





## Customers are welcome to look over our shoulders

**Not only does Manter manufacture state-of-the-art packaging techniques, but we also develop them. The head of the drawing department is Jan Dost.**

AutoCad with 3D is a wonderful technique, thinks Dost. "You can make machinery and their component parts look real from all angles. This is not only handy for ourselves, but also for the customers. They simply look over our shoulders and this makes it easier to discuss any necessary adjustments or



changes." Except for the fact that he is in charge of supervising new inventions, Dost is also responsible for customer service. You need to be there if a customer starts to use a new machine, and also when something goes wrong.

Customers don't always require complete new machinery, sometimes they just need partial solutions. This can range from the replacement of a set of light bearings with a heavier type to the development of a complete new part. The MBP is really a classic example of that. The customer wanted an automatic hanging up technique to replace the manual hanging up of bags on a bag sewing machine. In the end, we developed a separate piece of machinery for that, but it could easily have been just a standard part of the SAB semi-automatic machine. •

## American Michael Hunter proud of European top-quality product

Michael Hunter, co-owner of the Volm Bag Company, is a proud American businessman. He thinks it great that he can sell his American packaging material such as netting and plastic bags together with a European top-quality product. That's what he radiates during the Open Days in Emmen. As importer of the entire Manter machinery line for the United States and Canada he was guest at the event. Hunter was also celebrating because its business relationship with Manter dates back to the very beginning. As Hunter was saying, a great deal has

changed in the past 10 years as far as packaging is concerned. "Like in Europe, the large 10 kilo bags for products such as potatoes and onions have been traded in for the much smaller 2.5 kilo bags. That change also had consequences for the machinery of the packaging companies," says Hunter. "Packing in smaller bags requires more actions and consequently more complicated techniques. This is certainly so because the increase in the number of bags to be packed must not affect the capacity. What we now need in the US is rapid and accurate weighing and packaging machinery, and that's just what Manter produces. A fine example is the new Manter Baler that has been developed in close consultation between our



companies. For years it was the tradition in the US and Canada to sell potatoes loose in large paper bags. Now we are bringing the familiar big brown bag back into the supermarket by packing the smaller 2.5 kg bags in them. The baler was developed for that very purpose. An additional benefit of selling in the big bag is that the supermarket no longer needs shelves for potatoes. For each big bag is a shelf in itself." •



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## The leader in all-in packaging solutions

The Manter Open Days at the beginning of June gave rise to a great many positive reactions. By coming to our Open Days, many visitors from this country and abroad showed that they regard Manter as a good partner: one who thinks along with them about their operational processes. Helping the customer think about his future enterprise will also be of great importance in the future. It is fundamentally important for us to continue to come up with all-in solutions.

As a consequence, Manter is a market leader in solving weighing and packaging problems. However, the transport of the products before and after weighing and packaging is equally important. The potatoes, onions, carrots, Brussels sprouts, apples and citrus fruit that are packaged at the end of the chain must be of high quality. During talks with customers, we have noticed that this is a subject that is increasingly raised. 'How can we improve the overall quality, and still lower our costs?'

High capacity computerised weighing and packaging machines and the fully automated packaging of plastic crates, we can make them all! But what must finally be sold are the potatoes, the vegetables and the fruit. Unfortunately, those end products sometimes leave a lot to be desired. Hence the fact that Manter is developing a one hundred percent quality product via fully automated weighing / packaging lines. Our competitors often fail to clearly define the grey areas before and after weighing. Manter, however, recognizes this as a well-known problem for which a proper solution can be formulated.

*Herman Wehkamp and Peter Lenferink*

## Successful Open Days to mark Manter's 10th anniversary

**Manter has been manufacturing the most reliable and innovative weighing and packaging machinery in the world for 10 years now. To commemorate this memorable fact, we organised two successful Open Days at the start of June, when we were able to meet many customers and business relations. What follows is a brief illustrated impression.**

News of the introduction of the Manter MBP that was introduced this spring spread very fast. This was amply evident from the substantial interest in the automatic bag hanging device during the Open Days. The replacement of the manual hanging up of heavy bags onto sewing machines clearly appeals to the packers of onions and potatoes. Joop van Heerde, the owner of the first Manter MBP, is therefore continuously talking



in the Netherlands and is assessing the interest. To make mesh bags suitable for the MBP, the opening needs to be strengthened and once the automated hanging up of the mesh bags takes off, Van der Windt will certainly follow suit, says Van Berghenhouwen.

