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Manter Balance

Newsletter 25

Expansion 2.0

This time, the main theme in ManterBalance is Expansion 2.0. The last edition of our newsletter also featured expansion, and the information provided in this edition constitutes a follow-up. Manter is currently going through a phase of considerable growth. This is obviously good news for our organisation, seeing that it proves that the tremendous efforts contributed by our personnel lead to increased success and expansion. However, the current developments also represent a major challenge. They require a high level of flexibility in business operations, at least enough for the company to quickly and efficiently adapt to the growing conditions.

Thankfully, events are being dealt with effectively, and our organisation keeps growing, as is evident from the content of this newsletter. Manter recently introduced the M16i V, a new multi-head weigher featuring sixteen weighing trays. This entirely stainless steel weigher has all weighing trays aligned in a single row, making it highly suitable for processing a wide variety of products. Another novelty in terms of machinery is the Manter Pouchfiller. This innovative machine was first presented at the Fruit Logistica in Berlin, where it soon became the centre of attention.

An entire automatic Manter weighing and packaging system for seed potatoes has meanwhile been delivered and installed at the Synplants cooperative in Luxembourg. The system consists of a weigher for heavy loads, the MD14XL, and an automatic packaging machine for loose bags in combination with an MBP HS and an SAB HS. We recently also launched a new website, more information on which is included in this newsletter. The website, www.manter.com, provides both Manter and our customers many possibilities by means of which to expand even more in the future. Now, let's aim for version 3.0

Manter Management

Herman Wehkamp and Peter Lenferink

Synplants Luxemburg invests in *state-of-the-art* Manter machines

Automation is now the magic word for Luxembourg-based seed-potato cooperative Synplants. This year the company inaugurated an ultra-modern storage and grading warehouse, featuring *state-of-the-art* machinery, many of which manufactured by Manter.



Nathalie Lamberty, managing director of Synplants, aims to use the Manter machines to further increase sales.

Upon arrival at the modern premises of Synplants in the Luxembourg town of Eselborn, the first thing you notice is the white warehouse, adorned with the cooperative's name in bright orange letters. A company-owned weighbridge and two loading stations indicate that a significant amount of seed potatoes leaves these facilities. When entering the well illuminated hall, our suspicion is immediately confirmed. In the hall, which measures 105 by 68 metres and is as big as an official international soccer field, a Manter MD 14XL, coupled with an MBS HS and an SAB HS, are kept operational throughout the cultivating season.

Seed potatoes, an interesting crop

During our tour of the new hall, director Nathalie Lamberty explains that the plateau surrounding Eselborn is home to forty affiliated cultivators, who combined produce approximately 450 hectares worth of seed potatoes for Synplants. By investing in modern premises and state-of-the-art machinery, Lamberty wants to achieve even more growth in terms of farm land and turnover. "The availability of farm land is not an obstacle. Most of the farms in Luxembourg are mixed, and almost all of them face very challenging times financially. Milk is at a premium, as are pigs. →



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The returns on grain are minimal. The result is that farmers have no money to invest. At the same time, seed potatoes are an interesting crop with a healthy sales potential on the international market”, she explains.

Ready to grow

Judging by its modern facilities, the cooperative is all set for growth. Lamberty informs us that with the new development, Synplants will now entirely relocate from Clervaux to Eselborn. The old location in Clervaux, where Manter machines were also used for weighing and packaging, only had a storage capacity of 9,000 tonnes for all members of the cooperative. “The facility there will be closed due to a restructuring of the area and be moved entirely to Eselborn. Our storage capacity in Eselborn was 8,000 tonnes, to which 9,500 tonnes will now be added”, the director explains. In view of the mandatory nature of the relocation, the cooperative was able to obtain significant grants. It therefore had considerable funds with which to invest, successfully as it turns out. The enormous new warehouse with ten separate storage rooms enables Synplants to store 7,600 crates, each weighing 1,250 kilogrammes. The facility also has an impressive section for grading, weighing, bagging and palletising the seed potatoes.



Machines such as the MBP HS automatic bag placer in combination with the SAB HS bag sowing machine save the Luxembourg-based cooperative a lot on labour work.

Powerful combination

“After passing an electronic grader, the seed potatoes are again crated. They can then be stored or conveyed directly to the Manter 14XL weigher, which is capable of quickly and accurately filling 50-kilogramme bags as well as 5 kilogramme bags. “Being able to weigh different volumes is important to us, seeing that, in addition to large jute bags, we also deliver a lot of small packaging sizes to small grading size farmers in countries such as Italy”, explains the director. “For us, automation is a must. It is becoming increasingly difficult to maintain a

good workforce. Machines such as the MBP HS automatic bag placer in combination with the SAB HS bag sowing machine save us a lot on labour. What we are particularly happy with are the accuracy and speed of the machine. It has a processing capacity of up to nineteen 25-kg bags per minute. Also, both machines are easy to operate. They form a powerful combination with which we deliver securely and orderly packaged seed-potatoes that are also easily palletised. Our high-quality produce can then be efficiently and securely exported”, Lamberty tells us with a big smile. ■



The enormous new warehouse with ten separate storage rooms now enables Synplants to store and package more than 17,000 tonnes of seed potatoes annually.



