



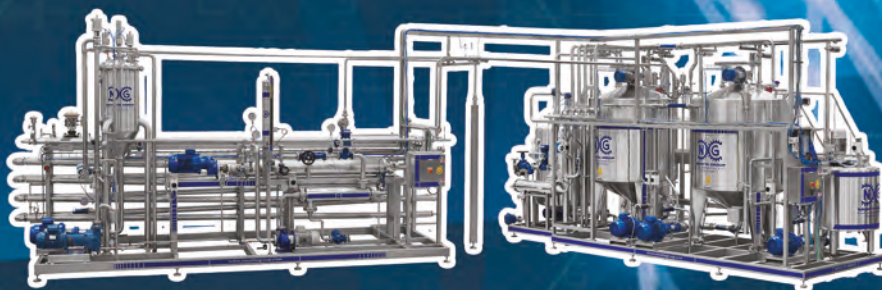
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Food Processing S.r.l.



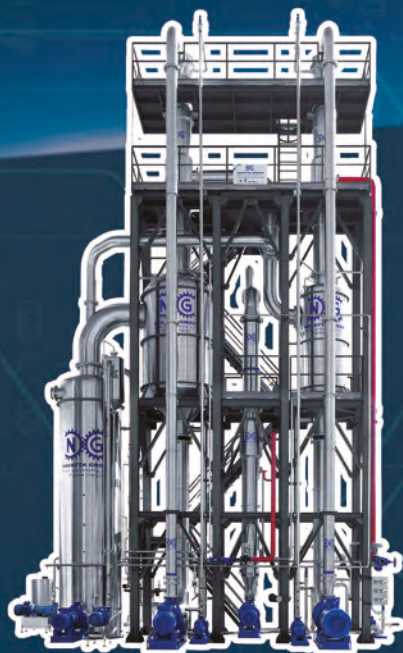
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apple  
processing line

orange  
peeling and  
wedging line

apple  
drying line

## TAILORED TECHNOLOGIES

mango  
peeling and  
destoning line

pineapple  
peeling and  
coring machine

pineapple  
processing line

strawberry  
de-calyx  
machine



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Berlin



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This project has received funding from the Horizon 2020 research and innovation Programme of the European Union under grant agreement n° 822123.



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**M**asseria Fruttirossi was born in 2016: from the meeting of the bountiful Puglia lands, renowned for their optimal weather conditions, with the idea of an innovative and smart cultivation, gaining life from an agriculture pillar known for its production of fruits with beneficial and healthful properties, such as pomegranate, chokeberries and goji berries.

During the past few years, these marvelous fruits have become part of an awareness and culture that sees them as protagonists of great

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Our project was to succeed in installing a cultivation of products, which find their natural habitat in the Mediterranean sea's arm, as requested from the current market: superfruits, they are defined this way because of their highly nutritional properties.

Our dream gave excellent fruits.

## 100% Italian Product

Our fruits guarantee almost non-existent transport and transfer thanks to the proximity of our lands to the processing facility, ensuring absolute freshness.

MASSERIA FRUTTIROSSI  
will be present at Fruit Logistica  
**HALL 2.2 Stand C08**

continued on page 30

IDEAM DESIGN



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*Le Produzioni al Bergamotto di Reggio Calabria*

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## THE BERGAMOT HAS A MEDITERRANEAN HEART

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**A**ncient sages claimed, and modern research has proved, that bergamots are good for your health.

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This citrus fruit is today a classic example of the typical production of excellence from the Reggio Calabria coast, where this tree grows with vigor in the winds and the sun of the Strait, producing bergamots that are unique in the world, with a high nutritional value.





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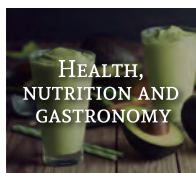
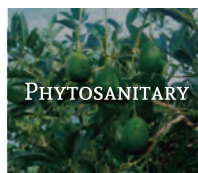
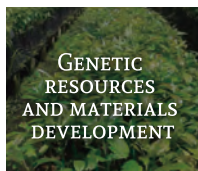
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- 2 Meet investors and discover land projects.
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Organizers



From September 23 to 27, 2019, The World Avocado Congress

# THE "GREEN MINE" OF THE LATIN AMERICAN ECONOMY: THE AVOCADO

- Colombia has exported some 33,000 tons of Hass avocados during 2018, representing sales of around 70 million dollars.
- In the Colombian economy, Hass avocado is the sixth agricultural export product after coffee, bananas, flowers, palm oil and sugar.

In the past few years, avocado has become a food that is opening doors to the national and Latin American agribusiness in different international markets, because, consumers prefer this product thanks to its size, flavor, nutritional profile and the ease of its preparation for different dishes. The largest consumer of avocados in the world is the United States, where the population consumes almost 2.9 million tons

per year, followed by Japan, Canada, Spain, France, the Netherlands, El Salvador, China, Honduras and Guatemala. Regarding its export, Mexico is the leading country with a 50% share of global imports. The remaining percentage is in the hands of countries such as the Dominican Republic, Colombia (participates with the Hass avocado), Chile, Peru and Indonesia. In the international market, the Colombian Hass avocado is already recognized for its

high quality. This is how its export in recent years has grown exponentially, from US \$ 107,000 in 2010 to US \$ 35 million in 2016. Its main destinations are The Netherlands, the United Kingdom and Spain. Thus, it is becoming the sixth largest export as an agricultural product after coffee, bananas, flowers, palm oil and sugar. The main departments which produce the Hass avocado in Colombia are the Eje Cafetero, Tolima, Antioquia and Valle del Cauca.

continued on page 16





# CAMPISI, THE FAMILY AND THE PRODUCTION CHAIN






# EXCELLENT CONTRAST INK IS HIGHLY VERSATILE

**L**inx Printing Technologies is launching a new opaque yellow pigmented ink that delivers excellent contrast on both light and dark substrates to ensure effective code visibility across a wide range of food packaging applications. In addition, the new Linx Yellow pigmented ink 1079 provides a fast drying time of within two seconds, allowing it to be used on fast-moving production lines or where products are handled soon after printing. The ink can be used with Linx's Midi plus and Ultima plus printheads on the company's Linx 5900 and Linx 7900 series printers to code a wide variety of materials including plastics, in particular PVC, PP and OPP, dry glass, card, and steel.

For industrial environments, it provides broad chemical splash and rub resistance, as well as excellent resistance to alkali, acid, water, alcohol, petrol and cutting fluid.

Linx 1079 also offers superior lightfastness, making it particularly suitable for products and packs that are exposed to light for extended periods. The ink's nine month shelf life is longer than many competitor pigmented inks and enables companies to carry out effective stock management. Using the ink, printers can operate for up to 1400 hours between scheduled maintenance. 

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Stand 3.1 A-03



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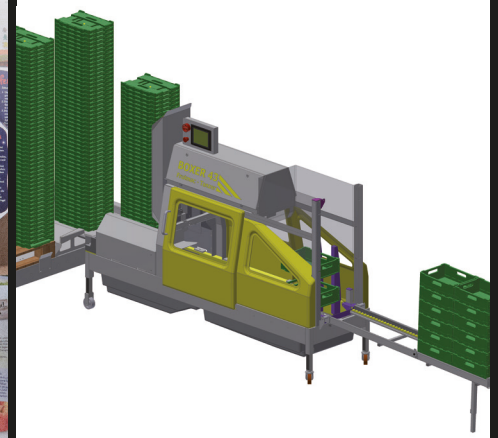
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# *That's Wonderful!*

Kore Frutti di Sicilia was born in 2013 as a Consortium of pomegranate producers with the aim of collecting and enhancing the experiences of some pomegranate Sicilian producers, gathered in Kore cooperative since 2014. With a daily and steady commitment, Kore works towards its purposes:

Enhancing and protecting members' agricultural production picking  
Converting and selling the pomegranate and its derived products  
Promoting environmentally-friendly production techniques and the improvement of the quality of the products supplied on the market



**52**

producer members



**7**

Sicilian provinces



**160**

hectares of land



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## DRINK TECHNOLOGY MAGAZINE

Digital magazine in English focusing on lines, plants and equipment for bottling and beverage industries. Four issues a year, delivered to more than 20.000 beverage industries and to more than 3.000 suppliers, worldwide. The magazine has an extra launch before all the main international exhibitions about beverage technology.



[www.drinktechnologymag.com](http://www.drinktechnologymag.com)

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for food and beverage industry**

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**LAWER SPA**

"SINCE 1970 THE ITALIAN QUALITY FOR THE TRUE  
ACCURACY" AUTOMATIC POWDER INGREDIENTS  
WEIGHING SYSTEMS. **pg. 88/91**



**SNACKEX**

TAKE PART IN EUROPE'S ONLY TRADE FAIR FOR  
SAVOURY SNACKS. **pg. 108-109**

**EDITRICE**  
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**International Press Stand**



**Francoforte (Germany)**  
**International Press Stand**



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**International Press Stand**



continue from page 8

The avocado is becoming an important agricultural product for the economy of the main countries producing this food:

1. In Mexico, the avocado is one of the products that provides the most revenue, even above hydrocarbons.
2. Peru estimates a growth of 10% to 15% of its exports by 2018, due to new plantations that are entering production and those that are reaching their maximum capacity.
3. For the Chinese market, Chile has been the largest avocado supplier, surpassing Mexico. This demand continues to increase and most of Chile's promotion budget is spent in this Asian market.
4. According to Analdex (National Association of Foreign Trade), in Colombia about 33,000 tons of Hass avocados will be exported during 2018, with sales representing some 70 million dollars.

Due to the importance that the avocado has taken in the different global economies and the opportunity that this product represents for Colombia, especially for its tropical climate that allows it to harvest it throughout the year, in 2019, the entire avocado industry will meet in Medellín, Colombia from September 23 to 27 at the World Avocado Congress. "The World Avocado Congress is like the avocado soccer world cup. The congress takes place every 4 years in a different country, and the next host country is selected by vote during the congress by the attendees. In 2019, the congress will take place in Colombia, where the avocado sector is growing rapidly," explains Jorge Enrique Restrepo, CEO



of Corpohass. The ninth edition of the World Avocado Congress will have more than 100 knowledge-sharing activities such as lectures, symposiums, panels and avotalks (specialized short talks) in which six thematic areas will be developed, each one led by an international reference of the sector: Quality and innocuousness, phytosanitary, genetic resources and material development, supply chain, marketing and industrialization, production and productivity, health, nutrition and gastronomy. Other activities that will take place before, during and after the Congress include:

1. Avotours: immersive experiences where you will experience a guided tour through some of the best places to grow avocado in the world. A tour of the Colombian lands in which you can see a new origin for the avocado: "The tropic", and where visitors can learn about crops, packers and industry institutions of our country.
2. Avosolutions: specialized solution centers where experts from the most important companies in the avocado industry will participate and share their knowledge, experience and expertise.
3. Avomatch: a business roundtable that will allow access to the profiles of all attendees through our mobile application, to schedule appointments during the days of the Congress, and in which the attendees can connect through business opportunities.
4. Trade show: companies exhibiting in the sector will be part of a space to do business, by bringing together the main actors in the value chain and specialized assistants with high decision-making power.
5. Avotaste: networking lunches
6. Avolab: a space where you will have a sample of product developments in nutraceutical and cosmetics.

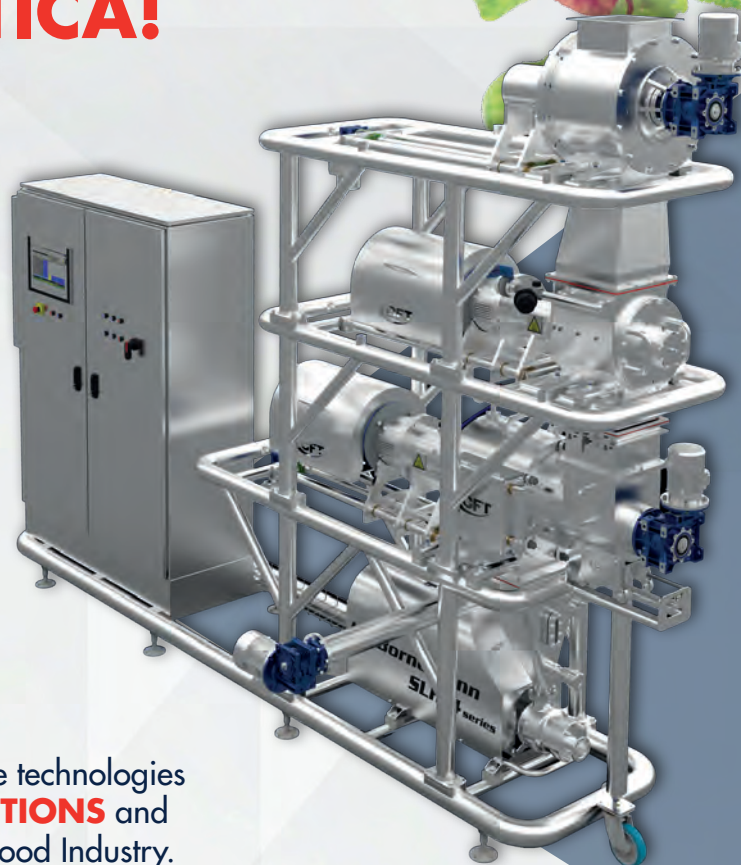
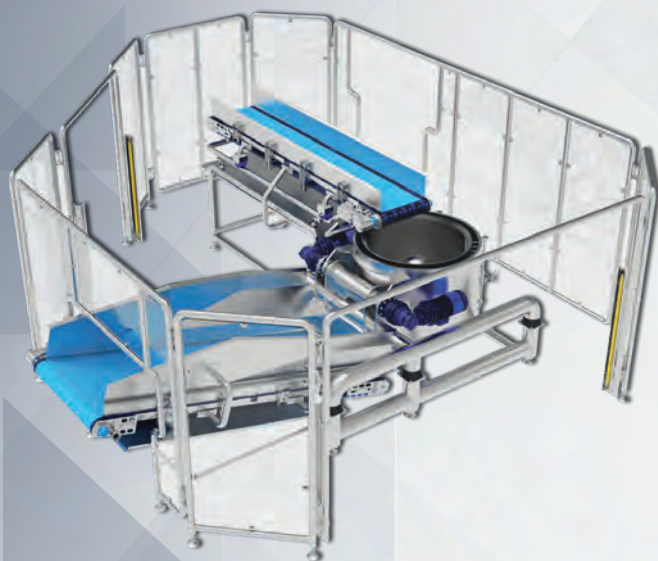
The World Avocado Congress will offer the opportunity to all its assistants to expand their knowledge and understand the vision of major players of the avocado industry. 🏛️

[www.worldavocadocongress.co](http://www.worldavocadocongress.co)





# DISCOVER CFT GROUP'S NEW PRODUCT TREATMENT TECHNOLOGIES AT **FRUIT LOGISTICA!**



CFT Group will unveil its innovative technologies in the field of **VEGETABLE SOLUTIONS** and **THERMAL TREATMENT** in the Food Industry.

Visit CFT Group's team at **HALL 9, STAND B-05!**



**SPIN DRYER C-600:** the new C-600 spin dryer focuses on the possibility to access every part of the machine, thereby making cleaning and maintenance operations extremely easy.

**ZENITH CHRONO CONCEPT:** ZENITH CHRONO CONCEPT is the evolution of the first generation of ZENITH CHRONO machine and presents many new features: hygienic design, easy maintenance, smart connection with downstream and upstream machines (e.g. GIUBILEO CONCEPT cold extractor and refiner) and the modularity and efficiency of heat exchange.

CFT Group's **PRODUCT TREATMENT SOLUTIONS** are aimed to provide high quality pre-cooked products through integrated technologies provided by our affiliate brands.

The Group provides complete turnkey systems starting from the fresh vegetables receiving part up to the end of line section.



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# CFT GROUP'S NEW PRODUCT TREATMENT TECHNOLOGIES AT FRUIT LOGISTICA

**C**FT Group Product Treatment division provides complete solutions for fresh and pre-cooked vegetables and thermal treatment both for non-packaged and packaged products. The new Product Treatment division provides machinery and complete solutions through the integration of technologies and expertise provided by our affiliate brands LABS, LEVATI and MECPARMA, supported by a dedicated team of persons with consolidated and proven experience, with hands-on approach for each specific application. The production's range of the new CFT Group's Product Treatment division, which is divided in two main sub-divisions (VEGETABLE SOLUTION and THERMAL TREATMENT) will cover the following plants and production lines;

## **VEGETABLE SOLUTION**

### **IV<sup>th</sup> Range**

Complete solution for Fresh-cut and mix salads preparation (lettuce, iceberg salad, romaine, escarole, baby-leaf, radicchio, etc.) and potatoes, carrots, and beetroots both fresh and ready to eat.

### **III<sup>rd</sup> Range**

Complete lines for frozen fruits and vegetables (IQF fruits and vegetables).

### **V<sup>th</sup> Range**

Complete solution for spinach and cooked vegetables.

### **Chips and French fries**

Complete lines for complete chips and french fries production.

### **Legumes/pulses**

Complete lines for rehidration, cooking, filling packaging and sterilization for legumes (beans, peas, fava beans, chickpeas etc.) in cans, jars and pouches.

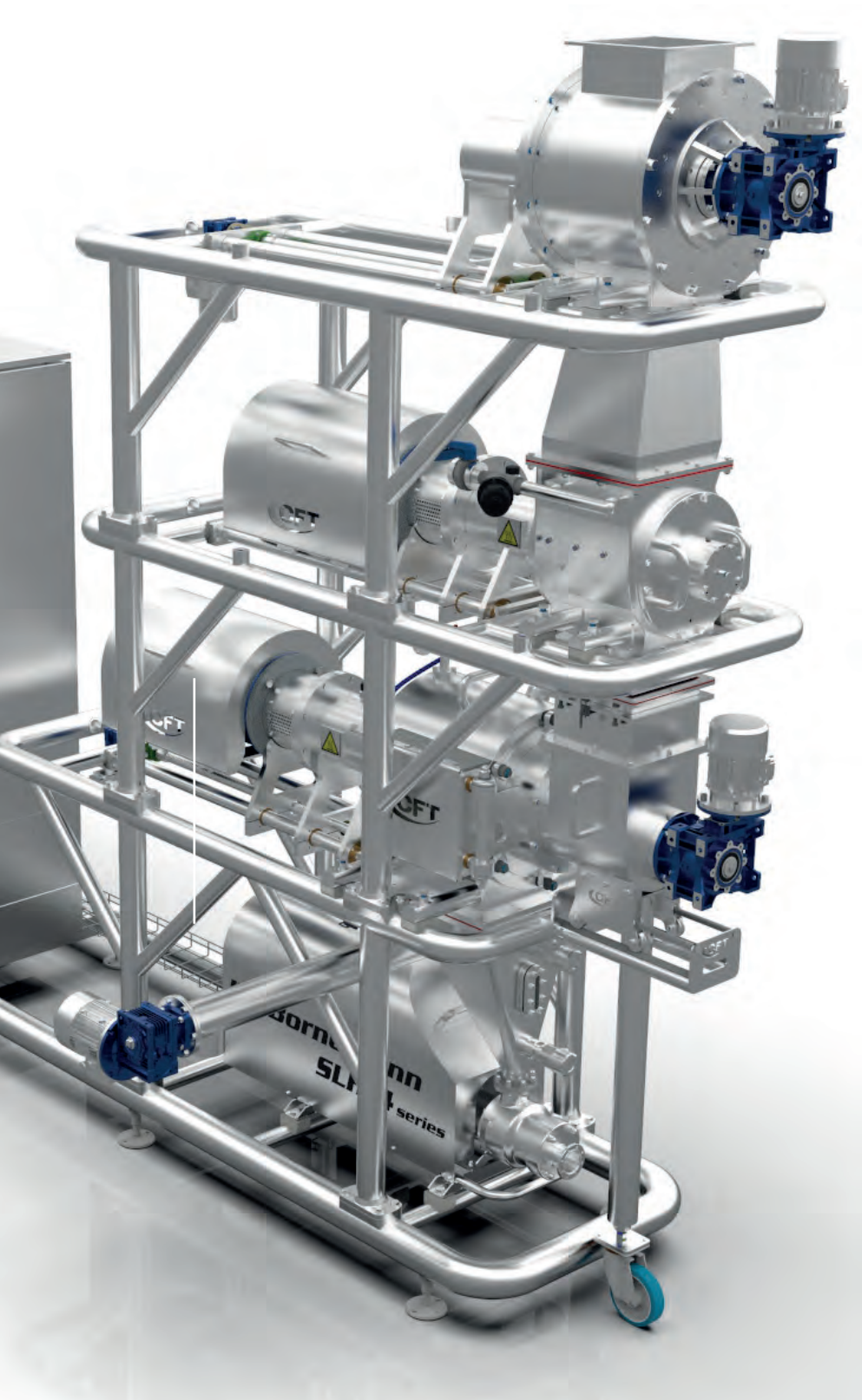
### **Pickles**

Complete lines for cooking, filling, packaging and pasteurization for pickles (cucumber, pepper, zucchini, carrots etc.) in cans and jars.

