups/h) this Foodliner machine was also designed for filling different premium yoghurt products.

Its features are as follows:

1. 2x8-lane design
2. Completely servo-driven with 25 servo axes in total
3. Specially designed cup storage for reliable and trouble-free loading of the 16-station cup setter
4. Hygienic design
5. Pre-filler in CIP design
6. Main filler for yoghurt with fruit layer
7. 16-station foil seal lid station for pre-cut aluminium lids or PET seal lids and alternatively
8. Two sealing / cutting stations for plastic sealing film from the reel
This technical concept reduces the foil waste to a minimum.

9. Easy foil reel exchange outside the slat conveyor
10. Compact design based on best possible machine access
11. Good operability based on minimum of staff

We thank our contact persons in Irapuato for the successful order management based on partnership and look forward to the future cooperation.



DETAILS ON THE MACHINE

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

*Photo below:
View on the easily accessible cutting/sealing stations for plastic sealing film from the reel*



CONTACT

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

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HITPAC rotary-type machine at a special "crime scene"

Garnishing and decoration of delicatessen salads and other delicacies

NEW BUSINESS

The products from the salad producer "Nafa Feinkost GmbH" have been well-known to gourmets and all those who like delicatessen salads and salads of all kinds for many years. As we have learned there has been another group of people since February 2014 who should be familiar with the name Nafa Feinkost: Readers of detective stories and fans of the eccentric-crazy commissioner Palzki.



With the 10th book "Tote Beete" about the eccentric-crazy commissioner Reiner Palzki the author Harald Schneider served the first "delicatessen crime thriller" as well as the first "homicidal delicatessen salad which titillates brain and palate!" at that time. An absolute novelty for the fans of delicatessen salads and the German crime scene!

Different from what the title of the book "Tote Beete" hypothesises, the tasty delicatessen is "a special vital salad creation which offers the best conditions for renewed enjoyment of reading". According to the book commissioner Palzki could save his life during an extremely severe chase through Nafa Feinkost GmbH and incidentally created the extremely mild dressing for the "Palzki delicatessen salad". What a brilliant manoeuvre!

www.nafa.de

Photo at the top: Author Harald Schneider (2nd from right) with the "Palzki salad" and Bernhard and Alexandra Floesser the persons responsible from Nafa-Feinkost as well as Wolfgang Grenz (far right).

Are you familiar with the following? You start a project - everything is just fine "according to plan". Your business partner is open for everything new and burns for innovative technology and new ideas.

It does not happen very often, we admit, that everything fits so wonderfully - but if so - it is fantastic!

GRUNWALD experienced exactly this with the enquiry from Nafa Feinkost GmbH, an owner managed family business which produces salads, dressings and desserts. On the one hand they have supplied the delicatessen specialities to well-known trade partners, wholesalers and the system gastronomy, on the other hand the fresh products are also directly available for the final customer - from the factory outlet, their own 5 stores, in supermarkets and via their online shop on the internet. Due to continuously growing sales figures the simplification of the filling processes and a production increase at their production site in Neuhofen, a small municipality in Rhineland-Palatinate, became necessary.

We then received the enquiry for a multi-lane second-hand machine for filling salad dressings in mid-November last year. This filling machine should have a production output of approx. 6,000 cups/h. During the enquiry discussions, it quickly became clear: A second-hand machine would be an unsuitable and ultimately expensive interim solution for products with strongly

varying viscosities. In addition to the second-hand machine new format parts for handling the customer-specific packing materials as well as the adjustment of the filling station would have been necessary.

It is essential to be able to fill up flexibly during the ongoing production but also to do business with a view to the future if the market demands an extension of the product range.

