



**Manter**<sup>®</sup>  
WEIGHING & PACKAGING EQUIPMENT

*Manter Balance*

*Newsletter 23*

## Innovative

Innovative, that is the key word for this—once again—new edition of Manter Balance. First and foremost, we are extremely proud of our new company logo, which has been given a fresh new look with bright colours. Just as with all innovations, many ideas came before it. And from these ideas came a well-thought-out decision and we finally have a truly recognisable and modern sign that suits our thought and working processes as machine builders. The logo may have changed, but our identity remains the same.

The variety of new systems, which we have recently been selling worldwide, have also been the result of innovation. Recently, a new completely stainless steel weighing and packaging line was taken into service in Finland, which was delivered in close collaboration with our partner APH in Joure. The weighing machine has been available in stainless steel for some time and now the packaging machines are constructed in stainless steel as well. On the packaging system at hand a tape unit is installed, fitted with a printer to print directly on the tape. In addition to this, the new Manter Control has been introduced in Canada. This system allows the client to enter the settings for all the machines from one central point. There are even more new innovative additions to the Manter catalogue; various auxiliary machines in the packaging line that can speed up and smooth out the weighing and packaging process. These include the new Manter CheckWeigher as well as a box packing machine. We also added a new Punnet model or tray filling machine and a variety of repacking machines. In short, Manter delivers more than just weighing machines.

We hope that after you have read about all our innovations, you will be inspired (once) again. We look forward to sharing our thoughts with you. Have we piqued your interest in our machines? Feel free to contact us. We are happy to talk to you.

*Herman Wehkamp and Peter Lenferink*

## Finnish company goes for quick and easy-to-use Manter machines

**The modern-day Finnish produce market is chaotic and competitive. Customers demand short delivery times and this requires machines for quick packaging. To keep up with the market, Hanna and Raimo Alainen recently invested in an entirely stainless steel Manter M10 Ca weighing machine for root vegetables and a SST Wicket packaging machine with a Manter tape-sealing unit.**



*“The professional weighing and packaging line by Manter does not just relieve us of a great deal of work, but also ensures better quality of the packaged product”, Raimo Alainen (l) shared with Arttu Pisilä.*

In the Finnish village of Komossa, the Alainens, a married couple, own a business for growing and packaging carrots, beetroot and swedes. Just like their parents before them, these craftsmen supply local supermarkets with home-grown vegetables. “In this, we are focused on supplying a product of perfect quality combined with personable service”, stated Hanna firmly. “This combination

allows us to offer our customers an additional service and we have more to talk about than just the price of our products. It also gives us control over the entire process and the consumer receives the products just as he wants them. Fresh and flawless! This is important because the competition in the Finnish produce market is stiff”, added Raimo.



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### Quick and accurate

The Alainen family have five staff members in the packing facility to help get all the work done. Before the new Manter machine made its debut, small carrots were packaged with a simple Wicketbagger. The larger carrots, beetroot and swedes were packed by hand. This led to weight variations of the packages, because working by hand is less precise. Seeing as these Finnish growers are always looking to meet the needs of the market and increase their returns, they began a search for a professional weighing and packaging line. As the company produces and packages multiple products, it did not take them long to choose Manter's M10 Ca. The family chose this machine together with Arttu Pisilä, who works for the local branch of the Dutch company APH, the dealer for Manter in Finland. The slim and sturdy

construction of the machine immediately appealed to Raimo, because he has a technical background. The family was also quite impressed with the knowledge and expertise of the local APH representative. "Each question was answered professionally. That gave us the confidence to invest in a Manter machine", explained Raimo. "After it was delivered, the machine lived up to all expectations. The M10 Ca packages very accurately and reliably. Switching between products is no problem either", was the experience of the Finnish family. The special Ca version of the ten bucket weigher has extra long buckets for longer products such as carrots. The long, vibrating lanes are fitted with a moving partition which prevents the products from getting stuck. The smart shape of the machine makes for the quick and accurate weighing of carrots, but also poses no problem for other products. Thanks to its broad weighing capac-

ity of 500 grams to 12.5 kilograms, the company can supply any desired packaging. The new line is also fitted with a Wicketbagger. This packaging machine is made for the use of pre-fabricated wicket bags. "We chose the Wicketbagger as it allows for the quick and easy exchange of bags. During the day, we pack various products and bags, each with its own fill weight", explained Raimo.

