

# HIGH LIGHT



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Even though some difficult months lie behind us, the order situation at Grunwald remains good, and we will close the 2020 financial year on a positive note. Our employees, partners and suppliers have made a major contribution to the fact that we were able to carry out our services, worldwide commissioning and installations so positively and on schedule in this difficult year. Through their prudent behaviour and planning foresight, they helped to ensure that processes could be continued, and machine manufacture and delivery could be continued - so that we were ultimately able to be on site worldwide and on time.

Our good, solid order situation contributed to the fact that the recently purchased 2,774 sqm plot of land could be developed as planned. A 1,680 sqm multi-storey car park with 8 half planes was built on time in an economical construction method which now offers our employees sufficient space with its 270 parking spaces.

#### Looking ahead

In a few weeks' time we will be in 2021 and it would be presumptuous to claim that the pandemic will be over by the beginning of the new year and that we will regain our "former normality". This pandemic will keep us busy for a while.

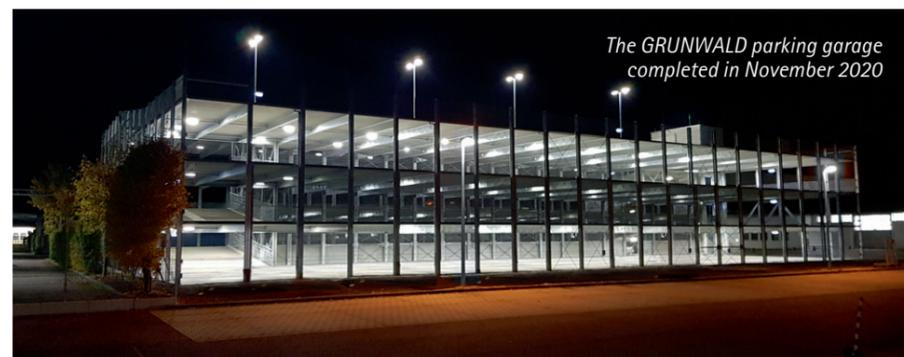
Nevertheless, we are looking ahead with confidence because Grunwald will enter 2021 with a good order situation.

After a year without the opportunity to participate in a trade fair, we are eagerly awaiting the opening of the Anuga FoodTec 2021 trade fair in Cologne from 23 to 26 March 2021. It is THE international supplier fair for the food and beverage industry.

We very much hope that this fair can take place. Not least because a very detailed hygiene safety concept has been drawn up at the Cologne exhibition centre. Of course this comprehensive hygiene and infection protection concept will be continued at our exhibition stand so that your visit will be a reliable and successful **#B-Safe visit to the GRUNWALD-Alm**. We are already looking forward to your visit at our **exhibition stand in hall 7, stand E39**.

Finally we wish all customers, employees, suppliers and partners a pleasant and festive season, Happy New Year, all the best for a successful 2021 and above all - please stay healthy!

Yours  
Ralf Müller  
and the **GRUNWALD team**



The GRUNWALD parking garage completed in November 2020

#### COVER

The Hindelang-Oberjoch ski resort is a very popular recreation area in the Allgäu and it offers over 30 kilometres of fantastic ski slopes to cater for every taste.

Our employee Elmar Schennach captured this fantastic view of the winter landscape of the Oberjoch with his camera before his ski run down to the valley.

Photo: Elmar Schennach

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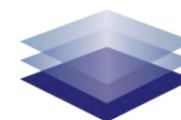
## GRUNWALD donate 10.000 Euros for the victims of the explosion in Beirut

In 2020, with the world in the grip of the Covid 19 pandemic and the virus spreading faster and faster and changing the life of everybody, there are people in an even more perilous situation and who have been living in an economic emergency for years. A severe economic crisis is shaking the country. The population is enduring the fall of the currency as a result of corruption and mismanagement. The country has been fighting with a massive waste and environmental crisis for years as well as a permanent power shortage. We are describing the Lebanon which is also suffering because of the 9-year civil war in neighbouring Syria. It is estimated that the Lebanon with its 4.5 million inhabitants has taken in about 1.5 million people from Syria.

