

NEWS & TRENDS

70

YEARS


ALPMA


MARTIN HAIN
Head of
Advisory Board

*Dear ALPMA customers,
Dear business associates,*

In mid-September, we had the honour of celebrating the 70th anniversary of the founding of ALPMA, together with numerous guests from the world of politics, but above all with many of you, our customers and business partners. Courage and far-sightedness were the distinguishing characteristics of my grandfather, Gottfried Hain senior, who established the company just two years after the end of Second World War. After completing his technical and technological training, my father took the helm, and with patience and perseverance, but above all with innovative ideas, he steered the company forward in so many areas that the foundations were laid for its development to the global enterprise it is today. And now it is the turn of my generation to accompany the fortunes of the company as representatives of the owner family. I was therefore particularly pleased that all partners and the advisory board were able to attend the celebrations.

The advisory board plays an important role as the link between the operational management and the partners. Almost five years ago, I became its chairman, and as such, also lead the board in its consulting and decision-making processes. This has led to the establishment of an extremely trustful relationship based on mutual respect and recognition.

And so I look ahead with great confidence to the next 70 years of ALPMA and look forward to continuing to shape that future by providing innovative ideas for your products and individual solutions for your applications with the professionalism that is the hallmark of ALPMA.

Your



*Martin Hain
and Gisbert Strohn
welcomed Ilse Aigner,
Bavaria's Deputy Prime Minister*

70 YEARS OF ALPMA: Anniversary weekend with thousands of visitors from around the globe. A well-attended celebration as the highlight of the anniversary year: We invited guests from all around the world and our employees to celebrate the 70th anniversary of the founding of ALPMA with us at our company headquarters in Rott am Inn. An Open Day gave the public an opportunity to see the production facilities and technology which have made ALPMA a global market leader. Together, these events attracted thousands of visitors.

On Friday, the focus for ALPMA was on several hundred guests from the world of business, the media and politics. Framed by welcoming addresses and a speech by Ilse Aigner, Bavaria's deputy prime minister and minister for economic affairs, Gottfried Hain, the son of

ALPMA's founder, looked back on the early days of the company and its meteoric development. Beginning in the 1940s as a workshop in the backyard of the Alpenhain dairy, the company became a global enterprise within the space of just a few decades, while retaining the enthusiasm for new inventions, technologies and innovative mechanical engineering exemplified by Gottfried Hain senior in the company's early years. They are still the core elements of the ALPMA corporate culture and the basis for our future success.

*Dipl.-Ing. Gottfried Hain, son of ALPMA's founder
looked back on the milestones of the Company*





Ilse Aigner in conversation with the senior employees

ALPMA managing directors Frank Eberle and Gisbert Strohn outlined the recent history of the family company, which thanks to its workforce of roughly 800 within the group has become the world-wide global leader for cheese-making technology over the past decades, as business magazine "Wirtschaftswoche" confirmed recently. "Although Europe remains the biggest market for cheese in all its diverse forms, we are now active all around the globe," emphasised Frank Eberle. "For example, ALPMA is currently involved in exciting projects in America, Australia and Japan." He added that today's strong growth markets included not only North America but in particular India, where fully industrialised production of Indian paneer cheese was now underway using complete systems developed by ALPMA.

Gisbert Strohn highlighted the foundation for ALPMA's success: "ALPMA's global strength lies in its pioneering technology, which ensures a high degree of automation for all process steps, from the milk to the packaging of the finished cheese. We are now represented on five continents with mature technology and complete solutions for the entire cheese production chain."

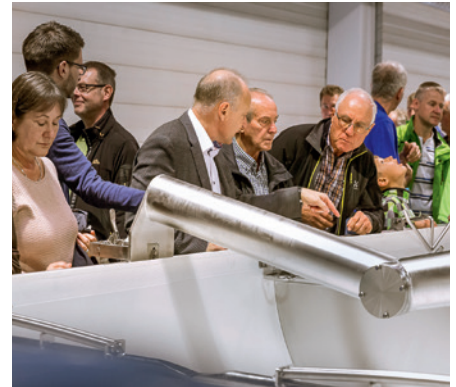
In her speech, Bavarian minister for economic affairs Ilse Aigner explained: "ALPMA is a family company with a long-standing tradition – a global player that nevertheless remains deeply rooted in the region. The enterprise is a prime example of what makes Bavaria's economy so strong: a healthy mix of large groups and small companies which are often global market leaders in their field. And with their extensive commitment to training and increasing investment in digitalisation, it is mid-sized companies which ensure our long-term competitiveness." On a tour of the plant, Ms Aigner learned more about mechanical engineering: high-tech, yet firmly anchored in tradition.

