

# HIGH LIGHT



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EDITORIAL



The year is drawing to an end – there are only a few weeks left until 2018! And once again we wonder where the old year has gone. It seems the Interpack exhibition has only recently taken place. This fair which bestowed us with such a good continuing after-fair business! When it comes to "bestow": This year as well Christmas comes faster than expected and there is still a lot to do in these weeks!

On the one hand there is us – the Grunwald team with 180 people behind us. A team of experts who do their best every day in order to execute your orders to your entire satisfaction. And on the other hand there has been another team on our premises for several weeks. These are the experts on the building site who are working in all kinds of weather and are digging the ground with huge machines! More than 1,000 tons of soil were dug and removed in October. 250 cubic metres of concrete have been laid so far – 90 cubic metres of this was just needed for the floor plate which was poured at the beginning of November. We will keep you informed about the good progress of our two-storey and three-storey new building on our website and via LinkedIn. Just have a look at them. By the way – the new building should already be ready to move into by April 2018. Then another 1,400 square metres of working space will be available for the control cabinet manufacturing department, electrical and programming department, customer service department and the store for bigger parts.



11 Sept. 2017

In the past 10 years we continuously achieved increases in turnover of two-digit percentages. Following the record of orders on hand and an all-time high turnover in the year of the 60th GRUNWALD anniversary we were pleased about continuing this positive business development in the following year 2017. We expect an annual turnover of more than 31 million euros in 2017 and a new all-time high of orders on hand.

Our prospects for 2018 are very positive. Already at the beginning of the year (20 – 23 March 2018) we will show our newly and further developed machinery at the **ANUGA FoodTec** in Cologne in **hall 7.1, stand B20** but also our successful machinery for "dosing – filling – packing". We will report about further news and what you may expect in 2018 on the following pages in this HIGHLIGHT edition.

We thank all our customers, employees, suppliers and business partners for their loyalty, confidence and pleasing cooperation on a partnership basis. The GRUNWALD team wishes you and your family a merry Christmas and a happy New Year! May 2018 be a successful year full of health and happiness for you all!

Yours  
Ralf Müller  
and the GRUNWALD team

Photos:  
View on the building site for our new building



07 Dec. 2017

## "Best quality needs best partners!"

### Market leader invests in a "round" high-performance bucket filler

Some say: purchase is a matter of negotiation. Others are of the opinion that best quality needs best partners. Right, both is correct. But not less the old wise saying holds true: "You always meet twice in life! We will report here about such a wonderful example of a second encounter.

Several years ago Schrozberg Dairy purchased a dosing machine type GRUNWALD-GLASFILL 6.000/4 for filling jars. This machine was in production for many years and we supplied the customer with spare parts even 20 years later. It had already been a long time ago since the filling of the jars on this dosing machine had been stopped when the persons responsible still had fond memories of the pleasant cooperation with GRUNWALD. This was the basis for the beginning of this special machine project.

#### The project

Friedemann Vogt who has been the Managing Director of Schrozberg Dairy since 2002, made "the white gold of Schrozberg" a trademark. And, he was very successful for the products of the dairy cooperative are in demand all over Europe. The demand was so high that the limits of production capacity were reached last year.

In this situation and remembering the good cooperation Mr. Vogt contacted GRUNWALD. The production output for the filling of set yoghurt in buckets should be doubled. In addition it was important for the final customer garmo "GAZI" that all buckets would be sealed and closed with snap-on lids in the future.

Like many other dairies Schrozberg Dairy faced space constraints. Therefore the purchase of a bigger high-capacity inline bucket line had not been possible. For us it was clear that a rotary-type bucket filling machine would be the ideal solution.