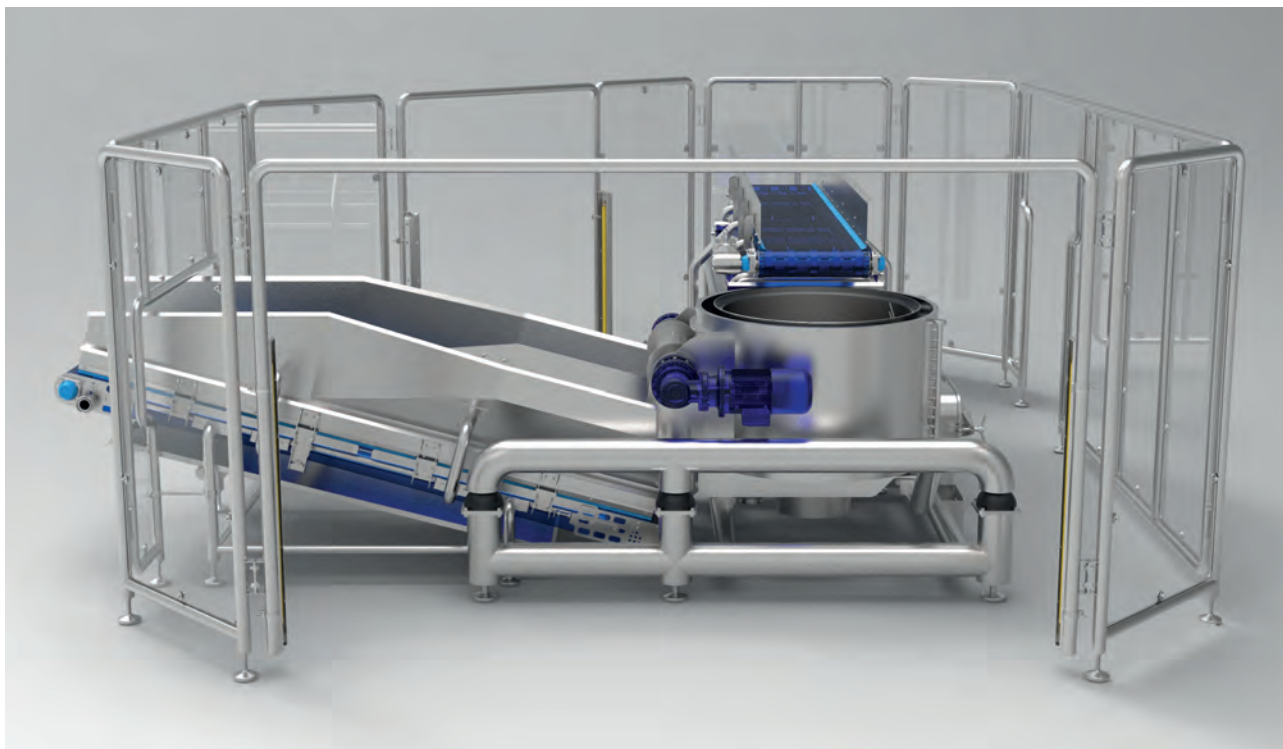
### **Soup and ready-meal**

Integrated plant for soup, sauce and ready meal products preparation, formulation and cooking.









### Juice extraction

Fruit and vegetables extraction and preparation line for fresh juice, puree and smoothies preparation.

### THERMAL TREATMENT

#### Pasteurizer

Complete range of thermal treatment tunnels for food and beverage products containers pasteurization and cooling.

#### Spirals

Complete range of thermal treatment spiral solutions, air and water flow technology, for pasteurization, cooling, refrigeration, cooking, proofing and drying for non-packaged and packaged food products.

#### Drying

Complete series of dryers, batch and continuous belt type, to cover a wide range of applications.

#### Sterilization Retorts

CFT Group, thanks to its affiliate brand Levati Food Tech, offers a wide range of sterilization retort models that share the same technological platform and are suitable for future upgrading. They are designed to meet the highest food industry standard performances in terms of package integrity and respect of the organoleptic properties of the products.

During Fruit Logistica 2019 edition CFT Group will unveil its renewed Product Treatment Solutions' division, by introducing the latest entries in Vegetable Processing technologies: the **spin dryer C 600** for leaf vegetables and the totally re-engineered enzymatic de-activation system **Zenith Chrono Concept!**

#### C-600 SPIN DRYER

The new C-600 spin dryer designed by CFT Group has totally transformed the concept of this type of machine, while retaining the technological and operational characteristics of the product. The new technical solutions focus on the possibility to access every part of the machine, thereby making cleaning and maintenance operations easier. The load height makes it possible to monitor each production stage.

#### ZENITH CHRONO CONCEPT

**ZENITH CHRONO CONCEPT** is the evolution of the first generation of ZENITH CHRONO machine and presents many new features compared to the previous version: hygienic design, easy maintenance, smart connection with downstream and

upstream machines (e.g. GIUBILEO CONCEPT cold extractor and refining) and the modularity and efficiency of heat exchange.

Thanks to its short processing time and anaerobic environment, it is extremely efficient in enzyme inactivation. It is available in various versions designed and engineered to process fruits with and without stone.

Discover **CFT Group's** most innovative technologies in the field of Vegetable Solutions and Thermal Treatment in the Food Industry. 🏠

Visit **CFT Group's** team at **FRUIT LOGISTICA, Hall 9, Stand B-05 c/o Messe Berlin, in Berlin, Germany.**

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# FBF ITALIA'S QUALITY IN THE WORLD

FBF Italia's machines are suitable to process a lot of products and can be inserted into complete process/production, both in sanitary and aseptic design

**F**BF Italia has designed and manufactured since 1987, high pressure homogenizers, positive displacement pumps, laboratory homogenizers and, thanks to the wide experience gained in this field, is now a key point-of-reference for plants manufacturers, suppliers of turn-key equipment and end-users in the food, chemical and pharmaceutical sectors.

On-going innovation, exacting experimentation of special materials, strict quality controls and endurance tests allow FBF Italia to guarantee maximum performance, durability, reliability and safety; its mission is to offer to all its customers not only excellent sales services but also continuous relationship with constant, direct post-sales technical assistance; the target is to keep friendly relationship built on mutual evolution and innovation.

FBF Italia's machines are suitable to process a lot of products and can be inserted into complete process/production, both in sanitary and aseptic design.

The main utilization fields of the company machineries are:

- dairy industries (milk, cream, cheese, yoghurt, caseinates, proteins, soya milk, etc.);
- ice-cream industries;
- food, processing, preserving and beverage industries (fruit juices, tomato sauces, oil, ketchup, eggs, vegetable greases, emulsions, concentrates, baby food, etc.);
- cosmetic, pharmaceutical, chemical and petrol-chemical industries (starch, cellulose, wax, colorants,



beauty creams, toothpaste, detergents, disinfectants, emulsions, inks, latex, lotions, emulsifiers oils, pigments, proteins, resins, vitamins, etc.).

But what about the homogenizing principle? In order to permanently mix one or more substances in a liquid, a homogenizer must be used in such a way as to make it possible to micronize and disperse the suspended particles in the fluid, rendering it highly stable even during successive treatments and storage.

The product reaches the homogenizing valve at a low speed and at high pressure. As it passes through the valve, it is subject to various forces that cause the micronization of the particles: violent acceleration followed by immediate deceleration causes cavitation with explosion of

the globules, intense turbulence together with high-frequency vibrations, impact deriving from the laminar passage between the homogenizing valve surfaces and consequent collision with impact ring.

Homogenization can occur with the use of a single stage homogenizing valve (suitable for dispersion treatment), or double stage homogenizing valve (recommended for use with emulsions and for viscosity control when requested).

FBF Italia's range of machines can be commonly classified as follows:

**High pressure homogenizers**

**Positive displacement pumps**

**Laboratory homogenizers**

**Positive displacement pumps for product containing particles.** 🏭

[www.fbfi alia.it](http://www.fbfi alia.it)



# WHAT WE DO BETTER IS HIGH PRESSURE HOMOGENISERS & PISTON PUMPS.

...and we'll always do it better and better.

A complete range to suit a wide variety of applications and products



## WE WILL BE PRESENT AT:



**DAIRY INDUSTRY CONFERENCE**  
Patna, Bihar, (India),  
February 7<sup>th</sup> - 9<sup>th</sup> 2019



**MILK INDUSTRY**  
Moscow (Russia),  
February 19<sup>th</sup> - 22<sup>nd</sup> 2019  
Crocus Expo IEC, Pavilion 2



**INDIA INTERNATIONAL DAIRY EXPO 2019 (IIDE 2019)**  
Mumbai (India),  
March 12<sup>th</sup> - 14<sup>th</sup> 2019



**PROPAK ASIA**  
Bangkok (Thailand),  
June 12<sup>th</sup> - 15<sup>th</sup> 2019



**CIBUS TEC**  
Parma (Italy),  
October 22<sup>nd</sup> - 25<sup>th</sup> 2019

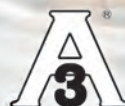


**GULFOOD MANUFACTURING**  
Dubai (UAE),  
October 29<sup>th</sup> - 31<sup>st</sup> 2019



**FBF Italia S.r.l.**

Via Are, 2 • 43038 Sala Baganza (Parma) Italy  
Phone: + 39 0521 548200 • Fax: +39 0521 835179  
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# JURAN BREAKTHROUGHS THAT ENHANCE PRODUCE MARKETING

**A** case study: Lychee season is short, and the fruit's shelf-life is shorter... until now

Vietnam is a major grower of lychees. When the 6-week season for harvesting arrives, growers pick their fruit at 02:00, and rush it to market by 05:30 in a race against time.

If the fruit doesn't reach consumers within one or two days, they would find their lychees in a brown and yellowing unattractive shell, instead of the beautiful red fruit anticipated.

In an attempt to preserve the red color, many growers treat the fruit with a sulfur rinse that penetrates the shell with required testing for standards compliance.

All this adds to the fruit's cost and limits its marketing window. Enter Juran – and we have a game changer.

## **Sulfur-Free Lychee Treatment**

Juran Technologies has recently installed a Sulfur-Free Treatment & Packing Line plant in Bac Giang, Vietnam. The remarkable result of this totally safe and natural method for treating lychees, is that its attractive color and shelf-life is extended for up to 4-5 weeks



From prolonged shelf-life based on innovative treatments, to freezing/defrosting like fresh, to automation for previously labor-intensive produce – Juran introduces game changers!







– a considerable extension of the marketing window!

No longer involving a break-neck race against time, lychees can even be shipped by sea, providing consumers with an attractive product as well as cost benefit and opening new opportunities for lychee growers and distributors.

#### **Fresh Defrost**

Another game changer from Juran is its development of a pre-freezing process that does not leave fruit and

berries soggy, watery or damaged.

Fresh Defrost yields defrosted fruit closer to fresh produce than ever before possible, now allowing out of season marketing of a range of fruit and berries.

#### **ArilSystem**

With two new installations in Italy and one in Peru, ArilSystem has changed the way pomegranate seeds are accessed and marketed.

Previously a highly labor intensive process with a high proportion of

waste, the ArilSystem process is totally automated, yielding a high-quality hygienic product, washed and packed with minimal manpower.

**Juran Technologies** has been impacting agro-technology and the food industry worldwide, developing new ideas for streamlining traditional methods of farming, harvesting, and produce handling since 1966. 🏢

**Visit:**

**[www.juran.co.il](http://www.juran.co.il)**





## **Sharing nature's wonder from our garden to your kitchen.**

We put our hearts into getting the very best from Mother Nature's wholesome treasure.

Real food ingredients, 100% tomato for taste, texture and colour.

Natural food & beverage colours, that look good and are good.



Interested in clean label, all-natural, food ingredients for better colour, flavour and texture?

**Get in touch with us by emailing:**  
**[infos@lycored.com](mailto:infos@lycored.com)**

**[www.lycored.com](http://www.lycored.com)**



# INGREDIENTS FOR MEAT & SAVOURY APPLICATIONS



A white paper by Lycored

## Clearly natural solutions for perfect flavour and texture

### Beyond clean label

Clean label has been a major trend in the food industry for the past decade, with food and beverage manufacturers keen to highlight that their products are free from synthetic ingredients and additives. But today's consumers are looking for more. They want to know what is in their food, not just what isn't. They want their food to be made of recognisable natural ingredients and they want to know where those ingredients came from. This desire for more transparency is leading to a massive upsurge in clearer labelling. So, while Innova Market Insights found in 2014 that a quarter of all food and beverage launches featured clean label claims, it also identified greater transparency – a shift from 'clean to clear' – as the top labelling trend for 2015.

In tune with this trend, Lycored offers Real Food Ingredients made from 100% tomato, enabling formulators to label products with reassuringly simple food declarations that all consumers will recognise. What's more, its vertically-integrated business model guarantees farm-to-fork transparency and traceability. Lycored uses its own specially bred non-GMO tomatoes, carefully grown on farms in California and Israel. Once the tomatoes are harvested, a proprietary extraction process is used to remove the delicate pigments, fibres and serum from their pulp as efficiently as possible.

### Honest goodness

The unique non-GMO tomatoes bred by Lycored are naturally four times higher in lycopene than standard tomatoes. They are also rich in naturally occur-



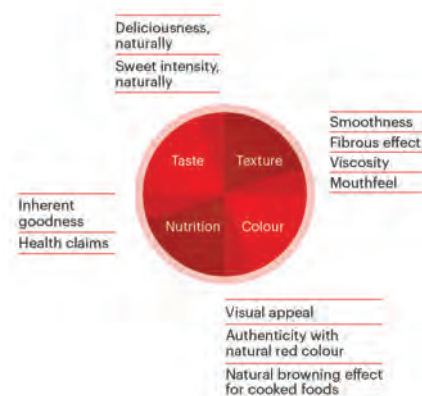
ring taste compounds, including glutamate, which is an amino acid. Lycored's Real Food Ingredients range builds on the goodness of these tomatoes to enhance the taste, colour and texture of food, while also providing an inherent nutritional advantage. There are four product types available from Lycored, as follows:

- **SANTE** - this taste enhancer provides a high concentration of the natural compounds that produce umami (the fifth taste) and kokumi (the Japanese word for deliciousness). SANTE accentuates existing flavour characteristics while remaining taste neutral.
- **Clear Tomato Concentrate (CTC)** - a concentrated serum with a savoury character that offers balanced sweetness from 60 brix combined with higher acidity than SANTE, which creates a smooth balancing taste effect. In tomato-based products, it also increases tomato taste intensity.
- **Lyco-Fibers** - these modify the pulpiness, viscosity and mouthfeel of sauces, soups and meat products. The unique, authentic texture they provide cannot be achieved reliably using other texturisers. They lend products a

pleasant pulpy fibre mouthfeel, without the slimy consistency of formulations that rely on alternative stabilisers such as gums and starches.

- **Dry Tomato Pulp** - this combines a fresh, vibrant and consistent red colour with a stable texture for red sauces, ketchups and soups. Its fibre content can add to the health credentials of a naturally-positioned product. It also works well as a natural colourant and texture improver in meat-based products such as sausages, in which many food colourants or starches are not permitted.

### 4 dimensions of goodness, from our tomato



### SANTE - natural deliciousness

Available as a liquid or powder, SANTE provides naturally occurring umami and kokumi tastes with a low sodium content. Umami, meaning 'delicious taste', is also known as the fifth taste – after bitter, sweet, salty and sour – and its savoury, meaty character is detected via the taste receptors for glutamate. Kokumi, meaning 'rich taste', provides balance and a hearty mouthfeel. Kokumi is delivered by foods with the right combination of amino acids. Importantly, SANTE manages to combine both of these attributes with a clean and clear label. Manufacturers may declare SANTE as 'tomato concentrate' or 'natural flavour', according to local regulations. SANTE is taste-neutral, with no overt tomato taste, so it can be used to boost the flavour of both sweet and savoury products. It is ideal for use in soups, sauces and marinades and in its powdered form it can also be applied as part of a seasoning mix for products such as potato chips and extruded snacks, and in spice blends for meat products. Low dosages of between 0.15 and 0.7% are sufficient to deliver a highly accentuated taste experience, and SANTE is stable across a wide range of temperatures and pH. As well as providing all these positive attributes, SANTE enables formulators to reduce or eliminate a range of ingredients with negative labelling connotations, such as MSG, ribonucleotides, yeast extracts and hydrolysed vegetable proteins. In addition, thanks to its ability to enhance the salty flavour of products, SANTE allows a reduction in sodium from salt by 30 to 50% in some applications. The secret of SANTE lies in the high levels of naturally occurring glutamate in Lycored's specially bred tomatoes. Glutamate occurs naturally at high levels in many delicious foods, such as ham and Emmental cheese, Nori

seaweed and scallops. Lycored's special breed of tomato is also a rich source of natural glutamate. It has an amino acid concentration of almost 9%, of which 32% is natural glutamate.

### Clear Tomato Concentrate - smooth flavour

CTC is a clear liquid that acts as a natural taste improver for food, bringing a smoother character to savoury products such as soups, condiments and sauces. It can also intensify the tomato character of tomato-based foods and act as an extender for tomato paste, which can be expensive. CTC can be declared as consumer-friendly 'tomato concentrate' and, like SANTE, it gives formulators a way to reduce or eliminate their use of less attractive ingredients. It is stable across a range of pH and temperatures. It is colour-neutral and besides delivering a better taste and cleaner label, it can also produce a browning effect for a more appetising appearance in foods such as pies and pastries.

### Lycο-Fibers - authentic texture

Formulators can modify the pulpiness, viscosity and mouthfeel of sauces, soups and meat products naturally using Lycο-Fibers. Not only do they deliver a cleaner label, but they also carry the positive benefit of fibre content. Their high stability means that Lycο-Fibers do not undergo syneresis when used in sauces. In addition, while alternative stabilisers such as gums and starches can lead to a slimy consistency, Lycο-Fibers deliver an authentic vegetable fibre texture. Lycο-Fibers also improve the juiciness of meat products and prevent burning of the meat when barbecuing.

