

HIGH LIGHT

GRUNWALD®
Dosing · Filling · Packing



GRUNWALD's customer magazine no. 50 / August 2021



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EDITORIAL



With another record number of orders on the books we can continue to look to the future with positivity in spite of the continuing and unpredictable nature of the Coronavirus pandemic. We would like to take this opportunity to thank our customers, who continue to place enormous trust in us at a time when we are still unable to visit most of our worldwide customers in person and any advisory service has to be provided to a large extent via video conferences. Their confidence in GRUNWALD is demonstrated by the orders we continue to receive.

Our steady growth is confirmation of the excellent work of all my colleagues who, despite adverse circumstances, do everything to continue to supply and serve our customers on time and with the quality they are accustomed to. I would like to take this opportunity to thank everyone of the GRUNWALD team who have worked together to defy the difficult circumstances of the past 18 months and have risen to meet the challenges created by the pandemic.

Thinking ahead for our customers

By increasing our warehouse stock at an early stage, we largely managed to avoid the problem of missing parts and components, especially in the electronics sector. This was an important factor and is why we are still in a position to meet the agreed delivery dates for our machines. In addition, we also hold stock of many of the control components that are already discontinued from our suppliers as they are no longer available (see highlight magazine no. 41 September 2018 regarding the cancellation of components).

It was and is still important to us to ensure the operational safety for all our machines for our customers – even for those machines which are 20 - 30 years old. The satisfaction of our long-standing customers, who have grown alongside us, has been enormously important

to us. That is why we do our utmost to provide even the oldest GRUNWALD machines with the necessary support at any time!

In order to continue meeting the current demand for GRUNWALD filling and packaging machines, we are planning a further expansion of our production area by approx. 1,400 square metres in 2022 (see photomontage on this page). Among other things, an assembly hall for large-scale systems is planned for this construction project in which we can then, in our factory, assemble and test complete filling and packaging lines for factory acceptance tests.

We are excited to see what the autumn and 2022 will bring. First of all we are optimistic about the next few weeks, especially our participation in the trade fair **FACHPACK in Nuremberg from 28 - 30 September 2021 in hall 2, stand 2-402**. We look forward to your visit and face-to-face discussions.

And above all – please stay healthy! Together we can do it and things will gradually return to the longed for normality.

Yours
Ralf Müller
and the **GRUNWALD team**



After Sales service contracts

Competent support for more than 2,500 GRUNWALD machines worldwide

Day after day, your company is concerned with process reliability and the availability of individual components and machines. The increasing flexibility in daily production is also subject to an increasing number of changeovers for product and packing material changes on your machines. Given the complexity of the technically sophisticated machines, operating errors can occur or the changeover is not completed carefully in the rush. Sometimes it is also the electronic components themselves that can cause a malfunction of the machine.

We have been offering after-sales services for over 2,500 GRUNWALD machines worldwide for many years. This means in the „worst case scenario“, if your machine can only be used to

a limited extent due to an error, you can rely on the competent support of our service team.

Please note that a detailed information sheet on our after-sales services

- **Support STANDARD** without additional service contract
 - **Hotline STANDARD** with additional service contract
 - **Hotline PLUS** with additional service contract at a fixed price per year
- is attached to the print edition of the HIGHLIGHT customer magazine.

Our service team will be pleased to provide you with offers and further information any time. Our colleague Sofia Achberger is looking forward to your phone call or email.



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COVER

The region in and around Bad Hindelang is a wonderful hiker's paradise. Our employee Edmund (Edi) Stölzle also knows this. Last year, one of his hikes took him from the Hirschberg via the Kellerwandweg to the Hirschtobel. With his camera he captured the magnificent view over Hindelang and the Allgäu Alps. Photo: Edmund Stölzle

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GRUNWALD GMBH at 

A warm welcome to Nuremberg!

**Compact – competent – hands-on**

Finally a trade fair again! We are pleased to announce that, as of today, the FACHPACK exhibition will take place in Nuremberg from the 28th to 30th September 2021. It's the European trade fair for packaging, technology and processing.

Come and visit us at our stand in **Hall 2, Stand 2-402**.

We will be pleased to inform you about current trends and the latest Grunwald technology for filling, dosing and packaging machines for filling your products.

