

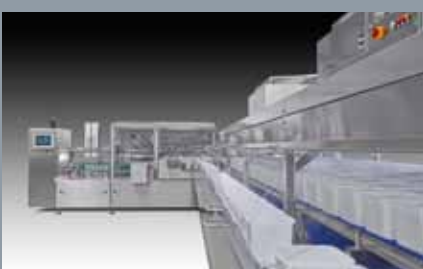
HIGH LIGHT

60 years

GRUNWALD®
Dosing · Filling · Packing



GRUNWALD's customer magazine no 34 / February 2016



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EDITORIAL



60 years of GRUNWALD! Your specialist for cup and bucket filling machines is going to celebrate its 60th anniversary this year.

Founded as a pure trading company in 1956 by Herbert Grunwald our family business continuously developed from the initial marketing and distribution of dairy equipment to today's existing size. Today GRUNWALD have more than 150 employees and meanwhile more than 2,000 filling, dosing and packing machine supplied to customers all over the world. In view of the all-time record of orders in the amount of more than 20 mio. euros and a capacity utilisation far into the second half of the year 2016 we look positively to the future.

In the 60th year of the company's existence we expect further growth and a continuous further development. The factory premises will grow as well. The extension of our production shop will be started soon. Due to this extension an additional space of approx. 1,000 square metres will be available which will offer the necessary space for 4 new ultramodern milling machines. For many years our in-house production shop has met great demands. This department corresponds to up-to-date manufacturing technique in order to be in a position to manufacture the required parts in a flexible and reliable way due to high-quality production and manufacturing technology. This is an important investment as 70 – 80 % of the knowhow parts are manufactured in-house.

Another extension will create sufficient space for another 40 working places in the technical and programming department.

The focus in the anniversary year will still be set on further and new development of machinery and dosing technology. It is essential to strengthen the strong position in the world-wide market in the field of format flexible cup and bucket filling machines. In addition we will offer our services as a competent and efficient general contractor for the delivery of complete filling and packing lines to an increased extent. For this purpose the network of reliable and efficient partners will be intensified and extended further.

As you can see we will still do everything in order to be your competent partner with regard to dosing, filling and packing applications. We will be pleased to celebrate our "60 years of GRUNWALD" anniversary with you at one of our events this year or at one of the exhibitions we will take part in. This is an anniversary which especially you, as our customers, have contributed to.

**An exciting anniversary year is ahead of us – we look forward to it!
 We look forward to seeing you!**

Yours

Ralf Müller
 and the GRUNWALD team

Long-standing mutual trust

Each good, long-standing relationship, each friendship starts with a special situation in private or in business.

The relationship between Prolact Lda and Grunwald also had a very special origin. Due to the close contact with Mr. Beck and as a result of his technical support a long-standing, solid mutual trust has developed with Prolact in the course of the years.

As luck would have it

Mr. Beck likes to remember this very special meeting in the year 1990. At that time Mr. Beck was the manager of Lapp Textima, the then producer of HITTPAC rotary-type machines. It happened during a fair. As luck would have it, he met Fernanda Lopes at the entrance of the fair. Both of them wanted to inform themselves and started a discussion. Mrs. Lopes said that she was looking for a fully-automatic cup filling machine. And – as unbelievable as this may appear – already at the first meeting on the fair the order for the first HITTPAC rotary-type machine for Prolact Lda was placed. This was a big matter

*Photo below (from left to right):
 After completion of the installation and commissioning of the HITTPAC AKH-019R through Beat Beck, José Pedro R. Andrade, technical director, and the machine operators Kenny and Carlos*



of mutual trust as none of the two knew the other one's company, let alone had seen it or had heard anything of it at this point in time.

A dairy company with a steep growth rate
 The delivery of this first HITTPAC cup filling machine has meanwhile been followed by 5 more machines so that there are 6 HITTPAC rotary-type machines in use today along with the growth of the dairy.

The close relationship which Mr. Beck has cultivated up to today, the high quality of service and consulting but not least the technical advantages of these compact filling machines have long convinced our customer Prolact Lda.

Beat Beck has been working for GRUNWALD in a free-lanced project-related cooperation until today.

