

Preface

Manter is expanding. You can tell by the ever-increasing turnover, but also by our growing workforce.

A luxury problem, as we call it. The purchasing department has recently welcomed Harm Weitering. We will introduce him properly in this issue of Manter Balance.

In addition to the staff increase, we are, of course, also very busy with new machine development. This is necessary in order to serve our customers as well as possible. For example, we are now in the final stages of a new bag placer.

It is the Presenter. This machine was especially developed for placing standard jute and mesh bags. At the same time, the first series of new Paprika Mix Weighers has been put into operation. And we have expanded our product range with a new, small Fruit Wicket bagger. This packaging machine for the plastic bags of a wicket is extremely careful when handling fruit, whereby virtually no fruit is dropped.

With this newcomer, Manter presents an innovation in the domain of improved product handling. The same applies to existing machines such as the Manter carrot weigher, the 10.000 CA. You can read in this issue how much pleasure Jos Wentink has from this machine.

Herman Wehkamp and Peter Lenferink

Carrot trader Jos Wentink: 'No machinery without a reliable dealer'

A weighing machine must be reliable and accurate. There can be no two ways about this for Jos Wentink in Luttelgeest. His Manter 10.000 CA fulfils its promises completely and utterly. However, a good dealer is also of great value. The one cannot exist without the other, says Wentink. 'When you have people working and machinery operating continuously, then you need a breakdown like a hole in the head.'

Wentink Groenten B.V, of which Jos and his brother Wim are joint directors, processes at least 15,000 tons of carrots every year. They buy them through a commission agent from carrot growers in Flevoland and Groningen. Part of that purchase is realised by means of participation contracts. One part is transported to the branch straight from the field.

Wentink Groenten B.V. has store houses with a storage capacity of 4,600 m³ of boxes to receive the carrots. Storage is not the only activity at the premises of the company, however, the carrots are also washed, gleaned, graded and packaged.

The carrots, big or small are packaged in both mesh and foil bags. To do that, →





→ Wentink Groenten has two Manter packaging machines, an RSB-M for mesh bags and an RSB-P for foil bags. Both machines are fed with carrots through the Manter 10.000 CA carrot weigher. This literary and figuratively is the heart of the processing line at Wentink's. It stands ceremonially in the centre of the processing hall and when the weigher stops working, the entire line stops. This has only happened once in the past six years, says Jos Wentink. And that was due to a defect of the drive motor of the conveyor belt to the packaging machines. Thanks to the immediate help from dealer Oldenhuis & Prinsen in Emmeloord, this defect was remedied in no time.



Jaap van der Sar Manter trader for the Benelux

Manter's most important task is to design solid and reliable packaging and weighing machines. This is immediately followed by good 'sales and after-sales' services. To be able to do this Manter employs expert staff, but there are also people outside the Manter organisation who are excellent promoters of Manter. One of these people is Jaap van der Sar.

Jaap has been involved in Manter's products right from the beginning. He started to work for Manter eleven years ago as the company's first salesman,

a position he held for eight years. He left Manter a few years ago and started work at Audion Electro (Weesp) as their sales manager for Germany. Jaap kept in contact with Manter and, in recent years, he has been instrumental in delivering various Manter machines to new customers. On 1 February 2008, he started Sarco Packaging B.V. and, together with his father Piet, he now works in his new business. Jaap now sells Manter packaging and weighing machines for potatoes, onions and carrots and is the Manter contact in the Benelux.

The object of Sarco is to offer companies tailor-made answers to all the packaging

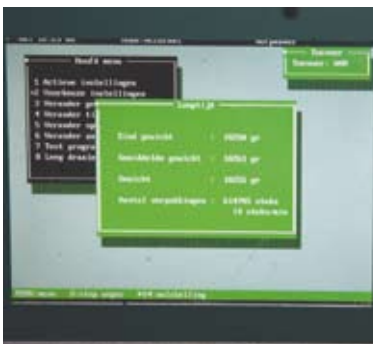
of their products. Father Piet van der Sar is responsible for polyethylene packaging and Jaap now handles the weighing and packaging machines. •





