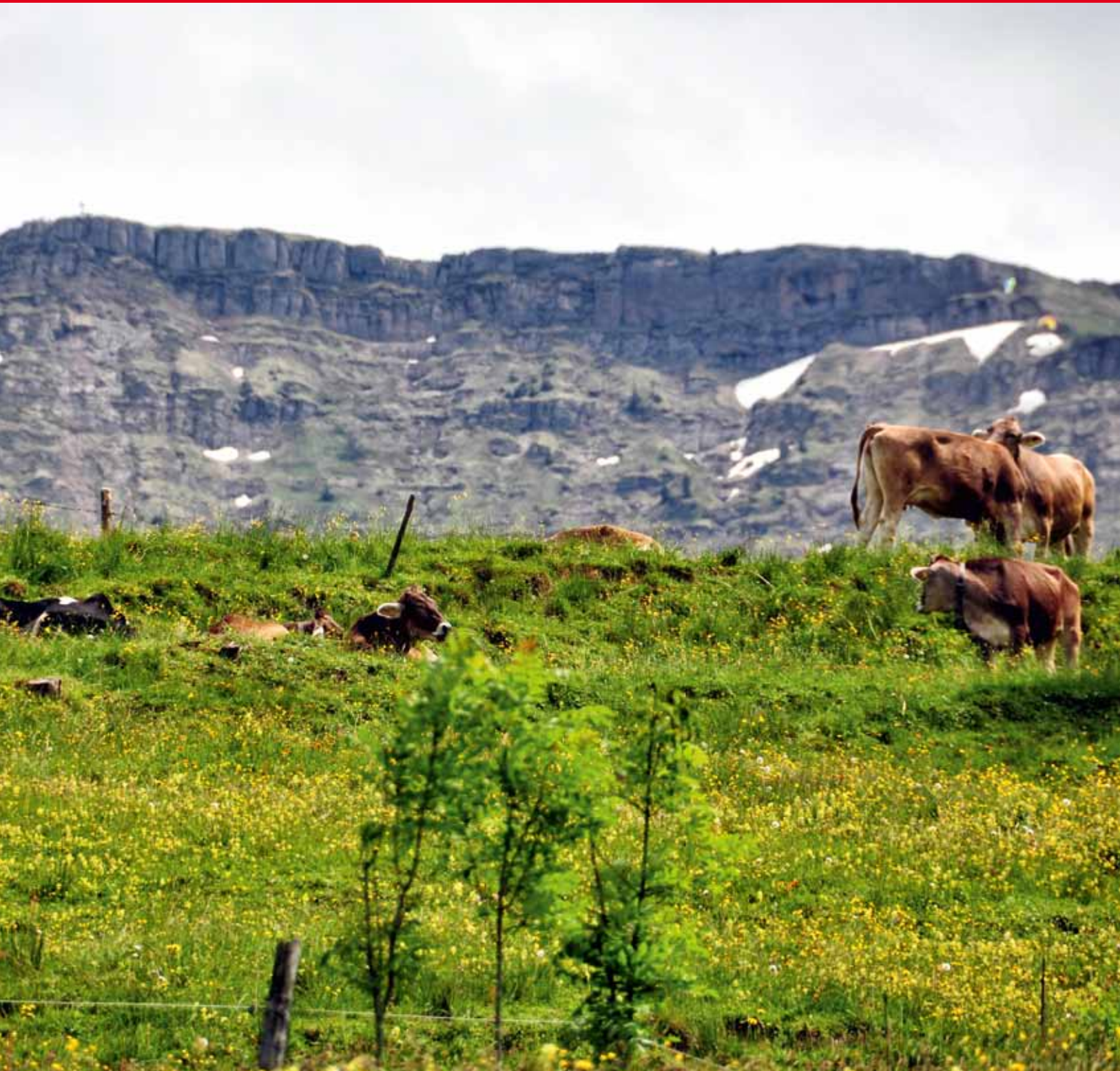


HIGH LIGHT

GRUNWALD®
Dosing · Filling · Packing



GRUNWALD's customer magazine no. 43 / April 2019



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EDITORIAL



Now, with spring slowly approaching and meadows filled with dandelions, the past hard winter is almost forgotten. We are planning ahead and looking forward to the year to come.

GRUNWALD Alpine pasture 2019

Firstly, we will be represented with the GRUNWALD Alpine pasture at **IFFA exhibition in Frankfurt** from 4 – 9 May 2019 and then at **FachPack in Nuremberg** from 24 – 26 September 2019.

