

HIGH LIGHT

GRUNWALD[®]
Dosing · Filling · Packing



GRUNWALD's customer magazine no 32 / September 2015



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FRUMARCO

De Vruchtenbereiders sinds 1852

Photos top down:
 (1) Filling station in optimum design
 (2) Rotary-type machine for cups with seal lid closure, optionally with snap-on lid closure
 (3) "Stroop" in cups of 15 grs – 80 grs

No matter which "Kraut"

Rotary-type machine fills apple and beet molasses



Frumarco enquired a flexible, solid and high-performance machine for handling cups of different filling volumes from 15 grs – 80 grs which should also be space-saving due to the limited space available. The model GRUNWALD-HITTPAC AKH-019 could meet all these requirements.

This machine was designed for handling cups with seal lid closure. Optionally the lidding with snap-on lids is also possible.

Due to the specific characteristics of syrup a special filler design was necessary. The crystallization of the sugar contained in the product as well as the high filling temperature were challenges which were perfectly met by our design engineers.

By using the latest servo technology in connection with a solid drive and a heated product tank this task was solved perfectly and thus the commissioning could be carried out quickly and without problems.

Our long-standing experience in filling such sugary products as well as the close and fair cooperation with our client Frumarco made a perfect solution possible which guarantees a safe operation of the cup filling machine thus ensuring a high degree of customer satisfaction. The cup filling machine has been operating for 1 year now and runs to the full satisfaction of our client.

The extraordinarily friendly and cordial welcome our service engineers experienced during their installation and service visits in Beesel shows on the one hand that the people produce "their" products with special commitment and enthusiasm. On the other hand it is a renewed confirmation that good and intensive cooperation between purchaser and seller is the only way to receive the best results.

In a small town in the Netherlands near the German border a tasty spread of apples, pears and other fruit has been produced for many years. It can be found on any breakfast table in the Netherlands. This fruit molasses which is called "Kraut" in Germany and "Stroop" in the Netherlands has a long tradition and is mainly produced in the Netherlands and Belgium, predominantly in the province Limburg.

The major supplier of these products, Frumarco company in Beesel has counted on GRUNWALD machines for many years. Already in 1994 the first 2-lane rotary-type machine was supplied. At that time it was delivered to the factory in Beek. Due to the growing production this rotary-type machine was replaced by a higher-performance 4-lane inline machine in 2002.

Around 2 years ago the executives of Frumarco decided to invest in a filling machine for small portion cups. Thanks to the positive experience with GRUNWALD they relied on the expert from the Allgäu in this project as well.

When you hold this issue in your hands nearly 3/4 of the year 2015 have already passed by – again you are inclined to say! The exhibition ANUGA FoodTec seems to be far back but is showing strong effects. The result of the exhibition was a huge success. Thank you very much to all who contributed to make our „Allgäu Alm“ a meeting point of the industry by their visit.

Contrary to many manufacturers who thrive to produce machines and units for all purposes in order to act as a general supplier we continue to concentrate on a well-directed expansion of our core competences: manufacturing cup filling machines, bucket filling lines and dosing systems. In combination with our technical know-how and a good portion of the Swabian inventive talent we will continue to develop suitable and innovative machine concepts to enable our customers to react on the market requirements quickly and in a flexible way.

That our machine concepts meet customers approval was again confirmed when we presented the latest innovations. When we successfully introduced the dynamic inline fruit mixer last year but above all when we presented our "all-in-one solution" in March. This solution makes it possible to fill liquid to pasty yoghurt with fruit layer as well as various types of stirred fruit yoghurt by using one or more integrated inline fruit

mixers. In addition premium multi-flavour dairy products can be produced with the "side-by-side" and "swirl" technique.

The experts in the dairy industry have unanimously confirmed that the "all-in-one solution" is THE solution the dairy industry has long waited for. Accordingly we are glad about the numerous inquiries and the business contracts which have meanwhile be concluded.

However, we do not want to rest on our laurels but we are continuously supplementing and expanding our service performances for our customers. In the last few years we have further expanded our network of reliable and effective partner companies. More and more customers rely on GRUNWALD as a competent and efficient general contractor for the delivery of filling and packing lines.

