

Building what the market requires

We have good news to report to you, our reader. It is already the fifth year that we are publishing the Manter Balance. With the help of this newsletter we like to keep you updated on the latest developments at Manter. Judging by the responses from our clients this is very much appreciated.

What stands out while leafing through the previous editions is the diversity of machines that we have developed over the years. Manter does not just build a new machine. We only do this when there is a demand from our combined market.

The continuous arrival of new machines therefore indicates that it is a market that is constantly moving, looking for novelties and innovation. Innovation that has caused Manter to not only be known in the world of potatoes, onions and carrots but also in the broader vegetable sector.

The next challenge is the fruit sector. With that we are on the eve of a new generation of machines. Together with well-known partners, Manter will also work this market with verve. As a result of this, Manter will be known in all the potato, vegetable and fruit segments in a few years. In this edition we therefore pay attention to the special vegetable mix weighing system. This machine allows entrepreneurs in the vegetable sector to take a big step in automation.

Herman Wehkamp and Peter Lenferink

Fresh produce: Manter machines are true friends.

Since its very founding, Manter has been active in the land of unlimited possibilities: the United States. This also applies to the Golden State, California. In Los Angeles (LA) the company Fresh Produce, with 150 staff members, packs onions, potatoes, vegetables and fruit, six days per week, 52 weeks per year. They feel the Manter machines operate so reliably that they - like real friends - have even been given names.



In one of the buildings at Fresh Produce Rhonda is working. Rhonda is a Manter 16,000. 'She' carefully packs perfect California onions in 1-kilo net bags. Fresh Produce distributes these onions and other products mainly in the vicinity of Los Angeles. There are plenty of clients, because there are at least 30 million people living here. 75 percent of the turnover goes to this enormous sales area. The remaining 25 percent goes to approxi-

mately half of the states in America. Major clients are American supermarket chains such as Safeway, Walmart, Super Value and Kroger.

Ideal combination

More than 10 years ago Fresh Produce only traded potatoes and onions. Now, potatoes constitute half of the turnover and the selection has been expanded with citrus fruits, asparagus and a wide range of →



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Hispanic food products. This in order to supply the many Mexicans who live in LA with the fruit and vegetables they desire. One of the products is the tomatillo, or Mexican green tomato, which is difficult to pack. To package this, Volm, the Manter dealer and market leader in the market of weighing and packaging machines in North America, supplied a special weighing and packaging machine this year. This machine can package the fruits without any problems. Technical manager Gary Askenaizer explains that the machine is operating very satisfactorily. "We can now package more with less people. Besides the tomatillos we can also weigh and package citrus fruits on this machine. In short, an ideal combination."

Fast and accurate

Jim Leimkuhler is manager and co-owner of Fresh Produce. He emphasises that working with the Manter machines is very pleasant. "The machines work fast and accurate. This immediately brings



in money for us, because we give away less excess weight. Additionally, the company lives up to its promises. And, also very important, the service is perfect," the manager-owner sums up. In order to express his feeling concerning the Dutch supplier, Leimkuhler compares Manter to the car brand Volvo. "It is a classic company that supplies very reliable products

that continue to operate reliably for a very long time", he says with a satisfied smile on his face.

Solid foundation

To Leimkuhler the American market is a challenge every day that he's active. He maintains his position in the market by anticipating on the questions from his clients. An important group are supermarkets where his company supplies products for the own brand. "A supermarket does not let anyone package products under their own brand. If you do well, another packer realistically cannot take over because you continue to develop towards your client. As a result you cannot distribute your products at too high a price, but certainly not too cheaply either", is the experience of the packer. The Manter machines form a solid foundation for Fresh Produce to be able to continuously supply these markets with properly packaged food. •



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All-in weighing- and packaging solutions

Manter SAB is a true all-rounder

No other packing machine is as versatile to use as the Manter SAB. This semi-automatic bagger can fill individual bags of all sizes and materials. It is even possible to shake bags for products that are difficult to package compactly.

The Manter SAB's packaging work starts at the filling side of the machine. This is where bags of different sizes and materials, jute, net, paper and foil, can be hung on the entry line manually as well as automatically. Manter also has an ideal machine in the supply programme for hanging bags automatically. This is the Manter MBP, an automatic bag hanger with a very large capacity. As soon as a bag is hung on the Manter SAB, the machine opens the bag under the filling opening. Next, a signal is immediately given to the weigher to start the unloading belt. Two grip arms slide over the filling opening during the filling of the bag. After filling, these grip arms escort the bag to the sewing machine that is mounted on the SAB. This closes the bag smoothly and quickly. The sewing machine is an industrial machine and as a result is strong, reliable, low-maintenance and easily accessible. The latter is handy when changing the thread or repairing a breakage.

Shake option

Because the SAB can handle many different kinds of bags, it can be used for a range of products. Each product has specific packaging requirements and the Manter SAB can be adjusted to it. In order to make this possible, this semi-automatic has a suitable option for every application. For instance,

there is a special filling opening with a bag-shaker available. This shaker hoists the bag at intervals during the filling. The number of shakes can be set per filling. Thanks to this option, products that are hard to package, such as for example French beans, can still be packaged with as little air in between as possible and therefore as efficiently as possible.

Special paper head

Another special option is the automatic paper head. This can automatically fill paper bags that are supplied with holes on the side of the filling opening. To this end the bags can be hung on pins on the side of the SAB. A vacuum system ensures the bags arrive under the filling opening one by one. It is also possible to mount a labelling machine at the end of the system in order to automatically sew labels into the opening of the bag.

Easy to combine

The versatility of the Manter SAB is also

expressed in the combinations that can be made with the semi-automatic. For instance, it can easily be linked to the Manter MBP automatic bag hanger when dealing with bags with holes and a plastic strip. Another combination is possible with the Manter Presenter, which can automatically hang separate net and jute bags. Furthermore, the Manter SAB fits in many packaging lines and that makes the machine incomparably attractive to any professional packing company. •





Manter mix weigher for winter fare

In some countries combined packages including a mix of mostly different winter vegetables such as carrots and onions will be introduced to the market. To this end Manter has developed a special mix weigher that can fill packaging according to the user's requirements. An example of mixes in the Dutch packaging industry is the combination of

sliced carrots and onions. This combination is different to those in other countries. There they mostly combine unprocessed products. As a result, it is harder to get the products with different shapes neatly and efficiently in one package. For this reason this is usually done manually. Manter has now succeeded in making a combination of weighers

that can do this. The system is completely composed of stainless steel and consists of two machines placed across from each other.

User decides

In the system, one weigher is divided into three compartments in which up to three different products can be deposited. This is the way companies in the UK pack combinations such as onions, parsley root and swedes. They then complete the package with carrots, for example, that come from the second weigher. The user can decide whether the weight of the section is important or the desired number. Ultimately the goal is to end up with a packaging with a certain final weight. It is the job of the weigher combination to execute this as precisely as possible. Given the fact that these are often seasonal packages, the weighers, just like normal combination weighers, can work independently of each other. •



Manter production staff: an indispensable pillar

The Manter production staff dedicate themselves 100% every day to supplying Manter's clients with properly assembled machines and parts. Quality and durability are the most important principles here. These people are experienced specialists in the field, many of whom have been working at Manter for years. During busy times the workforce is reinforced with temporary staff. The company offers extra training where necessary. This increases production efficiency and utilisation. Over the years, specialists in the construction of scales,



but also specialists for the packers, have been created among the assemblers. As a result, a complete team is always ready,

which guarantees all quality supplied by Manter. They are all an indispensable pillar of the company. •



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