#### The perfect solution

As the production speed required also exceeded the capacity of a 1-lane rotary-type bucket filling machine type ROTARY XL our design engineers and engineers started working. The result was the next bigger rotary-type bucket filler model: the **2-lane GRUNWALD-ROTARY XXL!**

A space-saving, compact and flexible rotary-type machine for high production outputs and offering all the well-known advantages compared to inline machines. ▶



INFO

Schrozberg Dairy is located in the Franconian characterised northeast of Baden-Württemberg at the Hohenloher Ebene. They were one of the first dairies who started processing Demeter milk in 1974. Today they are the biggest Demeter dairy in Germany. They are a dairy cooperative and are owned by the dairy farmers for 100 %.

The dairy farmers of Schrozberg Dairy are proud of "managing everything themselves". For decades they have gone their way bearing the consequences and without compromises. The Schrozberg company personnel claim for themselves that they are "stubborn out of passion", for everything they do they do out of the deepest conviction. They are convinced that it is good for the quality of their products, good for the welfare of the animals and good for the human beings and nature. That means that the food is largely produced themselves, that the animals can keep their horns and that farming is done in a holistic circle. In milk-processing as well many things are done differently, e.g. long-time acidification which is more extensive or using only extracts of the namesake fruit.

The Schrozberg company personnel deliberately cultivate their stubbornness as part of their company philosophy. The spirit is different in this dairy company. Mixed with this "stubbornness out of passion" a very special story of success lasting for more than 40 years has arisen.

In the recent past the Schrozberg Dairy was awarded the DLG prize by the Consumer Affairs Ministry for three times. This prize is the highest award for companies of the German dairy industry.

Photo: Website of Schrozberg Dairy "We are managing everything ourselves".  
www.molkerei-schrozberg.de

COVER

The Advent and Christmas season in Wangen is especially impressive when it is snowing. When the lights in the historical ancient city are glowing and sparkling through the fresh snow, when the freezing cold makes the snow crunch under your feet and everything is wrapped in a muted and homely atmosphere, then, Christmas is near.

Photo: Marlies Hodrius

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View into the 2-lane rotary table; it is designed for round and rectangular buckets



2-lane, weigh-controlled filling station



Cutting/sealing station for film from the reel with easy and quick change of the cutting die

### The "round" bucket filling machine

This 2-lane rotary-type bucket filling machine handles **6 different bucket sizes**. The format changeover is very simple and therefore offers a maximum of flexibility and at the same time a maximum production speed. As it is equipped with a laminar cabin, packing material sterilisation and sterile air cover it meets highest hygiene requirements.

Each hour

- up to 1,400 buckets for set yoghurt and
  - up to 2,150 buckets for stirred yoghurt
- are sterilised, filled, sealed and closed with snap-on lids. All persons from Schrozberg Dairy involved in this project as well as the final customer and principal customer garmo "GAZI" could assure themselves of these production outputs on the occasion of the machine acceptance.



### A round matter!

Another important issue for the order placement was the quick ingress, installation and commissioning of the new filling machine in order to reduce loss of production to a minimum. The project management department was in charge of smooth processes and took care of all essential issues.

For example all filling trials with original product were carried out in our factory in Wangen. The final adjustments on the ROTARY XXL for the production start later were already reliably made in advance and resulted in a considerable time saving on site in Schrozberg.

The machine ingress was organised in detail so that it could then actually take place in no time at all!

The machine remained completely assembled and was delivered punctually with a special heavy goods vehicle for transportation.

At the same time all building measures for the machine ingress had already been made and the vehicles for unloading were available upon arrival – the machine ingress could be made immediately.

Finally production on the existing old filling machine was stopped at 5 am on a Thursday morning. It was removed from the production room and at the same time the GRUNWALD-ROTARY XXL was positioned there and completed. The installation of the power supply lines was completed by the evening. Commissioning, cleaning and sterilisation were made on Friday so that already on Saturday in the morning (after 48 hours!) the first production with provisional samples was possible.