The GRUNWALD team looks forward to show you highly flexible and technically sophisticated cup and bucket filling machines as well as up-to-date solutions and trends of the filling technology.

COVER

The Allgäu at its utmost! The typical brown Allgäu cattle, lush meadows and the Allgäu landmark, the Hochgrat mountain, in the background. This idyllic scene, which is quite typical for the Allgäu, was shot by our employee Elmar Schennach during one of his hikes in May. His hiking tour started in Buchenegg (near the mountain Hündle) past the Buchenegg cascades to his destination Steibis. Location of the shot: Alpe Neugreuth near Steibis, direction Nagelfluhkette (Hochgrat).

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GRUNWALD GMBH
Pettermannstr. 9
88239 Wangen im Allgäu/Germany
Phone +49 7522 9705-0
info@grunwald-wangen.de
www.grunwald-wangen.de
GRUNWALD GMBH at [LinkedIn](#) [in.com](#)

more and more difficult as our sub suppliers increasingly have problems to cover the demands of the market.

Despite high supply bottlenecks, long delivery periods and increasing delays in deliveries on the part of the suppliers we are still able to manufacture and deliver our machines on schedule and within the production times customary up-to-now.

Sometimes it seems to take a touch of magic and the purchasing department makes the impossible possible. We can be proud on our team which succeeds in having delivered the engines and gear parts for our rotary-type machines, which need 4 to 6 months to be produced, on schedule although the regular delivery time can partly be up to 8 months.

Unfortunately, the delivery periods for bought-in parts can only slightly be reduced or not reduced at all. In order to avoid this situation and to be able to supply as many bought-in parts from stock as possible, in after-sales service as well as production, we have increasingly standardised the bought-in components in the last few years. At the same time we have increased our stocks. We will stay on the ball in this matter and continue to perform magic for you.

Yours
Ralf Müller
and the GRUNWALD team

*Photo below:
View into the GRUNWALD production hall*



As if it were made by hand

Automatic handling of meat products which are difficult to fill

In order to be able to fill high-quality meat products, which are difficult to fill, in an automated process in a weight-accurate and careful way, it is essential to combine the quality of the traditional approach with the advantages of modern technology of high-quality machinery.

The appropriate machine solution

For the automated filling of e. g. steak tartare, minced meat or sausage meat in ready-made plastic or aluminium cups GRUNWALD offers the appropriate technology. Here the meat products are directly pumped to the filling station of the filling machine by means of a vacuum filler and up to 220 grs are filled in plastic or aluminium cups.



GRUNWALD rotary-type machine for filling pâté in sterilisable aluminium and plastic cups

This technical solution offers multiple advantages

Depending on the equipment already existing dosing machines can be integrated as mobile machines in the automated process of the rotary-type machine. Already existing technology can still be used and costs for automation are saved.

The fillings can be varied and the meat products can be offered in higher batches or individually adapted batches. The attractive packing solution of the cups allows for an appealing, modern product presentation. If a second filling station is mounted on the cup filler then the product can be decorated individually and thus allows for a high-quality,

individual presentation of one's own products. In this case e.g. a vibratory filler could place herbs, pieces of onions or pepper on steak tartare.



View into a GRUNWALD rotary-type machine with garnishing station for pepper cubes (on the right of the photo) and spice mixtures (on the left)

A plastic film positioned between the products guarantees that the natural flavour of each product is maintained and just blends into the desired taste experience briefly before consumption.

These fillers are designed for both filling cold products and products which are filled at ambient temperature.

IFFA 2019 in Frankfurt

Welcome at the "GRUNWALD alpine pasture"!

Plan your visit to the **GRUNWALD-exhibition stand in hall 11, stand C35** now. Ask us, your specialist for format flexible cup and bucket filling machines, for the appropriate filling technology for filling your products.

The GRUNWALD team looks forward to presenting you the highly flexible and technically sophisticated exhibition machine **GRUNWALD-ROTARY 6.000** with the mobile piston filler **GRUNWALD-MOBIFILL**. When developing this cup filler the focus was set on easy handling and high machine



*Exhibition machine at IFFA 2019:
4-lane cup filling and closing machine
GRUNWALD-ROTARY 6.000
Product: Delicatessen salads
Packing: 2 different round cups, seal lid and snap-on lid closure
Filling volumes: 30 - 120 grs*

availability. This high availability associated with a production speed of up to 12,000 cups/h is achieved by an integral coordinated machine concept.