### Dry Tomato Pulp - visual appeal with fibre

Lycored's Dry Tomato Pulp is perfect for formulators looking to produce tomato-based sauces, soups and dips with a fresh and vibrant 'made from scratch' look, taste and texture that remains stable throughout a product's shelf-life. It also suits meat products such as sausages. The pulp delivers a fresh, consistent, natural red colour thanks to its high lycopene content, combined with an authentic pulpy

texture. It also contains fibre and can carry a consumer-friendly 'crushed tomatoes' or 'tomato concentrate' label within the EU. Conventional tomato pastes can be inconsistent, which may lead to formulation challenges. In contrast, Lycored's Dry Tomato Pulp provides reliable, consistent, repeatable results. It also permits the removal of starches from sauces, leading to a shorter ingredients list.

### Benefits of Lycored's Real Food Ingredients at a glance:

- Foodstuff label declaration
- Cleaner label and a shorter ingredient list in many applications
- Stable across a range of pH and temperatures
- Allergen-free
- Kosher and Halal
- Fibre content
- No added glutamates
- Non-GMO
- Vegan

### Inherent goodness – naturally

Lycored is an international company committed to 'Cultivating Wellness' by harnessing the nutritional potential of nature using cutting edge science. The result is a growing portfolio of natural ingredients and products that formulators and – just as importantly – consumers can recognise and trust. Lycored's first 'hero ingredient' was lycopene, which has been clinically proven to help support general health and, more specifically, heart, skin, prostate and female reproductive health, among others. As global leaders in natural carotenoids for food, beverage and dietary supplement products, Lycored's experts are constantly developing new fortification blends using lycopene to support relevant health claims. Beyond this, simply including Lycored's natural tomato ingredients allows customers to provide an 'inherent goodness' or better-for-you positioning for their products. Established in 1995, Lycored is based in Israel, with sales and production operations in the UK, Switzerland, the US, Ukraine and China. 🏠

[www.lycored.com](http://www.lycored.com)





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### Without Pesticides

Our promise is to invest in a sustainable agriculture, utilizing only elements and conditions present in nature and in order to preserve and protect the environment, we do not use toxic products.

The core business is the cultivation of the pomegranate which 260 hectares are destined, an extension that makes Masseria Fruttirossi the principal Italian manufacturing of this fruit, for general 150.000 plants: in 2020 the annual production of Masseria Fruttirossi will reach the 25 million of pomegranates!

All products are marketed on the national and foreign markets branded "LOME Super Fruit" (LOve ME).

The project "LOME Super Fruit" includes the very modern plant, where the superfruits are processed and packaged into products: selected fresh fruits, juices, squeezes, fresh arils of pomegranate and dried Goji berries. The Masseria Fruttirossi plant is equipped with several high-tech machineries, also the Hiperbaric 420, an HPP (High Pressure Processing) machine using the high pressures hydrostatics (about 6,000 bar) to eliminate the bacterial count from the squeezes in cold conditions, preserving the organoleptic and nutritional properties of the squeezes. Thanks to the availability of 7,500 square meters of cold storage (also in Controlled Atmosphere), fresh fruits are available from September till march, enabling Masseria Fruttirossi to guarantee supplies to clients constantly. Masseria Fruttirossi is the only Italian firm able to guarantee to the final consumer the quality of its products taking care "in house" of all production steps, from the choice of the plant to its cultivation, up to the transformation and packaging of the super fruit into the final products.

Choosing "LOME Super Fruit" the consumer brings on his own table fruits, juices and squeezes 100% Made in Italy! 🏠

[www.lomesuperfruit.com](http://www.lomesuperfruit.com)









# FRUIT AND VEGETABLE PROCESSING LINES

**T**he company Navatta, founded by Mr. Giuseppe Navatta in 1983, produces and installs fruit and vegetable processing lines and boasts references across the globe.

Navatta Group is also centre of excellence for the production and installation of processing machines and plants for peeled tomato and tomato by-products; it counts many references all over the world, with capacity ranging from 20 to 120 t/h of incoming fresh product.

Navatta Group is today a well – established and technologically efficient reality, producing rotary can pasteurizers and tomato pulping lines, bins handling system, bins and drums emptying system, palletizers and de-palletizers, washing systems, fruit and vegetables processing lines, it boasts international patents for juice and puree extraction, concentration plants and thermal treatment, it is specialized in special batch plants for ketchup, sauces and jams.

## MANUFACTURING RANGE

NAVATTA GROUP manufactures and commissions Processing Lines, Systems, Equipment for Fruit, Tomato, Vegetables for:

- peeled / diced / crushed tomatoes, tomato sauces and purees, tomato paste, all filled into any kind of package or in aseptic;
- diced, puree, juices (single strength or concentrated) from Mediterranean / tropical fruit, all filled into any kind of package or in aseptic;
- fruit crushing lines from IQF, frozen blocks and frozen drums;
- high yield PATENTED fruit puree cold extraction, fruit purees / juices equalized in aseptic;
- wide range of evaporators to produce tomato paste Mediterranean and tropical fruit concentrate;
- evaporators for coffee and milk: evaporation before spray atomizers, freeze dryers or other dryers;
- evaporators for cogeneration industry (waste treatment);
- aseptic sterilizers;
- aseptic fillers for spout bags/ spout-less Bag-in-Box 3 – 20 liters, Bag-in-Drum 220 liters, Bin-in-Box / IBCs 1.000 – 1.500 liters;

- spiral-cooler;
- formulated products productions (jam, ketchup, sauces, drinks) starting from components unloading to dosing, mixing, mechanical / thermal stabilizing, to filling into any kind of package or into aseptic mini-tanks;
- processing pilot plants;
- vegetable processing as receiving, rehydration, cooking, grilling and freezing.

Navatta Group's headquarter and the two production units are located in Pilastro di Langhirano, Parma, with a total production area of 10,000 square meters. 🏠

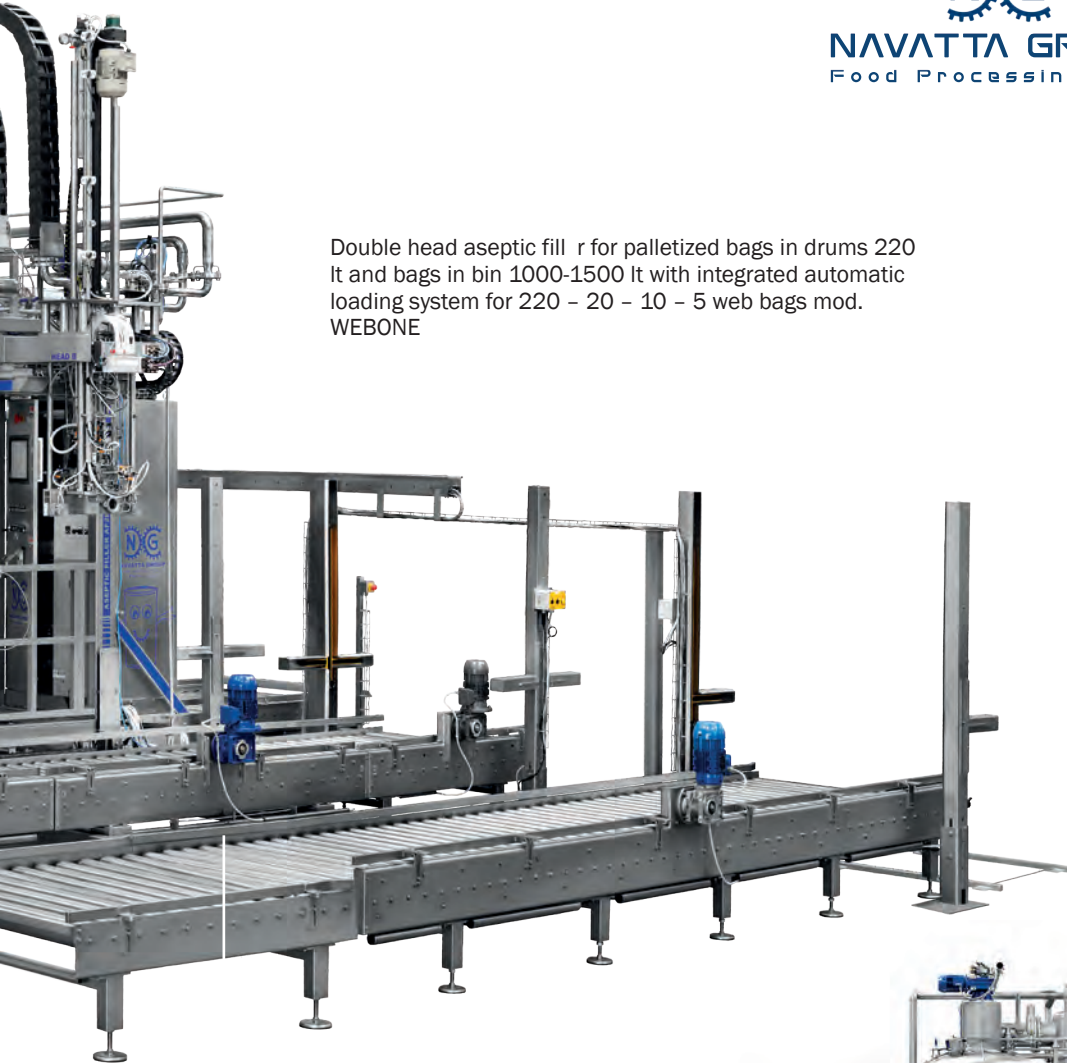
[www.navattagroup.com](http://www.navattagroup.com)



**NAVATTA GROUP**  
Food Processing S.r.l.



Double head aseptic filler for palletized bags in drums 220  
lt and bags in bin 1000-1500 lt with integrated automatic  
loading system for 220 - 20 - 10 - 5 web bags mod.  
WEBONE



Ketchup and jam processing line



# ABOUT IG INTERNATIONAL PVT LTD. (IGIPL)

**I**G is one of the leading fresh produce importer/exporter company dedicated to provide high quality produce to consumers. With over 50 years of experience grown into a group of 14 companies committed towards supplying the demand of high quality fresh produce. Imports of fresh produce is the core activity. Promoter and Chairman Mr. Gian Chand Arora first imported fruits in containers from Australia in 2000. Since then, IGIPL has started investing in infrastructure and has become a leader in the Imported Fresh Fruit Industry and are now handling volumes to the tune of 2000 - 40 feet refrigerated containers from over 22 countries across the globe.

IGIPL also manages the distribution of the goods through its 28 wholesale outlets across India.

With over 5 decades of experience in the industry, IGIPL has become a leading marketer and distributor of nutritious, high-quality fresh fruits across India and brand IG is trusted symbol of product quality, freshness and reliability. Turnover for FY 2016 stood at Rs. 400 crores.

Along with imports, IGIPL has interests in exports as well as third party logistics and temperature controlled warehousing. We are primarily exporting Potatoes and Grapes to Russia, Europe and South East Asia and have invested in developing packing lines and warehousing facility to cater to the expanding business.

IGIPL, is also in the business of Third party Logistics and temperature controlled warehousing. With present capacity of 40000 MT and facilities in Mumbai, Chennai, Bangalore, Jaipur, Chandigarh. Theog and Amravati. We presently have a fleet of 50 refrigerated trucks and 20 refrigerated trailers equipped with 40' reefer Containers.



## Promoter Profile

Mr. Gian Chand Arora – Chairman and Managing Director

- 5 decades of experience in the Industry
- Pioneered the imports of fresh Fruits in India
- Invested in temperature controlled warehouse in 1999

## Mr. Sanjay Arora – Director – Marketing and Sales

- Visionary behind expanding IG network on Pan India Basis
- IG has expanded its clientele and customer base because of his People Skills and Relationship Management
- Responsible for sales and marketing across 28 wholesale outlets across India

## Mr. Tarun Arora – Director – Finance and Operations

- The younger scion of the Arora family leads the young corporate team with his innovative and modern outlook
- He manages the Financials of the group with his superior Analytical skills

- Completed MBA from MIT & also attended Private Equity & venture Capital from Harvard Business School

## Trade Experience

Our heaviest asset is our wide experience which gives us edge over others in the industry. 50 Years of experience in fresh produce industry. Importing & Exporting fresh produce from over 30 countries and handling 32 varieties of fruits.

## Way Ahead

With the ever rising purchasing power of Indian middle class segment, the demand of good quality and hygienic fruits is increasing and IG, with its long history and vast experience has positioned itself to serve to the burgeoning demand. IG, in association with many global suppliers, is able to source high quality and consistent fresh fruits from all over the world and make it available to the Indian consumer. We also look forward to expand our temperature controlled warehousing business to 50000 Pallets and fleet of refrigerated trucks/trailers from 70 to 120. 🏠

[iginternational.net](http://iginternational.net)



**IG International Pvt. Ltd.**  
An Indian Group With Global Outlook

# OUR BRANDS



**igapple**  
Delightfully Tasty



**igKIWI**  
Delightfully Tasty



**igavocado**  
Delightfully Tasty



**igpear**  
Delightfully Tasty



**igtamarind**  
Delightfully Tasty



**igCherry**  
Delightfully Tasty



**igCitrus**  
Delightfully Tasty



**igblueberry**  
Delightfully Tasty

Bringing  
Global  
Taste to  
**INDIA**



**igCherry**  
Delightfully Tasty



**igPlum**  
Delightfully Tasty



# EVOLUTION FOREVER

**IRRILAND** is one of the world leaders in the irrigation sector. We produce and sale wide range of Irrigators, booms, Motorpump sets, Pivot and Complete Irrigation Systems in more than 50 foreign countries every year. All staff members are highly qualified and trained by people of considerable experience having worked with leading companies in the irrigation sector. What we offer to the market is the result of the uncompromising hard work and passion of a company that has always aimed to improvement, in order to create a range of products that is unique in the world in terms of safe, quality and total reliability on every field.

**PROTECTOR:** An absolutely novel and easy to use accessory is based on a non-stick and water repellent protective film system placed between the ground and the polyethylene hose, protecting hose from gluing, strenuous abrasions and high friction. It is a fully automated and efficient device with a proper drive mechanism.

Protector allows the use of thinner hoses (note that the cost of a 1,000 m long hose Ø 135 mm may be around 10,500 €, while a hose of the same length and external diameter but the thinnest version costs around 6,500 €) and lighter tractors (which are cheaper and more manageable) and makes it possible to use longer hoses too. In consequence, it reduces the high energy consumption used for pumping the water and for positioning the hose and allows sprinklers work at more adequate pressure. PROTECTOR makes agricultural practices more environmentally sustainable: using water is more efficiently, reducing





Safe and reliable in every field





energy consumption and associated GHG emissions and using less plastic.

Environmental sustainability and climate change are nowadays among the most important challenges of the humankind and many EU policies promote the development and use of technologies that help to address these issues. However, there is no current alternative to PROTECTOR: other word said, there is no other product that installed on a hose reel irrigator leads to a reduction of the friction between the hose and the soil. This is a first of its kind, disruptive and market creating innovation!

### E-SPORT


The other eco-friendly product is the self-propelled solar-powered irrigator with innovative low friction coefficient tube which has been awarded with the “mention” recognition by the evaluation committee of Eima 2018.

The research for an autonomous and eco-sustainable irrigation system not subject to water flow and pressure variables to irrigate and able to work with any type of liquid, even with the presence of solid parts, has led

us to design a machine completely activated by an electric motor powered by solar energy. A series of batteries powered by solar panels

allow you to operate 24/7, 365 days a year. From the experience in the field it has been seen that a pipe used on gravel soil becomes more slippery, as it considerably reduces the coefficient of friction. This led us to develop a polyethylene pipe with a grooved profile, able to considerably reduce the friction with the ground, saving energy. The final results are more efficiency and less operating costs.

### IRRIGATION BOOMS

The irrigation system with low operating costs and versatile use. Irriland irrigation booms allow the most fragile crops to be irrigated without damaging them. Combination with Irriland automatic hard hose reels provides perfect synchronism that allows rapid pulls and optimal operation at a pressure of 0.1 Mpa (1 Bar). 

[www.irriland.it](http://www.irriland.it)





continue from page 6



And so, Santo Gangemi's love for his land led him to bring out of value of this valuable fruit when everyone else was pulling it out to plant orange trees.

His winning choice then benefited his son, Francesco, who took this exceptional fruit and added value by transforming it into juice, marmalade, and candied fruit, all totally organic, and even produced an extra-virgin olive oil from organic olives with a production that is rich in the aromas and fragrances of the bergamot. High quality is guaranteed by scrupulous control along the entire production line – from the land to the harvest, from the extraction to the packaging. To satisfy gourmets and healthy food lovers, Francesco Gangemi also offers a home delivery service on his website, and accepts small orders. 🏠

[www.oliogangemi.org](http://www.oliogangemi.org)



Azienda agricola  
**Francesco Gangemi**





# CREATIVE CUISINE WORKSHOP

New ideas to interpret customers' needs that fulfil the demands of a public that is increasingly attentive to quality and the flavours of the moment

**T**he passion that has accompanied L'Insalata dell'Orto right since its foundation and the constant trend focusing on innovation has enabled us to go even further by making the most of consumers' creativity and culinary experience, by proposing modern, IV-range products that can be used as they are or revisited as required.

The new "Tisane dell'Orto", "Condimento al momento" and "Spaghetti di verdure" product lines rightfully enter through the main door of every kitchen, as a valid help and to inspire everyone's culinary flair.

Alongside the classic I and IV-product range that has, by now, become well-established and recognised by the primary players of the Large-scale retail sector both in Italy and abroad, L'Insalata dell'Orto is proud to present "THE CREATIVE CUISINE



WORKSHOP", a culinary idea incubator that has a positive impact on the creation of products that encourage the experimentation of tastes and needs.

## OUR COMPANY

L'Insalata dell'Orto was founded based on the combination of passion with an idea.

The passion for the land, that for generations has driven our family to devote itself to the cultivation of vegetables.

The idea refers to the one we had in 1990 that has led us to extend our production to the cultivation of greenhouse crops and to devote ourselves to the production, processing and packaging of IV-range products.

After taking this first step, as a natural evolution of the business,

L'Insalata dell'Orto Srl was established in 2000.

A company that we immediately wanted to be absolutely impeccable in terms of compliance with regulations and legislation in general, with both a tasteful corporate image reflecting its strong bond with its territory of origin: from this latter, we have gradually broadened our customer portfolio, starting from the Veneto region, up to covering Italy as a whole then moving overseas, and orienting our products to fulfil the requirements of the large-scale retail, hypermarket and supermarket chains, collective and commercial catering sectors.

## CERTIFICATIONS

L'Insalata dell'Orto boasts the achievement of significant qualitative targets: IFS and BRC certifications relating to the packaging of I and IV-range ORGANICALLY-GROWN PRODUCTS, the ISO 22005:2008 certification regarding traceability




in the feed and food chain as well as the VEGANOK ethical certification.

### THE PRODUCTS

We propose adult and baby salad greens as well as vegetables, to be eaten raw or to be cooked, with weight options to suit the requirements of all family types,

from the single customer to large communities.

In addition to the wide variety of ingredients, we also provide a vast selection of packages: maxi or single-portion bags, film-sealed and

fl w-pack trays, heat-sealed bowls, polypropylene or polystyrene boxes that ensure the most suitable method of preservation for each product assortment. 

[www.linsalatadellorto.it](http://www.linsalatadellorto.it)



**L'insalata**  
dell'**ORTO**

## POTS SHOWCASE DAIRY DELIGHTS

**R**egional French dairy producer Duo Lozère has selected RPC Bebo Bouxwiller to supply the packaging for the company's high quality organic yoghurts and fromage blanc.