On the whole it was a perfect interaction of all persons involved! Everything worked well. The results of all tests carried out until Saturday evening verified once again: Test production, cleaning and sterilisation were functioning perfectly! Thus on Monday, only 4 days after delivery of the machine, production with the GRUNWALD-ROTARY XXL could be started according to schedule. Today mainly set yoghurt is handled on this rotary-type bucket filling machine.

At this point we would like to thank Schrozberg Dairy for the perfect cooperation on a partnership basis and for the confidence placed in us! It was a pleasure for us to supply them with this rotary-type machine and look forward to our future cooperation. ■



### CONTACT

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

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## Dahlhoff Feinkost GmbH invests in GRUNWALD rotary-type machines

because: "Our suppliers are as important for us as our customers"

### INFO

The roots of the Dahlhoff Group trace back to the year 1987 when in a former butcher shop in Marl the foundation was laid, so to speak. The various expansions of the company across the Federal Republic of Germany read like climbing up a steep ladder of success:

- » Construction of new building in Haltern (near Münster)
- » Purchase and building of warehouse near Weimar
- » Building of a new modern delicatessen plant for fish products in Cuxhaven
- » Building of a new warehouse in Ober-Mörlen for the Rheine-Main region
- » Foundation of a branch for the production of delicatessen specialities and potato products in Bavaria
- » Extension of the location to 4,500 square metres in total at the head office in Haltern am See
- » as well as take-over of several companies since the company foundation

The location in Haltern am See has meanwhile developed into the Dahlhoff Group. It is a major supplier in the field of salads sold over the counter. A variety of fresh products for all over Germany is made in three production sites and by more than 280 employees every day. The in-company logistics department guarantees that the products reach the customers within 24 hours. This leads to a high customer satisfaction

[www.dahlhoff.de](http://www.dahlhoff.de)

With their high demand on the quality of the products and themselves, Dahlhoff aim at setting standards with regard to the quality of fresh products. The high quality of the products used and the great care with the selection of the ingredients are Dahlhoff's recipe for success.

However, there is also a precise manual work ethic behind it as well as the permanent control of the production process in order to guarantee the optimum of hygiene and quality.

Most of all the production process must work properly because Dahlhoff manufactures fresh products only. It is quite logical that the high-quality requirements also must be adhered to by the suppliers. For Dahlhoff claims: "Our suppliers are as important for us as our customers"

When this delicatessen specialist looked at the idea of purchasing another filling machine for their plant in Haltern in 2011 due to increased sales figures for their well-known dips which are very popular with consumers this was the beginning of another step on the

ladder of success – and at the same time for the common success story of Dahlhoff and GRUNWALD.

#### Excellent advice – one of our strengths

First of all they planned to invest in a second-hand machine. In their opinion the short delivery time and the favourable price was very advantageous. At first view these arguments could not be ignored but this would have had a boomerang effect without closer consideration.

Upon consideration of all arguments the result was that the only possibility would be the investment in a new filling machine. Most crucial for this decision was the attractive value for money of the GRUNWALD-HITPAC models.

In the long-term the new rotary-type cup filler will not only be a much better solution. One convincing argument was the very short production manufacture and delivery time which is achieved by the standardisation of these machine models.

The order for a 2-lane rotary-type cup filler GRUNWALD-HITPAC AKH-019S was then placed very quickly. Our Design Department immediately started with the design work.

#### We had a go!

This simple and solid rotary-type machine proved its strength very quickly. Compared to the existing older filling machines a considerable reduction of the product costs was achieved with the GRUNWALD-HITPAC AKH-019S during the daily production process in the plant in Haltern am See.

Only half a year later Dahlhoff placed the order for two further machines of the same model in order to replace the two old machines from our competitor. Long before this point in time it had become clear that it would be more favourable to make a decision against the purchase of a second-hand machine and in favour of a new HITPAC machine and that our customer had been well advised by GRUNWALD once again.

Delivery of the two 2-lane rotary-type machines GRUNWALD-HITPAC AKH-019S took place in the middle of the year. The high flexibility and quality of these two machines resulted in a considerable increase in production.