The new machine provides a significant added value

When the new 4-lane rotary-type machine GRUNWALD-HITPAC AKH-059 with automatic cup packer GRUNWALD-SAFEPACK SA was presented it quickly became clear: It was reasonable to spend the extra costs for a new fully-automatic cup filling machine compared to the price for a second-hand machine as the customer will benefit from:

- machine with considerably higher production speed of 7,000 – 9,000 cups/h
- rotary-type filler which allows for a great versatility with regard to product presentation due to the connected vibratory filler resp. the decorating station. This garnishing resp. vibratory station is suitable for garnishing in addition to herbs also prawns and others
- solid and easy-to-operate filling technology with a very reliable and flexible functionality



- warranty period of a new machine
- ideal dosing by means of dosing drive with variable speed and stroke, exactly adjustable to the most different (salad) dressings
- due to a storage time of 10 - 15 minutes the operator still has enough time left for other tasks and it allows for a comfortable operation
- due to the technical equipment for a quick format changeover this rotary-type machine can be quickly modified for another filling process
- the sealing station with leak test control mounted on the machine offers the required reliability for security of the products.

If it works it works!

Nafa Feinkost made a decision very quickly – the order was already placed in mid-November

We assembled this machine speedily so that the acceptance test in Wangen could already be carried out 3 months later. A few days later, in February, this machine was commissioned at the production site in Neuhofen. Due to the physical conditions there the machine had to be completed on site. The whole process was as uncomplicated and easy as the project had begun a few weeks before.

With the spare part package supplied Nafa Feinkost can carry out technical service and maintenance work on their machine themselves and without any extra costs. The filling of dressings for a "fantastic extensive salad world" has been secured and thus the large variety of products from "A" like "Apfelsalat" (= apple salad) to "Z" such as "Zwiebelsalat" (= onion salad) - to say it in the words of our customer.

DETAILS ON THE MACHINE

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

CONTACT

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

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PORTRAIT



Grunwald has been training apprentices for many years, thus securing its requirements for suitable expert workers. At the same time we offer an opportunity for young people to start their professional life with a qualified final certificate.

In the commercial sector, for example, we offer an education for "industrial clerk with an additional qualification in foreign languages". The highlight of this language-oriented education are two 3-week internships in other European countries.

We asked our apprentice Anne Kamps to let us participate in her internship in England. Here is her report:

Last year I was in France for 3 weeks and this year I went to South England to the small town Totnes. The stay and the internship in a day care center for disabled people was a real stroke of luck! Working in the social sector with disabled people was at first new and unusual for me. I liked the high motivation and the passion with which the employees in the social sector were doing their work. The enthusiasm was reflected in daily life and spread so much positivity. This enthusiasm was rubbing off on me.

In order to spend as much time as possible outdoors and to offer a possibility for the disabled people to take part in daily life, regular activities are provided such as excursions to the ocean, walks, swimming and other sports events. My daily work was to welcome the day care guests in the morning and then to do creative things with them i.e. to paint together, do handicraft, cook, work in the garden or simply have everyday discussions with them. Even if it was sometimes difficult to understand some people due to their language problems, I got a lot out of these talks. This internship was perfect for me for developing my English skills.

My guest family as well – an elderly couple who had taken up 4 language students – was a real jackpot. My guest mother passionately cooked extensive English meals for us every evening. During these meals we had entertaining discussions and shared our experience made during the day.

There is a lot to tell about the small town of Totnes with its special character. It is this special alternative touch which can be experienced in every corner originating from the artistic college of Dartington Hall. Many years ago this college was the point of attraction for many artists who came to Totnes and settled there in order to live their own lifestyle.

The actual characteristic of Totnes, however, is the fact that it is a so-called "town in transition". That means that a majority of the inhabitants shows great commitment to lead a sustainable life independent of raw oil. This initiative was started in 2006 and can be seen up to today in many aspects of daily life. Therefore, the town is also called "Transition Town Totnes". An own currency – the "Totnes Pound" is intended to support the local shops.

There are groups of interest which commit themselves in a variety of projects. These projects range from local produce of foodstuffs to ecological means of transportation up to saving of energy.

The "skillshare project" is also very impressive. It is a kind of workshop in which one's own knowledge and abilities are conveyed to others (www.transitiontowntotnes.org). Despite the unobtrusiveness of this small town there were a lot of new things to see and experience in these 3 weeks, be it during the internship or in the guest families and leisure time. A very successful stay!

Photo at the top: Anne Kamps (on the left) with two classmates on the move in Totnes

- Photos below, from left to right:*
- "Totnes Littlehempston station" where an old steam locomotive stops at the "South Devon Railway"
 - the artistic college "Dartington Hall"
 - the river Dart in Totnes