We cordially invite you to visit our GRUNWALD-Alm and look forward to talking to you personally. Secure your free admission vouchers to FACHPACK today

Just register in advance at **www.fachpack.de/voucher** and enter the voucher code **A448227**.

If your colleagues would also like to attend the Fachpack exhibition? Please feel free to pass on the voucher code, it can be redeemed several times.

We wish you a pleasant journey and look forward to your visit.



HIGHLIGHT

UC hygiene design: The development proceeds

GRUNWALD ultraclean (UC) hygiene design with advanced functions

Those who produce food today sometimes have many concerns in the daily production of their products. The list of demands made by the trade on the dairy and food industry is very long. On the one hand, reliable and high product safety is required as well as exceptionally long shelf life. In terms of economy and product development, it is imperative to fill the products gently and weight accurately. On the part of the final consumer, there are also demands for more ecology in food production and the avoidance of chemical additives.

In order to meet all these requirements, the machine manufacturers are no longer the typical "suppliers", but partners for the dairy and food industry and thus have the duty as well as the responsibility to ensure, through the use of modern, advanced technologies, that the highest quality, food safety and hygiene standards are met with their filling lines.

How this is implemented is demonstrated by the further developed machine generation of the GRUNWALD ultraclean inline machines for filling and packing cups.

Based on the previous GRUNWALD ultraclean technology, the development processes at GRUNWALD have been consistently advanced in the past few years. The ideas resulting from this and their technical implementation ultimately serve the productivity of our customers. The further development of the GRUNWALD ultraclean(UC) inline machines resulted in the **10-lane GRUNWALD-FOODLINER 30.000UC** - the latest model of the ultraclean (UC) inline series.

The fully electronically monitored filling and packing process

GRUNWALD offers flexible and reliable safety and monitoring systems for the various filling and packing processes. These are indispensable, especially with high-performance machines. At this point fully-automatic monitoring systems are used for process and product safety in order to exclude any kind of product recalls and complaint rates. They are based on the ultraclean (UC) hygiene design developed by GRUNWALD with guaranteed sterilisation rates of at least log4, which guarantees compliance with the legally prescribed hygiene regulations. Work and process safety is continuously monitored

and evaluated automatically. This monitoring technology extends to product pipes, product transit pipes and product containers. These must be reliably cleaned and sterilised in order to achieve a long shelf life and prevent mould formation in the product.

Continuous monitoring of the CIP cleaning and the cleaning of the dosing system ensures that all parts and surfaces in contact with the product are 100 % sterile at the start of production. This is the only way the cleaning in the dosing area can meet the aseptic standard and is a further quality feature for the GRUNWALD ultraclean filling machines.

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MACHINE DETAILS



GRUNWALD-FOODLINER 30.000UC

Design: 10 lanes

Dimensions: approx.

L 13 m x W 2.2 m x H 3.6 m

Products: dairy products (yoghurt, quark),
vegetable milk substitutes

Production speed: up to 25,000 cups/h
11.5 tons of product/h

Automatic storage times for

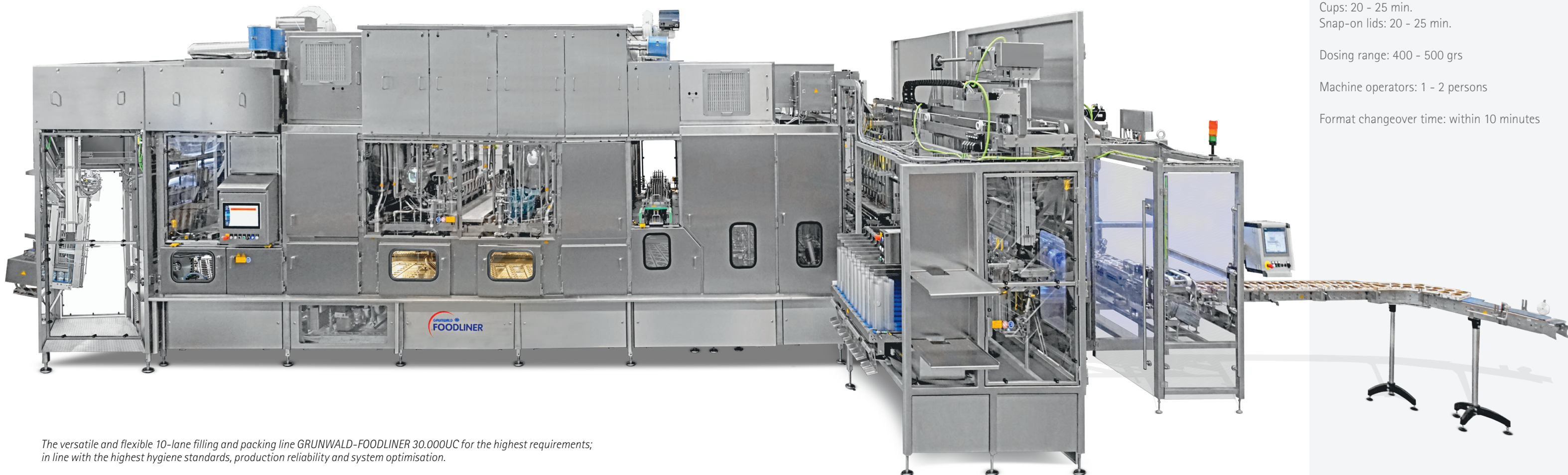
Cups: 20 - 25 min.