This fact as well as our strong, reliable after sales service quickly spread the word in other production sites of the Dahlhoff Group.

In the Dahlhoff plant in Bavaria which was located in Geretsried at that time, they soon decided to fill the Bavarian potato salad which is very popular with consumers, fully-automatically in 500 grs containers.

Envisioned, effected, perfected! Only a few months after delivery of the two HITPAC machines, we received an additional order for the delivery of a filling machine from Dahlhoff. This time for their plant in Bavaria!

And therefore the filling of the Bavarian potato salad in 500 grs containers on a 2-lane GRUNWALD-HITPAC AKH-019SE had already commenced in February 2013.

#### Smooth filling with GRUNWALD dosing technologies

Dahlhoff is convinced that excellent quality can only be achieved by real hand work. A manufacture supported by machines is only tolerated if the quality of the products is not affected. Potato salad, for example, is a very sensitive product. If the raw ingredients are insufficient and – even worse – if the product is not treated carefully or is damaged the salad quickly looks unsavory. Potato salad – popular with the consumers and a product which Dahlhoff produces in many variations.

Our experts have been busy with developing dosing technologies further for many years in order that first-class products attract attention in the chiller cabinet by their appealing product presentation.

As a result today ultramodern filling technologies with maximum dosing accuracy are available which allow for filling the most different products in a flexible and careful way of different shapes and features finishes.

As always, it is a given that Grunwald naturally took care that each filler can be mounted on all types of GRUNWALD rotary-type and inline machines. ▶



Photo on the right: Head office Haltern am See

The photos on the right show a selection of products being filled on GRUNWALD rotary-type machines.

These are 4 examples of a manifold product portfolio being freshly produced every day by Dahlhoff

### A handful of flexible technology

The simple and solidly built GRUNWALD-HITPAC filling machine also proved its effectiveness in the plant in Geretsried. Above all Dahlhoff value the high availability of the machines, their easy operation as well as the low maintenance costs of the rotary-type HITPAC machines.

Consequently they were prepared once again to invest in another rotary-type machine. This rotary-type cup filling machine should be used for handling bigger containers of 500 grs and 1 kg with potato salad.

Therefore they decided to go for the GRUNWALD-HITPAC AKH-029S in 1-lane design.

In August 2016 we delivered the 5th HITPAC machine to their Bavarian location in Odelzhausen near Augsburg where they had been moved to in the meantime.

We thank Mr. Dahlhoff and his team for the trusting cooperation and look forward to continuing our common success story. ■



*The cup filler GRUNWALD-HITPAC AKH-019S/2-lane supplied in 2012 for filling dips and sauces in round plastic cups  
Production speed: up to 5,000 cups/h*



*GRUNWALD-HITPAC 029S/1 for filling potato salad in rectangular and round plastic cups, 500 grs and 1 kg  
Production speed: up to approx. 1,800 cups/h*

### 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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## A trio in the department "project management"

Two years ago we established our department "project management".

The idea behind is to advise our customers as early as the conception phase and to have the projects taken care of by very experienced employees from the beginning to the complete acceptance. This service offers significantly more service performance especially in the field of complete lines.

The manifold positive feedback for the projects meanwhile concluded and the numerous inquiries show that we are on the right way with our offers for customer-oriented project planning. These are clear signals for us to further expand the department "project management". Therefore, the project managers Bernd Bernhart and Markus Berte have recently been supported by another employee.

We are pleased to introduce the **dairy expert Matthias Gottwald** as the third man for the project management. Now it has become possible to support Grunwald customers from process development via quality assurance measures to the most varied service performance worldwide.

On this page we will introduce our trio individually.



### Bernd Bernhart

can look back on a 22-year staff membership. During this period he was working as a customer service manager for 10 years and is therefore well-known to many customers.

Since August 2014 Bernd Bernhart has been their competent contact as one of the new project managers. Day after day the experience and knowledge which he gained during his professional life are asked for.

