

HIGH LIGHT



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EDITORIAL



TITELBILD

The Allgäu is ideally suited to being active in the great outdoors at any time of the year. Our employee Manfred Rupp also appreciates this. During one of his hikes, he took this photo with a view of the Nagelfluhkette.
Photo: Manfred Rupp

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Who would have thought that one year ago, despite rapidly advancing global vaccination campaigns, 2021 would bring far greater challenges than we already experienced in 2020.

At the beginning of the year, our service engineers regularly had to be quarantined after they had spent more than 5 working days for commissioning abroad. Many of our colleagues have taken this measure several times now. When they finally returned to their families after several weeks abroad, they were sometimes not allowed to leave their homes for up to 10 days. We would like to take this opportunity to thank all our colleagues and their families who have accepted these restrictions without complaining. We and our customers really appreciate their commitment!

As already reported in the previous issue of our HIGHLIGHT magazine, our buyers reacted incredibly early on to the worldwide pandemic, which was unknown and unpredictable to all of us, and considerably increased our stock on hand, where possible. In some cases, our stock for electronic products even ran short because of the worldwide material shortage.

In these extraordinary times, once again it showed how important it is for us to have been working in partnership with our suppliers, sometimes for decades. Even though these companies sometimes had hardly any parts or raw materials, they acted in an extraordinarily imaginative, committed and customer-oriented way!

They really pulled out all the stops in order to be able to supply us and thus also our customers just in time. When this was not possible we purchased the parts required on

the internet as a last solution – at excessively high prices, because we always kept in mind the promised delivery date.

We are therefore extremely proud that in 2021, despite all these adverse circumstances, we managed to meet all delivery dates and to commission all machines on time due to our joint efforts – so that our customers could fulfil their contracts and meet the supermarkets' requirements.

Many thanks to all employees and business partners who did their utmost to make this possible. These extraordinary times show what the Grunwald family can achieve with our unique team spirit. Thank you!

For next year, we wish everyone a less turbulent year and a little bit more normality and predictability again. Due to our recent record of new orders, we are planning to build another assembly hall to increase our capacities almost as a matter of routine as we grow. After we were already able to experience an approach of normality this year with the Fachpack exhibition, we hope that Anuga FoodTec can also take place again in April 2022. We would be incredibly pleased to welcome you personally at the GRUNWALD-Alm.

Stay healthy, enjoy the Christmas season with your families and have a happy New Year. Thank you very much for your trust and continued support in 2021.

Yours
Ralf Müller
and the **GRUNWALD** team

GRUNWALD NEWS

The annual **GRUNWALD** donation 2021

7,900 euros has been given to awamu and the children's hospice in Memmingen

In November, we donated **7,900 euros** to the social associations, **awamu and the children's hospice in Memmingen**, thus continuing the series of long-standing donations to social projects and institutions at the end of the year. This is very important to us, because right now, in such a difficult time, any kind of help and support is more necessary than ever.

Attentive readers know that we have been promoting the building of fresh water wells in Uganda for many years. It is a great success story that senior manager Edwin Müller started with his donation for the first GRUNWALD well in 2008. The need for fresh water wells is still great after all these years! Margareta Riese, chairwoman of „awamu – together for Uganda association“ informed us in October:

The situation on site, in the towns and slums has deteriorated considerably. The public wells do not provide enough water. People have to buy water, which has become much more expensive. However, as the infrastructure has collapsed, people also have hardly any opportunities to earn money. Therefore they would be very happy if there were more donations for wells.

With our donation of **3,900 euros** to „awamu – together for Uganda association“, we have ensured that three more wells will now be built. **Holger Frei, Bernd Martin and Werner Zodel** are valuable, long-term Grunwald members of staff and have been chosen as the name sponsors of these wells.