In order to meet these requirements a project department for competent advice, perfect project planning and project handling of large-scale projects and special projects was established in 2014. For further information on this new department and its meaning for the customers, please see page 8.

Yours
 Ralf Müller
 and the GRUNWALD-Team



EDITORIAL



COVER

As many of our employees Wolfgang Rieg is an enthusiastic hiker. The lust for hiking has now been enhanced by a second one i.e. photography. The wonderful photo of the Lünerssee which he provided us for this front page photo was made during a hiking tour in the Brandnertal.

The Brandnertal is situated in the south of Vorarlberg and offers 400 kilometers of marked hiking trails. The landscape is characterised in a special way by the mountains, glaciers, woods, mountain lakes and rivers.

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
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Extension of the Arla Dairy in Pronsfeld

GRUNWALD supplies high-performance cup filling machine

INFO

Today's Arla Foods location in Pronsfeld was founded in the greenfield in 1967 by the dairy company Milch-Union Hocheifel. Since then, the factory has continually been expanded. Nowadays it is a competence center for long-life products, powders and butter/mixed fat products of Arla Foods.

Meanwhile there are capacities for 935 million litres of UHT milk in litre packages, 850 million in small packages, 40,000 tons of butter/mixed fat and 42,000 tons of powder. 5,000 pallets with goods leave the factory a day. The amount of daily truck movements has reached 850.

The new butter manufacturing company is supplied with cream of its own processing in Pronsfeld. Furthermore excess cream from the Arla Foods location in Nijkerk in the Netherlands is delivered. On the whole an amount of 80 million kg cream is processed annually. In Pronsfeld the whole amount of butterfat which used to be delivered to other locations is now processed at the location. In doing so Arlas blended spread Arla®Kærgården plays an important role. In the current year alone 20,000 tons thereof are being produced.

The new drying and butter manufacturing capacities enable an amount of 1.2 billion kg of milk to be processed annually. Thus the location is the largest individual factory of Arla and the second largest dairy company in Europe. Its target is to process 2 billion kg of milk until the year 2020.

It is rather rare that a GRUNWALD filling machine is inaugurated by the Prime Minister of a German Federal State. This was, however, the case when the new butter manufacturing company of the European cooperative dairy Arla Foods in the factory Pronsfeld was inaugurated because the two GRUNWALD FOODLINER 20,000/5-lane were part of an overall investment of around 110 million Euros.

Together with the Chairman of the Supervisory Board of Arla Foods, Peder Tuborgh, as well as other high-ranking guests the Prime Minister of the Federal State of Rhineland Palatinate, Malu Dreyer, launched the kick-off for the production in the new butter manufacturing company as well as for the new milk drying tower.

The investment consolidated the location Pronsfeld as one of the major dairy locations in Europe.

GRUNWALD was one of the preferred suppliers in connection with the extension of the ultra-modern dairy location. We supplied two fully-automatic cup filling and closing machines GRUNWALD-FOODLINER 20.000/5-lane with a production speed of up to 15,000 cups/h for their new butter production. Due to these two high-performance cup filling machines Arla Foods can fill up to 720,000 cups with blended spread Arla®Kærgården every day. This corresponds to a theoretical output of more than 250 million cups per year. Even though the effective output will be lower

in practice Arla Foods now has an impressive capacity in order to supply the German market with this popular spread in sufficient quantities.

A story of success

The starting point for investing in the two cup filling machines was the continually increasing sales of these milk fat spreads consisting of butter and vegetable oil known under the brand Arla®Kærgården

Already in 1998 the first 5-lane GRUNWALD machine type FOODLINER was purchased for the Arla location in Denmark for filling these products. The continually growing market for these products all over Europe required a continuous expansion of capacities in this field.

As Arla Foods was highly satisfied both with the service of the GRUNWALD company and the quality of the machine they again relied on the FOODLINER machines. Apart from additional machines in Denmark other plants in Sweden and England were also equipped with comparable machines.

The temporary final highlight of this extremely successful cooperation was the delivery of the two machines for the German location. Meanwhile nearly 20 GRUNWALD machines produce fat spreads at Arla Foods. We can thus claim that each cup Arla®Kærgården worldwide comes from a GRUNWALD machine. We would like to say thank you for this very intensive as well as extremely agreeable and reliable cooperation during the last 17 years.