Bernd Bernhart supports and advises all those involved in the project from the planning phase to the conclusion of the project. His aim is to realise the projects in conformance with reality and with the utmost customer benefit.



### Markus Berte

has been working with GRUNWALD since October 2014. He was working as a technical line manager in a food-producing company in the field of filling and packing.

Previously Markus Berte was working together with different suppliers of filling and packing machines. One of his tasks was e.g. the implementation of ideas resp. evaluation and realisation of customer enquiries but also procedural optimisations of the machines in order to e.g. reduce downtimes.

Valuable knowledge and long-standing experience which benefits his new field of work.

Moreover, Markus Berte possesses detailed knowledge of the industry.

He disposes of the necessary knowhow in order to supervise projects in a customer-oriented, self dependent and flexible way and to support our customers.



### Matthias Gottwald

comes from the dairy industry. The master of dairy and the 14-year work experience have made him an expert. He has spent half of his working life in research and development. He worked in product development with a focus on technology and process technology.

The focus of his knowhow are the products yoghurt, quark and desserts. One of his tasks was production monitoring as well as optimisations of existing processes during production monitoring.

Matthias Gottwald is an important interface between us, the mechanical engineering company, and our customers from the dairy industry. In addition he offers important technological support to everyone.

Both Grunwald customers and all employees will benefit from his competence and his experiences.

## Start of education at GRUNWALD company



At the beginning of September there was a warm welcome for another six adolescents who started their education at Grunwald on the Atzenberg in Wangen.

Five training courses (mechatronics, technical product designer, industrial clerk, qualified IT specialist and the course of studies for bachelor of engineering/industrial engineering at the Baden-Württemberg Cooperative State University [German: "Duale Hochschule Baden-Württemberg", DHBW]) – could be arranged in 2017.

Before the trainees start learning for the theoretical part of the education in their vocational school at different days of the week we took the rare opportunity of bringing all 18 trainees before the camera for a group picture.

*The photo shows our trainees, from left to right:*

*Front row: Sofie Sauter, Matthias Gsell, Maximilian Steigenberger, Alisar Al Maher, David Sturm, Moritz Jaud*

*In the middle: Verena Kreisle, Lara Durach, Christina Weber, Anne Kamps, Bastian Hüber, Markus Hirscher*

*Back row: Moritz Knebel, Jonas Herz, Philipp Sohler, Manuel Deinhart, Nils Nothhaft, Simon Leupolz*

## New colleague in the Spare Part Sales Department



In the after sales service a change took place. At the end of September **Birgit Wallat** said goodbye. Together with her husband she has fulfilled a long-cherished dream: in the future they will live in Greece most of the year. We wish them a glorious future on the sunny peninsula Peloponnese.

At the same time, we are glad that we could fill the vacancy without interruption with our former apprentice **Verena Gletter**. Thus, the after sales service will be completely manned again.

We wish Verena success at her new workplace which is not completely unfamiliar to her due to her time of training.

*Photo - from left to right:*

*Marcel Sgonc, Head of Technical Customer Service Dept. and Verena Gletter, Birgit Wallat and Olaf Acksteiner, Spare Part Sales Department*

## Company jubilees 2017

One important factor for our company success are our committed and qualified employees. This year several of them celebrated their many years anniversary. We would like to congratulate them on their anniversaries and thank them for their ideas, their competence and passion they bring every day.