This alone would have been more than enough but nevertheless a disastrous explosion in the capital Beirut reduced the residential areas and the harbour to rubble and ash – a harbour which is vitally important for supplying the population. 2,750 tons of unsafely stored ammonium nitrate had caught fire and exploded. The detonation tore a 200 metre hole in the harbour. The damage is estimated to amount to several billion euros.

When we heard of this catastrophe with at least 190 casualties and more than 6,500 injured it was clear that we should grant this year's Grunwald donation to the victims of the explosion in Beirut.

We learned of the work of the „Orienthelfer e.V.“ from reports in the newspapers. The fact that this organisation belongs to the **„Initiative Transparente Zivilgesellschaft“**



Initiative  
Transparente  
Zivilgesellschaft

**(Transparent Civil Society Initiative)** and its commitment indicates that they will be a reliable partner.

The signatories of the "Transparent Civil Society Initiative" are committed to being open and transparent about the aims of the organisation, where the funding comes from and the decision making process behind the allocation of the funding. This information is clearly structured and can easily be found on the internet.

Those who know Grunwald, also knows how much we care that the aid project is of practical help and that the donated money arrives where it is actually needed.

In October our Sales Manager Stefan Sacher visited Orienthelfer e.V. in Munich and handed over the symbolic cheque **for our donation in the amount of 10,000 Euros** for the victims

of the explosion in Beirut. This event took place outside on the balcony of the office due to restriction in place because of the pandemic.

Christian Springer, founder of Orienthelfer e.V., was delighted to receive the donation and put the photo of the cheque transfer at our disposal.



Information on this and other Orient aid projects as well as how to make a donation can be found at: [www.orienthelfer.de](http://www.orienthelfer.de)



Symbolic handover of the cheque on the balcony of the office of Orienthelfer e.V. in Munich. Christian Springer, founder of Orienthelfer e.V. (on the left) and GRUNWALD Sales Manager Stefan Sacher.

## GRUNWALD NEWS

## GRUNWALD company anniversaries 2020

This year 16 long-standing employees have celebrated their company anniversary for the first or even for a repeated time.

We are pleased about the high number of employees celebrating their anniversary. We are proud of our committed and qualified employees who use their best efforts to satisfy the customers, who, for many years, have contributed with their ideas, their competence and their passion to design the future of Grunwald. They are a significant factor in the success of Grunwald and of our customers.

This time we have decided to forego the photo shoot for a joint photo with all company

anniversaries due to the current hygiene and distance rules in place during the Corona pandemic.

We congratulate:

**30-years service in the company:**

Ursula Alt, Financial Accounting  
Roland Fießinger, Control Cabinet Construction  
Volker Fräbel, Service Dept.  
Andreas Gotsch, Programming  
Herbert Holzer, Control Cabinet Construction

**25-years service in the company:**

Günther Hohenleitner, Programming  
Martin Huchel, Construction Dept.  
Bernd Martin, Production

**20-years service in the company:**

Christian Hasel, Administration  
Renate Joos, Human Resources  
Jürgen Kehrer, Construction Dept.  
Hubert Merk, Construction Dept.  
Eugen Schloss, Programming  
Silvia Weber, Technical Documentation

**10-years service in the company:**

Oliver Hartmann, Sales  
Stefan Natterer, Assembly Hall

Many thanks to all employees celebrating anniversaries for their years of loyalty to Grunwald. We are proud to have so many old hands in our company.



## Our new sales office in Croatia

A warm welcome Vedran Jakopaš to the GRUNWALD family!

Mr. Vedran Jakopaš is the Area Sales Manager in our newly opened sales office GRUNWALD SEE (South East Europe) in Zagreb, Croatia. He is responsible for South East Europe, more precisely for the countries

- Albania
- Bosnia
- Croatia
- Slovenia
- Serbia and Montenegro
- Northern Macedonia

and your competent contact person for your enquiries, for detailed information and for

your advice on GRUNWALD filling, dosing and packaging machines. Perhaps you already know him from his previous sales activities in these countries.

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We are very pleased that Vedran Jakopaš has joined the GRUNWALD team and we wish him every success. We are confident that Vedran will soon be busy in the GRUNWALD SEE office.