The amount of **4,000 euros** was donated to „the Children's Hospice association in the Allgäu in Memmingen“. This donation ensures the children's hospice can continue to offer their extraordinary services. During the handing over ceremony of the cheque Managing Director Alfons Regler spoke to us about the multi-professional team that works at the hospice, affectionately assisting and supporting families with children who are terminally ill or have life-limiting diseases during times of illness, death and mourning. In addition, an outpatient children's and youth hospice service, with trained volunteers looks after for numerous families in their home environment. This is often necessary over many years.

Every donation is urgently needed, because unfortunately there is currently no cost-covering funding for children's hospices in Germany at present. The costs for the stay and care of the sick children and for the stay of the parents and siblings must therefore be financed from donations.

If you are interested and would like to support these associations, further information is available at:
www.awamu-uganda.org
www.kinderhospiz-nikolaus.de



The handing over ceremony of the cheque for this year's donations already took place in mid-November in front of the HÜTTPAC cocktail filling machine in the Grunwald reception foyer.

In the photo above from left to right: Werner Zodel, Holger Frei and Bernd Martin, the name sponsors of the three wells, Managing Director Ralf Müller, Proxy and Commercial Manager Christian Hasel and Margareta Riese, Chairwoman of awamu.

In the photo below:
In the middle of the picture, Managing Director Alfons Regler, Children's Hospice association in the Allgäu, Memmingen with Christian Hasel and Ralf Müller



GRUNWALD NEWS

GRUNWALD company anniversaries 2021

17 anniversaries with 375 years of competence and experience in the job



Certificate of honour for Anton Alt in recognition of his achievements and 40 years' anniversary. In the photo from left to right: Managing Director Ralf Müller, Sales Director Anton Alt, Commercial Manager Christian Hasel

The extremely positive business results we have achieved so far can only be achieved with satisfied customers and committed, faithful employees. That is why we are particularly pleased that in 2021 we were able to honour a large number of employees for their long term loyalty and commitment.

This year, 17 employees celebrated their company anniversaries for the first time or again for many. We are really proud of such a large number of jubilee anniversaries, because the success of a company depends crucially on the loyalty of its employees.

We are proud of their commitment and of how dedicated they are to our customers and, over the years, have helped to shape the future of Grunwald with their ideas, their

expertise and their passion, thus contributing to the company's success and customers' satisfaction.

We would like to mention one anniversary in particular because this is one of those anniversaries that you either never celebrate or only once in your life. Sales manager and proxy **Anton Alt** celebrated such an anniversary on 1 July 2021 - **his 40 years' anniversary**. A number that speaks for itself!

On the occasion, we held a small celebration in the Grunwald-Alm garden, due to corona, this was only in the presence of close colleagues, Anton Alt received our recognition and respect for his achievements, success and tireless work. And of course we reminisced the four decades with anecdotes and amusing events.

We congratulate on
40 years' anniversary:
Anton Alt, Sales Director, Proxy

30 years' anniversary:
Holger Frei, Welding Department Manager
Wolfgang Huber, Production Shop

25 years' anniversary:
Werner Zodel, Head of Process Engineering
Ralf Müller, Managing Director
Marlies Hodrius, Marketing & Sales

20 years' anniversary:
Gilles Valin, Programming
Thomas Dahm, Assembly Department
Herbert Krauß, Welding Shop
Werner Simon, Assembly Department
Manfred Neidhart, Electrical Department
Roland Branovics, Assembly Department
Markus Rehm, Chipping Department
Elmar Schennach, IT Department
Philipp Stauber, Assembly Department

10 years' anniversary:
Artur Mattern, Design Department
Andreas Sonntag, Electrical Department

Congratulations to all jubilarians and our thanks for their long-standing commitment to Grunwald. We are proud to have so many "old hands" in our company.



2021 marks the 20th anniversary of Grunwald UK LTD and its cooperation with Grunwald GmbH. Created by Neil Muncey who already had a great working relationship with Grunwald, including winning orders with a variety of customers in the dairy and fresh food industry. Neil's commercial astuteness created a foundation from which the current management team have grown and flourished.