Snap-on lids: 20 - 25 min.

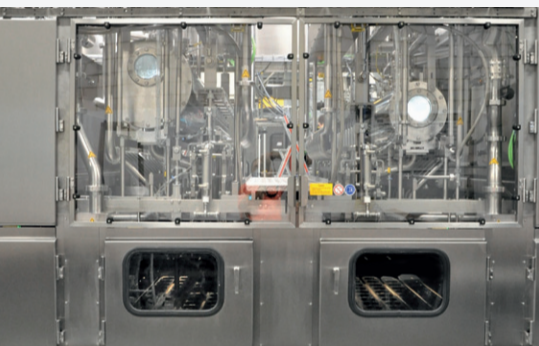
Dosing range: 400 - 500 grs

Machine operators: 1 - 2 persons

Format changeover time: within 10 minutes



The versatile and flexible 10-lane filling and packing line GRUNWALD-FOODLINER 30.000UC for the highest requirements; in line with the highest hygiene standards, production reliability and system optimisation.

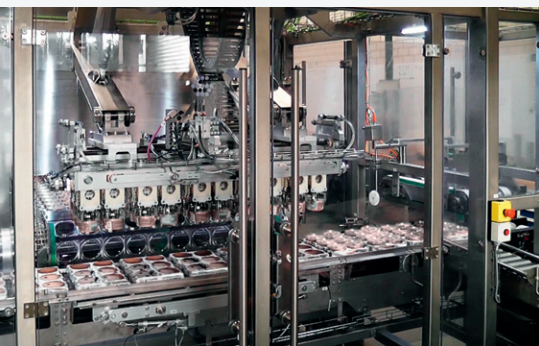


The optional camera system on the 10-lane inline machine GRUNWALD-FOODLINER 30.000UC is another example of safe and modern monitoring technology. Each lane is monitored by a camera and reports any error due to incorrect operation or technical problems. The system checks, for example, whether all seal lids are placed in the correct pattern. It detects any incorrectly sorted or damaged seal lid just as reliably as an illegible or incorrectly printed date. If an error occurs, the machine stops so that the machine operator has to react. As a result, only those cups are delivered to the final consumer for which can be guaranteed that they were tightly sealed with the corresponding seal lid and with seal lids which were correctly and completely printed. Faulty cups are automatically discharged.



Guaranteed production safety – “foreign body protection”

There are still further technical possibilities and design achievements that can be used to avoid technical risks and increase production and product safety. Additional X-ray equipment installed by the customer downstream of the filling line can be used to search for foreign body. Compared to the trade, this is a considerable additional benefit to guarantee product safety. However, it will be even safer if foreign body cannot get into the product at all, as it has been ensured for many years by



The photos of the FOODLINER 30.000UC show the following (from top to bottom):

- pre-filler
- lid setter with lid tacking station
- the hygiene tunnel which can be cleaned in fully-automatic operation
- Integrated tray packer

the logical and safe design of the Grunwald ultraclean (UC) inline machines.

All UC machines are equipped with a special hygiene zone over their entire length. Our design engineers paid attention to the greatest possible minimisation of parts so that there are no small parts such as suspended screws in the area of the open cups and buckets. The risk of foreign body getting into the product in this closed area and causing expensive recalls is practically eliminated.

