

Fast and efficient

Fast and efficient are two keywords that apply more and more to our market. These days packaging companies are expected to process and deliver their products as fast and as efficiently as possible. The product leaves storage as close as it is possible to the delivery date, after which there is no way back. Manter clients can be confident that the quality goods which are delivered are accurately weighed and neatly packaged. This is crucial because supermarkets demand the timely delivery of produce, so that they can be made available to the customers as fresh as possible.

This Manter Balance features an article on a Spanish client that has invested in a Manter packaging line. This line enables the company to package their products faster, more accurately, and more efficiently than ever. In addition we focus on the fastest weigher of our range, the MD20 D. This weigher has been specifically developed for small packagers for whom a combination of speed and accuracy is most important. The MD20 D has a maximum capacity of 100 drops per minute, can supply up to four packaging machines with products simultaneously, and it only requires limited floor space.

Furthermore, there is an update on the Manter MMG in this edition of Manter Balance. This system, developed by Manter, which allows us to offer remote support, and allows the client to improve their management of the equipment. Recently, the MMG has proven itself, by helping customers worldwide with fine-tuning their machinery.

Work on a third production hall at Manter is well under way. The building will house office space, along with extended production facilities. It is expected to be delivered ready for use in spring 2016. This will result in us being able to work faster and more efficiently at our own location.

Herman Wehkamp and Peter Lenferink

Hnos Garcia supply first class quality in Spain - thanks to Manter.

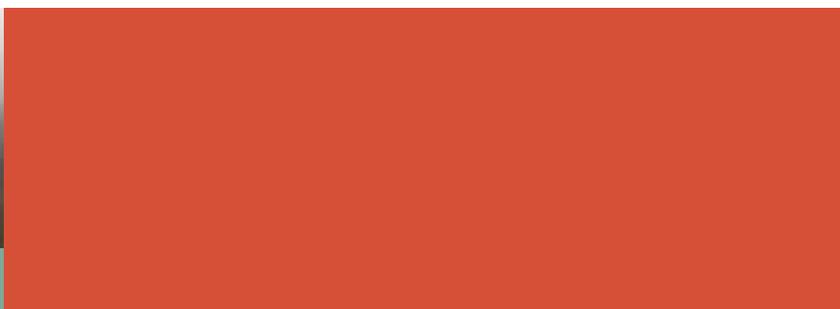
Puig is an important agricultural area in Spain. This is located in the Valencia region, and is home to the Hnos Garcia family business. Here, Manuel, Simeón, and Maria Dolores Garcia pack 15,000 tons of potatoes, onions, and sweet potatoes every year. The recent investment in a new M10 XL weigher allows the company to distinguish itself for its quality in the competitive Spanish market for fresh products. "Premium quality sells in Spain"; the family members say enthusiastically.



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The Spanish fresh produce industry is transforming rapidly from a market where products were sold individually, to a market of packaged goods. This has placed higher demands on companies that package products for the fresh produce market. This is why Manter has had its own sales office for some years now: to make optimal use of the opportunities

in this developing market. To meet the increasingly strict requirements of the market, automated weighing and packaging is a crucial step. The Garcia family realises this too. With a total of 15 staff members, they deliver their products to the local markets, but also to three supermarket chains. Besides being active in the Valencia region, they operate in the →



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entire Mediterranean coastal area. But the company has been exporting produce for many years as well.

Premium quality

This summer, the Garcias have invested in a M10 XL weigher with an SAB 2, Semi Automatic Bagger, for bags made of paper, burlap, and nett. The weigher is equipped with extra large scales, suitable for weighing produce such as big onions and potatoes. The sweet potatoes can easily and accurately be weighed too. With the large weighing buckets, the machine can weigh 25kg of produce at a time, which is then transported without any damage to the packaging machine. Thanks to this equipment, the bags at the Garcia family facility are filled quickly and more accurately. As well as supplying 25kg bags, the company also delivers many products in 10kg bags. The user-friendly touch screen of the M10 XL makes switching to different packaging and weights fairly easy. And it ensures reliable output. "This investment fits in our strategy to automate 50% of our weighing and packaging activities in just a few



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years," the family explains. "Manter is one of the top suppliers of weighing and packaging machines on the Spanish market. This is why we chose Manter. As well as the broad range of accurate weighers and fast packaging machines, the professional and personal contact is a key asset. This does not only apply up to the moment of sale; they have arranged their after sales service equally well." Albert Llaguerri works for Manter Iberica S.L., and he checks the functioning of the equipment on-site, before and after the sale. "He provides us with solicited and unsolicited advice, and demonstrates how to set the machines optimally", Manuel Garcia explains. "In the future we will definitely keep on working with Manter", Siméon adds with a smile.

Automation is a condition

The family-run company aims to further develop itself in the marketing of its products in the coming years. The Garcias

already provide a wide range of potato varieties, such as the Soprano, Caesar, Agata, Monalisa, Heros, Victoria, Agria, Laura, Shannon, Désirée, and Mozart. These are supplied to the customer all year round. The company also wants to expand its offerings of the onion; with its versatile and superb culinary qualities, it truly is the queen of the vegetables. In this context they supply red onions, white onions, and special, locally grown, large tasty onions of the Grano variety, that keeps very well. "To reach this goal, the automation of weighing and packaging of the produce is an important condition. We don't want underweight in our bags, but we also don't want to overfill too much. Manter weighers are remarkably accurate, and that lowers the cost price of our products", in the experience of Maria Dolores. "This helps us to build a good reputation in the market, and gain new clients due to mouth to mouth publicity, the Garcia family all agree. •



All-in weighing- and packaging solutions

Thanks to its efficient weighing technique, the MD20 D delivers a top performance.