All-in weighing- and packaging solutions

For Wentink the good experience with the service of this company is a particular reason for choosing Manter products. 'The dealer's trademanship gives me confidence in the products they supply', is what the contented entrepreneur tells us. 'And you can see for yourself that I'm not exaggerating. The machine looks perfectly all right even after six years. In the past year, this machine carried out 900,000 weighing operations.' The Manter 10.000 CA has been working for us for six long, problem-free years. And accurately too, Wentink shows us. He points to the screen of the control box, which shows every weighing up to three decimals. 'I have set the apparatus to 10.250 kg and you can see for yourself that the difference between the weighing is only plus or minus 5 grams. And the Manter 10.000 CA has been working that accurately ever since its purchase in 2002.' •



Manter 10.000 CA special weigher for carrots

In its range of products, Manter has two weighing machines that have been especially developed for elongated products such as carrots. We are talking about the Manter 10.000 CA and the Manter 12.000 CA. The letters CA stand for Carrot. In addition to carrots, these weighers can also be used for produce such as root parsley, parsnips and other long-shaped agricultural products.

The weighing principles of the CA weigher models are the same as those of the standard equipment. Some extra well-thought-out techniques in the machine ensure that long-rooted products are weighed with the same accuracy as the round-shaped onion or the potato. When carrots are presented to a standard weigher, the result is always that the product flow is blocked at the inlet of the weighing buckets. To prevent this from happening, the vibrating lanes of the Manter CA weighers have been provided with separation panels. These vibrating lanes also make an up-down-and-back-and-forth movement, as a result of which the carrots are all directed lengthwise towards the weighing buckets. The vibrating lanes are longer than those of the standard models so that the carrots and other root products have sufficient time to be straightened out. Thanks to this ingenious technique, the entrance to the weighing buckets is no longer blocked.

The Manter 10.000 CA is suitable for heavy packages up to 12.5 kg. The Manter 12.000 CA is also suitable for lower weights and this is accompanied by a fast weighing speed. As desired, the two machines can be linked to various packaging units such as machines for mesh bags, polyethylene bags or for filling up trays. Manter has a solution for all these packaging possibilities. •





Harm Weitering is doing his best for shorter delivery

As a result of increasing activities, Manter recently changed the responsibilities within the company. The purchasing department now includes a head of purchasing, a technical purchasing officer and a purchasing assistant. The new technical purchasing officer is Harm Weitering. Together with purchasing assistant Dianne Kootstra, he has taken over the responsibilities from Peter Tempel and Wim Keus, and Peter Lenferink heads this new purchasing management team.



Harm Weitering is the new face in the purchasing team, which is why we would like to introduce him to you. Harm has a solid technical background. He was already interested in the subject at the Dutch junior technical school (LTS), and this continued later during his Electronics and Commercial Business Administration course at the

intermediate technical school (MTS). After completing these studies, Harm started work at Industria Technische Verlichting in Emmen, where he worked for eleven years as a process engineer. During the last years of his career at that company, he did a part-time Technical Business Administration course at higher educational level (HBO). 'I had decided

that it was time to broaden my experience at another company and in a different capacity. I was looking for an average-sized production company, in full swing and dynamic. That's what I found at Manter's. The customer comes first and wants short delivery periods, that's what I go for', is how Harm describes his motivation. •

Manter organises training for mechanics and salesmen

The high-quality weighing and packaging equipment of Manter are distributed all over the world. To keep the know-how and expertise of the people who sell and maintain our machinery up-to-date, Manter has started to organise technical courses.

This is why, a few months ago, a basic training in weighing and packaging techniques was given at the factory in Emmen. This time, the course was intended for suppliers from Agricultural Product Handling (APH) of Joure in the Dutch province of Friesland. APH has

been the general Manter dealer for Eastern Europe and Russia for quite some time now. This trading enterprise has a total of 32 staff working on location. APH recently invited them back to the Netherlands for training. The object of the exercise was to inform them about the latest techniques of the products they sell and maintain in their various countries. But, to be able to train them in the most recent developments in the domain of weighing and packaging techniques, the APH staff were training on the Manter premises. The salesmen and technicians were given a refresher

course on the techniques of the latest novelties. Eight people attended the weighing and packaging techniques course at the Manter factory for four full days. •



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