



Volm Bag Company is the Manter dealer in the USA

One of Manter's biggest sales markets is the United States. The Volm Company has been our importer and dealer right from the start of our company. It sells the Manter machines under the name of VolmPack. Scott Erickson is Volm Company's vice-president and he is also the general manager of VolmPack Equipment. The division's head office is



in Antigo in Wisconsin. Scott has worked in the production industry for over 28 years now. At the beginning in the distribution of potatoes and onions, later as a supplier to farmers and packaging companies. Because of his background, Scott understands the questions and wishes of his customers very well and he can provide them with tailor-made advice.

'The Volm Company has existed for over fifty years,' says Scott. 'It was Gerald Volm who started the business in the fifties, selling vegetables and fruit and machinery spares on the side. In 1954, Gerald discovered the increasing farmer demand for packaging for their potatoes. Gerald tried to fulfil that demand and set

up the Volm Bag Company. His company started off designing and manufacturing potato packaging. This proved to be so successful that the company expanded enormously over the years.'

'The best-sold system with us in the US is the Manter 12.000 with double wicket baggers. This is a packaging machine for single-foil bags from the wicket. Big customers such as Green Giant, Dole Citrus and Sunkist are using Manter/Volm machinery for weighing and packaging mainly potatoes, onions and citrus. Over the years, Volm has become big and is now market leader in the US for the sale of machinery for the vegetable and fruit industry.'

Better and quicker service with new vans

Manter recently purchased two brand-new service vans. They are fully-equipped company vehicles provided with state-of-the-art tools and equipment, with which our field service mechanics Albert Aarts and Matthijs van de Merbel can be of even better service than before. With this investment, Manter shows that they can keep up with service standards and consequently fulfil their customers' wishes.



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Introduction

The year 2009 is well into its second half and so far things are going as expected. Despite the worldwide financial crisis, more than enough is happening in our market segment. A lot of slimming down has taken place in our market segment in recent years, especially as a result of the strong position of the supermarket sector as compared to the packaging industry. This means that there is a relatively large number of well-functioning companies that see possibilities for investments right now. The conditions for them are good. An ambitious entrepreneur won't miss that opportunity and will always try to improve his position in the market. The traditional replacement market is then pushed into the background.

It is not surprising that Manter is taking the opportunity right now to develop supplementary innovative machinery. As a result, new developments that will find their way to the market this year include an Ultrasoon closing head, the Presenter, new versions of the mesh-off-the-roll machine and an extension of the Balers. Manter expects to strengthen its market position further in this way and is even thinking of expanding.

Herman Wehkamp and Peter Lenferink

Creative thinking and quick service are right up my street

Jaap Kodde, the owner of the potato trading company Flevostar in Dronten, has been a Manter customer right from the start. He is particularly taken with their creative thinking and quick service, 'They are right up my street'. So much so, that Manter tests many of their machines at Kodde's before they are sold commercially.



Jaap Kodde has been a Manter customer ever since 1996, the reason being that he expanded his crop farm in 1991 by adding a potato trading division. He chose to do this so that, with the potato trade, he could make a difference in the trade market. To be precise, this difference was the exclusive sale of quality potatoes. As quality is of paramount importance to Kodde, he also went in search of quality machinery. And that's how he

ended up at Manter's. His first purchase was the Manter 10000 weigher. After ten years' of reliable and trouble-free service, this machine was replaced in 2006 by a more modern model, the Manter 12.000 XL. The main reason for this change was its higher capacity. With this fast weigher, Kodde is now even better able to carry out his farm work. Moreover, he widened the scope of his activities a few years ago. Not only does he sell his potatoes in the →



→ Netherlands, he now also takes them over the border. His aim is to be a service provider who can package produce on demand fast and well, hence the need for the fast Manter 12.000 XL. This machine packs bags up to 25 kg in a jiffy. In addition to the 12.000 XL, Kodde also uses a Manter RSB-M. With this fully-automatic bag filler, he is able to supply his quality potatoes very neatly and undamaged.

Manter Baler tested

'I am not an impulse buyer. I need to have a good feeling', is how Kodde describes his way of purchasing machinery. He soon found that good feeling at Manter's. 'The creative thinking and quick service are right up my street.' So good that Manter is now testing most of their machines at Kodde's before selling them commercially. An example of a machine Kodde is currently testing is the Manter Baler. He wants to structure his logistics process so that

one man can carry out all the necessary handling of packaging and bagging by himself. At the moment, Flevostar is testing the automatic processing of 2.5 and 5 kg bags with the use of the Manter Baler. The Manter Baler machine packs 4 bags of 5 kg or 8 bags of 2.5 kg in one large bag. It is especially in the export market that Kodde sees opportunities to help more customers with this machine.

Together with Manter, he is busy further refining this technique. 'I see in all export markets that customers are becoming more demanding where consumption potatoes are concerned. By weighing and packaging perfectly-grown potatoes in an equally perfect way, our customer base is increasing', tells the enthusiastic potato merchant on his farm in Dronten. ●



Flexibility provides more opportunities

At his farm, Kodde is able to supply both brushed and unbrushed crops. This flexibility gives Kodde more opportunities in the export world. 'This is why we can pack 400 to 500 tons of potatoes a week without any problem.'

This flexible quality trade started seventeen years ago with home-grown Bildtstars. In the meantime, the trade has grown into the supply of a wide range of well-known table potato varieties, among which his own variety Willem

van Oranje. The turnover in tons of this Dutch business has increased enormously in recent years. At this moment, Kodde is selling 20,000 tons of consumption potatoes every year. ●





All-in weighing- and packaging solutions

Manter RSB-M, packaging machine for mesh off-the-roll bags: a jack-of-all-trades

The RSB-M, a very popular packaging machine for mesh off-the-roll bags, manufactured and sold by Manter is now available in various models. All the functions of the mesh bag machine have been extensively reviewed by Manter. As a result, two new options have been added to the machine. An option for acceleration and one for an open/closed filler opening.

As a consequence of the continuing development in Manter weighers, the mesh bag machines started to fall behind. As far as speed is concerned, these machines still run at a speed of 14 to 15 bags a minute, taking 25 kg bags. As the speed of palletisers has also gone up, Manter decided that it was time to develop a mesh bag machine with a substantially faster speed. To reach this objective, the machine is linked to a different and faster type of sewing machine and the new drive has been fitted out with a speed adjustment. If necessary, the transport can be supported by simultaneously-operating belts at the sides of the filled bag. New software has resulted in a closely-adjusted process so that the machine operates with optimal effect. Speeds of 20 bags per minute are now possible.

The most drastic change in the Manter RSB-M is that the machine is now equipped with open/closed filler

opening. This new open/closed filler opening became necessary because of the increasing demand for this type of mesh bagging in the American onion market. As a result of the special shape of the packaging material, the fixed filler opening has remained as narrow as possible. Because of these dimensions, the bag must be filled at a slower pace in order not to cause stoppages when bigger products are being handled. Now, by opening the filler opening only

when the new bag is in position, the hole can be made much wider. Manter uses the same technique as it uses in the PE foil machine namely the plastic bending strips. These plastic bending strips are flat during transport, as a result of which they can pass through without any resistance. Only when the bag is in position, will the filler opening open and the bending strips form an almost round filler opening. As a result of this almost round shape, the filler opening is enlarged by more than 20 percent as compared to the filler openings of other models on the market. Bigger products in particular will reach the bag more easily and thus more quickly. This means that continuity and therefore speed are stepped up tremendously. The first series of this model has meanwhile been put into use with great success. •

