

More people, more machines

This is already the 3rd edition of our *Manter Balance*. The end of the year is nearly upon us and we can look back on a good 2006. The economic recovery is also becoming noticeable in our own market segment. For us at Manter, it is important to know that you - our customers - know that your questions are dealt with expertly and efficiently. The packaging of potatoes/vegetables/fruit is a dynamic process these days, with the supermarkets demanding a great many different kinds of packaging. We have the knowledge and expertise to answer all your questions appropriately. Take for example our standard range of machines, which includes state-of-the-art weighing machines, graders, and take our packaging techniques. A fine example from our range is the Clipper M2, this edition includes an article setting out the practical experiences of one user. Thanks to customers like Dirk Holwerda we have seen our sales increase in recent years. This has led to the expansion of our sales staff with Marcel Oldenziel and Monique Ekkel. Felix Carpitella has started to work for us in the German market, and Willem de Jong mainly travels to our other export countries. Meanwhile, it was high time for the recruitment of an extra contact person for our customers in the Netherlands, which is why René Baar came to strengthen our sales team on 1 September. He will introduce himself personally elsewhere in this *ManterBalance*. I wish you a great deal of pleasure with this copy of *ManterBalance*. If you have questions, please, do not hesitate to contact us. You know now that we have a fine team of experts ready to help resolve any problems you might encounter.

Herman Wehkamp and Peter Lenferink

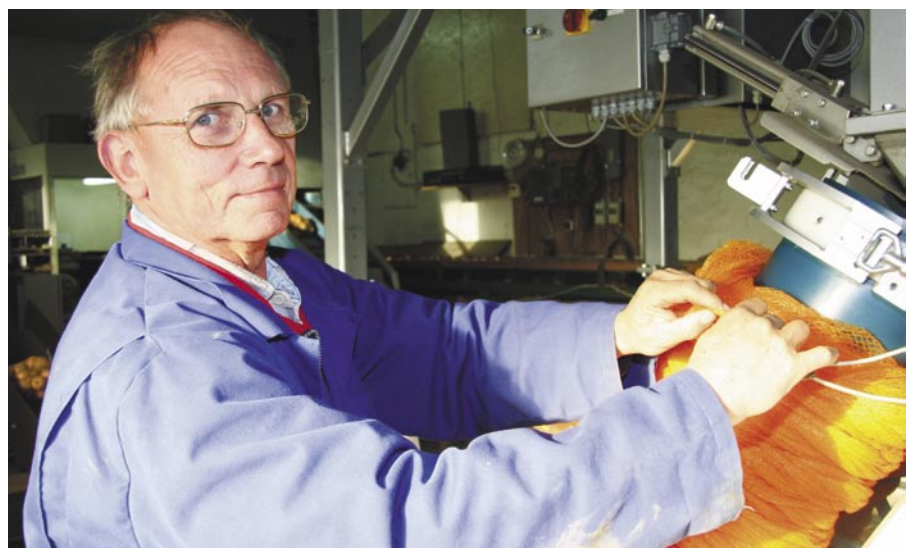
Clipper works neatly and Manter provides quick service

Dirk Holwerda and his son Sake from the Frisian village of Minnertsgea have packaged onions in 1 or 2 kg net bags for many, many years. They purchase their onions from the grading companies, and deliver the packed onions at Dutch super markets in their own lorries. Father and son Holwerda want solid and sound machines for their continuous packaging schedule.

De Manter Clipper M2 is a good example, in their view. "This machine closes the net bags neatly and tightly," says Holwerda senior. "Our experience with the Clipper is that it does its job virtually without any problem. If something goes wrong, which hardly ever happens, the problem is solved in no time. Manter has a good and fast service department. We can't say that of every company we work with."

Parts that can be replaced quick and easy

What we also like very much is that the Clipper is built with easily replaceable standard parts. If you only need to replace a small part such as an air cylinder, you don't have to wait endlessly for a special factory design, but you can go and fetch it from the nearest parts supplier. →





→ **Simple operation**

Another big advantage is that the Clipper M2 is easy to operate. The Clipper is operated with a modern

control box. You do have to go through the entire menu to get the machine correctly set, but then it's done. You can replenish your supply of net bags in no time. It is a matter of unclicking the supply case, placing the net hose over it, and clicking it shut again.