- Foil lid magazine in horizontally split design; the upper magazine can be pulled out to the side during production for easy reloading
- Automatic cup height adjustment
- This machine is equipped with a laminar flow cabin with vertical air guide
- Automatic cup slat cleaning

Description of the supplied high-performance cup filler

Two fully-automatic cup filling and closing machines GRUNWALD-FOODLINER 20.000/5-lane for filling spreadable butter in rectangular cups 250 grs with a production speed of up to 250 cups/min.

Some of the features of these two linear machines are as follows:

- Double advance feed of the cup slats for automatic format change
- Closing of the cups with aluminium cover leaf and plastic snap-on lid
- Extended cup storage magazine for a storage time of approx. 15 min.
- Extended storage magazine for snap-on lids for a storage time of approx. 15 min.
- Cup setter in slide in / slide out design for a quick format change
- Suction of particles for empty cups
- Filling station
 - in CIP design
 - dosing range 160 – 680 ml
 - designed as EHEDG certified piston valve filler – type EASYCLEAN
 - with product rework

Photos on the left:
rectangular Arla®Kærgården cups

Dedication of the extended location in Pronsfeld:
(from left to right) Jürgen Wolf, site manager,
Peder Tuborgh, chairman of Arla Foods,
Malu Dreyer, prime minister of the Federal State of Rhineland Palatinate,
Tim Ørtin Jørgensen, responsible for the business division of Arla Consumer Central Europe [CCE]
(Photos: Ralph Ammann, DMW)

Photo at the bottom:
5-lane linear cup filling machine
GRUNWALD-FOODLINER 20.000

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.

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HAMMOUDEH

Where success is built on quality – Hammoudeh Food Industries Company Limited

INFO

Hammoudeh Food Industries Company Limited was established in 1987 and is one of the 14 individual companies being part of the Hammoudeh group of companies.

This group of companies is one of the leading producers of the dairy, poultry processing and chemical-technical industry of Jordan. The brand name Hammoudeh enjoys an excellent reputation and great popularity in Jordan.

The Hammoudeh farm is considered to be one of the largest farms in Jordan, with a herd of 3,000 Holstein dairy cows. The farm utilises the latest technology and machinery during all stages of milk production such as automated feeding systems.

All Hammoudeh dairy products are made using 100 % fresh milk. Core products include:

1. Yoghurt.
2. Labaneh
3. White cheese
4. Processed cheese
5. Shaneeneh (drinking yoghurt)
6. Sterilised milk
7. Flavoured milk
8. Dairy desserts and fruit yoghurt.
9. Pro-biotic yoghurt

They fill and pack their products in cups from their sister company Mafraq Plastic Industries Co. (producer of round cups, multi-cups and buckets) – according to the slogan "everything from a single source".

Photo top right: The Hammoudeh Farm
Photo down right: The Hammoudeh dairy plant

There are business relationships of so many years that they could almost be called "historical". This type of business relationship is characterised by mutual confidence, loyalty and mutual appreciation and they are shaped by people which let such a long-standing business relationship grow into a permanent and amicable cooperation. They are of very special meaning to GRUNWALD.

Such a valuable business relationship based on partnership which developed into a success story in the past years was the one between Hammoudeh and GRUNWALD. It began 20 years ago when Mr. Samir Hammoudeh visited GRUNWALD and ordered two reconditioned cup filling machines for yoghurt products.

In the course of this long-standing business relationship GRUNWALD has supplied ten rotary-type and inline filling machines as well as one bucket line to the Hammoudeh location in Amman/Jordan.

Steps of success

In 2008 very extensive expansion measures at Hammoudeh Dairy Factory were completed so that processing and filling capacities could be triplicated to 24 t/h. At that time an order for three cup filling machines was placed with GRUNWALD.

The name Hammoudeh does not only stand for excellent product quality but also for entrepreneurial far-sightedness and innovations in terms of the development of new dairy products and cup packaging.



Already more than 10 years ago a GRUNWALD cup filling machine for yoghurt with fruit layer in 4-chamber multicups was supplied so that Hammoudeh has held a cutting edge in the Middle East.

