

Manter Balance

Newsletter

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Foreword

This is already the sixth edition of *Manter Balance*. As usual this edition is full of news about new products and developments. And that makes us more than a little proud. For example, we introduce you to the new Manter 10.000i weigher, we speak with a satisfied user of the renewed Manter MBP and an enthusiastic dealer.

Manter has been marketing its machinery abroad for years now. Through an extensive network of dealers, our equipment is being delivered and installed all over the world. Moreover, this network is also responsible for the local servicing of Manter's machinery.

Last year was a really turbulent year, in which sales surpassed all expectations. One of our latest machines sold particularly well in America. Meanwhile, we are busy developing more new machinery, which will be launched soon.

We hope we can stabilise our sales in the coming year, making it possible to serve you, our customer, even better. The fact that we are prepared to invest heavily in this is something our software developer, Hilbert Elsinga, will confirm in this newsletter.

We wish you, also on behalf of all our staff, a Merry Christmas and a Happy 2008.

Herman Wehkamp & Peter Lenferink

"Manter really listens to us, and gives us good advice."

The one thing that is important to onion grader Van Meir in Steenberg is to continue to keep the customer happy, says manager Jan Zweemer. To do that, you need business relations who can look forward a bit. An example of such a business relation is Manter; "They always listen to us and they give us good advice."

With a happy smile on his face, managing director Leon van Meir tells us that he has bought an MBP bag placing machine. One of the reasons he bought the machine from Manter is the price-value ratio of the MBP. "This machine costs approximately half the price of those from the competition", he explains.

Jan van Meel, Manter's technical expert adds that the machine has a high capacity. "It sews a maximum of about 750 bags an hour as opposed to 450 bags by hand. The machine does almost twice as much as two people", explains Van Meel. We still need one person though, to watch the machine and to top up →





the bag supply. Another big plus is the ingenious turning system in hanging the bags. This means that a person can fill two pins, without stopping the machine. In addition, the SAB sews very nicely, so that the palleting machine produces better and stronger pallets. This is quite a quality improvement, Van Meel reckons. One of the very strong points of the MBP is its compact structure. The machine is no bigger than two by two metres. "This is why our existing packaging line could be integrated without any problem", says a contented Van Meel.

Manter's bag placing machine is doing very well so far, says Van Meel.

The machine became operational at the beginning of August 2007. After a few start-up problems – you have that with every new machine – it now works to everybody's satisfaction. In Van Meel's experience Manter is always prepared to look for solutions together with the customer. "We like to experiment with the machines we have here, and we are always listened to by Manter and we see the changes we have proposed actually being implemented." As an example of a start-up problem he mentions the flabby rubber of the suction cups. "The material they were made of was far too soft, and as a result they tore too easily. In consultation with the

Manter technical staff, we chose a different type of rubber. And the problem has now gone." It is part of the Van Meir's philosophy to think along with the development of new machinery. "This means that we are learning ourselves, which in turn improves our own operational management." This view has its effects on the customer according to Van Meel. "With the good work of our people and our machines, we can keep the customer happy in the long term." •



Company details

Van Meir has more fingers in the agricultural pie. In addition to grading and trading onions, the company also grades and trades seed potatoes. The company also has a 200 hectare arable farm, on which Van Meir grows onions, potatoes and cereals, among other things. Furthermore, the company also buys onions from the market. The major part, however, comes from pool contracts with a large group of growers spread all over the country, which has proved very successful. Last season the company headed the national onion pool price test.



All-in weighing- and packaging solutions

Manter 10000i: a speedy lightweight weigher

Manter has added a stainless steel weigher to its programme, one that is especially designed for lightweight products. The Manter 10000i is based on its predecessors in the Manter programme such as the standard Manter 10000. The letter "i" after the type specifier means that this Manter weigher is suitable for industrial purposes. For Manter, industrial means the small packaging industry.

The Manter 10000i is a versatile machine with a wide range of applications. The lightweight products this machine can handle include not only vegetables such as shallots and baby potatoes, but also fresh fruit such as strawberries and raspberries. In addition, this Manter 10000i is extremely suitable for weighing deep frozen products such as potato slices, chips, fish nuggets and chicken wings.

The Manter weigher is exceptionally accurate and has an enormous capacity. The product is transported to the batch feeders along vibrating lanes. These batch feeders take the product to the weighing buckets. Subsequently, the weighing buckets accurately deter-

mine the weight of the product. The batch feeders also function as an extra buffer, guaranteeing the high speed of the Manter 10000i. The weighing buckets can release their products into various transport systems such as a left/right /central conveyor belts or a funnel.

Manter recently sold four Manter 10000i weighers for weighing fresh fruit salads. Each of the weighers weighs one type



of fruit: diced apple, grape, melon and orange. The weighed amounts of fruit come together in a tray, ingeniously producing a fresh fruit salad. •



Manter
weighing & packaging equipment



Kevin Woods Machinery, Manter dealer in Ireland

Kevin Woods machinery located in Balbriggan, just a few kilometres North of Dublin is Manter dealer in Ireland. Together with his son Kevin they are

doing the sales and also the service for the Manter equipment. Kevin has a lot of experience in the Agricultural business. Started his career in selling trac-

tors and other agricultural machines. Nine years ago Kevin started a company of his own and became dealer for Manter. In these years he has sold more than 20 machines for Manter. Kevin is also dealer for Tong Peal equipment so he can deliver a complete range of machines for cleaning, grading, weighing and packing vegetables like potatoes, onions and carrots. •



Hilbert Elsinga designs and tests Manter Software

The Manter development division is the brain of our company. It is here that new ideas are conceived and it is here that they come in, from customers who think along with us, for example. Since January 2006, Hilbert Elsinga has been thinking along with Manter's development division as software engineer for the packaging industry. In addition to developing software, Hilbert also helps develop hardware, support panel builders and machine builders, test machines and, if necessary, deliver machinery to the customer.

As every customer has his own wishes, it is often necessary to go out there and see what the best solution is for a particular customer. This means that Hilbert

is often en route to our customers at home and abroad. It is important for Hilbert that a customer is happy with the product that is delivered to him. "I want to back the customer's choice and I also want to explain to him my reasons for making the software as I have, so that we can find to a practical solution



together. That's why I think it important to talk to the customer a lot during the designing and testing stages. This is how we are able to solve any problems and respond to wishes as soon as possible. For me personally, this means that a working day is hardly ever eight to five, because many customers work outside office hours to get their work finished." A great deal is going on within Manter at this moment as far as the development of software is concerned, because customers are increasing their automation. Hilbert is pleased to be able to use his knowledge and experience to contribute to the development and results of this process in the coming years. •



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