All-in weighing- and packaging solutions

Manter M16i V combines high speed with high accuracy

An entirely new machine in the Manter range is the M16i V. Upgraded even further for optimal performance, this entirely stainless steel weigher features an impressive sixteen weighing trays in line. In addition, each weighing tray has a dosing bucket, which guarantees a combination of high speed processing and high weighing accuracy.

The Manter M16i V weigher is based on the existing Manter M12i V, but with four additional weighing buckets, as its name already implies. Its features make this machine highly diverse in use, with an impressive processing capacity for a wide range of products. Examples are potatoes, onions, carrots as well as vegetables such as Bell Peppers. The Manter M16i V is especially suitable for sensitive products that require a very limited drop-height, for which our engineers have devised a unique alteration to the weighing buckets. The weighing buckets on the M16i V have a V-shaped discharge valve at the front and at the back. This feature minimises the drop-height of the products. One of the advantages of this solution is that it does not require a distribution system. Manter expects this machine to be in high demand for food products that require the smallest possible drop-height.

Optimised distribution

The basis of the M16i V is its incredibly durable stainless steel frame. It also features several constructive adjustments to guarantee even more weighing capacity. One of the significant improvements is the optimised distribution of products over the vibrating hoppers. This process has been further improved by fitting the plastic hoppers with powerful vibrating coils. The hoppers distribute the products over the full width of the machine for weighing. Another improvement is the position in

which the removable dosing bucket has been placed. As the product is conveyed towards the weighing buckets it first passes the dosing bucket, which acts as a buffer for filling the weighing tray. The dosing bucket is easily mounted and disassembled. The big advantage of the dosing bucket is that it enlarges the feeding space to the weighing tray, as a result of which both machine components are easily cleaned. Once filled, the weighing buckets immediately discharge the product on the discharge

belt. Manter offers a wide variety of discharge belts: towards the centre or the side, or a combination of both. In addition, the M16i V weigher features high-quality Manter software that has been thoroughly tested over the years and that are known to be extremely reliable, even when applied in high-capacity machines such as the new M16i V. The first serial machines have meanwhile been sold to packaging companies that specialise in garlic, onions and frozen fish. ■



The Manter M16i V is especially suitable for sensitive products that require a very limited drop-height.



Manter meets demand with the Pouchfiller

As packaging, pouches are currently in big demand in the food industry. These small, practical packages are available in standing or non-standing models and are used in particular to bag confectionery, nuts, seeds and coffee beans.

Pouches are still mainly being filled manually, which takes a heavy toll on expenses. Manter has therefore been asked to develop an automated solution for this problem. In response, the Manter engineers designed and manufactured a special pouch filler, which was recently introduced at the fruit Logistica in Berlin. The pleasant thing about this new Manter packager is that it

can automatically fill and seal singulated pouches. The Manter Pouchfiller simply lifts each individual Pouch and places it under the filling neck, with the pouch already opened. After filling, the Manter Pouchfiller automatically closes the zip lock around the filling neck. As soon as the pouch has been filled and sealed, it is transported along the packaging line for further processing. The machine can be fitted with an optional heat sealer. The Manter Pouchfiller has been in big demand since its introduction in Berlin. The first O-series models are currently being tested in practice by the company. Manter expects the first final production versions to be available at the beginning of 2018. ■



The nice thing about this new Manter packager is that it can automatically fill and seal singulated pouches.

New Manter website even faster and more accessible

Manter has had a well-visited website for years. In order to improve accessibility even more, the website has recently been completely renewed. Another reason for updating the site was the introduction of the new Manter logo and colour scheme.

Visitors can now use the homepage to already select according to the type of product they wish to have packaged. After selecting the product, an overview immediately appears of Manter machines with which the product can be processed. In addition, a list of all available machines is only a mouse click away. The homepage also contains convenient links to news articles and an overview of upcoming trade fairs. At the bottom of the page, a map of the world shows the locations of all subsidiaries, dealers and intermediaries via whom Manter products are being sold. Being close to the customer does, after all, improve communications.

Extensive international network

Being able to contact people from your own region

also increases the level of confidence in the provision of services and the quality of Manter machines. Manter has a high reputation, and our regional presence is one of the means by which to safeguard that reputation. Over the years, Manter in the Dutch city of Emmen has successfully built an impressive international network through which its machines are marketed and sold. Once a machine has been installed, contact is maintained with the Manter head office in Emmen. This guarantees the immediate provision of

help and support. Support can now also be provided via the new website, which is designed to fully display the wide range of Manter attributes. Each machine in the Manter product portfolio and all corresponding specifications are only several mouse clicks away. Visitors can of course always contact Manter by means of the contact form if they have questions or if they do not know how to proceed on the website. Manter is always available by telephone and prepared to arrange a personal meeting. ■



New Manter website even more accessible.



Manter International BV
P. O. Box 2124
NL-7801 CC Emmen,
The Netherlands

Office
Phileas Foggstraat 66,
NL-7825 AL Emmen,
The Netherlands

Phone (+31) (0)591 62 63 00
Fax (+31) (0)591 62 92 23
email sales@manter.com
www.manter.com