Grunwald UK is in its 4th year being under the management of James Causebrook, Samantha Smith and Catherine Causebrook. As a set of Directors, they have previously performed every job function in the business, meaning there is a management team that understands how to meet the requirements of the customers and support Grunwald. With a portfolio of +200 machines in the UK and Ireland (and recently selling into the USA

From left to the right:
James Causebrook (Managing Director - Vice Chairman PPMA Group of Associations),
Anton Alt (Sales Director GRUNWALD GmbH),
Catherine Causebrook (Commercial and HR Director),
Samantha Smith (Operations and Projects Director)



market) Grunwald UK still actively supports many of these machines. Nearing 20 employees in its 20th year, the business now positions itself to be a complete lifecycle service provider to both its customers and Grunwald Germany. This means the business has more service engineers in the UK than any of its competitors and a dedicated aftersales department, stocking genuine Grunwald parts in the UK for fast response.

As the management team of Grunwald UK reflect on this milestone (and the 13 years they have been involved with the company), it's fair to say the success has been created by such consistent support from Grunwald Germany. The efforts of Anton Alt in the market have proved crucial in every machine sale but moreover his desire and drive to mentor the business has been instrumental in its success.

Grunwald UK now looks ahead to the next 20 years where it will continue to support its customers to the best of its ability, continue to develop its staff by investing more in its training in the next 20 months than it has

The next investment: a new Grunwald UK service van for the expanded customer service engineering team. Together with its big brother both vans are prepared for our team and a helping support for our customers.



GRUNWALD JUBILEE

Proud of Grunwald UK's achievements over the last 20 years, we now look forward to the next 20 years

in the last 20 years and will look to support the wider industry through its work with the PPMA and its contribution supporting the engineers of the future. The business is doing all it can to give its staff opportunities to develop their careers and to operate a positive leadership culture this is reflected by Grunwald UK being 2020 employer of the year in its local area.

The directors of Grunwald UK say thank you to their staff past and present, for the incredible support of Grunwald Germany and the positive open relationships with customers and we look forward to the next 20 years and making every year better than the last, striving to make each year a great success.

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Grunwald UK office in Longwood Lane, Blankney, Lincoln which was renovated to suit in 2019.



The LAZEW master class visits GRUNWALD

Master class students from the Wangen Dairy School get informed

For more than 30 years, Grunwald have been a service provider and partner for the Baden-Württemberg Agricultural Centre (LAZBW), Dairy Department in Wangen (also known as the Wangen Dairy School). During this time, numerous groups of visitors received the latest information and insights into machine technology. The future master craftsmen and women have always been enthusiastic about getting a look behind the scenes. Therefore, it was a great pleasure for us to be able to welcome another group of full-time training dairy masters with their teachers for a company tour and machine viewing at the end of September.

After a short presentation about Grunwald itself and our machinery portfolio, all

departments relating to machine production were visited during the subsequent tour of the company. The trainees received insight into the various work steps and activities which are necessary for manufacturing a machine until it is ready for despatch.

Of course, the tour through the assembly halls was very interesting. Here we gave the visitors ample opportunity to inspect in detail a rotary-type and inline machine for filling various dairy products which will be ready for despatch shortly. Our colleagues explained the machines which were built under their responsibility, provided them with basic information and were pleased to answer the visitors' questions. Interesting conversations and useful discussions for everybody

developed among the young professionals. After the company tour, the two groups met again for a short final talk with open discussion.

For everyone involved, it was extremely exciting to get to know all the technical solutions on site, that are required to fill the various products which are currently in demand by food manufacturers around the world.

The visit was marked by great interest and an open exchange of opinions. It was another successful event with future dairy masters from the dairy school in Wangen.



The LAZEW provides the following information on professional training: During the one-year full-time education, the students earn the degree „bachelor professional dairy technology (dairy master)“. The students receive intensive training in the areas of process technology, process engineering, operational and business management, as well as professional training and leadership. The excursion programme to our long-standing partner Grunwald is always appreciated with enthusiasm and interest. On 02 July 2022, the graduates of this year's training will be entering the job market.