Manter has developed a combination weigher that is fast and at the same time it operates accurately. The MD20 D is a computer-controlled machine with no less than 20 weighing buckets. At maximum capacity it delivers up to 100 packages per minute, while remaining extremely accurate. With a superbly efficient transport system developed by Manter, up to four packaging machines can be connected to the weigher.

It is a challenge to achieve constant accuracy with 100 packagings per minute. This requires a weigher with many weighing buckets. This definitely applies to the packaging of potatoes, onions, and citrus fruits. These products are medium sizes, and therefore more weighing buckets are required to fill a bag accurately to the gram. This can only be achieved by weighing as many individual pieces as possible. The more accurately a bag is filled, the higher its return. This principle appeals to many packagers. As usual, Manter is on the side of its clients when developing machinery for the packaging line that is as cost effective as possible. It is this approach that resulted in the development of the new MD20 D weigher.

No damage

The core design of this Manter weigher is similar to that of the very successful MD16. The frame of the MD20 D for example, is of the same width, which is handy for existing customers that want to upgrade to the new model. The four extra weighing buckets that are placed in the frame are the principle difference. Because the new weigher has the same dimensions as the MD16, the buckets are a little smaller. Their capacity however, is more than sufficient to weigh the smaller sized products without any problems. In addition, the weighing buckets of the MD20 D are placed opposite of each other, 10 on each side. The product that is to be weighed is transported via a divider belt in the machine to both sides of the weigher. Similar to

other Manter weighers, wide vibrating lanes transport the produce to the dosing buckets. These, in their turn, fill the individual weighing buckets. The Manter engineers have cleverly developed these weighing buckets in such a way that damage to the product is prevented. When the product leaves the weighing bucket, it does not drop, but rolls on. This allows for quick release of the product from the weighing buckets. As soon as the product leaves the weighing bucket, it rolls through a discharge system that deposits it on a pintle belt. This belt breaks the fall and guarantees a soft landing, maintaining the quality of the product.

The fastest in the world

The MD20 D weighers are delivered by Manter with a modern 15-inch colour touch screen. In addition, the weigher is of course equipped with reliable high-tech software developed by the Manter engineers. The MD20 D can be delivered, upon request as an option, with the Manter Machine Gateway (MMG) that allows for remote operation. Due to the high level of the MMG-analytics it is possible to provide the weigher for production batches. In the meantime, the first MD20 D weighers have been sold to clients in the USA. Various citrus fruit packagers work with Manter equipment. They have connected four packaging machines to each MD20 D. At full speed they achieve 100 batches per minute easily. In this way, Manter delivers the highest attainable standard worldwide in the field of weighing technique. Fast and still as accurate as ever! •





Manter MMG at your service

Manter has developed the MMG to remotely monitor weighers and support clients with the control and maintenance of their machinery. MMG is short for Manter Machine Gateway. This service module is available as an option on all new and updated weighers.

The MMG software is available in three different versions: Basic, Advanced, and Analytics. The Basic module allows Manter engineers to remotely monitor the equipment and offer remote support if necessary. It is also possible to adjust and update the software in the weigher. The Advanced module has the same functionality, but it also allows for the monitoring of the machine from a tablet or desktop

computer. The Analytics module is the most complete. It incorporates all Basic and Advanced features but also enables the customer to save, export and even process machine data. The user can also view the weighing results in a spreadsheet. This allows for long-term analysis of the data. This information can be used to further improve the productivity of the weighers. In recent months the Analytics module has been developed further, and now also features the option to remotely enter weighing and packaging orders/batches. The operator can immediately see which orders need to be processed. This saves a lot of time that would otherwise be required for (manually) completing forms. Another novelty for the Manter



packaging machines is the Manter net-switch. The net-switch can be connected to the Manter MMG. This makes it possible to remotely update or install new software on packaging machines. Manter supports its clients wherever possible, using the latest techniques. In short, *at your service.*

Manter is expanding

After the 2015 summer holiday, Manter started building a third production hall. The steady growth in recent years resulted in a shortage of space. The producer has temporarily leased a separate storage facility that is mainly used for keeping spare parts and framework. From a logistics point of view, it is better to have all facilities in one location.

A brief look back at the history of Manter illustrates the rapid development through which the producer of weighing and packaging equipment has come. In 1999, the first main building was built in

Emmen. All too soon it became apparent that it was too small, so after five years a second hall was built. For a number of years now, these two buildings have also been found wanting in terms of capacity. That is why, last year, it was decided to build a third hall. Besides a production hall, the building will feature a new staff restaurant at the front, while the top floor

will house a new reception/presentation area for our customers. The current restaurant will be converted into office space. If all goes to plan, the production hall will be delivered spring 2016. The staff restaurant and presentation area should be finished by mid-2016.



Third production hall to solve shortage of space.



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