On Saturday, ALPMA opened its gates to around 4,500 visitors from the region, who were able to experience first-hand how the pioneering company's high-tech plants and complete systems function and find out more about its range of products and job opportunities. One highlight of the plant tours was the training workshop where trainees laser-engraved ballpoint pens in accordance with the individual wishes of the visitors. And the culmination of the two-day anniversary celebrations was a party in the evening for all present and past employees and their partners, which carried on well into Sunday morning.

Further information: www.alpma.de

Open Day 2017

The Open Day was of great interest for around 4.500 visitors



PREMIUM ESL(L-) MILK

A question of taste



More and more people are choosing a diet without lactose and with fewer carbohydrates – in the interests of their well-being. As a result, they often lose out on enjoyment. ALPMA relies on innovative membrane separation processes to ensure that consumers get both well-being and taste. The effect is noticeable from the very first sip: milk in premium quality.

The key is a combined MF/UF/NF system which operates fully automatically and is integrated in a milk pasteuriser. The MF system (ESL module) sterilises the milk without damaging its natural ingredients (such as proteins and vitamins). The sterilised milk is then fed directly to a UF system, where the greater part of the lactose is removed.

An NF system turns the UF permeate into lactose concentrate, which is discharged from the process, while the majority of the milk's natural minerals

pass through the membranes. Finally, the NF permeate is mixed back into the milk concentrated in the UF system in-line – and the milk, now lactose-reduced, is pasteurised.

Due to the separation of the lactose at the UF/NF stage (L module), it is now only necessary to add a very small amount of the enzyme lactase in order to break down the remaining lactose.

The result is premium ESL (L-) milk with astonishing characteristics:

- significantly reduced carbohydrate content
- lactose-free (less than 0.1%)
- a natural taste without the characteristic sweetness of lactose-free milk
- keeps for at least 25 days

A typical ALPMA solution which meets the increasing demand for lactose-free milk without compromising on naturalness and taste.

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PANEER

White Gold of India



In India, paneer is always eaten warm, with the typical spiced Indian sauces with naan bread, and with rice or vegetables as side dishes. Traditionally, Indian families produced paneer at home. Nowadays, however, more

40 per cent of India's population do not eat meat. Paneer, a traditional Indian speciality, ranks high on the menu – and is an important source of animal protein for more than half a billion vegetarians.

and more people buy it in supermarkets. The industrial production of paneer has also increased in line with the country's economic development.

Paneer is a protein mass made from buffalo and/or cow's milk by means of acid precipitation. The curd preparation process is similar to that used in the production of Italian ricotta cheese. Approximately ten

minutes after precipitation, the coagulate is poured into rectangular moulds, briefly pressed, cooled with iced water, cut into portions or cubes and packaged.

In 2016, ALPMA supplied the first industrial paneer production plant to the company Parag Milk Foods in the Pune region of western India. Capacity: one ton per hour. Further paneer plants are now going into operation in the metropolis of New Delhi and in the southern Indian state of Tamil Nadu. Not only the production plant, but also the cutting technology, comes from Rott am Inn. The paneer blocks are cut into bars on ALPMA machines and then into fixed-weight portions.

In this way, ALPMA renders an important contribution to supplying the Indian population with animal protein – and at the same time ensures maximum enjoyment.

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FEEDING SYSTEM KARUSELL

And yet, it turns!

Roll up, roll up! There's a brand-new attraction at the fair for cheese producers: the Karussell. Destacking, feeding, stacking of soft cheese – all these processes can now be carried out faster, more efficiently and more gently than ever before.

In spring 2015, we received an inquiry from a major producer of soft cheese in Asia. The request: a complete new cheese factory with integrated fully automated packaging process. The objectives: maximum efficiency, full automation, high capacity. ALPMA now masters these challenges with just one compact system.

When the Karussell starts to turn, the customer has time on his side. With its rotary disc principle, the feed system carries out three steps simultaneously in one single operation. "We can reach a capacity of 200 cheeses per minute," says Regional Sales Manager Philip Trauboth.

In a minimum of space, it destacks the full racks, stacks the empty racks and feeds five ALPMA packaging machines in parallel: three RT 6000s, one MultiSAN and one MultiSE.

The feeding system Karussell is a miracle of speed with maximum sensitivity. The robot grippers remove the rack carefully from the stack, pick up the cheese by means of suction, put it down gently and in a centred position – and press it almost tenderly onto the conveyor belt. The result: The plant remains clean, the cheese undamaged. Or, to put it in other words: Do yourself a good turn with the Karussell!

