

NEWS & TRENDS



FRANZ GLAS
Head of Division Cutting
and Packaging Technology

Dear customers and
business partners,

actually the following sentence should have been written here: We look forward to presenting our latest developments to you during the Interpack in Düsseldorf. But now the corona virus is dominating our lives and actions, the fair is cancelled. We regret this, but we fully understand, as health is the most important thing. Now, we must all together do our best to protect life and to master this challenge.

Even in difficult times you can rely on one thing: ALPMA is there for you. On the telephone, by e-mail or in video chat: it remains our motivation to maintain personal contact, to exchange ideas with you directly. Our contact persons and area representatives are always present. As we are currently unable to present our new products at trade fairs, we would like to do so on the following pages. I hope you enjoy it.

We are looking forward to welcoming you personally again soon. Until then, I wish you all the best in overcoming all challenges. Stay healthy!

Yours

BUTTER PACKAGING



Probably the best butter pack in the world: ALPMA FreshPack

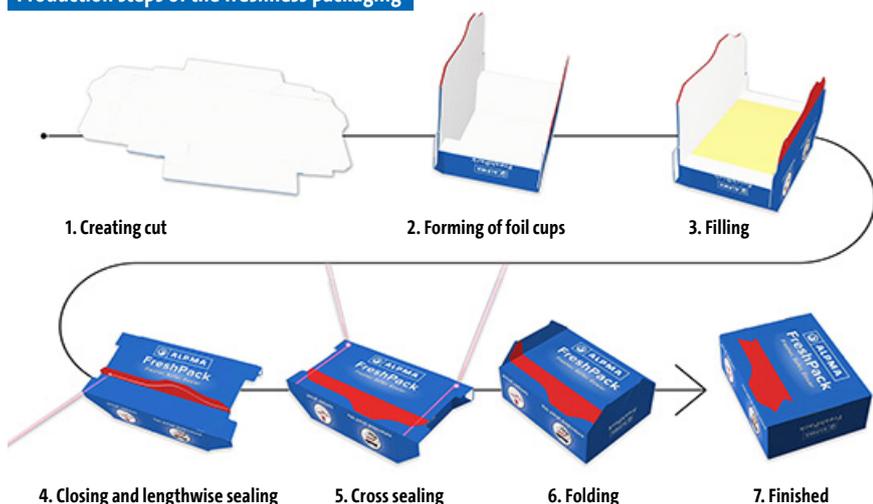
The rich smell of fresh pastures and meadows greets the senses upon the opening of the new butter FreshPack. For the first time, consumers are given a new, easy opening, secure, tamper-proof, pack that will banish greasy fingers of the traditional butter wrap to the side-lines!

The traditional butter pack that we have all been used to for decades has evolved, now the FreshPack gives consumers for the first time the smell of freshly churned butter upon opening the sealed pack.

"FreshPack". is the name of the patented packaging solution that ALPMA has developed for packaging butter. "FreshPack" is the reinvention of a butter wrapping method that has remained unchanged for decades, the conventional, envelope-like folding wrap is a classic but with weaknesses. The traditional butter wrap is not sealed, not optimally protected, not secure from being tampered with, allows for loss of flavor, and allows for oxidation, reducing taste quality and shelf life.

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Production steps of the freshness packaging



- Process Technology
- Cheese Production Technology
- Cutting Technology
- Packaging Technology

- ALPMA** **SULBANA**
- Mozzarella
 - Semi-Hard Cheese
 - Hard Cheese



Let us not forget the greasy buttery fingers that we have all experienced when opening the classic, decades-old, butter wrap.

"We have heard time and again from our customers that they are looking for alternative packaging, to solve these old problems

and give a new pack style and fresh experience", says Franz Glas, ALPMA division manager for cutting and packaging technology.

In contrast to the old classic butter wrap, "FreshPack" offers perfect product protection. The all-round sealing guarantees protection against tampering - and creates confidence in the consumer. The seal also protects the butter from oxygen exchange. "As a result, the aroma is retained in the product much better," says Franz Glas. "When you open the packaging, you have a fragrance experience. You can smell and taste that the butter is fresher."

In other words, "FreshPack" allows the butter to develop its full flavor. And at the same time, it fulfills the promise of freshness that the packaging makes as soon as it is opened. The opening of the pack is also a new sensation, like the jam jar that cracks on opening. Like the crown cap that hisses when opened. ALPMA is convinced that the sound of the packaging must also be right. The practical easy-open tabs also make it possible to peel open the butter quickly and easily. Greasy fingers? Are a thing of the past thanks to Easy-Opening.

■ [More Info:](#)

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REMOTE-SERVICE

Fast help from a distance

Remote maintenance has established itself and has long been part of the state of the art. Lightning-fast response times, relatively low costs - ALPMA has been using this method for years to provide immediate support in the event of a fault. Even if the idea is still the old one, software and hardware have continuously developed. With its Remote Service ALPMA offers a modern solution with many advantages.

For example, a diagnostic function can be used to regularly check the function of the connection. This guarantees rapid assistance in the event of a fault. Without unnecessary loss of time.

Special data logging functions for even better fault analysis support technicians on both sides - and increase efficiency even further. VPN connections prevent unauthorized access.