We can still be very different!

New rotary-type machine increases fuel paste production

In all the decades in which we have built rotary and linear filling lines for a wide variety of products, we still have first encounters with products that we have not handled before. This is what happened to us when we received a request to fill fuel paste into round aluminium cups with a fully automated operation. We are all familiar with burning liquid gas from bottles. Think of a fondue or raclette dinner or an outdoor event with the big, blazing fire pits. But fuel paste in aluminium cups –is not a common product. Although we have never seen a concept like this on our machines, it can still become a reality.

The right partner by your side

In order to test the consistency of the fuel paste, we first asked for product samples. This fuel paste or fuel gel (as the product is also called), is a so-called safety fuel paste consisting of bio-alcohol (ethanol). By adding a gel binding material or thickener, a gelatinous to viscous mass is created. Very quickly it became clear: we can do that! Filling, dosing and packaging would be a perfect match for Grunwald.

Previously, our customer had filled the fuel paste on a machine made by a local master blacksmith. A lot of manual work was still required for the filling process. However, the quantity produced with this machine was no longer sufficient to meet the increased demand on the market. More and more consumers have noticed that these small aluminium cups (in this case 100 ml) are extremely convenient

in use. The fuel paste can be burnt off directly and does not leave any residue. If the burner tips over, the paste will not leak out and also not evaporate. Because of the lower risk of fire, it is referred to as safety paste or safety fuel paste and is increasing in demand. The solution for our customer was to invest in a fully automatic filling and sealing machine.

Sophisticated and space-optimised design

The cup filler GRUNWALD-HITPAC AKH-019R in 2-lane design with its good value for money is ideally suited to producing the required quantities.

At present the HITPAC is currently processing round aluminium cups of Ø 90 mm and 25 mm height. The HITPAC machine is also highly suitable for future product expansion with larger cups having an adjustable dosing range filling up to 300 ml.

For handling the fuel paste a special filling valve and a conically designed product hopper are the hub for splash-free filling. The aluminium cups are closed with pre-cut aluminium seal lids. In the subsequent embossing station, a date is stamped on the tab.

With the robust and compact GRUNWALD-HITPAC AKH-019R cup filler our customer now has a filling machine which produces up to 5,000 cups per hour in a space of just one square metre. This means they will be in a position to supply the market sufficiently with this product even if the demand increases.



Fuel paste filling



Sealing station



Embossing station for date code printing

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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Achieving the impossible: the healthy chocolate spread!

GRUNWALD is the partner for the filling of the new product from Belgium

We like to get involved in the development of new machine technology, thinking outside the box and finding the perfect technical solution to position ourselves once again, as a pioneer in mechanical engineering. It gets really exciting for us when we work on innovations together with our customers or encounter newly developed products that are to be handled and filled for the first time. When customers put their whole heart and soul into product development, we too are happy to do our best to ensure that the project is successfully implemented and realised.

Choco Yoco – the new spread with NUTRI SCORE A

This project, which we are pleased to present in this report, is about technology, but above all, it's about a product with great potential for the future. Choco Yoco, the world's first chocolate spread with Nutri-Score A. Yes, you read that right. A sweet spread recommended for consumption and with a high nutritional value! But how is this achieved you will ask yourself.

The main ingredient of the product is a special yoghurt recipe which is the base for the Chocolate and Hazelnut Spread. With these new healthy yoghurt-based spreads, the company will primarily target children and their parents. Grunwald is immensely proud that such a sensational product is filled on a Grunwald filling machine.

Development and production

Together with scientists, specialists and universities, Belgian entrepreneur Alex Helsen has succeeded in developing a healthy chocolate spread, which is unique in the world. He has managed to drastically reduce the unhealthy fats and sugar and replace them with fresh everyday yogurt which really tastes heavenly!

This product deserves more than Nutri-Score A, it deserves to be bought!