The stylish 125cc thermoformed polypropylene pots are lightweight and easy to handle, combining consumer convenience and ease of use with effective product protection and presentation. Newly-designed graphics, offset printed in a variety of different colours, distinguish the different products in the range and create

maximum impact on-shelf. Established in 2008 and based near Mende en Lozère, Duo Lozère's products feature locally-sourced cow's and sheep's milk where the altitude of the pastures (around 1,000m above sea level) gives the milk a remarkable quality. They are available both in the local region and also nationally through selected distribution channels.





# AZIENDA AGRICOLA SCRIANI

**T**he Scriani winery in Fumane is a small jewel in the heart of the Valpolicella Classica area, a fertile land of tastes and traditions, designed by the rows of its famous vineyards and anchored to the undulating backdrop of sweet hills.

A corner of generous nature which sows and harvests fruit of extraordinary quality, from terrace to terrace, from vine to vine with the care and passion that has always distinguished these people.

The Cottini family has a long agricultural history and has founded the values of their work on the farming culture passed on by generations.

A passion for the land and a deep awareness of our roots have given the most authentic meaning to our lives for years. Cultivating grapes with love according to traditions, in full respect of nature, means giving a continuity and authenticity to our projects and ensures an outcome which always lives up to our ambitions.

Stefano Cottini, owner of the winery SCRIANI, young winemaker in love with his vineyard, watching the big producers, attending and documenting and catching up on technology innovations, it takes wisdom from the old values and experiences of the past, succeeding with simplicity and a dash of unconsciousness to impose its authenticity investing everything with passion, in the hope that the enterprise value, follows the success.

In our vineyards we do the pruning and harvesting exclusively by hand,





## **KÖSTLICHE WEINE DER VALPOLICELLA: AZIENDA AGRICOLA SCRANI**

**I**m Herzen des Valpolicella-Anbaugebiets, dort, wo seit Jahrhunderten der köstliche Valpolicella Classico gekeltert wird, befindet sich der landwirtschaftliche Betrieb Scriani. Die „Azienda Agricola“ hat ihren Sitz in Fumane und die wichtigsten Weinreben des Betriebes befinden sich auf einem Hügel, der den Namen „Monte S. Urbano“ im Osten und „La Costa“ im Westen trägt. Vom Hügel genießt man herrliche Panoramen: das Valpolicella, Verona und auch der Gardasee.

Inmitten dieser Landschaft stellt man seit Generationen hervorragende Weine her. Das Wissen rund um den Anbau der Reben, ihre Pfl ge, die Lese und natürlich die Herstellung des Weins wird seither vom Vater auf den Sohn weitervererbt.

Zwischen neun und vierzig Jahre sind die Reben alt, die auf dem Anbaugebiet des landwirtschaftlichen Betriebes zu finden sind. Bei der Pfl ge der Reben wird auf das natürliche Gleichgewicht des Ambientes geachtet und auch die angrenzenden Waldgebiete werden gepflegt. Vieles – wie die Lese – erfolgt hier noch per Hand. Der Traubenertrag beläuft sich auf rund acht bis zehn Doppelzentner Trauben pro Hektar.

Die Weinlese ist einer der wichtigsten Momente des Jahres. Wie bereits erwähnt, wird sie ausschließlich per Hand betrieben. Geerntet werden die Trauben zu unterschiedlichen Zeiten, in Hinblick auf die zu kelternden Weine. Denn: im landwirtschaftlichen Betrieb Scriani werden mit viel Leidenschaft in erster Linie Amarone- und Recioto-Weine hergestellt. Die Lese findet in der Regel Ende September statt. Schon während der Lese werden nur die Trauben für diese Weine geerntet, die am meisten Sonne abbekommen haben. Die Trauben werden dann in kleinen Holzkisten oder auf Gittern in Trockenräumen gelagert. 100 bis 120 Tagen trocknen



a carefully selected picking of the grapes in order to preserve the spirit of the precious grapes, caressing their sweetness and character. A yearly ritual which reveals the wonder of an effort which transforms and brings joy and energy even to the air.

“Mandolari”, “Bosco”, “Carpanè”, “Tondin”, “La Costa” are pieces of land which host vines aged between nine and fifty two years, raised by the pergola system, in single and double rows, for a density of three thousand three hundred plants per hectare.

The vineyards are positioned according to a logic that takes into account not only the terrain characteristics, but also the pattern of the surrounding woods.

A research for balance and respect in order to infuse quality and health, producing purity and transparency, all of these values are transmitted to our wines.

The most noble wine produced by Sciani is the Amarone, which refines for eighteen months in barriques, followed by eight months in oak barrels and a further six months in the bottle.

The wine cellar is cared for in the greatest detail in order to ensure the greatest precision during each winemaking stage.

A prestigious selection combining body, perfumes and tastes, from delicate to intense, with unique nuances produced by the grape varieties: Corvina, Rondinella, Molinara and others.

Prizes and awards obtained at prestigious events are the most tangible evidence that the Sciani represents one of the most respected names in the panorama of Italian winemaking. 🏆

**Visit:**

**[www.scriani.it](http://www.scriani.it)**

sie hier: die in ihnen enthaltene Feuchtigkeit verdampft und der Zuckergehalt der Trauben steigt. Erst nun können sie zu Amarone und Recioto weiterverarbeitet werden.

Besonders stolz ist man in dem Betrieb auf den Weinkeller. Er erinnert fast ein wenig an die Südtiroler Wellness-Zentren oder auch an eine gepflegte Disco: eine Bodenbeleuchtung entlang eines mit Parkett verschönerten Ganges ist hier zu finden. Entlang des Ganges befinden sich die Fässer, in denen die kostbaren edlen Tropfen reifen.

Probieren kann man diese Weine in einem modernen Verkostungssaal.

Die Azienda Agricola ist von 11 Uhr bis zum Abend geöffnet.

**[www.scriani.it](http://www.scriani.it)**



# NEW VERSIONS OF WELL-KNOWN MIXPROOF VALVE DESIGNED TO MEET YOUR INDUSTRY CHALLENGES

## **C**over your industry specific needs with the new Alfa Laval Unique Mixproof High Alloy and UltraPure versions

A reliable process with flexibility and sustainable advantages ensures high product quality and strengthens your competitiveness in hygienic manufacturing of food, dairy, beverage, pharmaceutical and home & personal care products.

### **Food / Dairy / Beverage industries:**

Manufacturers of products containing high chloride concentration or low pH-levels often face corrosion challenges in their hygienic processes. A few examples:

- Food: Soy sauce, ketchup or citrus acid extraction
- Dairy: Lactic acid, whey and brine from cheese manufacturing
- Beverage: Isotonic drinks, minerals dosing and hot water systems

Meeting the demand for higher corrosion resistance, Alfa Laval's newly launched high alloy versions of its well-known Unique Mixproof valve secure superior product safety and longer equipment lifetime. The new Alfa Laval Unique Mixproof High Alloy version comes in two optional materials: Hastelloy C22 and AL6XN.

### **Home & Personal Care industries:**

When producing anti-perspirant deodorants, fabric softeners and bleach type products there may be a need for equipment with high corrosion resistance in certain parts of your process. Products containing quats with high chloride content and aluminium chlorohydrate tend to increase pitting or crevice corrosion leading to pos-

sible equipment failure and systems leakages. The new Alfa Laval Unique Mixproof High Alloy, manufactured in either Hastelloy C22 or AL6XN, gives you two solutions for higher corrosion resistance, longer equipment life and reduced production downtime.

### **Biotech & Pharmaceutical industries:**


To meet the high standards needed in the growing pharmaceutical industry, Alfa Laval has launched its well-known Unique Mixproof valve in an UltraPure version. Like all of our UltraPure equipment, the new Alfa Laval Unique Mixproof UltraPure comes with the Alfa Laval Q-doc package ensuring full traceability (3.1 certification) and seals with FDA, USP class VI and TSE/ADI certificates. Furthermore, the new Unique Mixproof UltraPure version will be available in high alloy materials: Hastelloy C22 and AL6XN. These alloys meet the demands for higher corrosion resistance from aggressive applications including, buffer solutions, cleaning liquids, high salt solution etc.

### **About Alfa Laval**

Alfa Laval is a leading global provider of specialized products and engineering solutions based on its key technologies of heat transfer, separation and fluid handling. The company's equipment, systems and services are dedicated to assisting customers in optimizing the performance of their processes. The solutions help them to heat, cool, separate and transport products in industries that produce food and beverages, chemicals and petrochemicals, pharmaceuticals, starch, sugar and ethanol. Alfa Laval's products are also used in power plants, aboard ships, oil and gas exploration, in the mechanical engineer-

ing industry, in the mining industry and for wastewater treatment, as well as for comfort climate and refrigeration applications.

Alfa Laval's worldwide organization works closely with customers in nearly 100 countries to help them stay ahead in the global arena.

Alfa Laval is listed on Nasdaq OMX, and, in 2016, posted annual sales of about SEK 35.6 billion approx. 3.72 billion Euros. The company has about 17 300 employees. 

[www.alfalaval.com](http://www.alfalaval.com)





# BERRYPLANT: FOCUS ON BREEDING AND QUALITY

**B**erryplant's effort in the selection of new varieties of raspberry has been growing for the last years, as it has become clearer and clearer that breeding was the future of berry market.

Its 25 years' experience in berry propagation has obviously been an excellent starting point to begin, back in 2006, selecting plants to fulfil the needs of fresh consumption market. "Growers are looking for fruits with a bright red color and a long shelf life and, at the same time, for plants with low managing requirements, able to guarantee also lower labor costs", explains Diego Ioriatti, the breeding manager and co-owner of Berryplant.

Keeping this clearly in mind, Berryplant developed in the past years two patented varieties, Amira and Regina, which are yet among the most profitable cultivars especially for certain markets. "But we wanted to do something more", continues Diego. "And here comes Primalba! It is a primocane raspberry that we selected primarily for its early ripening characteristics." It is, in fact, at the moment, the earliest ripening on the market, about 6/8 days before Polka, which is still considered a benchmark. Since the first tests in their greenhouse in Baselga di Pinè (an area of Trentino, Italy, historically devoted to berries production), its ripening timing has been considered very stimulating, in particular for cultivation in Northern climates. After the first year of actual production, its good results seem to be greatly confirmed. "Growers could start harvesting just 85 days after planting!", says Diego, proudly, "And this is so promising because it could theoretically fill up the



The R&I program of this Italian Rubus propagator, presents its latest result: the new primocane raspberry Primalba!





production gap between floricane and primocane productions, when fruit prices are higher as product availability is really low.”

What came out from this first harvest of Primalba, is that this plant has many other qualities which growers could widely appreciate: it requires few managements, because the plant is very compact and has short laterals, water requirement is low -making it less sensitive to water stress - and no sensitivity to main fungi and mites is known. Talking about the fruits of Primalba: they're good looking and flavor is excellent; shelf life is good and they can be harvested even when not completely ripe - leading to very fast picking and high quantities-.

“The upcoming season we're planning to test the new variety also in hot climates to understand if Primalba could be a good deal also for growers in Spain, Portugal or Morocco, who represents an important market; nevertheless, new materials are raising from the breeding program and few new selections, maybe even more suitable for these areas, are in the process of advanced trials to some of our clients as a collaboration”.

“Concentrating on breeding does not mean forgetting about the basis of our business, which is propagating and selling quality plants.”, interrupts Maddalena Grisenti, the owner and founder of Berryplant, “We accustomed our clients to a very high-quality standard. And we do not want to disappoint them.” In practice, it means that Berryplant is carrying on a 3 years' control on the plants it's propagating, starting from a certified pre-basic material, free from pest and diseases, and continuing with a 2 years pomological and phytosanitary control on the mother plants. “We're known as Rubus specialists (and we

proudly declare it in our logo!), so what customers expect from us, is to receive the best Rubus plants, in terms of innovation and quality.”

Going back to breeding, research is not limited to raspberry as Diego and Maddalena do strongly believe that blackberry has a great potential, too: “Its success on the market at the moment is limited because there are no good blackberries in the supermarket. This is the reason we're working hard to select a blackberry cultivar that gives fruits with excellent traits to be profitable for the growers, such as great quality and shelf life brought by hard plants with broad resistance basis. And we're confident to gather the first results within 3 years now.” 🏠

**[www.berryplant.com](http://www.berryplant.com)**



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# OPAC CAMPISI, THE HISTORY OF OUR FAMILY

**T**he OPAC Campisi company has its roots and traditions in Sicily, precisely in Siracusa, a beautiful city in the south-eastern coast of the Italian region.

The history of the firm started when four brothers established themselves in the agricultural sector. Indeed, their successful cooperation was based mostly on the importance of a united family, which is still the leading value nowadays.

Cautious investments, innovation and the implementation of greenhouses allowed for the success of the company, both nationally and abroad. The cooperation lasted for around forty years when the four brothers decided to part ways and followed different professional paths. At this point, the OPAC Campisi was established.

In the 1970s, Antonino Campisi, the youngest of the four Campisi brothers, started his company subsequently assisted by his sons, Giuseppe and Dario. Antonino's and even more Giuseppe and Dario's style of management is characterized by the tendency of going beyond the regional and national borders to be inspired and innovate following large Italian and European agricultural corporations.

Giuseppe and Dario soon took over the family company thanks to their great managerial and foresight skills. Moreover, they immediately understood that the winning strategy would and should have been based on the diversification of the distribution channels, aiming at the large-scale retail channels both in Italy and abroad.

Nowadays, OPAC has up to three-hundred employees in the busiest









periods of the year. The continuous growth regarding the production, innovation and the diversification of investments is partly determined by the new generation, precisely the fourth generation of the company- a disruptive environment brought by fresh and young minds. In particular, the two brothers are now supported by Nino and Roberto, Giuseppe's sons, and Ludovica and Barbara, Dario's daughters.

The core business in the company has always been the production of the Lemon from Siracusa IGP also known as Siracusa's femminello. Moreover, the firm successfully produces and trades blonde and blood orange, baby watermelon, iceberg, endive escarole salad, courgettes and local potato soon to be awarded the IGP trademark.

The full production chain is undoubtedly the flagship of the firm; indeed, OPAC Campisi owns every step of the process. Everything starts from the certified plant nursery,

where the seeds produce the trees which will then be planted in the seven hundred fifty hectares of land managed by the company.

Following the tradition, lemons and oranges are handpicked. Subsequently, the fruits are transported to the main factory to be processed and packaged. The main factory has a surface of around ten thousand square meters and is entirely covered in solar panels, making the firm environmentally friendly. A few years ago, more space was created to place the newest addition to OPAC, Campisi Citrus.

This part of the company processes all the citrus fruit that display some imperfection concerning aesthetics even if still perfect for what concerns the organoleptic properties. The trademark of production, in this case, is the essential oil extracted directly from the peel of the citrus, such as the Siracusa IGP lemon, the blonde and blood orange, tangerines and grapefruit. Although a newly born

firm, Campisi Citrus has many plans to be developed. For instance, the current cooperation with a northern Italian company in the production of artisanal ice cream. Mainly, this joint project has the primary objective of making lemon ice cream with an extremely high concentration of Siracusa IGP organic lemon juice, displayed in an innovative ice cream tub. Moreover, the project that would see Citrus as one of the main players in the cosmetics industry, placing significant importance on the role of the essential oil.

Many are the plans and challenges for OPAC Campisi at the moment. The primary objective is to identify the trends, both nationally and worldwide, for business development while keeping in mind the roots, history and values that are fundamental for the own existence of the firm 🏡

**[www.opacampisi.biz](http://www.opacampisi.biz)**



# OMIP, SINCE 1971, EXCELLENCE OF MADE IN ITALY

Quality, Innovation and Tecnology for food processing

**T**he company O.M.I.P. SRL, established since 1971, is specialized in manufacturing machines for fruit processing. The continuous research, development and innovation, have allowed the introduction on the world market, the most modern technologies in the sector of pitters for peaches, plums, apricots, avocados, apples and pears. These pitting machines combine characteristics including strength and reliability, ease of use and low maintenance, which are synonymous with quality and

the excellence of Made in Italy. Its organizational skills and the quality of its products, have allowed it to establish itself on all markets: from the Italian to European, from the South American and Californian ones to those of South Africa and Australia up to the Asian and New Zealand market.

The **K8-16 Peach Stoning machine** is a stable one and of a great robustness, entirely made of stainless steel. The rotation of the stoning knives allows to pit 344 peaches per minute with any degree of ripeness and any variety (clingstone,

freestone and nectarine). The machine has been completely redesigned with a brand new casing protection system that makes cleaning and maintenance operations easier.

The **Apricots Stoning Machine KA3 and KA6** pits apricots in two halves along the suture line and it is suitable to pit the fruits even if they are not perfectly graded. All parts in contact with fruit are for alimentary and hygienic purposes. The structure is entirely made of stainless steel. Capacity: from 550 to 1.100 fruits per minute



## OMIP, SEIT 1971, GÜTE MADE IN ITALY

### Qualität, Innovation und Technologie für die Lebensmittelverarbeitung

**D**as Unternehmen O.M.I.P. SRL, welches 1971 gegründet wurde, hat sich auf die Herstellung von Maschinen zur Lebensmittelverarbeitung spezialisiert. Forschung, Entwicklung und Innovation haben den Einzug der weltweit fortschrittlichsten Technologien auf dem Weltmarkt im Bereich der En-

tkernungsmaschinen für Pflaumen, Aprikosen, Avocados, Äpfel und Birnen ermöglicht. Maschinen, die Eigenschaften wie Stärke und Zuverlässigkeit, einfache Bedienung und geringe Wartungskombinieren, stehen für Qualität und Güte Made in Italy.

Das organisatorische Knowhow und die Qualität der Produkte haben dem Unternehmen ermöglicht, sich auf allen Märkten zu etablieren: von Italien aus in die anderen europäischen Staaten, von den südamerikanischen und kalifornischen Märkten über Südafrika und Australien bis hin zum asiatischen und neuseeländischen Markt.

Der **K8-16 Pfi sichentkerner** ist stabil und robust und wird vollständig aus Edelstahl gefertigt. Das Drehen der Schneidmesser ermöglicht das Entkernen von 344 Pfi sichen pro Minute mit beliebigem Reifegrad und von beliebiger Sorte (Clingstone, Freestone und Nektarine). Die Maschine wurde komplett mit einem brandneuen Schutzsystem für das Gehäuse überarbeitet, welches die Reinigung und Wartung vereinfacht. Die **Aprikosenentkerner KA3 und KA6** entkernen und trennen Aprikosen entlang der Nahtlinie in zwei Hälften und eignen sich auch für die nicht perfekt strukturierte Frucht. Alle Teile, die mit der Frucht in Kon-



The **KR8 Peach Repitter Machine** is a stable one and of a great robustness, entirely made of stainless steel. The rotation of the stoning knives permits to repit peaches with stone problems. Repit 320 half peaches per minute with any degree of ripeness and any variety (clingstone, freestone and nectarine).

The **KAV2 Avocado Pitting Machine** pre-cuts the Avocado separating it into two halves and allows its pitting\*. The machine is suitable to pit fruit even if not perfectly graded. All parts in touch with fruit are for alimentary and hygienic purposes and the structure is completely in stainless steel. Production rate 250 fruits per minute. \*pitting depends on the fruit variety and its ripeness.

**Avocado Pulp Extractor** The fruit, previously pitted and sliced longitudinally in two parts, is fed into the machine by a feeder belt and then deposited on a perforated drum. A fruit-pressing belt progressively restricts the passage section of the fruit, thus causing a slight pressure on the product. This allows the soft pulp to pass through the holes on the drum.

On the contrary, the skin does not pass through the perforations and therefore remains outside the drum. Through the rotation of the latter, the skin is then expelled towards an exit. The pulp however is released through another outlet, to allow subsequent processing. By adjusting the pressure rollers, a maximum output and an optimum quality without precedence can be achieved.