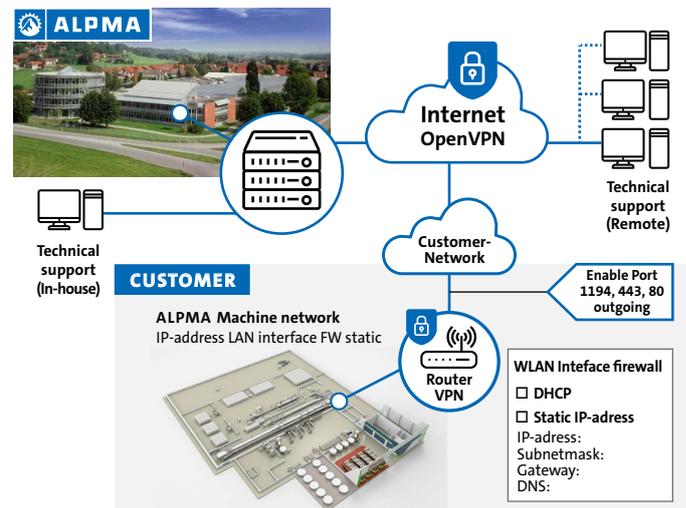
In addition, it is possible to release a connection via controlled switches, also with password protection. You decide yourself who is allowed to connect to your system. And thanks to personalized access and transparent logging, you can always see who was connected to your system at what time.

All this makes remote service even faster and more professional.
ALPMA – Technology in safe hands.



The most important points:

- + Access independent of the operating system
- + Special data logging function for recordings for troubleshooting with alarm
- + Only one router for different ALPMA installations
- + No configuration of the customer router necessary
- + Transparent logging of all connections between ALPMA technician and machine using personalized access
- + Access can be switched on and off at any time using a switch or a password on the screen



■ [More Info:](#)

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Fonterra **Open heart surgery**

When Wietze Jongsma talks about the Fonterra project, he sounds like a surgeon. "We had to perform seven open heart operations," says the Dutch ALPMA/LTH representative. In close cooperation with the project teams, it was possible to massively increase the processing capacity for whey - and at the same time keep operations running at the Fonterra plant in Heerenveen. Thanks to hair-splitting planning and surgical precision, it was possible to accelerate the heartbeat of production without interrupting the whey cycle.

A HUGE SUCCESS.

Since 2015 Fonterra has been working with the cheese dairy Royal A-Ware, which produces cheese in Heerenveen. Fonterra processes the whey that is created during production at its plant right next to the Royal A-Ware cheese dairy into, among other things, formula milk for infants and food for athletes. When Royal A-Ware decided to build a mozzarella factory with an annual capacity of 45,000 tonnes in 2018, Fonterra was also faced with a challenge: to rapidly increase its own capacities in order to cope with the enormous flow of new whey. "We knew exactly when the additional whey had to be processed and prepared accordingly," says Diana Krabbe, General Manager Operations at Fonterra Europe & Africa. "But the process itself was quite difficult because everything had to be done on time and we needed to integrate the new capacity into the existing processing environment without interruption.



F. l. t. r. : Johan Hoeksma, Diana Krabbe, Mike Toplis, Wietze Jongsma

Fonterra put the project out to tender and the applicants presented their individual, turnkey solutions. "We never assume that our counterparts may have understood what we mean or need, we make sure that there is a real understanding," says Johan Hoeksma, project manager at Fonterra. Fonterra ultimately saw this understanding at ALPMA/LTH. Thanks to precise planning, the new 30x30 metre Fonterra building was ready on time when ALPMA/LTH sent the new whey processing line to Heerenveen in September 2019 in seven trucks. Each truck had to arrive at exactly the right time, and a crane lifted the deliveries into the new building on the roof of the Fonterra factory. **A Herculean task.**

The heart of the Fonterra project is a new **ALPMA RO High^{TS}** system with an integrated RO-Polisher. The first mozzarella whey was processed as early as November 2019. With perfect planning and team spirit, Fonterra and ALPMA/LTH were able to master the challenge together, "without impairing the ongoing whey processing and its high quality", says Johan Hoeksma

His conclusion: "ALPMA/LTH's commitment was far beyond the normal level. They got things right the first time, which is not always the standard in projects".

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Feed unit with CIP/Permeat tank



New valve cluster whey-tank-storage



Stages of the RO/NF system



Control room

The record man goes

It is now 44 years since an innovation has changed, indeed revolutionized, the cheese market: the ALPMA Coagulator, which continuously processes the milk into curd like an assembly line. In 44 years, ALPMA Coagulators have not only produced a great deal of curd, but also many records. Most recently two years ago, when ALPMA installed the longest Coagulator to date in the US state of Wisconsin: 83 meters. The Coagulator is a success story. A man who helped write this story retired in December:
Otto Estermann.

Estermann has also produced superlatives. His length of service alone is record-breaking: almost 50 years. As a cheese-making technology fitter, Otto Estermann was involved in the construction of all the Coagulators that left the ALPMA factory in Rott over the decades. Coagulator number 97 is currently in the assembly hall. So now the always friendly, always reliable record holder has left the company which he helped shaping. The ALPMA management and his colleagues will miss him and wish him all the best.



F. l. t. r. : Karsten Möller, Gisbert Strohn (CEO ALPMA), Otto Estermann, Michael Löw, Frank Eberle (CEO ALPMA)

SUSTAINABILITY

ALPMA switches to green electricity

On 1 January 2020, ALPMA Alpenland Maschinenbau GmbH switched over to 100 percent renewable electricity - a step towards a climate-neutral future. The green electricity for the ALPMA headquarters in Rott am Inn comes from Rosenheim, some 15 kilometres away - from the Rosenheimer Landwerk. The Landwerk, which is part of the Rosenheim municipal utility company, markets, among other things, electricity from small biogas plants. By opting for green electricity from Rosenheim, ALPMA is actively supporting the energy turnaround in the region.



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