The GRUNWALD team looks forward to presenting you the highly flexible and technically sophisticated exhibition machine **GRUNWALD-ROTARY 6.000** and the mobile piston filler **GRUNWALD-MOBIFILL**.

We will also be pleased to inform you about further innovations and trends with regard to the filling technology.



*The unbeatable duo for a smooth production run:
GRUNWALD filling machine with GRUNWALD-MOBIFILL technology*

Curious? Be our guest! We would like to invite you to visit our **"GRUNWALD alpine pasture" in hall 11, stand C35**. We look forward to seeing you.

NEW BUSINESS

2 companies, 1 common aim:

"Our customers' satisfaction is our highest priority"

INFO



Molino Cañuelas has more than 80 years of experience and has established itself as a regional industrial group specialized in the preparation of

- flours,
- oils,
- cookies,
- dry pasta,
- premixes and
- frozen foods

for mass and industrial consumption.

Currently, Molino Cañuelas has 21 industrial plants strategically located in Argentina, Uruguay and Brazil and arrives with its products more than 60 countries in five continents, reaffirming its growth in Argentina and the Region.

www.molinocanuelas.com



Many customers and visitors at exhibitions are of the opinion that Grunwald is exclusively doing business in the dairy industry. A project in Argentina showed again that our machines are suitable for various products and applications.

Molino Cañuelas is a very well-known food producer in Argentina who started its business with the production of flour (molino = mill).

They also produce and market many more convenience products which are based on flour such as many types of bread, pizza, cakes etc.

Approx. two years ago another type of product, the production of dry soups and sauce mixture was envisaged.

As Molino Cañuelas has had positive experiences with European and above all German suppliers in the past the persons responsible for sourcing machinery soon came across Grunwald. Their aim was to fill dry products such as noodles, rice or croutons in ready-made plastic cups via a multi-head weigher and then additionally fill sauce powder into these cups.

Due to this specification we recommended our linear cup filling machine type FOODLINER 6.000/4-lane.

The fillers were purchased from well-known German suppliers with whom we have had business relationships based on partnership for several years.

The combination of German market leaders for

- handling the cups,
 - weighing products with pieces and
 - dosing of powder
- had quickly convinced the customer and thus we could conclude our first order in Argentina.

The machine was installed and commissioned at the customer's complete satisfaction. Their products are already very popular in Argentina.

We would like to take this opportunity to thank the staff at Molino Cañuelas once again for their confidence in GRUNWALD – it was a pleasure working with you!

Photo top left:
Products filled on this GRUNWALD inline machine

Photo at the bottom:
Cup filler GRUNWALD FOODLINER 6.000 with open space for mounting

- a multi-head weigher for filling
 - dry pasta,
 - dry vegetables or
 - dry mushrooms

as well as

- an auger filler to fill
 - sauce powder
 - 5 – 50 g, 0.5 – 0.7 g/cm³,
 - size of pieces max. 3 – 5 mm
 - into round PP cups
 - with two different sizes

Width of the machine: 1,380 mm
Design: 4 lane
Production speed: approx. 7,800 – 10,000 cups/h
Dosing range: 20 – 1,700 ml

DETAILS OF THE MACHINE

There are 4 FOODLINER models available. They mainly differ in the production speed.

Model choice is based on the following criteria:

- number of lanes
- cup size
- alignment of the cups (longitudinal or lateral direction)
- hygiene standard required
- speed required

FOODLINER 3.000

Width of the machine: 900 mm

1- to 3-lane versions

Approximately 3,600 – 10,800 cups/h

Dosing range: 20 – 1,700 ml

FOODLINER 6.000

Width of the machine: 1,380 mm

2- to 6-lane versions

Approximately 7,200 – 21,600 cups/h

Dosing range: 20 – 1,700 ml

CONTACT

If you are interested in this inline 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.

For further information please contact:

Martin Rädler

Phone +49 7522 9705-220

martin.raedler@grunwald-wangen.de





The "big whopper" for big bags

Rotary-type XXL bucket filler delivered to Greece

apparent that this could not be realised with the machine solution on hand!

The "big whopper"

According to the motto "anything is possible" we started at zero and puzzled over a solution. We came up with the idea of upgrading our rotary-type bucket filler once again. Thus the solution for the **GRUNWALD-HITTPAC XXL** was developed!

We quoted the "big whopper" amongst the rotary-type bucket fillers – and found our customer's approval because it could meet all his requirements and requests!