The **Apple and Peaches Coring Machine mod. KM8** is designed for the sole purpose to core apples ranging from 10 to 105 mm in diameter. The frame and the feeder are made of stainless steel (AISI 304). The rollers and fruit carrying plates are made of food-grade plastic. The machine features include EC-compliant safety guards all made of AISI 304 stainless steel, with quickly releasable interlocked hinges for easy and safe maintenance. Production rate: 300 apples/minute

**O mip will be present at Fruit Logistica Hall 3.1 Stand A-07** 

**www.omip.net**

O mip Company manufactures: Pitter machines for Peaches, Plums, Apricots and Avocados; Peach and Apricot Roller-Operated Stone Remover; Avocado pulp extractor; Apple and Peach Corer; Peeler; Dicer; Slicer; Brusher; Turn-Overs; Elevators and more...

Keep in touch, visit:

website: [www.omip.net](http://www.omip.net)

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Das Unternehmen Omip erzeugt: Entkernungsmaschinen für Pflaumen, Pfirsiche, Aprikosen und Avocados; Pflaumen- und Aprikosenentkerner mit Förderband; Fruchtflüssigkeitsentferner für Avocados; Apfel- und Pfirsichstecher; Schäler; Würfelschneider; Obstteiler; Obstpolierer; Obstwender; Förderwerke und mehr....

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takt kommen, haben mit Ernährung und Hygiene zu tun. Das Gerät ist aus Edelstahl gefertigt. Leistung: von 550 bis 1100 Früchte pro Minute

Der **KR8 Pflauchenentkerner** ist stabil und sehr robust und wird vollständig aus Edelstahl gefertigt. Das Drehen der Schneidmesser ermöglicht das nochmalige Entkernen problematischer Pflauchkerne. Entkernen Sie nochmals 320 Pflauchhälften pro Minute mit beliebigem Reifegrad und von beliebiger Sorte (Clingstone, Freestone und Nektarine).

Der **KAV2 Avocado-Entkerner** schneidet die Avocado vor, indem er sie in zwei Hälften teilt und so das Entkernen\* ermöglicht. Die Maschine eignet sich auch für die nicht perfekt strukturierte Frucht. Alle Teile, die mit der Frucht in Kontakt kommen, haben mit Ernährung und Hygiene zu tun und sind aus Edelstahl gefertigt. Die Leistungsfähigkeit liegt bei

250 Früchten pro Minute. \*Das Entkernen hängt von der Struktur der Frucht und ihres Reifegrades ab.

**Fruchtflüssigkeitsentferner für Avocados** Die zuvor entkernte und der Länge nach halbierte Frucht wird mittels eines Förderbandes in die Maschine befördert und danach auf einer Lochtrommel abgelegt. Ein Pressriemen begrenzt schrittweise den Durchlass der Frucht und verursacht so einen leichten Druck auf das Produkt. Dadurch kann das weiche Fruchtflüssigkeits durch die Löcher der Trommel dringen. Die Haut durchläuft aber die Perforationen nicht und bleibt daher außerhalb der Trommel. Durch das Drehen der Trommel wird die Haut dann durch eine Öffnung hinausgestoßen. Das Fruchtflüssigkeits wird jedoch durch einen anderen Auslass freigesetzt, um die nachfolgende Verarbeitung zu ermöglichen. Durch das Verstellen der Andruckwalzen kann eine maximale

Leistung und eine optimale Qualität ohnegleichen erreicht werden.

Der **KM8 Apfel- und Pfirsichstecher** ist ausschließlich für das Durchstechen von Äpfeln mit einem Durchmesser von 10 bis 105 mm konzipiert. Der Rahmen und der Beschicker sind aus Edelstahl (AISI 304) gefertigt. Die Walzen und Obsttrageplatten bestehen aus lebensmittelechtem Kunststoff. Zu den Ausstattungsmerkmalen der Maschine gehören EC-konforme Schutzvorrichtungen, die alle aus Edelstahl AISI 304 gefertigt sind und mit schnell lösbaren, miteinander verbundenen Scharniergeleiten für eine einfache und sichere Wartung ausgestattet sind. Produktionsrate: 300 Äpfel/Minute.

**O mip ist Aussteller bei der Fruit Logistica Halle 3.1 Stand A-07** 

**www.omip.net**

# OUR VISION, OUR MISSION AND PHILOSOPHY OF EXCELLENCE

“The only way to predict the future  
is to have power to shape the future.” (E.H.)



**T**he future of the conservation is in the possibility to conserve the product in the easiest way possible. That is why the future is now. The perfect complicity of the high technology, simplicity for the user and economical advantage are all concentrated in our EFD Easy Freeze Dryer.

Our long term experience in fruit and vegetables processing brought us to develop the high tech freeze-dryer that allows to save delicate aromas while drying the frozen product under vacuum producing a premium quality product.

The ice contained in the product is sublimated, hence transformed from solid to gas and then trapped inside the condensation system.

The sensorial properties of the finished product are absolutely super-

imposable to those of the fresh product.

At the completion of the process, the treated product will have retained its form, volume and original structure, as well as all its physical, chemical and biological properties.

It can then be stored (if provided packaging preventing the moisture migration) for an almost indefinite period of time.

As the product is porous, it can be re dissolved by the simple addition of a proper solvent (water).





For the process of lyophilisation (freeze drying) it is necessary the IQF freezing process of the product. And for the perfect IQF process before lyophilisation we recommend our EASY Freeze IQF Freezer. Full controlled fluidisation method keeps the product constantly suspended above the belt in a cushion of air.

The result is the immediate crust freezing and efficient core freezing of individual pieces, regardless of type, variety or condition of product. **Maximized freezing efficiency** is guaranteed for each unique product, whether the product is heavy, light, soft, sticky or fragile, thanks to Variable speed control of all fans and all other build-in drives, allowing on-the-fly optimization of air flow conditions.

PIGO srl is also specialized in other drying and freezing machinery. Besides Easy Freeze Dryer EFD our main machines for drying process are Adiabatic Multistage Belt Dryer PG135 and Tunnel Dryer PG128. As for freezing besides the IQF Freezers

EASY Freeze PIGO also produces Spiral Freezers EASY Freeze SPYRO.

**The key advantages of PIGO Technology and competitive technologies:**

**MONEY SAVING PROCESS**, thanks to **FASTER FREEZING AND DRYING WITH LOWER POWER CONSUMPTION** - Our proprietary freezing method reduces freezing time by up to 25% while consuming less energy.

**NO PRODUCT WEIGHT LOSS / ZERO DEHYDRATION** - Uniquely designed features allow air flow which are crucially important for preserving the natural integrity of your product, almost immediate crust freezing and preventing product weight loss.

**HIGHER YIELD** and faster investment return

**LISTERIA AND PATHOGEN FREE OPERATION** - Today's "must" for food safety, provided by open design of all machinery parts

**OPERATOR FRIENDLY** - All steps in the freezing process are designed to facilitate simple, fast and efficient operation and maintenance, with **NO DOWNTIME**

**INDUSTRY 4.0 CAPABLE SYSTEM** - "smart factory enabled"

Besides the above mentioned machines PIGO also produces complete stone fruit processing lines. one of our main machines is high capacity automatic pitting machine PG 103.

**For more information we invite you to visit our website [www.pigo.it](http://www.pigo.it) or simply send an e-mail to [info@pigo.it](mailto:info@pigo.it). There are also some short video clips of our machines in operation on [www.youtube.com](http://www.youtube.com), look for PIGO srl.**

Recalling our philosophy "give the best to people who expect the best. (D.Z.)" we invite you to give us a try. 🏠



# AGRICULTURE SOCIAL LENDING (ASL)™ PROJECT

**I**nterview with Gerardo Tedesco Marketing and Communications Manager of the UCS\_Blockchain srl Company, an innovative startup settled in Puglia that launched the “Agriculture Social Lending (ASL)™” project.

The project Agriculture Social Lending (ASL), was born from the initiative of the start-up in collaboration with the Solidarity Purchase Groups and Associations of agricultural producers in the region of Puglia-Italy. It is a form of solid loan / investment directly granted to producers by consumers. In practice, consumers decide to pay a sum of money, directly to farmers who are committed to reimburse consumers with products with a short supply chain and with high standards of ethical and environmental quality.

This type of service is provided through a platform and a dedicated App that allows technically advanced exchange between investment (consumers) and product (producers). The Agriculture Social Lending (ASL) project has a double function. In fact, the benefits are for both consumers and producers who both get profits from a single investment (consumers saving on the final price of products and producers increasing their profit compared to the price imposed by GDO), not surprisingly this would be the only contract in the world where both parties get a substantial profit (usually in a contract there are those who make money and those who lose).

Consumers decide to pay a sum of money, through the use of a cryptocurrency called ProSumCoin, directly to agricultural producers. Transactions are secured, thanks to the Blockchain technology. Farmers



commit themselves through a smart contract between the parties to reimburse consumers with products. Consumers using the Web App, invest their money identifying on which product, on which specific producer and even on which exact portion of that producer's land. The cultivation

process is totally traced and certified by the use of the Blockchain technology which registers all the steps from production to harvest, up to the delivery of the product to the consumer. All this allows the consumer to ensure himself an agricultural product months in advance at a lower price



than the retail price and, at the same time, allows the producer to see on their bank account a pre-order at a higher price than the one applied by the wholesale market.

**How would you rate the Italian internet market today? Which one are the most critical and, in your opinion, the interesting scenarios for the near future?**

The market of technological startups is strongly growing and in 2019 will definitely explode also in Italy. Our biggest problem is that we are still investing too little to support innovative companies. Technology startups are teaching us to redefine the way we work, build projects and relate to each other. Crowdsourcing, crowdfunding and coworking are just 3 of the keywords we hear very often and which represent today an enormous investment opportunity. The investor-consumer in the future will want to feel more and more protagonist, this because he will have to be more informed and aware in the choices. We Starttuppers have to accept that a great idea may be not sufficient if it can not guarantee a ROI (Return On Investment) of at least 20x.

So we need to focus a lot on consum-

ers and make them more and more protagonists, inviting them to participate in both the risks, but also the profits that new technological discoveries can produce.

**Tell us about the idea that gave birth to the "Agriculture Social Lending (ASL)" project?**

The consumer is no longer the one he once was: unable to evaluate the components of the offer as technology, culture, aesthetics and innovation. Today he is a conscious, shrewd, informed, demanding consumer, but above all he is an active subject within the production-consumption paradigm. The producer, in turn, is no longer the subject of communication through a unilateral relationship with the consumer, we are faced with a change in the paradigm that from mass production - large enterprise - passive consumer becomes flexible production - organization by network - interactive subjectivity of the consumer.

By the linking together these two evolutions/informations, ASL project was born, a project that aims to bring the producer and consumer closer and in this together at the same level, eliminating or at least reducing

midmen that only take profits from both.

In practice it is a Smart way to invest your money in healthy food...

**Have you been contacted by Capital Venture interested in financing your idea?**

Many, some of whom have offered significant amounts of money to support our project and become partners in our society, at the moment we are evaluating the ethical profile of our investors. We do not exclude of launching an ICO in the coming months. Our dream is to be funded directly by consumers, in fact the project was born for them, but we are also realistic and I think we will welcome new qualified members in a short period of time. The ASL project has participated to various shows with prizes and awards, even in cash, to which we were winners, this has made us more confident that ours is a winning idea. I have collected the Call2Action award for the Puglia region and have been assessed as eligible by Invitalia within the Smart & Start Call. In the next few months we will participate in the acceleration course at Deloitte.

**In your opinion, what is the secret of a successful startup? What makes the difference?**

I firmly believe that in today's world unfortunately it is not for everyone to become entrepreneurs. It takes skill, preparation, dynamism and spirit of sacrifice. At the base of every startup there is the philosophy of those who understand the new model of doing business.

Making startups is pleasant, exciting but it is a great burden, which requires sacrifice and commitment. 🏠

Doctor GERARDO TEDESCO  
Marketing and Communications  
Manager

[www.agriblockchain.it](http://www.agriblockchain.it)



# EACH PROJECT IS UNIQUE BECAUSE EVERY CUSTOMER IS UNIQUE

**W**e can customize existing systems by integrating them with new technologies and solutions. Our passion and creativity help our customers to innovate. We enable communication by bringing together equipment, computer systems, departments and companies.

**We specialize:** in the integration of industrial systems with a solid experience and in deep knowledge of storage and traceability of fruit in warehouses, in particular of apple.

## Our expertise:

- Applications for PLC of the main international brands.
- Applications for PC and Windows handhelds, Smartphones and Tablet App for Android and iOS.
- Vertical Web-sites and Web services, cloud systems and outsourced server services.
- Database systems, especially Microsoft SQL Server.
- Communication protocols for interface with existing equipments.



**PRODUCTION, TRACEABILITY WAREHOUSE MANAGEMENT:** Btrace is a new production management software, an integrated HW/SW system with both MES (Manufacturing Execution System) and WMS (Warehouse Management System) capabilities. Through production planning, managing centrally all the production processes by sending the appropriate configurations to all the devices, Btrace is capable of providing productions statistics, store product movements through the ware-

house and aiding the users into stocktaking. In addition to this, it provides product traceability, according to regulations.

## STRENGTHS

- **Adaptive:** Btrace is capable to interface with preexisting equipment, integrating all of them in one central system. Workflows are based on the customer's tastes. Doing so, Btrace doesn't force itself on people, helping them instead, in their daily tasks, boosting their productivity and precision, while still taking care of trivial operations.
- **Web-oriented:** Btrace was designed to be web-friendly right away, allowing users to access its data from any device of their interest: PC, smartphone or tablet.
- **Standard-based:** being built on solid Microsoft software such as Windows Server™ and SQL Server™, Btrace boosts the system's stability and reliability, while still being able to interact easily with external software through the use of standard protocols.
- **Scalable:** Capable of handling from 1 to 100 production lines, the system can grow according to the customer's needs; Btrace handles, in parallel, multiple production lines, multiple devices, multiple processes.



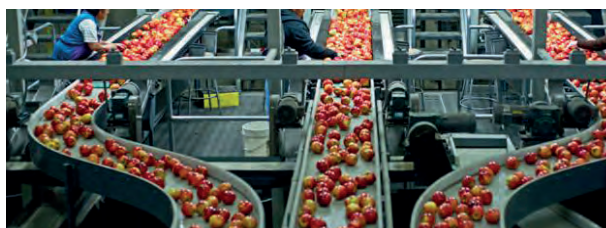
- **Ready for the future:** From cloud solutions to IoT (Inter-net of Things), Btrace can work with several technologies to obtain and/or communicate data.

## MECHATRONICS FOR LOGISTIC

**MECHATRONICS:** B2A designs and offers mechanical products and components needed for warehouse logistic. With decades of experience in the use, management and modification of said machinery, B2A ensures their implementation with the eyes of a customer and the mindset of an engineer: the resulting machinery is reliable, fast and safe. To accomplish this, B2A uses the latest available technology, such as: Laser based safety systems, to avoid damages before they occur, without harming the productivity. Induction power system, which avoids the use of cables or battery packs.

**LOGISTIC:** BinOculus is our new loading units tracking system inside a warehouse. BinOculus uses RFID technology in the stocking process, allowing a multitude of possibilities to integrate solutions capable of optimizing the warehouse's logistic and management processes. 🏠

[www.b2a.it](http://www.b2a.it)





# BRUKER OPTICS – FT-NIR SOLUTIONS FOR FOOD QUALITY AND SAFETY



*The LSM adds the capability to the MPA for the analysis of raw milk samples. It is fully automated, including cleaning and can handle liquids from whey to ice cream pre-mix.*

**Q**uality control requirements for food production and food processing are constantly increasing. Modern FT-NIR spectroscopy presents the industry with many possibilities for fast and simple quality control in the laboratory and can also be used to monitor the production line directly. The new-generation analytical instruments are easy and intuitive to use and even enable shift workers to carry out analyses alongside production.

Fast analysis is beneficial at every stage in the production chain because errors made at one specific point often impact on the final pro-

duct. With FT-NIR, manufacturers can:

- analyse samples from tankers quickly, prior to unloading, and therefore reject any deliveries that do not meet specifications;
- identify raw materials before use and quantify and assess their properties;
- conduct on-line quality control at important production steps and prior to bottling;
- check food is fit for human consumption.

The following examples demonstrate some of the possible uses of FT-NIR spectroscopy technology in the food industry.

## Analysis of milk and dairy products

On account of seasonal and regional variation in the composition of raw milk, it is essential for all subsequent processing steps that the milk will be standardised. FT-NIR spectroscopy analyses the key parameters, fat, protein, dry matter and lactose, with accuracy comparable to that of conventional mid-infrared systems (FT-IR). Using the LSM (liquid sampling module) – a sample feed with optional homogenisation and automatic cleaning routines – samples are simply pumped into a temperature-controlled transmission-flow cell, where they are measured.

Any kind of milk, e.g. raw milk, skimmed milk or UHT milk, can be analysed, as well as other liquid dairy products including cream, condensed milk, liquid ice cream, flavoured milk products and concentrates, i.e. even viscous products that conventional milk analysis instruments struggle to measure.

Another advantage of FT-NIR spectroscopy is that one single piece of equipment can be used to measure not only liquid samples but solid and paste-like products too, including cheese, powdered milk and yogurt.

This allows for the cost-effective analysis of different quality parameters in all relevant products, ensuring quick quality control at the individual stages of production.

### Quality control of frying oils

Deep-fried foods, such as chips, fish products, doughnuts and crisps, have become a substantial part of our diets today. This calls for a quick and simple method for closely and continuously monitoring the degradation in quality of deep-frying oil and thereby detecting harmful by-products that develop from oxidation and polymerisation in particular.

Various criteria are applied to determine when the oils need to be changed. For instance, the total polar materials (TPM) and polymerised triacylglycerol (PTG) levels are defined using gel permeation chromatography (GPC). Regulations in many EU countries state that a deep-frying oil should contain below 24-27 % TPM, and 16 % PTG. However, no single parameter can be considered conclusive. A variety of tests should always be consulted to measure the by-products resulting from both oxidative and thermal processes in the oil before a valid conclusion can be drawn. Using FT-NIR spectroscopy, these parameters, as well as other important readings such as acid value and Anisidine value, can be established from one single measu-



*Rapid quality control for edible oils and oilseeds can be achieved by Bruker's dedicated FT-NIR solutions. The analysis is quick, cost-effective and safe to use, even for untrained staff.*

rement. FT-NIR was included in the DGF standard methods (DGF C-VI 21a) last year as a screening method for the analysis of deep-frying oils.

Many other important quality parameters for fresh, unused deep-frying oils and other cooking oils, such as olive oil, can be analysed using FT-NIR. Besides the iodine value, the

trans-fatty acid content and the acid value, the various fatty acids can be quickly identified too.

### Solutions for the meat-processing industry

With global demand for meat and meat products continuing to grow, it can be a challenge to always de-



*The major application areas for FT-NIR spectroscopy in the food industry include meat, dairy, beverages, edible oils, flour & bakery ingredients and condiments as well as grains and oilseeds.*



liver the quality that customers expect. FT-NIR technology, which can produce analysis results in less than a minute, has the capability to complete, or even replace, a wide range of conventional quality assurance testing procedures for meat and meat products, both in the laboratory and on the production line.

For example, it is very important for sausage manufacturers to determine the often variable fat content in their meat supplies when planning subsequent production steps. Furthermore, the fat content is a common criterion for value-based payment to suppliers. In this respect, FT-NIR spectroscopy represents a valuable tool for assessing the raw materials going into the product. The parameters of fat, protein and water can be determined simultaneously using just one measurement. The results can be used as a basis for decisions about production procedures. In sausage production, there is a legal requirement to define the maximum water content, minimum pro-

tein content and total fat content. The salt level is also of particular interest to the manufacturer and consumers as well. FT-NIR has proven itself to be an efficient method of analysis for measuring levels of moisture, fat, protein and salt in the different sausage varieties. Additionally, water activity ( $a_w$ -value) can be analysed to optimise the product's shelf life.