Thus it is not astonishing that he is still the personal contact for Prolact Lda today. The last 2-lane HITTPAC AKH-019R which was delivered last summer was put into operation by himself – on the Cape Verde Islands!

*Photo below (from left to right):
 José Pedro R. Andrade, Fernanda Maria Lopes, founder and owner of Prolact as well as the employees Carlos and Kenny*



INFO

Prolact Lda was founded in 1993. Today this dairy has more than 40 employees. They have been producing high-quality dairy products and ice-cream with great success



DETAILS ON THE MACHINE

- GRUNWALD-HITTPAC AKH-019R
- compact filling machine
 - maximum of flexibility
 - easy operation
 - robust design
 - quick changeover

Dimensions: 1,000 x 1,000 mm
 1- and 2-lane design
 approx. 2,500 – 7,500 cups/h
 Dosing range: 10 ml – 1.200 ml

CONTACT

If you are interested in this rotary-type machine and in receiving further information please do not hesitate to contact us.

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60
years

INVITATION

Insights at the "open days"
on the occasion of our company anniversary

2016 – our anniversary year! A year in which we will celebrate the 60-year anniversary of GRUNWALD. A year in which we will again invest into new developments and continue to focus on the further development of machines and dosing technology. A year, in which we will present to you our product concepts by means of various events.

Twice, we will open our doors for you for a whole week. Allow us to present to you the highlights of filling technology at the location Wangen and learn more about innovations "made by GRUNWALD".

Treat yourself to an insight into the company GRUNWALD and find up-to-date information on our technical innovations concerning format-flexible cup and bucket filling machines for your projects and plannings. **We will start in February!**

29 February – 4 March 2016

This week is dedicated to the topic "**UF white cheese**".

The current market trend of the German and European dairy industry confirms: the product UF white cheese is gaining more and more ground in Europe.

We will show you a **GRUNWALD cup filling line** (filling, coagulation and closing machine) for filling various kinds of UF white cheese in ready-made plastic cups.

Capacity / speed: 1,000 – 4,800 cups/hour depending on filling volume, product consistency, product characteristics, remaining headspace in the cup and packing material.

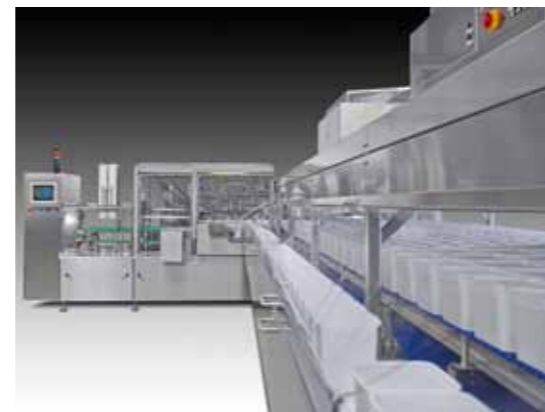
This cup filling line was developed and built by us. In the field of process technology and UF filtration we cooperated with the company Alpmo.

Take the chance to see this machine.

By the way: We will inform you on this cup filling line at the German Dairy Congress in Munich (24 to 25 February 2016) together with our cooperation partner Alpmo.

Another, highly interesting new development which is already quite popular on the market is the **rotary-type bucket filling machine GRUNWALD-HITTPAC XL**. During this week you will have the opportunity of seeing this machine type and getting to know the advantages of a round bucket filling machine.

The "**all-in-one**" filling machine **GRUNWALD-ROTARY** gives evidence of what we understand by a fascinating dosing technology and highly flexible filling. Experience the future technology of inline fruit mixing and let yourselves be inspired by the completely new and fascinating filling possibilities of "swirl" and "side-by-side" technique.



GRUNWALD cup filling line UF White Cheese



Filling station of the GRUNWALD-HITTPAC XL



Fascinating filling option with the "swirl" and "side-by-side" technique

60
years

INVITATION

Insights at the "open days"
on the occasion of our company anniversary

A further event week will take place from

09 May – 13 May 2016

For the first time we will show an 8-lane inline machine type **GRUNWALD-FOODLINER 20.000 UC with a completely new hygienic design** during this week. This inline machine meets the highest demands of ultraclean cup filling machines. Completely new concepts were applied to the development of this machine in terms of **optimisation of the product safety and production reliability**. The consequent and enormous minimisation of parts in the hygienic area resulted in the considerable reduction of both **cleaning and standstill times**.

