

## Forward with new developments

We are happy to present the first edition of Manter Balance for the year 2009. We are able to look back on a busy and successful year, in which we have been largely occupied with many new developments.

One of the latest developments was the Manter Presenter, a piece of machinery that fully-automatically attaches any standard jute bag to the filling hole of a packaging machine. In the last Manter Balance, we extensively described how this fantastic machine operates. The machine has reached the final stages of its development. We are currently working on the latest updates so the Manter Presenter will be on the market soon.

In addition, in 2008 we placed the Manter 16000 mix weigher on the market. This is a 16-head weigher for preparing a combination of products. The weigher is extremely suitable for 3 colours of peppers (traffic-light packaging). The greatest advantage of this machine – compared to machines from the competition – is that the application has sixteen scales, and drops the product in the middle. This makes the 16000 mix weigher extremely accurate, which is also combined with a very high speed. The current Manter Balance also includes an extensive report of this weigher, which has been installed very successfully at the premises of one of our clients.

As you have come to expect from us, many more new Manter developments will follow this year. Again Manter wants to secure and broaden its top position as a weighing and packaging machine specialist for the potato/vegetable/fruit sector. Even in the face of the current world-wide economic crisis, we have full confidence in the year 2009.

*Herman Wehkamp & Peter Lenferink*

## Déluap weighs peppers quickly, accurately and with less manual labour now

**Déluap packages a wide range of fruit and vegetables daily for companies and exporters trading in potatoes, vegetables and fruit. The company name is an anagram of the first names of the owners Ed Guttenberg and Paul den Ouden. A great deal has changed since 1981, the year in which they started the company together in Poeldijk (near The Hague). While the work was done almost completely manually that first year, today they have around 20 packaging lines doing most of the work. 'Machines like the Manter 16000 mix weigher also contribute to the automation processes', says Paul den Ouden. 'For us as a service-providing company, automation is essential if we want to remain in the black.' That's why Déluap is rather keen to make its machines even better, together with the supplier. This has definitely been a success with the Manter 16000 mix weigher.**

'The margins that we can make in our business are very small', Den Ouden explains at the latest Déluap acquisition: the Manter 16000 mix

weigher. 'With this machine, we can almost automatically provide 55 packages per minute of the well-known traffic-light packaging with a flow pack. →





→ As a result of automation, they can make considerable savings on labour costs, is Den Ouden's experience. 'Moreover, we can achieve a high capacity, because the machine always packs the exact weight. When we were still packing peppers manually, their weight was not correct in at least two out of ten times. That gave us a great deal of extra work and cost us a lot in extra wages and material costs.' In addition to its exact weighing, Den Ouden's experience is that the Manter weigher hardly damages the peppers at all. 'The main reason being that there are hardly any drop heights in the machine itself. Another reason is that the round vibrating lanes channel the peppers forward quickly and without damaging them, and the valves are padded. The careful process already starts with the measured emptying of the boxes of peppers. They are first dropped onto an even conveyor belt. This makes sure that



they are not ground into a pulp under the feeding belt conveyor. Subsequently, the peppers are transported into the machine, after which they are neatly divided over the 16 vibrating lanes. These lanes transport the peppers carefully towards the 16 supply buckets, which are divided into 2 groups of 5 and 1 group of 6 trays.

Because of their stiff skins, peppers do not glide very easily over the galvanised steel. That's why it needs a little while to vibrate the peppers into the supply bucket. The weigher can only determine the exact weight if the weighing bucket is 100% vibration-free. In order to vibrate the peppers first into the supply bucket, the vibrating capacity does not need to be very high, whilst there is enough time to weigh the product accurately once it is in the weighing bucket. Directly below the 16 supply buckets are the 16

weighing buckets allowing each pepper to be weighed with accuracy.

The pepper happens to be a vegetable that damages easily and, as the consumer buys very much with his or her eyes, bruising is not acceptable. The state-of-the art HACCP-proof housing and the series of certificates (ISO-BRC-IFS-Skal) that Déluap has had for years are silent witnesses of the philosophy and the care for quality with which Déluap surrounds the produce of their customers. The Manter weighing machine transports and weighs the peppers with the utmost care as a result of which customers such as Déluap are even better able to operate their market. With these advanced Hi-tech Manter 16000 weigher, Déluap underlines once more their meaningful slogan: *Déluap West, Quality Packers For The Best.* •





## All-in weighing- and packaging solutions

# Manter RSB-M Baler in the starting blocks

**Small bags inside one big bag. This type of packaging has already become widely accepted in America, but for a few years now, Manter has also been receiving enquiries in Europe in this direction. It is for this reason that the new 'European' Manter RSB-M Baler has been put forward.**

There are various ways to sell pre-packed potato/vegetable/fruit packs for the consumer in the supermarket. You can transport packs or bags in crates to their final destination, for example. This type of packaging is practicable and affordable when transported over short distances, but over long distances, packaging materials such as crates remain an expensive problem. Affordable economy-size packaging for distant destinations is the large paper bag. This form of packaging has been used for many years now by the packaging industry in the USA. It is now also becoming popular as a means of transportation in Europe. Large bags like crates are filled with consumer products. At their final destination, such as the supermarket, they are opened by the grocery clerks. The packaged products are taken from the large bag and put onto the shelves, whilst the paper bag ends as waste paper. This means that there is no longer any return freight.