The photo shows the view over the GRUNWALD premises, taken from the upper parking deck of our recently completed parking garage.



## A new member in the GRUNWALD family

Our colleague Sarah Eichhorn, née Gürsching, valuable support and our „omnipresent Brockhaus“ for the sales team, started an exciting new phase of her life in September: Sarah is now the proud mum of her daughter Lara. At this point again congratulations, dear Sarah, from your GRUNWALD family!

We are happy that we could win our trainee Milena Schneider as Sarah's successor for the job of a sales assistant.

Milena will complete her apprenticeship as industrial clerk in January and then take over the job in the full extent. We are already keeping our fingers crossed for her final exams and are looking forward to working with her!

The photo of our colleagues of the sales assistance (from left to right: Lara Durach, Sarah Eichhorn and Milena Schneider) was taken in September, when we said goodbye to Sarah during a small celebration in our alpine garden.



## INFO



In 1876 Fritz Homann founded a meat product and sausage factory in Disson in the Teuto-burger forest. Since that time Homann has represented taste, quality and tradition. In 2011 Homann became part of the company group Theo Müller and has continued its story of success: Today Homann and its approx. 3,000 employees achieve an annual turnover of approx. 460 million euros with the production of delicatessen salads, fish delicatessen, dressings and sauces. With more than 90 % level of recognition Homann is the strongest brand on the delicatessen market\* and the market leader in the field of delicatessen side salads\* (potato, pasta and vegetable salad).

Their present portfolio comprises more than 750 products. As consumers' tastes change over time the company continues developing new tastes. A few months ago a trio of vegetarian salads was entered into their portfolio. This trio, consisting of couscous, bulgur and penne salad, is offered in snack portions with a fork in the lid (see photo below). For filling these salads the company purchased a new fully-automatic GRUNWALD filling line. Please see this report for more information. [www.homann.de](http://www.homann.de)

\* Source: .C. Nielsen LEH+DM, side salads, percentage of sales, fiscal year 2018

\*\* Source: Kantar Added Value, October 2018, in %



## Cup filler GRUNWALD-FOODLINER 3.000 – the allrounder

### Enormous flexibility for filling various products

Over the last 20 years a significant change in the delicatessen shelves could be seen. The food habits of the consumers are changing rapidly and in ever shorter periods. Next to the mayonnaise-based gourmet salads of earlier times in a limited range (meat, pasta, potato salads) the consumer can now find a huge number of products which are low-calorie, vegan or high in protein. Exotic, Mediterranean and oriental snacks are also extremely popular.

This is a big challenge for the producers. Nobody knows what is to be produced next year, much less in 10 years. Procuring a new cup filling machine is therefore challenging for it must meet today's requirements as well as the requirements for the products of tomorrow.

HOMANN was confronted with this visionary task somewhat over a year ago. A new range in products was intended to be launched which fulfilled all requirements of healthy, low-calorie and vegan products.

#### Supported by the right partner

This enquiry was a welcome challenge for us to demonstrate our flexibility and our technical know-how! As a first step the sales department passed on the requirements to the product design department.

After the preliminary product ideas had been created it had to be assessed quickly whether these products could be filled at all. In close cooperation with the Homann staff we carried out filling trials on our trial machines GRUNWALD-FLEXODOS and GRUNWALD-SERVODOS in our factory and discovered whether these products could be filled on our machinery and also on their presentation in the cups.

#### Technology with high potential for the future

This new filling machine was considered to be an investment for the future. Consequently the requirements for this new line were manifold. In addition to the newly developed products all options should be maintained for filling future

products which had not yet been developed. In the course of the common project planning a filling machine was designed which could indeed be called an allrounder.

This machine is designed for handling two different cup sizes. Due to the special advance feed of the cup transport and owing to the stations in quick-change design the very simple format changeover can be carried out in only a few minutes. The cup slats are also in quick-change design. Looking ahead the modification of this filling line will be easily possible for handling further cup sizes.