With the relocation of all safety-relevant parts, production safety has also been increased further. This means that all drive components, all supply pipes and almost every assembly group are consistently located outside the hygiene zone. Due to the minimisation of parts, the hygiene zone is clearly visible, easily accessible and therefore very easy to clean.

The utmost minimisation of parts has a noticeable, positive effect on maintenance and cleaning time and makes the machine operator's work much easier. In addition, downtimes are enormously reduced and the availability of the system is increased.

Fully automatic cleaning of the hygiene tunnel

In the new generation of GRUNWALD ultraclean (UC) inline machines, an externally provided foam cleaning system supports the cleaning of the filling stations and the slat conveyor and starts automatically at the push of a button. For interior cleaning, the foam cleaner can be used in an individual and flexible way, depending on the customer's preference and the filling product. This system can also be used for individual, manual cleaning of the machine.

A small dosage is sufficient to achieve excellent cleaning power. The foam cleaner reduces the surface tension of the water and creates a slow-moving foam. Supported by the minimisation of parts in the hygiene area, the foam reaches “any corner” and prevents any shadowing – for achieving an optimum cleaning result.

Due to the low dosage, the foam cleaner does not have negative effects on either the machine operator or the environment, which means that the environment and occupational safety are also taken into account.

Innovation for filling nozzle cleaning

In the hygiene zone of the recently developed GRUNWALD-FOODLINER 30.000UC, the filling nozzle area was revised. The innovation developed represents a real, important improvement for the machine operator. Due to design optimisations, the filling nozzles of the filling station are also cleaned during the automatic CIP cleaning of the hygiene zone while being mounted! Both disassembly and manual cleaning of the filling nozzles is no longer necessary – a considerable saving of time and a further optimisation for the already safe GRUNWALD hygiene design.

Modern line concept

Supplemented with an integrated and flexible tray packer, the inline cup filler FOODLINER 30.000UC is a versatile and flexible filling and packing line in ultraclean (UC) design to meet maximum requirements. This inline machine incorporates outstanding development work and process technology to a high degree which is in line with the highest standards of hygiene, production reliability and system optimisation. Cost reduction, environmental protection and occupational safety are taken into account to an extremely high degree.

Maximum hygiene without peroxide

In food production, high machine safety also considers, above all, the hygiene aspect. Already at the beginning of 2019, we set a clear signal for sustainability, for the protection of employees and for high environmental compatibility with the ultraclean (UC) hygiene concept developed by us. The focus of this future-oriented technology is the pulsed-light high-performance UV(C) disinfection, which has been demonstrably certified by several independent German institutes as a guaranteed reliable disinfection process for GRUNWALD rotary-type and GRUNWALD in-line machines.

The GRUNWALD ultraclean (UC) hygiene concept guarantees a sterilisation rate of at least log4 for cups, buckets as well as snap-on lids and seal lids (even at full cycle capacity) and meets all requirements for compliance with the highest hygiene levels in the production of the dairy and food industry and works completely peroxide-free.

CONTACT PERSONS

If you are interested in this inline cup filling machine and in receiving further information or if you are looking for a solution for your filling application we look forward to hearing from you.

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HIGHLIGHT

Innovations in mechanical engineering

The GRUNWALD machine solution with flexibility ^{squared} for the delicatessen industry

It is an open secret that customised and customer-oriented filling and packing solutions have always been "the most important thing" for every successful machine manufacturer. This is still true today, because the battle for the final consumer's favour, for attracting attention in the chiller cabinet, is more topical than ever.

There are many technical solutions for the delicatessen industry for filling their products. Normally these are high-speed filling machines for filling pumpable products such as e. g. delicatessen salads. However, there is a decreasing demand for such mayonnaise-based products. In order to regain the consumer's attention with an attractively designed product presentation, the delicatessen industry provides us with an increasing number of enquiries for filling

machines with the suitable technology to decorate mayonnaise-based products with chive, prawns, pieces of pepper and similar products.

The consumer's request for healthy food, "light" salads and exciting new taste experiences is more than just a trend in the delicatessen industry. This is why in addition to mayonnaise-based, pumpable salads products such as

- couscous salad
- bulgur salad
- flaked tuna salad
- carrot salad
- pasta salads
- or regional products such as e.g.
- ox-muzzle salad

have found their permanent place in the chiller cabinet and are an attractive alternative

to mayonnaise-based salads for the consumer. However, all these products have one thing in common: they are not pumpable. In addition, a wider variety of products results in decreasing batch sizes.