This product is currently produced in Belgium and further expansion throughout Europe is on the horizon. However, it is important for the entrepreneur to keep the ecological footprint for the production of his products as small as possible. Moreover, Alex Helsen was aware from the very beginning that such an innovative product as Choco Yoco deserves an innovative packaging solution. Therefore, he decided to use the award-winning SuperLock® cup.

Alex Helsen, Managing Director at Choco Yoco, says: "I had my eyes on the SuperLock® range for a long time and did not consider other options. With its premium design, this cup fits perfectly with our Choco Yoco concept. In addition, consumers can reuse the cup after having enjoyed the Choco Yoco spread, for example as a biscuit or fruit container."

The award-winning SuperLock® cup

The SuperLock® cup used by Choco Yoco is well known at Grunwald. With the SuperLock® cup, Superfos (one of the largest manufacturers of injection-blow moulded plastic packaging in Europe) has developed a unique, sealable alternative to glass. In 2010 Grunwald developed the appropriate filling and sealing technology for this completely new packaging concept in cooperation with Superfos, which was an innovation at the time. Therefore it

was a logical choice for Choco Yoco to fill its innovative products on a Grunwald cup filler.

The GRUNWALD cup filler

The machine to fill and seal all sizes of the Superlock® cup and machinery to place and screw on the twist-off lid are one and the same – in this case the 2-lane GRUNWALD-HITPAC AKH-019SE. The great advantage of this packaging concept is the long shelf life of the products.

Thanks to the oxygen barrier, which is possible on all surfaces, the product shelf life can be doubled, or even tripled. Even a product shelf life of up to 24 months is possible on this

machine. Furthermore, this packaging material is characterised by its brilliant print quality. Overall, the ease of use, product protection and shelf life are exceptionally good.

We are happy that the Choco Yoco's product is filled on a GRUNWALD HITPAC AKH-019SE rotary-type machine and that we are able to accompany the success of such an innovative product with the delivery of this filling line.

Thank you very much for the trust you have placed in us and for the pleasant cooperation. We would like to take this opportunity to wish Alex Helsen and his team the best of luck and look forward to our future collaboration!



Rotary-type filling machine
GRUNWALD-HITPAC AKH-019SE
in 2-lane design

DETAILS ON THE MACHINE



GRUNWALD-HITPAC AKH-019SE is a versatile rotary-type filling machine with enormous flexibility, high production speed, low space requirements at an attractive price.

Machine width: 1,300 x 1,300 mm
1 to 3 lanes
up to 7,500 cups per hour
Dosing range: 10 - 2,000 ml



View of the rotary turntable on the rotary-type filling machine, filled with cups prior to the sealing process

CONTACT

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NEW BUSINESS



To obtain Nutri-Score A, Choco Yoco had to think outside of the box.

Alex Helsen (see photo above) explains. "Through my former experience as co-owner of a traditional chocolate spread factory, I have seen a huge demand for healthier chocolate spreads. It has been difficult to find tasty and healthy alternatives to the fatty and sugar-based ingredients used in traditional recipes. With Choco Yoco, we have cracked the nut and created a pioneering yoghurt-based chocolate spread that is both delicious and healthy. We have now launched it, in the SuperLock® cup which makes Choco Yoco highly visible on supermarket shelves."

www.chocoyoco.be



Good customer relations are the key to success

Another GRUNWALD cup filling machine delivered to Dmitrogorsky Dairy Plant

Our customer Dmitrogorsky Dairy Plant in Russia has proven that good customer relationships and trust are the basis of every business. For many years, there has been a trusting and cooperative partnership between the owner of Dmitrogorsky Dairy Plant, Bogdan Magola from our sales representative MTMX and our sales manager Stefan Sacher. When Dmitrogorsky Dairy Plant was taken over into the group of companies in 2015, the company owner contacted MTMX and Grunwald promptly, because the machinery and in particular the cup filling machines

needed to be updated on the latest technical standard. The enquiry, order placement and the project handling went smoothly, ensuring another two rotary-type cup filling machines were delivered to the customer in the following year. The commissioning took place in order to support the customer in a speedy implementation of their plan for a repositioning on the Russian market as soon as possible.