Manter has a Baler for large paper bags in its programme for years. It is especially in demand for the large paper bag on the

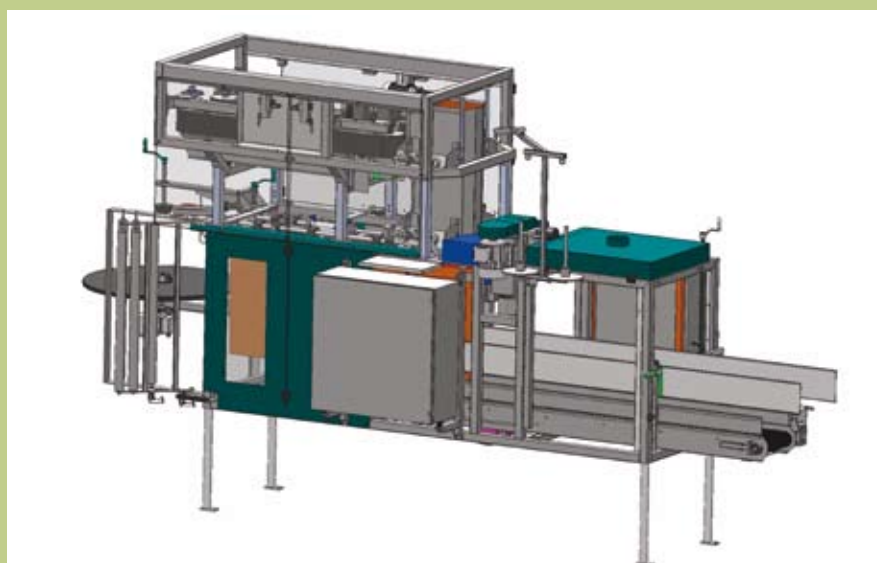
popular American market. Meanwhile, Manter has gained a great deal of experience with this machine. As Europe also seems to be ready now for the large paper bag machine, it is time for a Baler that is geared to this market.

The experience Manter gained with the 'American' Baler is now being used for a new type of Baler.

The 'European' baler uses packaging in net bags on a roll. Technically, this needed the development of a new net-off-the-roll machine. For the Baler functionalities,

Manter can use the experience gained with the American type as the functionality is, broadly speaking, the same as with that type of machine. The bags can be counted and collected individually, while a new bag is being set ready. All adjustable functions can be operated with a touch-screen. It is possible to link the Baler both with the previous packaging machine and with the palletising unit afterwards. If a check weigher is included in the line, the entire process can be automated, which makes a following step in the entire automation process possible.

Manter has already sold the first production series of the Manter RSB-M Baler. Delivery will take place in the first quarter of 2009. •





## Manter is proud of Kwiklok Award

**Manter is proud to announce that they have been awarded with the Distributor Appreciation Award of the American company Kwiklok. Managing Director Herman Wehkamp recently had the honour of accepting the 'European Distributor of the Year' award from the hands of Kwiklok Manager Anton van Oirschot (on picture to the right).**

Kwiklok is a producer of closures and accompanying bag closing equipment and sells its products all over the world. For years, Manter has been the dealer for these products in Europe and ran the sales and service as well as the maintenance of the Kwiklok machines. Kwiklok is best known as the manufacturer of plastic bag closures

into the bakery industry. These closures are also applied to a few Manter packaging machines. Examples are the Manter Wicketbagger and the Manter RSB-P foil machines.

The Kwiklok machine allows foil bags to be automatically closed. Another advantage of the Kwiklok closure is that



the bag can be re-closed after opening. Yet again, Manter is delighted to have been presented with the 'European Distributor of the Year' award. This distinction is a staunch support for us. It underlines Manter's tradesmanship and we hope that we can be of service to you in the coming years. •

## Manter SAB is extremely suitable for good packaging



The world of packaging is currently showing an increasing demand for loose bags. This more expensive packaging is generally considered as more attractive, and there are increasingly more buyers who wish to adopt a distinct identity with this packaging. Manter has an excellent machine in its programme for this purpose: the Manter SAB.

With the Manter SAB (semi-automatic bagger), bags are hung under the filling hole with the help of an automatic bag hanger. Examples are jute bags, leno bags with or without labels, and paper bags. The machine takes over after one of these bags has been placed under the filler opening of the SAB. At that moment, a signal is sent to the weigher, which, in turn, fills the bag with the exact weight. The filled bag is then passed on and closed by a sewing machine. If necessary, an inspection label or a product certificate can be sewn onto the bag.

There are 2 types of Manter machines which are able to automatically hang single hessian or mesh bags. The Manter MBP-I can hang bags provided with plastic strips and suspension holes. The plastic strip is necessary for the vacuum system that can pick up the bags one by one. This type of bag, however, is not always appropriate or desired by the customer. If this is the case, the Manter Presenter can be used, which works with bags that do not need this plastic strip. If you are interested in one of these machines, please contact one of the staff of our sales department. •



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