How can such numerous demands on daily production be implemented without having to continually change or expand the machinery?

The unbeatable machine solution for the delicatessen industry

GRUNWALD's ambition and their commitment towards customers has always been the design and manufacture of format flexible filling and packing machines in order to be able to react to constant changes – such as the changing buying patterns of the consumers and short-term trends – with new machine solutions and state-of-the-art filling technology. As we

believe that there is a solution for every task, we have responded to this dilemma!

Based on the combination of a rotary-type filling machine with one or several mobile GRUNWALD dosing machines, we developed a unique machine solution.

It is a highly flexible filling machine which can fill both pumpable and non-pumpable products very quickly and in a time-saving way in the daily production of the delicatessen industry with extremely short changeover times.

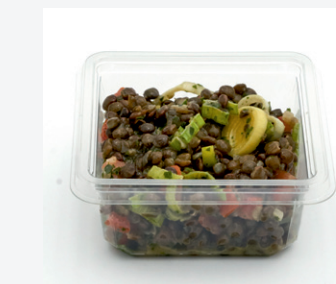
Do you have to fill a small batch at short notice or respond to the short-term requirements of the retail trade with a product change? Such filling options are feasible with a GRUNWALD filling machine and its mobile dosing machines.

For filling a multitude of different products the existing concept for an inline machine was our standard solution, as the stations for the individual fillers could be mounted one after the other along the particular machine length. However, this is subject to high space requirements and ultimately a high financial investment.

With its small footprint and very attractive price, the 1- or 2-lane rotary-type GRUNWALD-ROTARY with its modular structure impresses with its unbeatable "one for all" solution with complete process reliability, maximum flexibility and enormous performance. Everything is possible in only 3 x 2.2 m.

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PRODUCT EXAMPLES



"plug and fill" – the filling highlight

The machine itself is not equipped with a filling station. For example, the mobile dosing machine GRUNWALD-MOBIFILL (for pumpable products) is used as the main filling station. Depending on the requirements and the product to be filled, it can be exchanged for a mobile filling station of the same type or also for another dosing machine such as e. g. the GRUNWALD-FLEXODOS (for non-pumpable products). These mobile dosing machines are just inserted into the same dock-in station of the cup filling and closing machine. Each filling station can be connected easily and quickly without much effort. Production can be started immediately.

The drive of the mobile fillers is incorporated in the rotary-type machine. This not only reduces the weight of the mobile fillers but also ensures that the recipe data in the filling machine are permanently retrievable. Thus the filling machine is very quickly ready for production again after the exchange of a dosing machine or a format changeover. As the dosing piston is driven by a servo motor the filling process can be optimised for each product at any time and the data can be saved in the cup filling machine. Changes or new filling volumes can be entered and saved in the operator panel.

Allergen-free in 5 minutes

All mobile fillers are designed for manual cleaning. They can be disconnected easily and quickly from the dosing drive, removed from the machine and moved to a separate washing area. Another mobile dosing machine can be immediately connected to the free dock-in station and production can be restarted without much delay. A trained employee needs approx. 5 minutes for a product changeover.

The combination of cup filling machine and mobile filler allows a very simple changeover **on the cup filling machine and a product change which can be carried out in less than 5 minutes.**

If two mobile fillers are used, the filling machine will be **free of allergen and ready for production in less than 5 minutes by exchanging the complete filler.**

The complete hoppers with filler housing and dosing cylinders of the mobile fillers can be tilted by 90° which facilitates cleaning by hand.

Product presentation

The packing design itself is no longer sufficient to highlight the advantages of the product and to motivate the consumers to buy the product due to the culinary illustrations on its glossy packing materials.

Today's consumers like less packing for a clear view of the product they are supposed to buy. What is required here is a clean fill with striking product presentation, so it is also a treat for the eye of the shopper. In short: in fully-automatic filling processes, the technical possibilities for appealing decoration options for the different products are more popular than ever.

If you are looking for an attractive product presentation for your sauce toppings, the mobile dosing machine GRUNWALD-SEMIDOS with its special filling nozzles will be the perfect choice. If the product is to be decorated with tuna, prawns, pieces of pepper or herbs (chive), the chamber filler and vibratory filler developed by Grunwald will be the ideal dosing machines to create a sales promoting product presentation during the fully-automatic filling process according to your requirements.