„Mission and Vision“

Only a few weeks ago GRUNWALD supplied another rotary-type machine – a 4-lane ROTARY 12.000 for filling cheese products with a long shelf life. Due to the investment in this technically sophisticated and highly flexible filling machine our customer Hammoudeh will enter new markets in the Middle East in the future.



In view of this further order we would like to take the opportunity of thanking the Hammoudeh family and especially our contact persons Mr. Sami Hammoudeh (CEO) and Mr. Raed Hammoudeh (Maintenance Manager) very much for the confidence placed in GRUNWALD all these years. We look forward to a continued successful cooperation based on partnership.

DETAILS ON THE MACHINE

GRUNWALD-ROTARY 12.000
Dimensions: 2,000 x 2,000 mm
2- to 6-lane design
Approx. 6,000 – 18,000 cups/h
depending on the product and
packing materials
Dosing range: 10 ml – 2,000 ml

CONTACT

If you are interested in this rotary type 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.

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Photo top left:
View into the production (room) of
Hammoudeh Dairy Plant

Photo bottom left:
4-lane GRUNWALD-ROTARY 12.000
delivered recently for filling
cheese products with a long shelf life

NEWS

New department "Project Management"

The newly established department "project management" offers our customers extra services with regard to complete lines from the process phase up to end-of-line packing. Subsequently we are going to introduce our two colleagues who will take care of the projects from the very beginning. They support customers already during the design phase and accompany them during the whole project period up to the final acceptance.

In close cooperation with preferred partners technical solutions and products are developed in a well-directed way. Thus we are in a position to supply complete lines from one source and in accordance with customer's requirements.

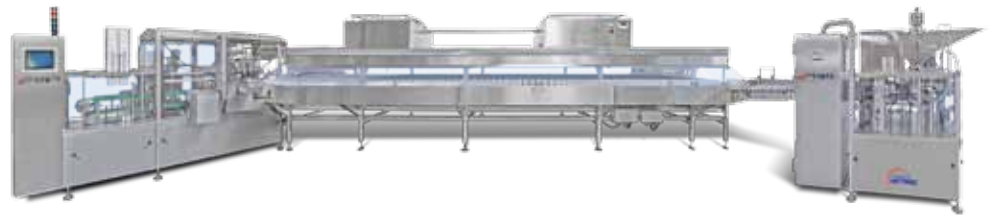
We and our customers can rely on our partners. You may be assured that the quality, service and reliability of the partners involved will be the same as those of GRUNWALD. Our partners are selected partners who focus on flexibility, know how to realise short response times, have similar structures as GRUNWALD and act in our interest.

Thus GRUNWALD is heading for extending their portfolio as a specialist for cup and

bucket filling lines to being the supplier of complete lines.

GRUNWALD will reinforce their focus on international business. For this purpose we are systematically looking for new distribution partners who will get a specific training in order to support and advise GRUNWALD customers all over the world and thus "on every continent" in an optimum way.

Photo: GRUNWALD UF-WHITE CHEESE-cup filling line



Bernd Bernhart

has been known to many of our customers as customer service manager during his 10 years' employment with GRUNWALD. Since

August 2014 he has been your competent contact person as one of the two new project managers.

The experiences and knowledge acquired during his previous professional activity will be brought in his new job in a well-directed way.

He will support and advise all colleagues involved in a project from the design phase until completion of the project – with the aim to implement the projects in a realistic way and with the maximum benefit for the customer.



Markus Berte

joined GRUNWALD in October 2014 and is your new contact person of the department "project management".

He was working as a technical line manager in the filling and packing section of a food-producing company. He had to deal with many different suppliers of filling and packing machines. His tasks also included the implementation of ideas resp. evaluation and realisation of customer enquiries but also procedural

optimisations of the machines in order to e.g. reduce standstill times.

In addition Markus Berte has detailed business knowledge and the necessary knowhow for a customer-oriented, autonomous and flexible project management and – last but not least – to support our customers.

PREVIEW

This year we will still take part in the following exhibitions and show highly-interesting rotary-type machines:



Fachpack 2015

Nuremberg, Germany
29 September – 1st October 2015
Hall 2, stand no. 2-402



SCANPACK 2015

Gothenburg, Sweden
20 October – 23 October 2015
Stand F01:20