#### Product-orientated flexibility

In total 4 filling stations are mounted on the machine for filling different products:

**Filling station 1: Bulk filler GRUNWALD-FLEXODOS for non-pumpable products with pieces** (e.g. bulgour, quinoa salad, Mediterranean pasta salads, vegetable and legume salads etc.). Due to the fact that the auger transport treats the product carefully and due to optimised vacuum technology the weight-accurate filling at a high speed (40 cycles/min.) is achieved. This 2-lane filling machine has a considerably higher cycle speed compared to similar filling machines.

#### Filling station 2 for pumpable products:

Equipped with the proven piston dosing pump in CIP design for filling pumpable products. These dosing machines were also developed by Grunwald. The filling hoppers are fed via bin lift systems and are integrated in the circuit of the protective doors.

**Filling stations 3 and 4 for filling dressings or toppings.** These two sauce fillers are also equipped with piston dosing pumps and completely in CIP design.

#### The icing on the cake

A special feature is the **integrated weighing station**. Directly after it has been filled each cup is precisely weighed. On the basis of this weighing result the tendency control programmed by the Grunwald engineers permanently optimises the filling weight of the corresponding filler. In addition this offers the option to post fill sauce or brine in a weight-accurate way by one of the downstream filling stations.

Further equipment features of this machine:

1. **Headspace injection** for a reduced remaining oxygen value in the cup.
2. **Leak test control** of the sealed seam.
3. **Discharging station** on the outfeed conveyor. Leaky cups or underweight cups are discharged, if necessary.
4. **Open space for topping station:** Optionally a vibratory filler can be connected at this position for the variety of product toppings that appeal to consumers

With this allrounder the company HOMANN is perfectly equipped for the future. Nearly all product variations can be filled with this flexible machine. Changeover to other packing materials is easy and fast, other recipes can be easily adjusted by choosing the necessary dosing as well as by changed servo curves. The adjustments can be stored in the product menu.

Due to the close cooperation with our client HOMANN, the development of this complex line was made possible. On this occasion we would like to say thank you to the team in Bottrop and all persons involved for the trust and the excellent cooperation.

*Photos on the bottom left: Packing material samples of the products currently filled on the 2-lane inline machine GRUNWALD-FOODLINER 3.000  
The machine photos show the cup filler in the Homann factory in Bottrop.*

*All photos provided by Homann Feinkost GmbH.*

### CONTACT

If you are interested 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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## Decision for the pioneer

### Berglandmilch sets clear benchmarks



# Berglandmilch eGen



Photo: Berglandmilch

Today the DACH markets are one of the most important sales areas for each German mechanical engineering company. Generally direct marketing offers the great advantage of fast contacts to the customers and quick decision-making.

The geographical location of Grunwald in the border triangle of the Allgäu certainly was an advantage but not the only decisive criteria for Berglandmilch to place the order for two ultraclean machines with Grunwald for their production site Aschbach in Austria.

Berglandmilch is the biggest Austrian milk processor and distributor with 9 locations and solely belongs to 10,000 dairy farmers. Peasant tradition, integrated approach

focused on quality and the courage to break new and forward-looking ground reflects in their manifold and innovative products which were award prizes several times. According to the company's philosophy and aim to "treat each other and the environment thoughtfully in order to be able to look the next generation in the eye with a clear conscience" and with the decision to invest in Grunwald filling machines with ultraclean technology and UV packing material sterilisation, they set another clear benchmark in terms of sustainability, protection of the employees and a high degree of environmental sustainability.

The 8-lane Grunwald linear machine with ultraclean design with appropriately certified double UV sterilisation fills the products of

Berglandmilch at a sterilisation rate of at least LOG4 (ultraclean). The use of this UV technology also marks a move from the use of peroxide to sterilise the packing materials towards a modern hygiene concept. This is an important factor for the filling and production of the high-quality bio products of Berglandmilch.

Shortly after this linear cup filling machine had been commissioned they placed another order with Grunwald for a rotary-type bucket filling machine in ultra-clean design. The production speed of the new bucket filler was one of the decisive criteria for the order placement. The model GRUNWALD-ROTARY XXL was convincing by its extended design as a 1-lane or 2-lane compact and flexible rotary-type

bucket filling machine for a high production output. Another crucial factor was that this GRUNWALD bucket filling machine also uses the special UV technology and achieves at least sterilisation rates of log4 – and this also with 10 kg buckets!