### Monitoring Food Processes Online

FT-NIR spectroscopy is however not restricted to the laboratory. There is a strong trend to take spectroscopy on the line rather than taking the sample to the lab. Not only quality and safety issues, but also economic considerations motivate the producers to develop methods for the real time process analysis. Online measurements are suitable for solid and liquid samples alike. There are different contact and non-contact sensors available which can be implemented into pipes, bypasses

and even over conveyor belts. Up to six sensors can be multiplexed by a single MATRIX-F FT-NIR spectrometer. One example is the monitoring of the milk powder process. The key points in the spray drying process can be monitored by installing sensors e.g. in the storage tanks, the inline feed of the spray dryer as well as at the powder outlet of the fluid bed dryer.

### Why FT-NIR?

FT-NIR spectroscopy is a high-performance method of analysis that is increasingly being used in the food industry. With its simple operation, it has the potential to replace a wide range of conventional analysis methods and to serve as a rapid method that dramatically increases the number of samples that can be measured.

Consequently, the quality of the raw materials, production processes and end products can be controlled and monitored more closely. 



*The award winning MATRIX-F FT-NIR spectrometer allows the direct measurement in pipes, bypasses and even over conveyor belts leading to a better understanding and control of the process.*

# BUYER PROGRAMME AND AGGRESSIVE NEW PRICING FOR CHINA FRUIT LOGISTICA

**C**hina's leading trade fair for the fresh fruit and vegetable business is investing millions of RMB in a brand-new assisted buyer programme and an aggressive new pricing strategy for exhibitors with the aim to deliver an even better fresh produce business event in China every year.

CHINA FRUIT LOGISTICA is allocating a multi-million RMB budget to fund an ambitious nationwide programme that brings more than 300 key fresh fruit and vegetables buyers from every province in China to the annual trade fair, the second edition of which takes place in Shanghai in May 2019.

"Buyers are crucial for the future growth of the fresh produce business in China," explains Will Wollbold, general manager of Global Produce Events (Shanghai), the trade fair organizer. "Our programme is targeted at more than 300 key fresh produce buyers from more than 30 provinces throughout the People's Republic. We will bring them to CHINA FRUIT LOGISTICA in Shanghai next May, so they can have direct contact with the country's biggest growers and distributors, and with the best brands in fresh fruits and vegetables from China and the rest of the world."

At the same time, CHINA FRUIT LOGISTICA is investing in an aggressive new pricing strategy to attract even more exhibitors from across China as well as from supplying countries in the rest of the world.

"We're introducing a new lower price point at CHINA FRUIT LOGISTICA," says Will Wollbold. "We are reducing our rental price by almost half to make it more affordable for the China market, which means that the best growers, distributors, brands, and new tech-



nologies from China and the rest of the world can come and exhibit at our trade fair."

"At CHINA FRUIT LOGISTICA, like at our sister shows FRUIT LOGISTICA in Berlin and at ASIA FRUIT LOGISTICA in Hong Kong, we bring together the very best in the global fresh fruit and vegetable business. We offer the best insights, innovations, and business networking. We help companies to do the best business."

Will Wollbold says Global Produce Events (Shanghai) wants to build an

annual trade fair that helps grow the fresh fruit and vegetable business in China.

"CHINA FRUIT LOGISTICA brings together fresh produce businesses from across China, and links China with the rest of the world," he explains. "China's fresh produce business leaders have worked with FRUIT LOGISTICA and ASIA FRUIT LOGISTICA for more than 25 years and they know that CHINA FRUIT LOGISTICA is the best and the quickest route to commercial success in the fresh produce business in China." 🏛️



# ORRI JAFFA MANDARINS HEADING TO NORTH AMERICA

**T**he Plant Production and Marketing Board of Israel predicts that 2019 will see significant increase in exports of the Orri Jaffa mandarin to the US and Canada. The organization set goals for expanding export of its leading, easy-to-peel mandarin in response to the increased demand for high-quality, easy-peelers.

The Jaffa Orri is a mandarin developed by scientists at the Israeli Volcani Research Center. This easy-to-peel mandarin retains an excellent, fresh, sweet flavor with a fleshy texture, and mouthful juiciness, while bearing virtually no seeds. It also carries a particularly long shelf life and appears later in the season compared to other easy peelers – from January into May.

The American citrus market has been growing significantly in recent years and is composed largely of imports. The mandarin sub-category is the largest in the citrus category, accounting for some 40% of the citrus market. More than 230 thousand tons of easy-to-peel mandarins are shipped into the US annually, at a total value of more than \$1 billion. This is in addition to the 1 million tons produced locally. Data from studies conducted in recent years confirm a doubling of per-capita consumption of easy-to-peel mandarins in the past two decades. This coincides to a significant increase in the intake of easy-peelers in the American market, mainly in place of traditional oranges. In recent years, this phenomenon has led to a sharp upsurge in the import of easy-peelers to America, leading to the establishment of new groves.



Easy-Peeler Orri Jaffa expected  
to see 70% sales growth in North  
American Markets





“The US market for easy-to-peel mandarins is substantial and holds promise as a developing target market for Israeli citrus exports,” says Tal Amit, Director of the Citrus Division in the Plant Production and Marketing Board of Israel. “The success of easy-peeler mandarins in particular can be easily credited to the fruit’s great flavor and unbeatable convenience.”

Over the past five seasons, citrus exports from Israel to North America have increased from 3,000 tons to 9,000 tons last season, of which about 5,300 tons are easy-to-peel mandarins. This season, export of Orri Jaffa mandarin alone is expected to reach 9,000 tons, constituting a potential 70% growth.

In spite of this significant rise in consumption of the mandarins in the US, consumption per capita is among the lowest in the world, about 2.5 kg per year. But based on the rapidly increasing demand, that figure is forecast to double. In Canada that figure is almost doubled exceeding 4.6 Kg per capita.

Orri Jaffa mandarin currently is exported to 45 countries worldwide. Most of the yield is exported to Europe (78%). The most prominent outlets in Europe of the popular fruit are: France (39%), the Netherlands, Scandinavia and Russia (7% each). About 18% of the fruit is shipped to North America, and 4% to Asia Pacific. The Plant Production and Marketing Board of Israel was established in 2004 to assist farmers in advancing their agricultural missions. The board promotes the Jaffa brand and other registered citrus industry brands. It helps kick-start pioneering R&D projects, executes centralized crop protection initiatives, assists organizations in meeting phytosanitary standards and insures growers against weather-related losses. 🏠

[www.orrijaffa.com](http://www.orrijaffa.com)



# MACHINES FOR **FRUIT PROCESSING**



**A**mong the most innovative companies in the field of construction and marketing of machines for fruit processing, PND is continuing to follow its path of growth and specialisation. It continues to further consolidate its leadership in international markets.

The ease of use and integration in production processes together with its continuous assistance allow you to reduce costs and optimise results. PND machines work at full capacity on all continents, which has led the company to develop a dense network of agents and a fast, prompt and effective after-sales customer care service. The company is able to satisfy and assist a varied and demanding clientele at any latitude. This is one of the advantages that PND offers to its customers.

**Starting today there is another new feature for US customers. Virginia Cascella, export manager of PND, shares the news:**

We have opened a US office in the state of Tennessee. We felt it was important to have staff on the ground in one of our biggest markets.

This will allow us to provide an even faster support to our U.S. customers. Besides serving as a sales office, we will carry an extensive range of spare parts to expedite a faster delivery to all of the States and Canada.

Our reply to sales inquiries, after-sales service and parts replacement in the North American market will no longer be affected by the time differences between Italy and North America.

**The opening of an office in the United States, however, is not the only new feature that PND has in store for the market. PND's engineers have been able to further improve the PL6M peeler. In addition to peeling mangoes, the machine will have**





**the capacity to also peel kiwis in an original way. Here is more information on our newest innovation:**

We are always working hard to improve our machines. Our engineers and technicians have done a great job in making the PL6M peeler capable of processing both mango and kiwi. And unlike other peelers in the market the machine does not pierce the product.

This development designed by PND allows the operator to hold the fruit at the ends without piercing it, which makes it perfect for the Fresh Cut Industry (aka IV Gamma).

As an end result, the fruit resembles a fruit that has been peeled by hand. This is very much appreciated by consumers and our customers have taken note.

The new PL6M peeler is thus prepared to process both kinds of fruit. For those customers who already own our PL6M peeler, we offer an upgrade kit to allow the peeling of both mangoes and kiwis.

**One of the big trends of recent times has been dried fruit chips, in particular apples, an area in which PND offers an advanced and cost-effective solution. What is it?**

PND has always been able not only to support, but also to anticipate



global market trends. Take a look at the case of dried fruit which is racking up impressive numbers in the growth rates of dried fruit snacks.

Those choosing PND can have the DRR coring - round cutter machine

which is able to cut apples and peaches into thinner slices than the competition. The advantage of thinner slices is the crisp taste that ensues after drying. 🏠

**[www.pndsrl.it](http://www.pndsrl.it)**

PND is one of the largest manufacturers of fruit processing machines in the world.

Founded in 2000, the company has constantly invested in quality and innovation, specialising in the design and development of advanced solutions for the companies in the Fresh Cut Industry (known in Italy as "IV Gamma") as well as for the canning, freezing and dehydrating industries.

On our website ([www.pndsrl.it](http://www.pndsrl.it)) visitors can view catalogues of available machinery and lines. You can also view our full calendar of international trade fairs in which PND we will be participating.

Our upcoming events include:

- Fruit Logistica (Berlin, 6-8 February)
- CLFP (Sacramento, California, 12-13 February)
- Propack (Johannesburg, 12-15 March)

# NEW CURO-2 FILLING SYSTEM TAKES PACKAGING FLEXIBILITY TO THE NEXT LEVEL

**B**BC Technologies, part of TOMRA Food and global leader in turnkey solutions for sorting, packing and optimizing small fruit, extends its industry-defining CURO filling system range with the new CURO-2 compact system for fruits under 40 mm diameter, primarily focusing on the blueberry, cherry and snacking tomato markets. Developed under market demand, it enables customers to pack small volumes of different grades of fruit simultaneously to supply the produce divided in multiple tiers for supermarkets, or supplement existing capacity.

The CURO-2 takes flexibility to a new level by providing a solution for packing small volumes of different grades of fruit simultaneously – useful for premium products – or complementing bigger CURO-platforms to supplement capacity if required. It has the exceptional versatility of the bigger CURO-16 and the same efficiency in switching between different sized packing options such as clamshells, punnets and boxes. It also shares the benefits of excellent accuracy, gentle handling, and simple and intuitive user interface of the larger system.

“We developed CURO-2 because we wanted to increase further the flexibility and granularity of the CURO platform,” explains Geoff Furniss, BBC Technologies CEO.

“We are seeing a significant shift in the market, with our customers being increasingly required to divide their fruit into multiple tiers and needing to pack different grades of product simultaneously. The CURO-2 provides the solution for packing our customers’ niche products once they have been graded, as well as providing them with addi-



tional capacity when needed. At BBC Technologies we have a track record for working closely with our customers and continually evolving and adapting our offering to suit their individual needs, and this is exactly what happened with this new product.”

## **CURO-2 delivers premium flexibility in South Africa**

The CURO-2 system was developed to meet the requirements of customers such as South Africa based Blue Mountain Berries. The company farms 143 hectares of blueberries, which it distributes through global group BerryWorld to markets across the world including Europe, South East Asia and Russia. Two years ago, it also started a frozen berry line, which it markets to South African retailers for the time being. As a loyal BBC Technologies customer since 2012, Blue Mountain Berries recently upgraded the automa-

tization of its packing plant with the addition of a full turnkey KATO 260 precision grading line and a CURO-2 filling system.

Chrisleo Botha, Managing Director at Blue Mountain Berries explains the setup: “We worked out a KATO 260 configuration with 7 exits: one with a CURO-12, which processes the majority of our product; one with the CURO-2, which we use to pack a grade that is about 20% of our product; two exits with hand fillers for our smaller fruit and local product; on two exits we split our frozen fruit into two categories, small and large; and finally we have one waste exit. The whole configuration fits our business well and we can do everything we want to do on one run. The CURO-2 allowed us to utilize Fill-by-Weight functionality on smaller niche volumes of fruit that we were previously having to pack by hand.” After 2 months of operation, Chrisleo has



found that the upgrade with the addition of the KATO 260 precision grading line and the CURO-2 filling system has raised the company's productivity, improved quality by reducing human handling and errors, and increased accuracy by reducing the fruit give-away. The CURO-2's versatility is a key benefit: "Sizing is increasingly a selling tool, and with the KATO 260 we are able to offer premium lines of fruit in a definite size or quality band. We can sort narrower size bands, for example diameters less than 14mm, 14 to 16mm, and 16mm plus, which give a much better appearance for some of our clients. The CURO-2 has increased our capacity to do a final pack in different sizes and it's been working very well for us. Also, the premium lines attract better payment, which benefits our profitability."

Chrisleo is also impressed with the CURO-2's gentle handling of the berries: "Part of our Quality Control process is to measure firmness, and I'd like to say we've got really consistent firmness. We don't lose product integrity. In terms of quality and how we are perceived in the market, the machine has already paid a lot towards its purchase price in just half a season." The relationship with BBC Technologies is very important to Chrisleo – not only for the after-sales support, but also in terms of product development, for the company's ability to anticipate customer needs and work with them to develop solutions: "BBC Technologies is reliable, because even if we struggle with a problem I know we will get an answer. And that's not applicable only to after-sales, but also to the product itself. New product developments address the issues that we perceive during the seasons, as new problems arise and as new requirements are put there by the markets. For me that's very positive."

#### **The CURO-2 – maximum flexibility, gentle handling and extreme accuracy**

The CURO-2, which features two fil-



ling stations, is designed for packing small fruits with diameter under 40 mm, such as blueberries, cherries and snacking tomatoes. The fruit is fed into the CURO-2, where a shaker table gently moves it side to side, distributing it evenly onto the two stations of the machine. Each station features two belts: the bulk feed belt conveys the majority of the product into the weighing station, while the trickle feed belt adds one additional piece of fruit at a time to achieve the exact weight required. The fruit is deposited into the box, punnet or clamshell, and moved to the next stage of the packing process. The CURO-2 packs up to 700 kg/h and is extremely gentle on the produce throughout the process, ensuring consistently high quality of the packed fruit. Minimal transitions between hopper and conveyor, together with the anti-bruise surfaces, ensure the product surface is kept intact during sorting and packing. Precision controls across filling, denesting and clamshell delivery result in extremely accurate weighing.

#### **The CURO range – Industry-defining filling systems**

The CURO-2 is the latest introduction in the CURO range, which includes the CURO-12 and CURO-16 systems featuring 12 and 16 filling stations respectively. The range stands out for its flexibility and capability to switch easily between a wide range of packing options, in addition to its accuracy, gentle handling of the fruit, intuitive controls

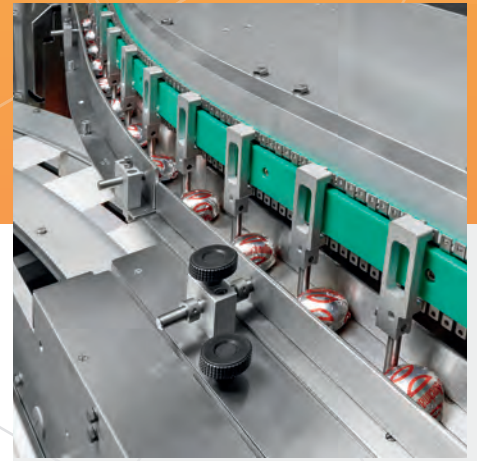
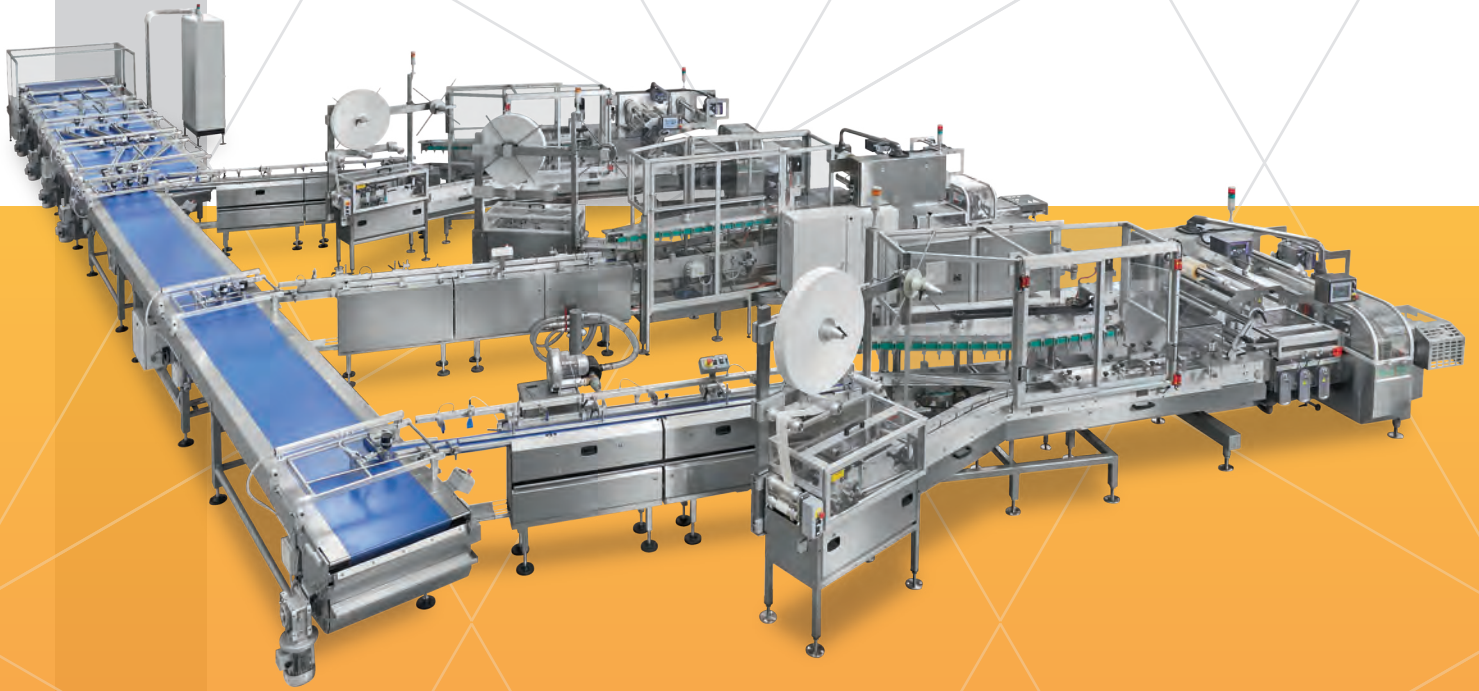
and simplified operation. The CURO range is designed and manufactured at BBC Technologies' manufacturing plant in New Zealand.