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The feeding system KARUSSELL in-line with the packaging machine MultiSAN and the boxing machine MultiSE



IMPRINT

Publisher:
ALPMA Alpenland
Maschinenbau GmbH
Alpenstraße 39–43
83543 Rott am Inn
Germany

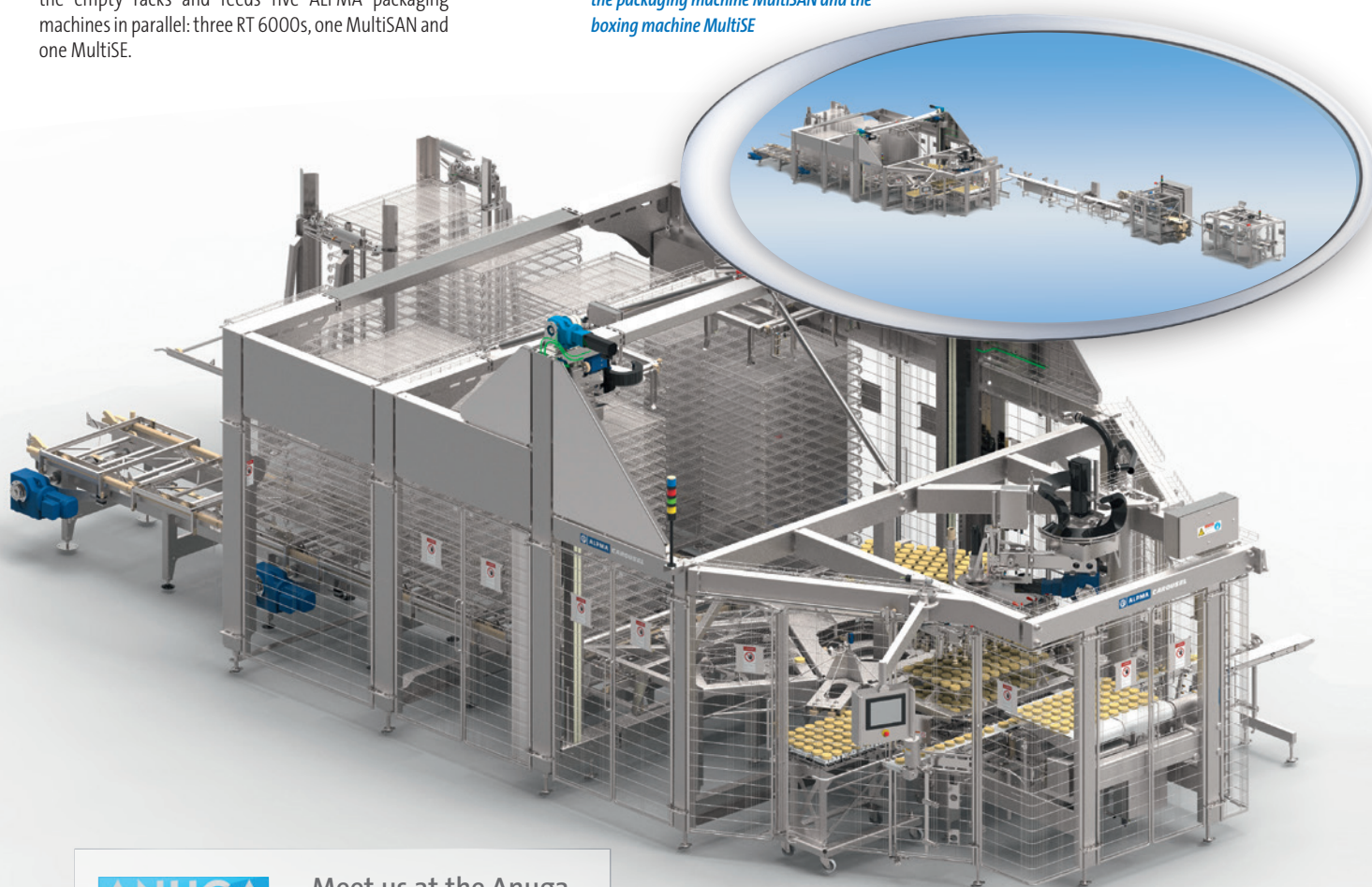
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Layout and Realisation:
Schell&Partner Kommunikation,
Munich



Meet us at the Anuga
FoodTec in Cologne,
March 20th – 23th 2018
Hall 10.2 / Stand E90