Due to the solution with a rotary table the buckets can be transported at a higher speed compared to a linear machine and thus the required higher production output can be achieved. As this rotary-type was designed for filling various products – in this case various Greek dairy specialties and stirred yoghurt – the production speed depends on the filling product. Numerically this means e. g. that **up to 6 tons of yoghurt can be filled per hour** with the filling of a 10 kg bucket.

The solution

In order to implement these visions our Greek customer was willing to make the necessary investments in flexible and high-performance production machines. At the beginning of last year we prepared a tailor-made machine solution for an inline bucket filler for filling high viscosity Greek yoghurt for this project. This product should be filled as natural yoghurt, strained yoghurt or yoghurt mixed with herbs in 1 kg, 5 kg, 10 kg and 20 kg buckets with handle. Except for the 20 kg buckets all buckets are sealed and lidded in fully-automatic operation.

After all specifications had been clarified and the solution had been prepared our customer asked for a shorter production time. This would ensure the high product quality and at the same time increase the production output. In view of these requirements it became

Flexibility and options

Like all other rotary-type bucket filling machines the HITTPAC XXL also offers very high format flexibility. The special format plates developed by Grunwald allow for a quick format changeover.

This rotary-type bucket filler was designed in such a way that bucket heights of 130 mm (5 kg bucket) up to 300 mm (20 kg bucket) can be handled. All buckets up to 10 kg are closed with sealing film from the reel and snap-on lid. In order to close the 20 kg buckets with special rigid lids in fully-automatic operation Grunwald developed a reliable closing technique for the HITTPAC XXL.

In order to guarantee the continuous filling of the buckets a **filling valve with rework connection** can be used optionally in order to allow for a product re-circulation, if required.

The design and development of the GRUNWALD-HITTPAC XXL was an important milestone for us in the advancement of the rotary-type bucket filler. The delivery of this machine to Greece represents a further, first-class reference for us in the Greek dairy industry.



The future of cup filling in Australia

Cup filler for hummus "down under"



Hardly any other product has increased so enormously in consumer popularity than hummus. Sales of the small chick peas have grown sensationally in the last few years. The peas have always been very popular in the Middle East and have been available across Europe in the meantime. But in Australia and Oceania this vegan product has also long been available in the supermarkets in many different varieties.

Grunwald has accompanied this trend from the beginning and enabled its customers to take part in this trend by delivering filling and packaging machines equipped with the necessary technical equipment. Last year we were part of a special story of success.

All's well... (that ends well)

We had been in contact with the biggest producer of dips and hummus products in Australia for several years. They knew our machinery capabilities well in "down under".

Over the years this company expanded their product portfolio from formerly fish dips to more than 20 types of dips – and also on hummus. They only process fresh products of the highest quality. The consumers in Australia very much appreciate this quality, coupled with the refined taste of different ingredients. It is therefore not surprising that the sales figures for dips and hummus increased.

The existing filling machines reached their upper limit. Production soon had to be

increased in order to meet the demand. The persons responsible agreed to invest in a high-quality, high-performance and flexible cup filling machine. And they were convinced: Machines with such quality features are only available from the German engineering company Grunwald.

3 orders within 1 year

As already mentioned the Grunwald machinery portfolio was already known to this customer, the order details could be clarified quickly. In March we received the first order for a 2-lane rotary-type machine HITTPAC AKH-029. The rotary-type machine convinced. The production of hummus products should be increased once again. Subsequently we received the order for a second rotary-type machine in April. This time they went for a 3-lane cup filler type HITTPAC AKH-029 combined with 2 MOBIFILL dosing machines. Thus production could be increased and the maximum of production flexibility with the filling of dips and hummus could be achieved. Above all the quick product change within less than 5 minutes was an important criterion for purchasing this "filling trio". After all this Australian company produces almost two dozens different dairy-free and gluten-free types of dips. In order to enable them to start production as soon as possible both machines were despatched to Australia by air freight.

The increased demand for their products, the high quality and the concept of the filling machines supplied as well as the experience and after-sales service offered can work perfectly even if several kilometres and a complete ocean is between customer and Grunwald.

Proof of this is the result of the third order placement



NEW BUSINESS

with GRUNWALD – for a 4-lane rotary-type machine ROTARY 12.000, once again in combination with 2 mobile dosing machines. In view of the capacity and flexibility of these new cup filling machines our customer will be well prepared for a continued increasing demand for their existing products but also for the introduction of new products. We look forward to being part of this success story in the future.