### 10 years' anniversary:

**Bernd Rothenaicher**, customer service department

**Holger Reß**, IT department

**Jens Kalkbrenner**, warehouse

**Roman Reichert**, Controlling

**Gerhard Schönberger**, electrical dept. / control cabinet manufacture

### 20 years' anniversary:

**Franz Hehle**, final assembly

**Berthold Fugunt**, warehouse

### 25 years' anniversary:

**Olaf Acksteiner**, spare part sales

**Gerhard Hänslér**, purchasing department



*Photo – from left to right: Olaf Acksteiner, Berthold Fugunt, Jens Kalkbrenner, Roman Reichert, Gerhard Schönberger, Franz Hehle, Bernd Rothenaicher, Holger Reß, Gerhard Hänslér*

## GRUNWALD donates 5.000 euros

Social commitment and the possibility to provide real help are very important for us. Therefore GRUNWALD support social projects and institutions with a donation at the end of the year. We are continuing our tradition this year again and support a social project.

This year we donate the amount of 5,000 euros to the hospice "Hospiz am Engelberg" in Wangen im Allgäu.

A team of qualified personnel and active volunteers are working in the hospice who do their best to accompany their guests (patients) on their final journey in a sympathetic and dignified way as well as take care of the family members.

*This photo was taken in November on the occasion of the cheque handover ceremony to Uwe Störmer (managing director of the hospice) and Brigitte Dorn (director of the hospice) in front of the traditional facade in the glass reception area of Grunwald.*  
*from left to right: Armin Müller, Ralf Müller, Brigitte Dorn, Uwe Störmer*



## Vocational training without borders

Those who learn the profession of an "industrial management assistant" resp. "industrial management assistant" with the additional qualification "foreign languages" can look forward to a 3 weeks' internship abroad at the beginning of the second year of apprenticeship.



Getting to know people and the culture of a country, extending the knowledge of languages and gaining experiences in a profession – this stay in the foreign countries of Europe includes all this.

Last autumn our trainees travelled to Dublin. Lara Durach (on the left) and Alisar Al Maher wrote down for us their impressions and experiences gained during their internship abroad.

### The host family

**Lara:** I was well received by my host family, a very young couple with their two children. I felt very comfortable with them. During my stay I was like a big sister for the two small children.



I often read something to them or went for a walk with them. We had a lot of conversations which was very advantageous for my command of English.

**Alisar:** I lived with an older but very nice lady who treated me like her daughter. We had dinner together every evening and had long conversations so that my command of English improved considerably.

### The internship

**Alisar:** I really enjoyed working in a restaurant as a waitress. At the beginning of course it took several days until I had settled in and precisely understood the operational procedure. However, this uncertainty became less from day to day. From the very beginning my colleagues had the utmost confidence in my ability to do all the tasks and there was not any task I was not allowed to do.

That is to say controlling the provisions every morning, cleaning and moving the tables and serving customers. Due to this internship my command of English improved considerably and I also gained insight in other cultures.

**Lara:** Working in the social sector, in a daycare facility for children resp. a kindergarten, fitted me perfectly. I immediately felt comfortable. I liked the employees' motivation they were dedicating to their job. There was a very good atmosphere everywhere and I felt very welcome. I was mainly looking after children between seven and twelve months.



I enjoyed taking care of these infants but I could not improve my command of English as hardly any of the infants was already able to speak. But the kindergarten teachers spent quite a lot of time with me to talk to me, to plan the daily routine and to show me everything in detail so that I could speak English quite a lot.

At the end of the three weeks it was hard to say goodbye as I had taken the infants and the kindergarten teachers very much to my heart.

### The excursions

Dublin is a city where friendliness ranks first, regardless whether you have questions on sights or on busses, people are always accommodating.

It was important for our professional school which organised this stay abroad that we would get as many impressions as possible during these 3 weeks. During joint excursions we spent the weekends together and we were often on the move. We visited all 4 corners of Ireland. Whether the trip to the former fishing village Howth, the stay in Belfast or the six kilometre walking-tour along the coast – we really experienced so much during these three weeks.

*Photo on the bottom left: Lara in the group room for infants which she has prepared for siesta.*

*Photo in the middle: Alisar was fitted up with her outfit as a waitress from the very beginning and was fully integrated with the colleagues from the hotel restaurant.*

*Photo on the right: Joint walking-tour along the Irish coast*