#### **About BBC Technologies & TOMRA**

BBC Technologies is the global leader in complete turnkey solutions for grading, optimizing, and packing small fruit. Founded by growers, they specialize in soft, delicate varieties in which their industry-leading technology preserves the natural characteristics of each piece of fruit. BBC Technologies designs, develops, manufactures and installs all of their own end-to-end turnkey lines, which include traceability and analytics software. BBC Technologies is a member of the TOMRA Group that was founded on innovation in 1972 that began with design, manufacturing and sale of reverse vending machines (RVMs) for automated collection of used beverage containers. Today, TOMRA has ~90,000 installations in over 80 markets worldwide and had total revenues of ~7.4 billion NOK in 2016. The Group employs ~3,550 globally and is publicly listed on the Oslo Stock Exchange. (OSE: TOM). The TOMRA Group continues to innovate and provide cutting-edge solutions for optimal resource productivity within two main business areas: Collection Solutions (reverse vending and material recovery) and Sorting Solutions (recycling, mining and food sorting).

For further information about TOMRA, please see [www.tomra.com/food](http://www.tomra.com/food). 

# THE EVOLUTION NEVER STOPS



## INDUSTRY 4.0

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*general system pack*



# PACKAGING AROUND THE GLOBE

*edited by S.V. Maffizzoni*

**I**n the world of food, packaging is one of the most delicate and essential steps in the production process for a number of reasons (food preservation and shelf life, visual appearance of the finished product, etc.).

A food company - whatever its sector: bakery, fruit and vegetables, pasta, meat or anything else - needs to rely on a packaging system able to ensure safety, continuity of preservation, quality and flexibility.

Therefore, it is very important to choose the right partner. Relying on a trusted, serious and experienced partner guarantees a fruitful relationship, without nasty surprises, just like in life...

Thanks to a great team of reliable and experienced professionals, who closely follow each client all the way through, TECNO PACK can boast of long-standing relationships with clients all around the globe. For all these reasons, small, medium and big food companies, such as Barilla, Granarolo, Kraft and Nestlé, have entrusted TECNO PACK with the packaging of their production. The Group provides a complete service dealing with the product from the process line to the pallet, ensuring a complete and constant assistance, also during the start-up of a plant. Its extensive experience allows TECNO PACK to operate in any type of food sector as well as to satisfy even the most demanding requests coming from companies in need of complex solutions or tailor-made designs. Being able to solve complicated technical issues and to handle difficult situations with attention and determination, TECNO PACK is the ideal partner. The price-quality ratio, the after-sales service and the spare parts service are just some of the strengths of the Group, which boasts highly qualified and committed staff in every department, beginning with the management.

The constant research and the technological evolution have helped creating highly flexible and long-lasting packaging lines. TECNO PACK offers extremely high-quality packaging lines, modified atmosphere packaging solutions - suitable for the food industry as well as for other sectors such as the biomedical and pharmaceutical industries -, vertical and horizontal packaging lines, vacuum packing, plastic or cardboard trays filling, end of line systems, case packing, pick-and-place lines and palletizing systems. One of the latest line is FP100E, a high-speed horizontal wrapping machine.

Whenever there is a need for packaging, there is TECNO PACK. 🏭

**[www.tecnopackspa.it](http://www.tecnopackspa.it) - [www.ifppackaging.it](http://www.ifppackaging.it) - [www.gsp.it](http://www.gsp.it)**

**Tecno Pack**  
PACKAGING MACHINES

**ifp**  
PACKAGING

**gsp**  
general system pack



Food preservation is the primary objective of the food industry: packaging is the final stage of the production process, a key factor in ensuring the product quality and safety



## GLOBALES PACKAGING

**Die Lebensmittelindustrie muss ihre Produkte bewahren: Die Verpackung ist der letzte, aber wesentliche Schritt im Produktionsprozess, der es ermöglicht, die Qualität der Produkte unverändert beizubehalten**

**I**n der Welt der Lebensmittel ist die Verpackung aus verschiedenen Gründen (korrekte Aufbewahrung und Haltbarkeit des Produkts, Ästhetik des Produkts nach dem Verkauf usw.) einer der empfindlichsten und wichtigsten Schritte.

Eine Lebensmittelindustrie, ob in den Bereichen Brotherstellung, Obst und Gemüse, Teigwaren oder Fleisch oder in einem anderen Lebensmittelsektor, muss in der Lage sein, ihre Produkte einem Verpackungssystem anzuvertrauen, das Sicherheit, Prozesskontinuität, Qualität und Flexibilität garantiert. Die Wahl des richtigen Partners ist daher von grundlegender Bedeutung. Sich einem zuverlässigen, seriösen und erfahrenen Partner anzuvertrauen, garantiert eine Arbeitsperspektive ohne böse Überraschungen, wie im Leben..... TECNO PACK rühmt seit langem eine globale Kundengruppe, mit der sie seit vielen Jahren Beziehungen unterhält, auch dank eines Teams von auf diesem Gebiet von seriösen und erfahrenen Fachleuten, die jeden Kunden als einen Partner betrachten, der jederzeit aufmerksam begleitet werden muss. Aus diesen und vielen anderen wichtigen Gründen haben kleine, mittlere und große Lebensmittelindustrien wie Barilla, Granarolo, Kraft und Nestlé die Verpackung ihrer Produktion der TECNO PACK-Gruppe anvertraut, die einen kompletten Service anbietet, von der Übernahme des Produkts von der Prozesslinie bis zur Verlegung auf Paletten, über die Gewährleistung einer vollständigen und konstanten Unterstützung, einschließlich der Inbetriebnahme der Anlagen. Die gewonnene Erfahrung ermöglicht es der Gruppe, jede Lebensmittelbranche zu bedienen und selbst die komplexesten Anforderungen von Unternehmen zu erfüllen, die nicht selten komplexe Prozessprobleme aufweisen oder eine «maßgeschneiderte» Planung benötigen. Die TECNO PACK Gruppe ist daher der richtige Ansprechpartner, der in der Lage ist, jede technische Schwierigkeit zu lösen und jedes Problem mit Aufmerksamkeit und Entschlossenheit zu lösen. Das Qualitäts-/Preisverhältnis und der After-Sales-Service sowie der komplette Ersatzteilservice sind nur einige der Stärken der Gruppe, die in jedem Bereich des Unternehmens, angefangen beim Management, über hochkompetente und motivierte Mitarbeiter verfügt. Kontinuierliche Forschung und die damit verbundene technologische Entwicklung haben zu Verpackungslinien geführt, die sich durch extrem hohe Leistung, Flexibilität und Langlebigkeit auszeichnen. TECNOPACK liefert daher Verpackungslinien mit immer höheren Qualitätsstandards in modifizierter Atmosphäre, nicht nur für Lebensmittel, sondern auch für andere Branchen wie biomedizinische und pharmazeutische, vertikale und horizontale Verpackungslinien, Vakuumverpackungssysteme, Füllsysteme für Schalen aus Kunststoff oder Karton, für End-of-Line-Systeme, Kartонierungssysteme, Pick-and-Place-Linien, Palettiersysteme.

Kurz gesagt, wo immer Bedarf an Verpackungen ist, gibt es TECNO PACK.

Unter den verschiedenen Linien ist die FP100E, eine horizontale Hochgeschwindigkeitsverpackungsmaschine, eine der neuesten.

[www.tecnopackspa.it](http://www.tecnopackspa.it) - [www.ifppackaging.it](http://www.ifppackaging.it) - [www.gsp.it](http://www.gsp.it)



# EFFICIENCY AND EFFECTIVENESS ARE GVF IMPIANTI SRL KEY-WORDS

**M**odern packaging solutions not only offer outstanding product protection; they also impress consumers with their exceptional convenience. Composite films with xtear perforation by Südpack Verpackungen GmbH & Co. KG make it a breeze to open the packaging – without the need for a knife or scissors. The new technology even simplifies the packaging process for food manufacturers: xtear film is compatible with all conventional packaging machines.

For senior citizens or children who need a simple way to open packaging, or for commuters who want to enjoy a quick snack in the car or on the train – more consumers are looking for food products with easy-to-open packaging. Attractive opening solutions thus have a distinct advantage at the point of sale and stand out from the competition. Südpack, a leading supplier of practical resealable packaging and opening aids, recently added the xtear tear-off perforation solution to its portfolio. This high-quality opening option does not require the use of tools.

A practical tear-off perforation, xtear allows consumers to open packaging effortlessly. It also reduces the risk of scattering the contents by opening the packaging too roughly: The packaging can be torn open in a controlled way along the perforation. This enables consumers to easily portion their snacks. Südpack Managing Partner Johannes Remmele explains: “xtear is a practical opening solution for a variety of products and packaging types. Along with mini sausages, cheese sticks and other snack products, the laser perforation is also suitable for



pourable products. Thanks to xtear, the product can be dispensed in precise amounts.

“Since the introduction of xtear, Südpack has carried out a number of projects with customers, including an easy-to-open tubular bag packaging for Goldsteig mozzarella, and a multiple-chamber tray with chambers that can easily be separated along the perforation.

## Easy processing on standard packaging machines


The laser perforation also makes life easier for food manufacturers. Film that has been enhanced with xtear can be processed on standard packaging machines without additional equipment. This keeps production processes lean, and avoids further investments for Südpack customers. Südpack film specialists support customers in the design, implementation and optimization of laser perforations. Application technicians test sample films on the customers’ equipment on-site.

## Laser processing as an additional finishing option from Südpack

Südpack technicians use an in-house laser system to perforate film for easy opening, targeted gas exchange, or for valves and other additional features. “We see the laser process as a finishing option of the future, one that will become widely established in the coming years,” says Johannes Remmele.

“Our in-house laser equipment enables us to offer customers a wide range of finishing options to attract attention to their products on the supermarket shelf and to convince consumers using the product.”

The laser system processes film lengthwise or crosswise in the direction of movement or applies laser contours to the film.

For laser processing, Südpack uses composite film consisting of a sealing layer and a substrate. The film’s substrate is removed precisely, the barrier layer remains fully intact. 



INDUSTRY 4.0

**INNOVATION IS  
OUR MISSION**



**Are you ready?  
The future of innovation in the  
world of packaging waiting for you!**



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**Tecno Pack**

PACKAGING MACHINES



# COMEXI, ENHANCING FLEXIBLE PACKAGING ADDED VALUE

**T**he new flexible packaging market demands innovative packaging with short delivery times, efficiency, and at the same time, sustainable and unique. Comexi is known for its commitment to environmental management and for its leading technologies. As a global supplier with a wide experience in manufacturing equipment for the flexible packaging conversion industry, Comexi offers different product lines specialized in different conversion processes such as flexo printing, offset printing and gravure printing, as well as, laminating, slitting, rewinding and logistic complements. As a leading supplier, Comexi knows exactly which are the flexible packaging industry demands: flexibility, faster delivery times and personalized packaging. Also, Comexi is fully aware of brand owners' needs to differentiate in such a competitive environment and how they are constantly looking for something that makes them stand out. Comexi's printing and converting technologies are capable of bringing more added value to their products. The laminating and coating market is becoming extremely complex involving a wide range of different solutions. Comexi lamination answers these demands and fulfills the highest expectations thanks to the new machine portfolio and the very close relationship with its customers. Comexi's laminating line has been exponentially growing since its foundation, thanks to the excellence of its laminating solutions and, of course, based on the trust the customers have put in the group.

## Versatile laminating solutions

Today's market demands a wide range of processes: solvent, water and solvent less applications, cold and heat-seal, a vast number of varnishes for multiple applications, and more yet to come. Comexi answers all these needs thanks to the Comexi ML1 and Comexi ML2. With the unbeatable Comexi Futura, the most amazing and astonishing holographic effects are now available for the flexible packaging market with great cost effectiveness. A part from that, the solvent less lamination growing ratio is exponential. For this reason, Comexi offers the top of the range laminating features to the solvent less sector with the renewed series Comexi SL3 and Comexi SL2.

## Slitting facilitates differentiation

Taking into account slitting technologies, Comexi provides the most sophisticated systems for slitting and rewinding like Comexi S1 and Comexi S2 lines which offer the possibility to work with a double turret or a double shaft. Double turret machines assure higher performance and minimize downtime. Also, Comexi's slitting machines like Comexi S1 DT and Comexi S2 DT, are designed to meet the most stringent requirements of clients and final consumers. Actually, nowadays there is the need to carry out different applications more easily without increasing the number of processes. With this in mind, Comexi's slitting solutions can bring significant value for several reasons. First reason is to help in differentiation. A clear example of that is Comexi Cingular Laser, an innovative solution that fits with current market needs. This integrated equipment will increase the usability, shelf life or it will boost the products appearance by a wide range of its

laser processes: micro perforation, macro perforation, scoring, easy opens, windows or resalable labels. Another focus is increasing productivity by automation. Inside the machine different operations can be automated, such as positioning the knives or the cores. Regarding reels exit, Comexi can automate the whole process until the final pallet. It includes a very wide range of possibilities that embraces the automation of unloading, transporting, labeling, weighting or wrapping. At the same time, it will reduce downtimes, human errors and injuries. Additional achievement is to improve the quality and traceability of the delivered jobs. Slitting is frequently the last process and that is the reason why it makes it strategic. So, it makes sense to inspect every single meter slit with video systems and to manage all the data obtained from all the modules connected in the slitting automated net.

Also, all that taking into account that factories need to control better and faster their production process, the group has developed Comexi Cloud, the next step in industry 4.0. An innovative software, which provides real data to optimize resources and helps to analyse trends in production and reduce downtimes. 🏢

[www.comexi.com](http://www.comexi.com)

 **COMEXI**



# Creating value across the global supply chain for the food and packaging industry.

Our key trading activities generate sustainable value across the global supply chain of metal packaging and raw materials for your daily operations in the food industry. We successfully exploit opportunities in the commodities trading markets.



***Seal of Quality***

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[www.sealquality.com](http://www.sealquality.com)



# HIPERBARIC - HIGH PRESSURE PROCESSING (HPP) EQUIPMENT FOR THE FOOD INDUSTRY

**H**iperbaric is the HPP market leader with more than 230 HPP equipment installed in 36 countries. From its very beginning Hiperbaric has been involved in the design, technological development, production and commercialization of high pressure processing equipment.

## What is High Pressure Processing (HPP)?

HPP is a non-thermal processing technology by which products are subjected to a high level of isotactic pressure (300–600MPa/43,500–87,000psi) transmitted by water. Thermal methods can compromise the best quality of the fresh product, HPP is an alternative technique that allows to increase the product shelf-life while keeping the best sensorial and nutritional quality of the fresh product at the same time.

In addition High Pressure Processing is a natural, environmentally friendly process which only needs electricity, and water that will be recycled for equipment operation.

## High Pressure Processing advantages.

The main HPP advantage is the capability to reduce pathogens such as *Listeria*, *Salmonella*, *Vibrio*, etc. in products already in their final package, providing products with longer shelf-life and **reducing the need for preservatives** while maintaining the best sensorial and nutritional quality.

Also the improved shelf-life allows to reduce economic losses from the return of products from supermarkets in addition to the enhanced food safety that opens the doors to product export for products such as cured meats.

Some of the main applications of the technology include juice, fruit product such as purees, salsas, and avocado products, ready to eat meals, seafood, dairy products, wet salads and sandwich fillings. For fresh seafood products, when submitted to pressures around 3000 bars, we can detach meat from the shells, easing mol-

HIPERBARIC 300

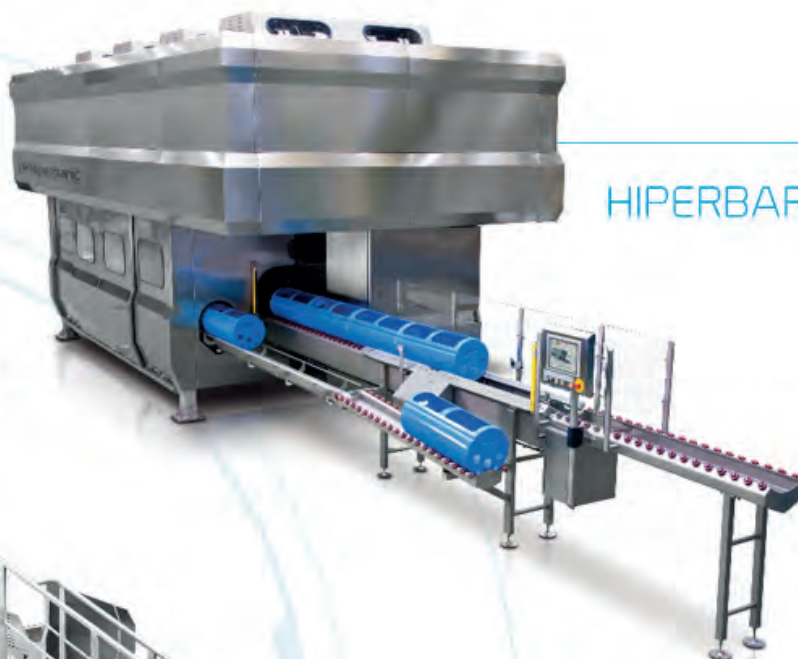


HIPERBARIC 135





HIPERBARIC 420



HIPERBARIC 525



HIPERBARIC 55



Hiperbaric Range



lusk shucking and crustacean meat extraction operations and allowing to obtain raw and fresh seafood products with minimum labor.

Summarizing HPP allows to develop clean label products with longer shelf – life and the best quality of the fresh food.

#### Hiperbaric equipment.

Hiperbaric has the **widest range** of HPP equipment in the World, in order to respond to the different requirements of our customers and with their horizontal design can adapt from the biggest to the smallest supply chain in the food industry. Our range goes from Hiperbaric 55, which has a throughput of 260 Kg or liters per hour and is ideal equipment for small productions, up to

Hiperbaric 525 with a throughput of more than 3 tons per hour and is the most productive HPP machine in the World.

In addition Hiperbaric equipment are the only HPP equipment in the World **fully integrated**, with no external modules or cabinets. Furthermore Hiperbaric designs and offers loading and unloading lines and systems for further automation solutions and integration of the HPP equipment with the packaging lines and carton-ing-palletizing installations.

Hiperbaric's mission is to meet our customer's needs, helping them to market innovative and healthy food products. Offering our customers the most reliable systems and fin st


support on the market are the keys behind Hiperbaric's success. Year after year, Hiperbaric is growing and innovating offering the largest, fastest and most productive systems in the world such as the **Hiperbaric 1050 Bulk**.

This year Hiperbaric announced the **Hiperbaric 1050 Bulk**, a global innovation machine for large productions of HPP beverages, designed to have a throughput up to 10,000 l/h, lowering processing costs, handling and energy consumption, and easing the integration within continuous production lines. This breakthrough solution has been developed in the frame of a European Horizon 2020 SME Instrument project. 

[www.hiperbaric.com](http://www.hiperbaric.com)


## HIPERBARIC 1050 BULK



 Throughput litres/hour  
(gallons/hour) 10,000 [2,640]

 Capacity Litres  
[US liq. Gallons] 1,050 [277]

 Bulk Processing Before bottling

 Vessel Efficiency 95%





## YOUR GLOBAL FILM AND ALU FOIL SOURCE "WE MAKE IMPORT EASY"

### Our virtual factory model which is thriving in Europe, is addictive and increases your business' liquidity and value

**D**uring the last Interpack, we spoke to you about our virtual factory supply model and why it should work for you. Now three years later we can say unequivocally that it not only works, but those who use it properly are addicted to it. Why? It's simple. It enhances your business both operationally and from a liquidity standpoint. And more importantly, it enhances how the outside world views your company – whether it is a bank, a new supplier, or a potential new investor, new partner or someone looking to buy your business outright.

Lets talk about it a little bit more.