Because every gramme counts

The machine solution of this 2-lane rotary-type filling and packing machine with its different, interchangeable filling stations above all convinces by its enormous output, high process reliability and weight-accurate filling in addition to flexibility and short change-over times. This is particularly astonishing because not all products are the same. Our machine solution guarantees that the final weight is always correct. Our versatile and modern technology makes it possible.

One of the technical possibilities for controlling weight-accurate filling is inline weighing. The unpopular "give-away" is a thing of the past because every gramme counts!

Especially with non-pumpable products, which are subject to high weight fluctuation due to their different drained weights, a guaranteed high process reliability in terms of weight accuracy is of great importance, such as for carrot or ox-muzzle salad. We guarantee a high process reliability and careful filling accurate to a gramme even with these products which are rather difficult to fill. The principle sounds simple: the different product weights are balanced by means of inline weighing and brine filling.

Filling different products with different densities, e.g. salads, on a GRUNWALD rotary-type machine has become a continuous process with constant optimisation of the filling process. All products are automatically measured by means of a volumetric cylinder while they are filled. There is a constant exchange of data between weigher and filling station in order to achieve constant weight accuracy.

The enormous advantage of this process control becomes apparent when a new product is filled and data is not yet available. If one or the other cup is filled underweight at the beginning of the first filling, the system

will detect these cups and automatically discharge them. In the course of the filling process the target weight of the products is optimised and automatically adjusted due to the constant exchange of data. If, for example, the average weight is increased by the weigher the admixture is precisely adjusted.

Due to the automated connection and the constant data exchange of the individual processes the inline weighing guarantees a high level of process reliability. Any producer knows the problem with emptying hoppers and underweight cups which may not be sold. Also in this case we guarantee that underweight cups will be automatically discharged when the hopper is emptied. Thus we make sure that only cups with accurate fill weights are sold.

Closing of the cups

In order to keep your product as appetising as you have created it, the lowest possible residual oxygen (through gas exchange) and sealing of the cups will always be necessary. This especially applies to products with few or no preservatives. For optimum protection and increased hygiene level we like to mount a cutting/sealing station on rotary-type machines in order to close the cups with film from the reel.

Depending on the desired residual oxygen, the (production) speed of a 2-lane rotary-type GRUNWALD filling machine might be reduced from 70 – 90 cups/min. to 35 – 40 cups/min. if the gas is exchanged and the residual oxygen value amounts to less than 1 %. And if you do not want to use sealing film we will supply your filling machine with the technical equipment for handling snap-on lids with tamper evident closure.

With this unique GRUNWALD machine solution, we have created the maximum possible flexibility for the delicatessen

industry in terms of format and production flexibility. Thus the daily production planning can take place in an ideal way and with an infinite number of options.

The compact design of the cup filling machine and with the selection of different mobile dosing machines

- MOBIFILL
(filling of pumpable products)
- FLEXODOS
(filling of non-pumpable products)
- SEMIDOS
(dosing of brine and sauces)
- Chamber filler
(product decoration with tuna, prawns, pieces of pepper etc.)
- Vibratory fillers
(product decoration with products such as herbs, chive etc.)
- chickpea filler
(precise dosing of chickpeas)

we offer a high-performance and flexible machine with a small footprint. These dosing machines can be used as main filling stations, pre-fillers (for cereals, fruit preparations) and also as post fillers.

The complete changeover of the filling machine – e.g. from the filling of pumpable products to non-pumpable products – can be carried out very quickly in 5 – 10 minutes. Also during each filling process a multitude of decoration images can be created. A format changeover can be carried out just as quickly. One person just needs 10 – 15 minutes.

MACHINE DETAILS

GRUNWALD-ROTARY 12.000VG

Dimensions: 3,000 x 2,200 mm

1 – 2 lanes

Up to 5,000 cups/h,
depending on product,
packing materials and fill weight



Mobile GRUNWALD dosing systems are ideally suited for filling both pumpable and non-pumpable products

The photo shows two mobile fillers used as decorating stations on a 4-lane rotary-type cup filling machine GRUNWALD-ROTARY 12.000

CONTACT

If you are interested in this rotary-type filling machine and in receiving further information or if you are looking for a solution for your filling application we look forward to hearing from you. For further information, please contact our sales team at any time:

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info@grunwald-wangen.de

GRUNWALD NEWS

... I'm off then....