### Growing further

The Alainen family looks forward to progressive income growth in the future. "The professional weighing and packaging line by Manter does not just relieve us of a great deal of work, but also ensures better quality of the packaged product. This has left us confident that we can continue into the future with our level of quality, personal attention and service", is the conviction of these dedicated growers and professional packers, Hanna and Raimo Alainen. ■



*"The M10 Ca packages very accurately and reliably. Switching between products is no problem either", was the experience of the Finnish family.*



## All-in weighing- and packaging solutions

# Manter Control controls all machines from one central point

Manter recently completed a project in Canada which allows the client to control all machines from one central point. One of the clients in this country submitted a specific request, namely the ability to program as many machines as possible from one central location. This client was not the only one who needed a central control system. It gave Manter enough reason to address this issue head on and come up with a suitable solution. The question at hand here is: How do I make it so that multiple machines in one line can communicate with each other at a higher level? The answer is Manter Control.

When a client with various machines in a packaging line wants to change the product or the packaging, the client is usually required to individually adjust all the machines. In the case of the Canadian client, this line consisted of a variety of

Manter machines, such as a weighing machine, a Clipper, a Wicketbagger, a box packing machine, the MBP-SAB semi-automatic bagging machine, a CheckWeigher, a Baler and a palletiser. To individually set all of these machines

for a new product, weight or packaging is a very time-consuming task. With Manter Control, this is a thing of the past. This new technology provides all machines with power, communicates with all machines and enables inter-machine communication.

### Large touch screen

The large touch screen is primarily for choosing which machines you want to use for the product in question. After all, not all machines are necessary at all times. After this, the Manter Control sets up the line allowing the machines to be programmed with the correct information. For the sake of mechanical safety, the Manter Control only activates the chosen values once the person operating the machine presses the confirm button. There could always be something occurring that cannot be seen from the central control panel. To get the most out of the Manter Control, it is important that as many Manter machines as possible or machines from manufacturers that support Manter Control are in the line. A number of manufacturers have since created compatible machines. ■



*The Manter Control provides all machines with power, communicates with all machines and enables inter-machine communication.*

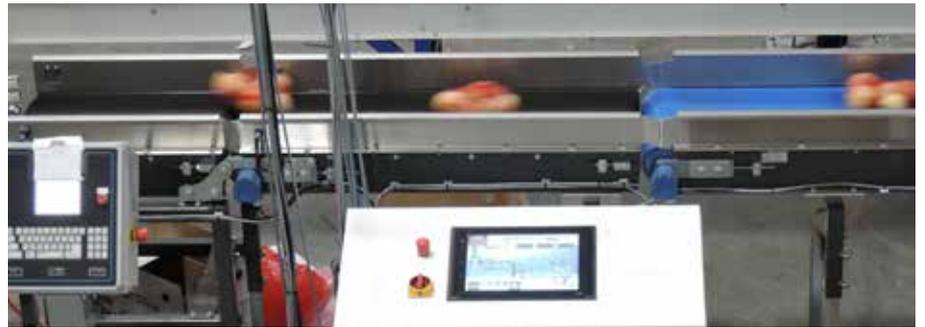


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## New: Manter CheckWeigher (MCW) and Manter Separation Unit (MSU)

Manter has recently added two new machines to its product range. These are the Manter Separation Unit (MSU) and the Manter CheckWeigher (MCW). The Separation Unit keeps the fast moving packages neatly separated as they approach the CheckWeigher.

When packages from different packaging machines come together and have to pass over one CheckWeigher, it is sometimes not possible for the CheckWeigher to sufficiently differentiate between packages. The alternative is to reduce the line speed to that of the slowest point. The Separation Unit optimises the dis-



*The Separation Unit optimises the distance between the bags, which helps to increase the speed of the line.*

tance between the bags, which helps to increase the speed of the line. For this reason, the Manter Separation Unit can be supplied together with the Manter

CheckWeigher. The Manter Separation unit can be supplied together with the Manter Checkweigher or with third-party check weighers. ■

## New Manter construction approaching final phase

The new construction by Manter is in its final phase. The contractor is putting the finishing touches to the interior and the production and assembly sections are already fully operational. That is a good thing, since Manter has had a busy season full of client requests. So,

each additional square metre of production capacity will be put to good use. In the weeks to come, a new warehouse will be completely fitted out step by step. The new construction is fronted by a 550 square meter business office. This section boasts a fantastic new

cafeteria, a practical changing room and modern offices. Furthermore, it also features a large presentation space in which Manter can hold meetings, receive clients or facilitate business training sessions, using the latest materials and equipment. ■



*A large portion of the building is already in full use.*



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