For many years GRUNWALD have been successfully supplying machines for mayonnaise-based salads, hummus, dips and sauces to several well-known companies in Australia and Oceania. They have high demands on products and suppliers.

CONTACT

For further information please contact:

Christoph Trunzer

Phone +49 7522 9705-250

christoph.trunzer@grunwald-wangen.de

CONTACT

For further information please contact:

Anton Alt

Phone +49 7522 9705-210

anton.alt@grunwald-wangen.de

News from **GRUNWALD® UK**

Over the last year Grunwald UK has gone through many changes as it has grown from strength to strength.

Under the directorship of James Causebrook, Samantha Smith and Catherine Causebrook the business has been modernised through clear and effective leadership with the aim of developing the highest ethical standards for their staff, customers and suppliers.

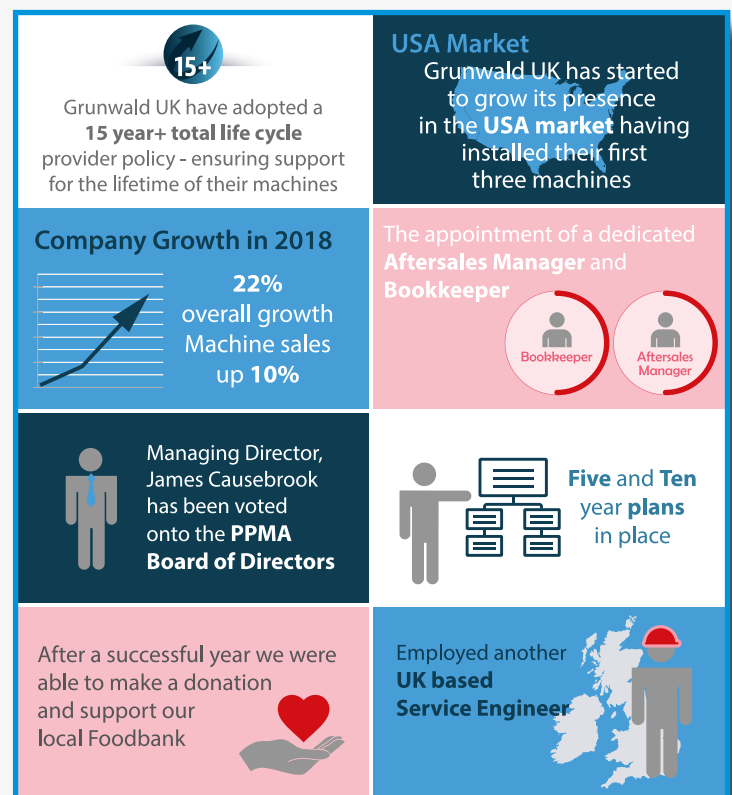
The team, based in Sleaford, has grown with the appointment of an Aftersales Manager, Monty Cordingley, another UK based Engineer and a dedicated accounts team and updated accounts system bringing more accounting functions in-house.

Grunwald UK has adopted a "15 year plus, total life cycle provider" policy to all machine sales, backing the quality of its machines and developing relationships with customers that will last the lifetime of the machine and beyond.

The start of the year has seen James being voted onto the PPMA Board of Directors, another success for Grunwald UK, and staff are looking forward to the company's involvement with the PPMA and exhibiting at the PPMA Show in October.

Grunwald UK has celebrated a very successful year with company growth of 22% and machine sales up by 10% and have installed their first machines in America. The company has also used its growth to promote involvement in the local community and in December made a cash donation to the local foodbank as well as organising a food collection. They have also teamed up with PPMA Best to put on a STEM day at the local High School in March, supporting engineering and growing local talent.

*GRUNWALD UK Team celebrating a successful year.
From left to the right: James Causebrook, Stuart Lock, Dominic Lane,
Linda Patchett, Catherine Causebrook, Kate Laskey, Samantha Smith,
Mick Sulman, Monty Cordingley*



Since 2001 Grunwald UK have been the sole agents for Grunwald GmbH successfully selling the Grunwald range of cup and bucket 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 the customers.

CONTACT

GRUNWALD® UK 
Dosing · Filling · Packing

SUITE 4, PATTINSON HOUSE • OAK PARK, EAST ROAD
SLEAFORD NG34 7EQ • GREAT BRITAIN
tel. +44 1529 414999 • Fax +44 1529 414421
info@grunwald-uk.com • www.grunwald-uk.com