Grunwald have developed a **highly flexible and high-performance** cup filling machine with a production speed of up to 20,000 cups/h with this FOODLINER machine. This sets standards in the field of ultraclean cup filling which will be formative for the dairy industry. You really should take this opportunity of viewing this newly designed 8-lane inline cup filling machine!

Grunwald already set new standards with the newly developed rotary-type bucket filler GRUNWALD-HITTPAC XL in 2015. We will present a rotary-type bucket filler in a slightly bigger design during this week, the model **GRUNWALD-ROTARY XL**.

The GRUNWALD-ROTARY XL converted our inline machine into a "round machine"! It is a round and space-saving bucket filler which allows for **operator-friendly** access due to its open design. A further advantage: On the GRUNWALD-ROTARY XL **almost no format parts have to be exchanged** and it is a **highly flexible** machine with regard to filling, sealing and closing of various bucket sizes.

The main filling station which is controlled by weighing cells guarantees a **high filling accuracy**. Being equipped with the stations packing material sterilisation, cutting/sealing station (with 2 different sealing heads for a format changeover by the push of a button), leak test station and snap-on lid station this round bucket filler offers the same options as the considerably bigger inline machine! Working experiences showed that an increase of production by **25 %– 50 %** is possible compared to bucket filling machines usually available on the market.

During both weeks further inline machines as well as smaller and larger rotary-type machines for various applications in the dairy industry will be assembled in our assembly hall.

You will have the opportunity of getting to know our assembly technique and receiving more information on the meaning of "it is a fact that to keep your product as delicious as it was when it was made, the appropriate technology is required."

Should you already wish to arrange a date for a machine viewing during 29 February – 4 March 2016 or 9 – 13 May 2016, please do not hesitate to contact

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Christoph Trunzer Phone +49 (0) 7522 9705-250 christoph.trunzer@grunwald-wangen.de

They look forward to your phone call or to receiving your e-mail.



Inline machine FOODLINER 20.000 Ultraclean



Rotary-type bucket filler



GRUNWALD entrance

Customers in good hands

Filling the needs of our customers

GRUNWALD UK has consistently performed as the UK Market Leader in supplying Filling and Sealing Machinery. They continue to progress, obtaining orders in the dairy industry, chilled foods and a variety of associated industries covering the UK and Ireland, most recently securing a repeat order from Tims Dairy.

After the recent retirement of Neil Muncey and new leadership under Pip Robinson and James Causebrook, GRUNWALD UK continues to look to the future.

It has expanded the team adding two new members, allowing for the growth of the business yet being able to continue their commitment to being customer focused, offering excellent aftersales support to customers old and new, in both spares and servicing, using their own UK based service engineers.

INFO



Since 2001 Grunwald UK have been the sole agents for Grunwald GmbH successfully selling the Grunwald range of cup filling and sealing equipment, and now look after in excess of 200 Grunwald Machines in the UK and Ireland.

Grunwald UK have maintained strong relationships with existing customers and have developed a strong new customer base. They are proud to offer UK based sales, technical, spares and services support to all our customers.

If you have any queries or wish to make an appointment, please contact the main office:

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Pip Robinson Managing Director

Pip has been with GRUNWALD UK from its start in 2001 and with her business acumen and customer commitment she has been instrumental in the growth of the company and leading the team forward in the day to day running of the business.

James Causebrook Commercial Director

Early 2009 saw James joining the team of GRUNWALD UK. With a wealth of knowledge of Cup Filling and Sealing Machinery, an extensive understanding of the industry and exceptional skills in project management, his new role as Commercial Director will be one that utilises his skills and knowledge to maximise the success of GRUNWALD UK.

Photo below:
 Pip Robinson and James Causebrook



Tims Dairy go for Three!

... good food from the heart of the Chilterns

... and places value on GRUNWALD technology

Tims Dairy are constantly looking to improve production and efficiency and with the company growth plans, future machine investments were required. Grunwald were considered to be part of that growth. Visits to reference sites and the Grunwald Manufacturing Facility in Germany, confirmed that the next filler would be a Grunwald.