Over the course of my life, I was surprised to notice how quickly time passed by. When I started at GRUNWALD as a sales engineer on 1st March 1994, I did not expect to be working there until my retirement. However, when I consider the development GRUNWALD has made during all these years, when I consider the growth of the company, the increase in the number of employees, the enormous building developments and the constant further development of GRUNWALD machines... - you can certainly imagine that it was never boring. Far from it! It was a daily challenge, but also a special honour to be part of these rapid developments.

It has been this pleasant, family-like working atmosphere at GRUNWALD which I appreciated so much all these years, the human and trusting nature of the Müller

family, the owners of the company, the many nice, always helpful and motivated colleagues, who made working, but also private exchanges and celebrating together that pleasant.

But in no small part you, our customers and business partners play an important role in making each and every working day so positive and exciting, so diversified and interesting. The numerous conversations and consultations, meeting all those people from different sectors and countries, getting to know them and also the friendships gained from them – all this has been a great enrichment for my life. In my work, I always had the goal in mind of developing the best solution for your application and for your company in collaboration with you.

That is what I have been passionate about and fighting for every day. And I hope that I succeeded as often as possible in complying with your wishes and meeting your requirements in our numerous projects.

Now more than 27 years have passed by very quickly and a change in my life is pending. I am going to retire at the end of September. I will then be able to spend more time with my family, travel the world and enjoy the beautiful Allgäu during hikes in the mountains or by bike.

With a mixture of happiness and sadness I look forward to these changes and to this new period of life and take this opportunity to say goodbye to all the colleagues of our big GRUNWALD family, to the customers and business partners whom I have had the pleasure of getting to know during this time and who placed their trust in me all these years.

I say "THANK YOU" for the time we spent together and "GOOD-BYE", or as we say in the Allgäu: "PFIAT EICH"!

Martin Rädler



Changes in GRUNWALD sales areas

The sales areas Martin Rädler was responsible for were assigned to his colleagues. Some of them were already handed over a few weeks or months ago. Please find below a list of the respective countries and corresponding contact persons:

	Belgium	Christoph Trunzer
	Germany Postal codes 3, 4, 5 and postal code 9 in Thuringia	Christoph Trunzer
	Germany Postal code 9 in Bavaria	Stefan Sacher
	Luxembourg	Christoph Trunzer
	Central America and The Caribbean	Patrick Wagner
	The Netherlands	Christoph Trunzer
	Portugal	Patrick Wagner
	Slovakia	Stefan Sacher
	Spain	Patrick Wagner
	South America	Patrick Wagner
	Czech Republic	Stefan Sacher

GRUNWALD NEWS

CONTACT PERSONS

Your contact persons look forward to getting to know you. Please feel free to contact us at any time to obtain the best solutions for your projects and for your filling applications.



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Dear Martin

My colleagues and I would like to thank you very much for many great years, for all the decades you spent in our GRUNWALD family. It is indeed unbelievable how quickly the years passed by.

When I started as a Managing Director of GRUNWALD GmbH at the end of 1995, it was a great support for me to have such an experienced sales professional at my side. From the very beginning you took on great responsibility in our company and swiftly familiarised yourself with our technology. Five years before you started to work with GRUNWALD, we gradually converted from a sales agency and second-hand machinery dealer into a manufacturer of new machines. You visited many foreign countries with incredible commitment and popularised GRUNWALD as a manufacturer of new machines. With your charismatic charm you managed to gain the customers' confidence and sell the first reference machines in these countries. Finally we were in a position to constantly increase our market shares and today we can be proud of being the market leader for flexible format cup and bucket filling machines in many of the countries you had been personally responsible for.

As a sales manager and proxy you have played a decisive role in the incredible growth of our company up to today. As a sportsman and team player, you always had an incredible ambition to find the ideal solution in the interest of our customers in order to finally be successful. During our return from sometimes long joint business trips we often used the opportunity of discussing the perfect, flexible and economically most attractive solution for our customers' applications while travelling by car or plane.

Over the years we consistently developed outstanding, customer-oriented prototypes of machines. Many of your ideas were incorporated in new machine concepts which made us pioneers in the cup and bucket filling machine sector in the past decades.