Overall, the implementation was successful! Dmitrogorsky Dairy Plant now has a rapidly growing market share in the dairy sector. As a result, the production figures have risen sharply, so that the need for an additional cup filling machine became apparent in 2019.

For this new project, in very cooperative and trusting collaboration, GRUNWALD and its sales representative MTMX, also found a suitable and customer-oriented solution for filling cottage cheese: the 6-lane inline GRUNWALD-FOODLINER 12.000 cup filling

machine, which was precisely designed to meet the needs of the company.

Despite the challenging times with corona restrictions, and the occasional time-consuming trips for our service engineers due to travel restrictions, Grunwald stayed on schedule with tight deadlines to install and commission this machine, so that Dmitrogorsky Dairy Plant was able to deliver its products, on time to the corresponding supermarket chains.

We are immensely proud of the trusting and cooperative relationship with our long-standing customer Dmitrogorsky Dairy Plant, the owning family as well as the plant managers, and are pleased that the company are experiencing healthy growth in the Russian market.

We wish our customer all the best for the future and we really appreciate that those responsible at Dmitrogorsky Dairy Plant rely on the tried and tested GRUNWALD technology.

6-lane GRUNWALD-FOODLINER 12.000 cup filling machine in our plant in Wangen, shortly before delivery



DETAILS ON THE MACHINE

The main feature of the GRUNWALD-FOODLINER (see photo top left) is the robust drive design which offers the maximum flexibility by using a combination of servo and mechanical drives.

Applications:

- from portion packs up to buckets
- for all food products, cleaning agents, cosmetics or similar products
- can be combined with different dosing systems and open spaces for manual handfill sections

GRUNWALD-FOODLINER 12.000

Width of the machine: 1,540 mm
3- to 8-lane versions
Approximately 10,800 – 28.800 cups/h
Dosing range: 20 ml – 1,700 ml

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This was an adventure for everyone!

Training begins at GRUNWALD



In autumn, five young women and men started their training or dual studies at Grunwald. Training at Grunwald includes more than just learning and working, here in Wangen, we work as a team in the Grunwald family, as a team you can also have lots of fun and create great experiences along the way, this was something they could experience first-hand at the start of their training!

We also have well-maintained traditions in training young people. One of them is the joint excursion of all young apprentices who are being trained at Grunwald. This year, the so-called "trainee excursion of the Allgäu landman" took place on foreign waters. The team of 21, consisting of trainees, students and trainers, went on a raft ride to the river Iller. But it wasn't quite that simple, because: without challenging work first, they had

no raft! The raft had to be built from loose boards and what at first appeared strange components such as car tyres. The trainees were split into 3 teams. None of them had worked with the other before, and yet they had to work as a team to build a raft with the limited resources available.

What at first seemed unimaginable and caused some a bit of a headache, turned out to be highly successful in our opinion. The result was quite impressive! However, first of all, each raft had to prove its floatability.

After having a safety briefing in a wet yet cheerful atmosphere in the cool waters of the Iller, it was actually time to "cast off"! Soon everyone was sailing down the river on the floatable rafts. This raft trip was not always



easy but enormous fun - in fantastic late summer weather. Despite some near capsizes and unexpected drifting to rapids and rocks in the middle of the Iller, everyone made it safely to the finish line. Of course, food and drink were also provided and after the next challenge - lighting a campfire - had been mastered, everyone could recover on a sandbank.

Everyone confirmed: this action-packed excursion was a remarkable success! In order to celebrate this success properly, each team was allowed to award the members of their own team for the work performed, ranging from the captain to the helmsman, from the mechanical engineer and sailors to the cook, everyone had their place in the team, according to their own skills and interests. Just like in real life and in our GRUNWALD family!



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In case of any changes please return to:
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GRUNWALD-HIGHLIGHT

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