Tims Dairy required a machine that was highly flexible and able to pack four different flavoured yoghurts at one time but also have the flexibility to be able to shut down one or more lanes to suit production runs.

The GRUNWALD-ROTARY 12.000/4-lane was designed with complete individual lane control giving the operator the added function of being able to shut down any combination of lanes to suit order requirements.

Due to the high demand for Tims Dairy products the installation team were given a target of just 4 days to get the machine in position, connected up and running. This was achieved even with the CIP commissioning.

Tims Dairy are delighted with their new investment and have recently placed orders for a further two Grunwald machines to take them into the next phase of their expansion.

UK Sales Manager John Orme has enjoyed working with Tims Dairy and is looking forward to being involved in the future projects they have planned. We are very happy to have won Tims Dairy as a new important customer from the dairy industry for our machinery programme.

The photo below shows (from left to the right):
 Tony Timotheou (Factory Manager Tims Dairy),
 Peter Timotheou (Operations Director Tims Dairy),
 Chris Timotheou (Managing Director Tims Dairy),
 Andreas Rüber (Operation Manager
 Omira Oberland-Milchverwertung GmbH) and
 Anton Alt (Sales Manager Grunwald GmbH)
 at Omira Oberland Plant in Germany



Selection of the wide range of high quality yogurts

INFO

Established as a family business in central London in 1949, Tims Dairy remains a privately owned company specialising in high quality yoghurts and cultured creams.

The business was started by Euripides Nicolaou and soon joined by Michael Timotheou who began by making homemade natural yoghurts and desserts.

The family tradition continues and Tims Dairy is now managed by brothers Chris, Peter, Bides and Tony Timotheou, the nephews and sons of the original founders.

Demand has led to steady growth and Tims Dairy is now located in Chalfont St Peter, Buckinghamshire where major re-development and investment has created the modern purpose built dairy it is today.

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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60 years

GRUNWALD®



Dosing · Filling · Packing

GRUNWALD NEWS

...from our After-Sales Department

In our anniversary year 2016 the number of filling, dosing and packing machines supplied to customers all over the world amounts to more than 2,000. This is an extremely positive development which also has significantly become apparent in the customer service department!

In order to successfully and promptly cope with the increasing number of customer requirements, the After-Sales Department was newly structured and the personnel was increased.

Marcel Sgonc who has been the responsible After-Sales Manager for almost 2 years has now taken over the overall management of the After-Sales Department. This comprises the departments "After-Sales", "Spare Part Sales" and "Service Engineers".

Daniel Thiel and **Sabrina Gabler** - they are the new second team of the After-Sales Department. They support the duo **Bernd Rothenaicher** and **Sabrina Dirlewanger** in the After-Sales Department.

Daniel Thiel served an apprenticeship as an industrial mechanic at GRUNWALD. In the past years he acquired the necessary knowhow in terms of dosing - filling - packing for the customer-focused and flexible international after-sales service.

Sabrina Gabler successfully completed her training as an industrial management assistant. Perhaps you may know her from the Spare Part Sales where she was working during her training period.

Each After-Sales team has its own field of responsibility classified into sales areas. They

are two well-coordinated teams being an important link between customers, service engineers and the factory in Wangen. Should you need any information on service, application, service visits or maintenance, please do not hesitate to contact them.

In the past two years the number of service engineers was also increased. You may get to know our new colleagues shortly on the occasion of a machine commissioning or maintenance of your GRUNWALD machines. The new service engineers are **Andreas Hopfner**, **Julian Arnold**, **Sanjin Zukic** and **Kay Arent**.

We are very pleased to have these new colleagues on-board and also for the benefit of our customers.

We wish them a successful start and all the best in their new tasks.

In the field of spare parts **Olaf Acksteiner** and **Birgit Egel** will still be your contact persons.

Photo (from left to right): Sabrina Dirlewanger, Daniel Thiel, Sabrina Gabler, Bernd Rothenaicher, Marcel A. Sgonc, Birgit Egel, Olaf Acksteiner



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