With your foresight you already handed over the responsibility for several sales areas to our colleague Christoph Trunzer years ago. In the past 2.5 years we pursued this plan gradually and meanwhile the responsibility for almost all sales areas were handed over to various colleagues so that a smooth succession is guaranteed. Unfortunately you could only say goodbye to a few customers personally due to the pandemic and you were also not able to introduce your successor in person.

We are convinced that your colleagues will do their utmost to continue providing your customers with perfect customer service and advice. Being aware of the fact that your colleagues will do their best to continue your work in a similar perfect way you can thoroughly look forward to your new period of life.

We thank you very much for your incredible commitment serving our company, for the great time we spent together during corporate and private parties. We are happy that you always felt comfortable in our GRUNWALD family and that many of your business contacts resulted in a personal friendship.

We will miss you very much and of course hope that you will accept our invitations for life to the GRUNWALD-Weißwurstessen (Bavarian veal sausage dinner), the get-together in the GRUNWALD alpine cottage and our annual summer party in the GRUNWALD alpine garden as often as possible. Even though you will soon no longer be an active member of the GRUNWALD family, you with your humour and sociability will always be welcome at all our company parties and sporting activities.

Enjoy your new chapter in life with your children, your wife and your friends, when doing sports, hiking in the mountains or exploring cities and foreign countries in your camper. Have a good time and stay healthy.

We look forward to seeing you again

at our get-togethers at the "GRUNWALD-ALM" in the GRUNWALD alpine cottage & garden,
and your occasional visits so we can say

„THANK YOU“ Martin!!!

25 years' cooperation

Nico Honing: "I feel at home here"



The beginning of our collaboration goes far back into the year 1996. At that time I was working at De Knecht BV and had just begun our relationship with Grunwald GmbH having previously represented another company in the area.

For me it was a feeling of "coming home" after so many years. I remember well the warm welcome by Edwin and his team and I immediately noticed that at Grunwald it was important to always have time for fun and relaxation, for cosy get-togethers and for cooperation with the customers in addition to the work.

In the first step of our cooperation, I was responsible for the technical support of the projects and the existing machines in the

Netherlands at De Knecht. Then the focus was shifted increasingly on the consulting and the sale of machines and finally I was completely and independently responsible for the projects.

Foundation of EMAX

I was doing this job until 2002 and in this year I considered for the first time to become self-employed as a Grunwald representative for the Netherlands. This was an interesting idea, which I quickly put into practice. In 2003 I founded my own company EMAX. This was the start of a great collaboration. Since then we have sold far more than 100 machines in the Netherlands. Filling, dosing and packing machines, rotary-type machines as well as linear machines, cup filling machines and bucket filling machines for delicatessen salads, sauces, milk, yoghurt, butter, syrup and for non-pumpable products. We had good times but unfortunately also bad times - the death of our "Bobi" - Klaus Bobinger - also hit me hard, as he had been there all these years. But it was and is like a family - we got through this situation together.

Here we often say: time flies when you are having fun. This is really true! And time has really passed by quickly. 25 years of cooperation, 25 years of working together and being there for each other.

And even though Grunwald has more than 200 employees - I nearly know all of them, at least by sight. I am sure that everyone in the Grunwald family recognises me when I am in Wangen again, and walking through the rooms and machine halls, as we are all working together and have seen each other and worked together during meetings, the exchange of ideas, sales talks or the installation of machines.

A perfect team: Martin Rädler and Nico Honing



GRUNWALD JUBILEE

Yes, we have been quite busy in the past 25 years but we have also celebrated together and I would like to take this opportunity to thank everyone - for this great time and for the fact that everyone has always been prepared to assist me and that support has been provided when I needed it.

We all have and continue working on a common goal: the satisfaction of our customers. THANK YOU for all of this.

Shaping the future

The collaboration with Martin Rädler was great and it is really a pity that the time together will now come to an end. At the same time I look forward to a closer collaboration with Christoph Trunzer. As is usual in a family, we have known each other for all the years Christoph has been working at Grunwald and have already worked together very successfully at trade fairs and during joint customer visits. I look forward to continuing to work with him to increase the existing sales of more than 100 machines. Together we will provide our customers with advice and support and also those who want to become our customers.

Time flies when you are having fun - I look forward to the time to come.

Joint photo in front of the GRUNWALD alpine cottage:
Christoph Trunzer, Nico Honing, Martin Rädler



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