Although the Manter Baler was initially developed for the American market, the idea of small bags in a bigger one appealed to the visitors. Supermarkets →



to people to explain the process. And it is not only packers who are showing an interest, but also the suppliers of packaging material.

Theo van Berghenhouwen of Van der Windt packaging in Honselersdijk has taken a close look at the machine. He sells many mesh bags to onion packers





→ in the USA are seeing a greater demand for smaller bags of potatoes. The problem, however, is that the potato in a plastic bag is less recognisable. The big paper bag has been inextricably bound up with potatoes for years and years. But recognition can be aided by packing the smaller plastic bags into the familiar big paper brother. The development of the Manter Baler is evidence that Manter is able to convert marketing ideas into matching techniques in an innovative way.

The fact that Manter also has an eye for the future is shown by the pre-introduction of the Manter Hypervision. This ultramodern grading machine is fitted with two infrared cameras. A rather ingenious transport system guarantees



that the product is inspected from all angles. The Hypervision has been developed in the United States and Manter is the importer for Europe. At the moment we are still busy developing equipment to integrate the grading unit into our existing packaging lines. The Hypervision can grade all kinds of products such

as potatoes, onions, strawberries and even watermelons. One of the first machines is being used in Spain to grade cherries, and a few interested people came to Holland to admire the machine here.

Manter does not hesitate to collaborate with other companies in the sector that might complement the product range. One example is the synergy with Abar Automation, manufacturer and developer of robot packaging systems in plastic crates and cardboard boxes. Sales director Brian Hill was therefore invited to the Open Day to show the latest developments in the field of robotised packaging techniques. →

## Manter Baler makes one big bag out of many small ones

**The large brown paper bag to distribute and present potatoes in supermarkets and greengrocers' shops has always been very popular in the United States.**



Until recently this was usually done manually, but thanks to the new Manter Baler this will change. The small bags are packed into the big bag as follows. A conveyor belt first transports the small 2.5 kg bags high up to a conveyor belt. Each bag is now pushed between two clamping strips which ensure that the bags are upright ready for the big bag. The bags then arrive at the collector which packs them into the big paper bag two by two. A soft fill system has been designed to keep the drop of the small bags to a minimum. Hanging the big paper bags one by



one is a process that is also automated as is the sealing of the fill opening. This is done with the aid of a special computerised adhesive unit,

which is fitted with heating pipes and a timer unit.

This makes it possible to ensure that the temperature of the adhesive at the time of packaging is correct. •



## All-in weighing- and packaging solutions



→ Simply buying a weighing or packaging machine is not the end of the story. A machine like that must also fit into the overall logistics of the company. Manter's added value lies in the fact that it has been thinking along with its customers for the past 10 years so as to fill the gaps in their packaging lines.



Kevin Woods (r) imports Manter machinery into Ireland with great enthusiasm. Here he explains to interested fellow-countrymen that the Manter weigher can also be used to determine the exact net weight of small products such as nuts . •

## Free ticket to Idaho for Jaap Kodde, customer from the very beginning.

As a 'thank you' for his hospitality and investments, Jaap Kodde was presented with a trip to the forthcoming World Potato Congress in Idaho during a tribute at the Manter Open Days. Ten years ago, Kodde, owner of potato trading company Flevostar in Dronten, was one of the first Manter customers to buy the Manter 10.000, a computerised weighing machine with 10 scales. He was also the first person in Europe to do so and thanks to Flevostar's central location in the Netherlands many potential Manter customers came to see his weigher. He recently bought another computerised weigher, namely the new Manter 12.000 XL, a weighing machine with 12 extra large scales.

me for years to come. Through the grapevine I heard that this new company named Manter had become active in the market and that it had reliable weigher. I phoned Herman and Peter that same day and a week later we were discussing business. What immediately struck me in that conversation was their enthusiasm and innovative views on techniques. That first impression was not wrong, you only have to see what they have developed over the years. The same also goes for the factor reliability. I have now traded in one of my two Manter 10.000 weigher for the new 12.000. But this is only because the new one has more capacity, it's really sad to see the old weigher go, for they still have plenty of weighing left in them yet. •

In a reaction, Jaap Kodde says that he was pleasantly surprised by Manter's gesture. Particularly because he regards it as quite normal that he started off with a Manter machine in those days. "I was looking for a reliable computerised weighing machine which would serve