Berglandmilch thus joins the group of well-known companies which successfully use the forward-looking Grunwald UV technology in the field of the packing material sterilisation.

We thank the representatives at Berglandmilch for their confidence in Grunwald and we feel proud to be the pioneer for a modern environmentally friendly technology for packing material sterilisation and the sought after, necessary move away from the use of sterilisation systems using peroxide. With our knowhow and knowledge Grunwald is going to promote this new sterilisation system in the future.

Photo on the left:  
Aerial photo of Berglandmilch eGen,  
production site in Aschbach in Austria

Photo below:  
1- to 2-lane rotary-type machine  
GRUNWALD-ROTARY XXL; fully-automatic bucket  
filling and closing machine in ultra-clean design  
for 1 l, 5 l and 10 l buckets



#### PERFORMANCE DATA

##### GRUNWALD-ROTARY XXL in ultra-clean design

Product: stirred yoghurt

Packing material: 1 kg bucket  
2-lane design

Fills **3,000 kg per hour**  
Handles 3,000 buckets per hour  
sterilised, filled, sealed  
and closed with snap-on lid each

Packing material: bigger container  
Design: 1 lane  
Fills up to **6,000 kg per hour**



UVC sterilisation on rotary-type bucket filler  
GRUNWALD-ROTARY XXL

#### CONTACT

If you are interested 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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NEWS FROM



## Grunwald UK has been awarded employer of the year in their area for 2020!

A very proud moment of recognition amongst Grunwald UK's achievements this year - the hard work (blood, sweat and tears) invested into the business by Sam, James and Catherine has been recognised by winning the **Sleaford Town Employer of the Year award 2020!** Undoubtedly, Grunwald UK wouldn't be where they are without their amazing team.

Since 2001 Grunwald UK have been the sole agents for Grunwald GmbH successfully selling the Grunwald range of cup and bucket filling and sealing equipment and now look after almost 300 Grunwald machines in the UK and Ireland.



Photo above, from left to the right: Sam Smith (Operation and Projects Director), James Causebrook (Managing Director), Catherine Causebrook (Commercial and HR Director), Councillor Anthony Brand (Mayor of Sleaford)

Photo on the right: Employer-award-2020



## Grunwald UK looks to develop its customers and the wider world

During these challenging times the company is very proud to be offering new job opportunities within its customer support and engineering departments. Grunwald UK is continuing to confidently expand to support its customers to maintain the best support for new customers and importantly all existing installations with both Covid 19 and Brexit in mind. The company has brought forward its development plan by 3 years.

This includes the following 4 newly appointed staff.

**Grant Wilson – Customer Service Engineer** (see photo below)

With our commitment to enhancing service to our customers with our "15 years plus lifecycle provider" policy, backing the quality of Grunwald machines and developing relationships with customers, having well trained and experienced engineers like Grant is something we are passionate about continuing to invest in. Grant joins us from within the industry with a vast knowledge of pot filling



From left to the right: Lydia Barnes (Project Engineer), Hannah Ross (Purchasing Officer) and Dan Alexander (Business Development Manager)



and has done an exceptional job at supporting customers during the lockdown period.

**Lydia Barnes – Project Engineer**

Our first UK resource for sales and projects, design and programming. She has a degree in Product Design Engineering and masters in Mechatronics, Lydia can provide excellent customer support for new installations and servicing.

**Hannah Ross – Purchasing Officer**

Hannah brings years of experience in stock supply management and will be responsible for supporting after sales servicing and management of a UK stock of spare parts to all customers.

With questions over the importation of spare parts over the coming months, Grunwald UK's after sales department has drastically increased its spare stock held in the UK and has put in continuance plans to leading component suppliers.

**Dan Alexander – Business Development Manager**

Grunwald UK's new department for business development will be led by Dan, who, with a degree in Product Design & Marketing and fifteen years' experience in digital design & print, will drive business development through marketing and communications.

### CONTACT

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## GRUNWALD-HIGHLIGHT

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