High capacity

The Holwerda's are also pleased with the Clipper's capacity. We have had the machine for about six months now and, if necessary, the Clipper manages 40 to 45 bags, from 7 a.m. until 4 p.m. On an annual basis, we can package up to 5,000 tonnes of onions. •



Successful potato show in America

Manter was also represented at the field day of the World Potato Congress in Boise, Idaho, where they met many potato experts from all over the world asking for information about the latest developments. They particularly asked about the Manter Baler, the packaging machine that packs multiple small potato packages into one outer pack.

Jaap Kodde, owner of a packaging company in Dronten (NL), was also there. Together with Herman Wehkamp and export manager Willem de Jong, these men visited various small packaging stands. Kodde noticed that the Russet Burbank variety still dominated the Idaho market. Jaap Kodde is convinced that the companies that work with Manter equipment deliver a far better product than any of the other companies. •





All-in weighing- and packaging solutions

Manter 12000 SF weighs products with a gentle touch

Manter has a special weigher in its product range that is suitable for weighing soft and delicate products such as vegetables like tomatoes or fruits like apples and kiwis, etc. This is the Manter 12000 SF (Soft Fill).

To avoid any form of damage, drop heights have been eliminated in this machine. The speed used to transport the products through the machine is never too high. At the beginning of the scales, the feeder belts have corrugated profiles, which divide the products evenly over the entire width of the machine. At the start of the feeder belt, the product rolls into a soft, rotating brush, which transports the product on to the weighing machine. The softly vibrating batch feeders and a rotating brush over the product then place it in front of the 12 vibrating channels. These vibrating channels are provided with spools that can slightly swing out, the speed of which can be adjusted.



Weighing machine chooses the best combination

The scales weigh the products that are in the weighing bins and pass their weight on to the central computer. The computer will calculate the best combination from the available bins to suit the previously set standards. If no suitable combination is possible,

the machine will take measures to reach a correct weight. The specially formed scales open by turning the bottom down and the top upwards. The bottom will take the same position as the slide of the transport system. This way the product is placed on the transport system without any damage. •

In Memoriam Michael Hunter

Michael Hunter, the man we portrayed in *Manter Balance* last edition, died on 10 September 2006, after a period of illness.

We knew him as a very enthusiastic and more especially as a proud American businessman, which is also how we described him in last month's portrait. We will miss him as a friend and as a reliable business partner. We wish

his family and friends in the United States the courage and strength to bear their loss. •

**Herman Wehkamp and
Peter Lenferink**





Gert Meijerink, expert on service and assembly



Service is of paramount importance at Manter. We therefore employ staff with the proper training and skills. Gert Meijerink, one of our colleagues, is an example.

Gert has worked for Manter right from the beginning, which is over 10 years now. He is responsible for assembling our machines and he carries out the final tests before they are despatched to the customer. He is also responsible for the servicing of the machines, and he is the contact person for customers at home and abroad. Every now and again, he has

to travel to distant countries, Azerbaijan and South Korea, for example. Thanks to the experience he has acquired there, Gert is able to recognise and solve problems very quickly. As a result, Gert has become the walking encyclopedia and advisor of the pre-assembly department. In short, for quick service and expert advice, Manter is your man! •

René Baar, the new field rep/sales manager

René Baar is the new face at Manter's. He recently came to boost our sales team as field rep for the sale of all our machinery. He has known all about growing potatoes/vegetables/fruit since he was a child, because he grew up in a typical Dutch market gardener's family. Because he has always been interested in 'how things worked', he chose a technical course after his secondary school education, specialising in electrical engineering. When he finished that course, he went to the Institute of Technology, to continue his studies in electrical engineering.



"The most interesting part of electrical engineering wasn't taught here, unfortunately. That's why I also studied Measurement and Control Engineering, and Process Technology. I obtained a Master of Science degree in Control

Systems Engineering. After my studies, I worked for various multinationals and not so long ago I changed over to Manter. What I like in this company is that it brings potatoes/vegetables/fruit and technology together in one company." •



Manter International BV
P. O. Box 2124
NL-7801 CC Emmen,
The Netherlands

Office
Phileas Foggstraat 66,
NL-7825 AL Emmen,
The Netherlands

Phone (+31) (0)591 62 63 00
Fax (+31) (0)591 62 92 23
email sales@manter.com
www.manter.com