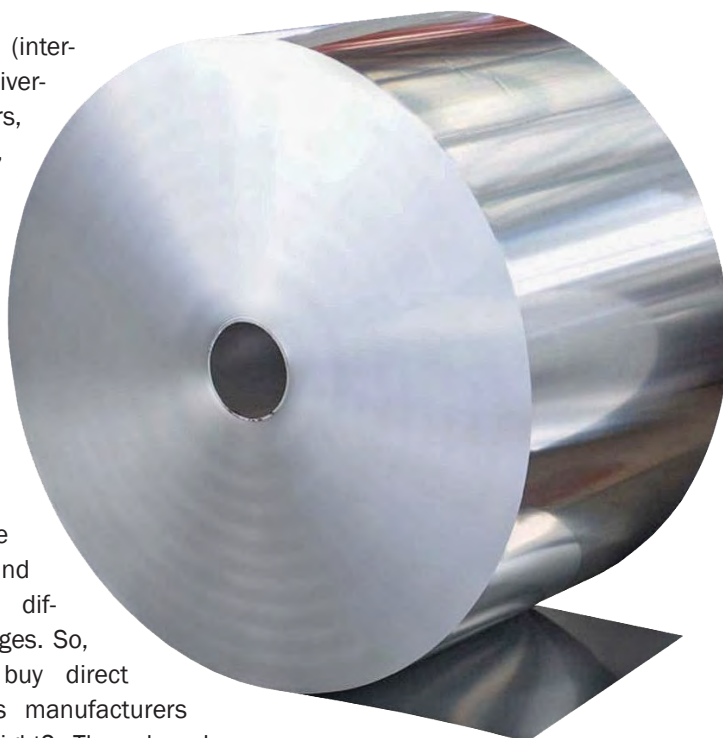
#### VALUE AND OUR MISSION DEFINED:

Value can come in many forms, not just a lower price. A price is just a starting point of reference. Does the product process well? Is scrap and downtime minimized? Are claims handled well? Do you have product available for unexpected needs? Does the final food processor run at maximum efficiency? Is your financial position and cash flow considered? Do your people have the time to focus on running the business, rather than worrying when product will show up at the door? How do you find out about new products in the market? These are some of the key questions to ask.

The packaging industry and the world have gotten a lot smaller. Today's

technologies (internet, email, universal translators, smartphones, etc) make it possible to have email discussions between two people who live on opposite ends of the world, are many time zones apart, and speak totally different languages. So, anyone can buy direct from overseas manufacturers all day long, right?. Then, how has NOW Plastics business model, as a global importer/ distributor/ supplier and "virtual factory" of various types of plastic films and aluminium foil not only survived, but has been thriving, in today's global environment???? The secret is that our business model is designed to take away the uncertainty associated with global importation while opening up the entire global supply landscape to our converter customers, and at the same time providing a huge positive cash flow benefit through just-in-time supply chain options.

This greatly enhances our customer's balance sheet and reduces bank debt, thereby increasing the value of your company.



Experienced buyers know very well that buying films is not just about procuring some sheet of plastic that looks nice, has good clarity and a great price. You cannot just throw it on a machine and all is perfect. All films are not alike – plain and simple. They may appear alike and sound alike, but do they process on converting equipment alike? Almost never.

Our mission is to bring value to you - high quality products with a diversification of supply options, competitively priced and delivered in a manner that minimizes your risks of supply and maximizes your working capital, plant space and ultimately the value of your company.





### THE VIRTUAL FACTORY MODEL

We have a seemingly unlimited capacity of supply for our core products – plastic films and aluminium foil – which are produced around the world. (see our advertisement on another page for our basket of products) We are not focused on maximizing the output of extrusion equipment. Harnessing all of this production allows us to act as a virtual factory so to speak.

Our focus is you, the customer, and what you need to succeed. Acting as an extension of your procurement and sourcing group, allows us to become your eyes and ears. Suppliers are well vetted, and product performance is guaranteed by us. The strengths and product varieties of our global suppliers are combined to offer you a one-stop shop. That is our advantage. You get the benefit of our 40 years of experience supplying products from around the world, without having to deal with any of the hassles. As our slogan says “We make import easy”.

### OUR SUPPLY CHAIN PROGRAMS

Our business model is very simple.

The virtual factory means we are not invested in equipment. We are invested in you by extending our vast experiences and technical know-how. Our credit and financial strength allows us to keep stocks in sufficient quantities to support your business, and providing highly competitive payment terms as well. This can be close to a 9-12 month pipeline of supply for some companies. Some people call it a supply chain program, others call it “just in time” supply. We call it our business.

Overseas producers generally think their job is done once they have shipped the goods.

For us, the job starts before you even place an order and ends long after you use the goods.

Open orders are proactively managed far better than factories do themselves. We see changes happening in the market dynamics and do our best to alert our customers to be prepared.

Transparency is a critical component of our success, never hiding the identity of our supply sources and we transfer our knowledge and our level of confidence to you.

The other key is to act as your local support system.

Today we are able to supply anywhere in continental Europe and the UK (amongst other places). Our sales teams are close to you and able to react to your needs whether that is technical support, order tracking, supply coordination, new product sourcing or whatever is needed.

Quality can only be delivered by associating with world class producers. Our films and foil suppliers are required to have all of the critical ISO and EU food contact approvals, a serious and committed management, technical sophistication, a focus toward sustaining export business on a long term basis, an expansion strategy, financial stability, western thinking, product warranties and honoring claims, commercial flexibility, and the ability to maintain consistent relationships and mutual support through soft and tight markets. The last item is high on the importance list. The true test is how a factory behaves when we need them, not when they need us.

Our supply options comprise either establishing consignment programs or using third-party warehouses near to our customer's plants, allowing for next day or in times of emergency even same day service.

Deliveries can be daily if necessary, again customizing the program to your needs. Even in markets experiencing strong demand and tight supply, we are able to anticipate and work with you to create higher levels of safety stocks to avoid any crisis and keep things running smoothly and continuously.

Invoicing is always in Euros (or GBP for UK customers), and can be done by EDI or other methods as necessary. 🏢

**Visit: [www.nowplastics.com](http://www.nowplastics.com)  
[www.nowplasticseurope.com](http://www.nowplasticseurope.com)  
[www.nowplasticsuk.com](http://www.nowplasticsuk.com)**

# UNITED CAPS AND BRASKEM EMBRACE BIO-SOURCED PLASTICS FOR GREENER CLOSURES

Made from sugar cane, bio-sourced plastics offer a new level of sustainability

**U**NITED CAPS, an international manufacturer of caps and closures, and Braskem, a leading Brazilian petrochemical company, today reported they have collaborated to deliver to the market GREENER bio-sourced plastic caps and closures made from sugar cane as an addition to the UNITED CAPS product portfolio.

"Braskem is pleased to be working with UNITED CAPS to bring their more environmentally sustainable GREENER closure solutions to the caps and closure market," said Brendan Hill, Sales Manager at Braskem Netherlands B.V.

Bio ethanol, the feedstock for I'm green™ Polyethylene, the basis for UNITED CAPS GREENER bioplastic caps, is derived from sugarcane, a renewable alternative to traditional fossil feedstocks. Being a renewable feedstock, sugarcane captures and fixes CO<sub>2</sub> from the atmosphere with every growth cycle, which occurs annually. This means that the production of I'm green™ Polyethylene contributes to the reduction of greenhouse gas emissions when compared to conventional polyethylene, made from fossil materials.

"As a result, the carbon footprint of I'm green™ Polyethylene is negative, when considering our life cycle analysis. This means that every kilogram of I'm green™ Polyethylene used in UNITED CAPS products results in 3.09 kilograms of CO<sub>2</sub> being sequestered from the atmosphere," Hill explained "Apart from the feedstock,

I'm green™ Polyethylene follows the same production process as traditional fossil Polyethylene, ensuring that our Polyethylene has the same characteristics, quality and properties as the fossil equivalent," he added "It goes without saying that I'm green™ Polyethylene fits all existing end-of-life scenarios and that our ethanol is sustainably sourced with clear chain of custody certification possible."

UNITED CAPS is initially bringing to market two standard closures manufactured using bioplastic resin from Braskem, including:

- The VICTORIA closure, a 30/25 screw closure designed for still drinks.
- PROFLATSEAL, ideal for dairy products and still drinks, both pressurized and non-pressurized.

"As we continue to take steps to ensure our caps and closures are as sustainable as possible, this partnership with Braskem is an important



step in that direction," said Astrid Hoffmann-Leist, Chief Marketing and Innovation Officer for UNITED CAPS. "Using bio-sourced plastics and developing high performance lighter weight caps and closures are just two of the ways we are pursuing more sustainable operations."

Innovative caps and closures for the food and drink industry are the core business of the Luxembourg-based family company UNITED CAPS. Its custom-designed caps and closures solutions have been one of the most sought-after solutions in the packaging industry for years. The company has experienced growth in the high single digits since its 2015 rebranding, with a significant percentage of production being bespoke products that are uniquely designed to meet customer needs for exceptional appearance and ease of use, both in the filling line and for the consumer. 

[www.unitedcaps.com](http://www.unitedcaps.com)



# PERSONALIZED SLEEVES AND SELF-ADHESIVE LABELS

**A**fter over thirty years of constant endeavour, which have allowed the company to introduce new production, operational, management and organisational processes for its quality system, Orograf is a well-known name in the sticky label sector. Orograf has received ISO 9002 certification, maintaining the utmost versatility throughout all the processing stages, from label graphics to in-house system production, a competitive advantage for its customers, who see complete process management, from the design stage to production, as the best guarantee



## PERSONIFIZIERTE SLEEVES UND SELBSTKLEBEETIKETTEN

**N**achdem wir uns über dreißig Jahre lang konstant für die Einführung von Produktions-, Betriebs-, Verwaltungs- und Organisationsverfahren hinsichtlich des Qualitätssystems unserer Firma eingesetzt haben, stellt Orograf heute ein konsolidierter Marktpartner in der Branche der Selbstklebeetiketten dar. Orograf hat in der Tat das ISO-9002-Zertifikat erhalten und gleichzeitig höchste Vielseitigkeit während der Phasen der Bearbeitung und grafischen Ausarbeitung der Etiketten, sowie der internen Herstellung der Druckunterlagen bis hin zur Druckphase selbst beibehalten, was einen Wettbewerbsvorteil für unsere Kunden

ist, die von uns einen Komplettservice erwarten, von der Planung bis zur Produktion. Dadurch wird maximale Qualität garantiert. Von heute ab können Sie auf einen qualifizierten Partner zählen, der dazu in der Lage ist, jede spezifische Anforderung bestens zufriedenstellen. Innovation und Research gehören immer schon zu unseren Prioritäten und erlauben es uns, Lösungen zu bieten, die herkömmliche, für Selbstklebeetiketten verwendete Lösungen übertreffen.

### FÄLSCHUNGSSCHUTZ UND LADEN-DIEBSTAHLSCUTZ:

- Etiketten aus unzerstörbarem Material.

- Etiketten auf holografischer Folie mit Mehrfarben-Druck und Druckfarbe im Relief.
- VOID Etiketten: diese hinterlassen bei Abnahme Farbreste auf dem Produkt.
- Zwei- und dreidimensionale Sicherheitshologramme.

### TWIN:

- Dies ist eine zweiseitige Etikette, bei der zwei Etiketten übereinander den gleichen Platz beanspruchen und gleichzeitig lesbar sind. Auf einer Seite können 4-5 Farben gedruckt werden.

of maximum quality. Orograf is on all-round partner, with the expertise to meet your every requirement. Innovation and research have always been our priorities, allowing us to create products that offer more than traditional sticky label solutions.

#### FORGERY-PROOF AND SECURITY LABELS:

- Labels in ultradestructible materials.
- Labels on holographic film printed in various colours and with ink in relief.
- VOID labels: if removed these labels leave part of their colour on the product.
- Two- and three-dimensional security holograms.

#### TWIN:

- This is a label, which opens out, is made up of two labels one superimposed on the other and in which there is the possibility of printing 4/ 5 colours per page.

#### PROMOTIONAL LABELS:

- Fabric labels.
- Sticky labels containing perfumed microcapsules, activated by rubbing.
- Rubberised sticky labels in foam of up to 2 mm thickness.

#### SKI 100% PLASTIC:

Definitive decorations for your articles in PVC, high-resolution writing and designs, and no-limits graphics

Our typographical, silk-screen, offset and hot printing systems allow us to print on any type of adhesive material such as striped, embossed, metallic and synthetic film. Our particular strength is our capacity to combine different printing systems on a single production line (high-resolution typographical printing, offset, high definition flexo printing, silk-screen printing and hot printing with embossing) and this means that there need be no lim-

its to your creativity. A quality, label not only speaks volumes about your product, but also contributes to your corporate image. Our rotary machines print up to six colours contemporaneously, UV varnish any type of paper or synthetic film, and have extremely high output rates. This allows us to offer you an excellent price-quality ratio.

#### Shrink Sleeves

After an extended period of preparation the recent addition of a new printing machine has allowed us to start production of shrink sleeves. Our sleeves (produced in PET, PVC or PLA) can be printed in more and even metallised colours, in order to effectively provide new look and design to all your products. An important characteristic is the option of providing every sleeve with a "tear off" system, essential or easy opening after purchase. 🏢

[www.oro.graf.it](http://www.oro.graf.it)

#### WERBUNG:

- Etiketten aus Stoff.
- Klebeetiketten mit Duft-Mikrokapseln, die durch Reiben aktiviert werden.
- Gummierte Klebeetiketten aus geschäumtem Material mit bis zu 2 mm Stärke

#### SKI 100% KUNSTSTOFF:

- Diese Version ermöglicht eine end-

gültige Dekoration Ihrer PVC-Artikel, mit HD-Beschriftungen und -Zeichnungen ohne Beschränkungen in der Grafik.

Unsere Drucksysteme (Hochdruck, Siebdruck, Offset-Druck und Heißprägung) machen es uns möglich, jeglichen selbstklebenden Materialtyp wie geripptes, geprägtes oder metallisiertes Papier und Kunststoffolie zu bedrucken. Was uns aber von anderen Herstellern unterscheidet, ist die Möglichkeit, mehrere Drucksysteme (Hochdruck, Offset-Druck, HD-Flexodruck, Siebdruck und Heißprägung mit Relief) auf der gleichen Produktionslinie zu kombinieren, was Ihrer Kreativität keine Grenzen setzt.

Eine Qualitätsetikette lässt Ihr Produkt hervorstechen und erlaubt es Ihnen, Ihr Firmenimage bestens zu vermarkten. Unsere Rotationsdruckmaschinen drucken gleichzeitig bis zu sechs Farben inklusive UV-Lackierung

auf jedwedem Papier- oder Kunststofffolientyp bei sehr hoher Produktionskapazität. Wir sind daher dazu in der Lage, ein optimales Preis-Leistungsverhältnis zu bieten.

#### HERMOBEHANDELTE SCHRUMPF-SLEEVES

Nach einer langen Entwicklungsphase macht es uns der Erwerb einer neuen Druckmaschine möglich, mit der Herstellung von Schrumpf-Sleeves zu beginnen.

Unsere Sleeves (hergestellt aus PET, PVC oder PLA) können mehrfarbig, auch metallisiert bedruckt werden, um jeglichem Produkt Effekt und Design zu verleihen. Eine wichtige Eigenschaft besteht in der Möglichkeit, jeden Sleeve mit einer Aufreißvorrichtung auszustatten, die für all die Produkte unabdingbar ist, die nach dem Verkauf vom Verbraucher leicht zu öffnen sein müssen. 🏢

[www.oro.graf.it](http://www.oro.graf.it)





# THE TOP QUALITY INDUSTRIAL MIXERS

**E**scher Mixers specializes in the production of mixing machinery for the bread and pastry-making sectors.

Over the years we have gained specialized knowledge that has allowed us to develop machines and solutions to meet the needs of a variety of clients and different types of markets.

Our machines are renowned for their sturdiness, durability, accurate finishes, and for the quality of the dough they produce.

## BAKERY Equipment

We propose Spiral and Wendel mixing concepts. Both solutions can be with removable bowl through a Patented® bowl locking and motion system MR-MW Line or bottom discharge system MD-MDW Line with conveyors belts or bowl lifters which can be matched with automatic solutions with linear system and storage of the resting bowls in vertical or linear storages, rotating automatic systems-carousel, scraps recovery systems, transverse hopper systems and star-cutting /



guillotine / roller with guillotine and other customized solutions.

## PASTRY Equipment

The range of Planetary Mixers with double tool for the pastry industry is characterized by the lack of oil lubrication systems, improving hygiene and reducing machine maintenance. A wide range of interchangeable tools is available for different uses and doughs.

For industrial productions, we have developed the PM-D Line with in-

dependent tool movement, with individual speed regulation and the possibility to reverse the motion. While the PM-DB Line with the bridge structure allows automatic insertion of the ingredients, air insufflation to reduce mixing times and increase volume, dough processing with negative / positive pressure and cleaning through CIP washing system. Various bowl discharge options are available. 🏠

[www.eschermixers.com](http://www.eschermixers.com)





## AUTOMATIC POWDER DOSING SYSTEMS:

- / Single scale technology
- / Double scale technology
- / Multi scale technology

ACCURACY

TRACEABILITY

REPEATABILITY

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 **LAWER**<sup>®</sup>  
dosing & dispensing systems

LAWER S.p.A. - Cossato (Biella) . Italy - [sales@lawer.com](mailto:sales@lawer.com)

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# “SINCE 1970 THE ITALIAN QUALITY FOR THE TRUE ACCURACY” AUTOMATIC POWDER INGREDIENTS WEIGHING SYSTEMS

**L**awer provides products, solutions and services to the industry to increase the reliability, safety and efficiency of dosing and dispensing operations for powders and liquids. Our core market position, that of a leading global product and solution provider together with our aim to set strong standards in all areas of our business, are both reflected in our company motto: **“the true accuracy”**.

We have almost 50 years' experience in supporting the industry to ensure the highest quality of the products. Our ability to do this is based on the **“Italian Quality”** of our products and services combined with our continuous investment in developing leading technology. As a result, more than 2500 customers put their trust in our company having allowed us to supply them with thousands of systems and solutions during our long history. Via our world-wide presence, we stand beside our customers around the globe and through the whole life cycle of our products, from the assistance with selecting the right equipment, design-in support, installation and after sale service. Lawer is a global automatic dosing and dispensing systems manufacturer based in BIELLA area, providing products for various industries as Textile – Cosmetics – Painting/Coating – Food – Plastic – Rubber.

**Quality and Excellence** expressed since the preliminary analysis to the commissioning of the equipment, to ensure safe and automated systems operated by high-class software, able









to adapt themselves to the changing needs of manufacturing companies.

**The true Accuracy** it is in every small detail that is measured the great value of a Company. Lawer has made a hallmark of accuracy. In research, in the production cycle, in the technical support, every minimum detail is evaluated by the strictest controls.

**Service** via our world-wide presence, we stand beside our customers around the globe from assistance for selecting the right equipment up to the best after sale support.

#### **Engineering Support**

- consultancy assistance for the optimal selection of the right system and the most innovative technical solutions
- desing.in support for integrating our products and solutions into your production line
- customisation to suit your individual needs.

#### **After sale service and assistance**

- Flexibility, professionalism, capil-

larity of the international network with 45 highly qualified Agents.

- Ability to analyse, identify, translate the client's needs in a personalized project. Short time in the projecting, manufacture and installation of the systems. A timeliness after-sales service, able to respond to every request and problem-solving, with qualified technicians, 4 Service Centres, a Web on-line remote assistance. Support services program designed to optimize the interventions and reduce costs.

**Innovation** We strongly invest in developing leading technology and new products. We encourage and facilitate a company culture of systematic and sustainable creativity and innovation.

#### **product portfolio**

- Automatic Powder Dosing Systems with:  
single scale technology  
double scale technology  
multi scale technology

#### **CONCEPT : Automatic Powder Ingredients Weighing Systems**

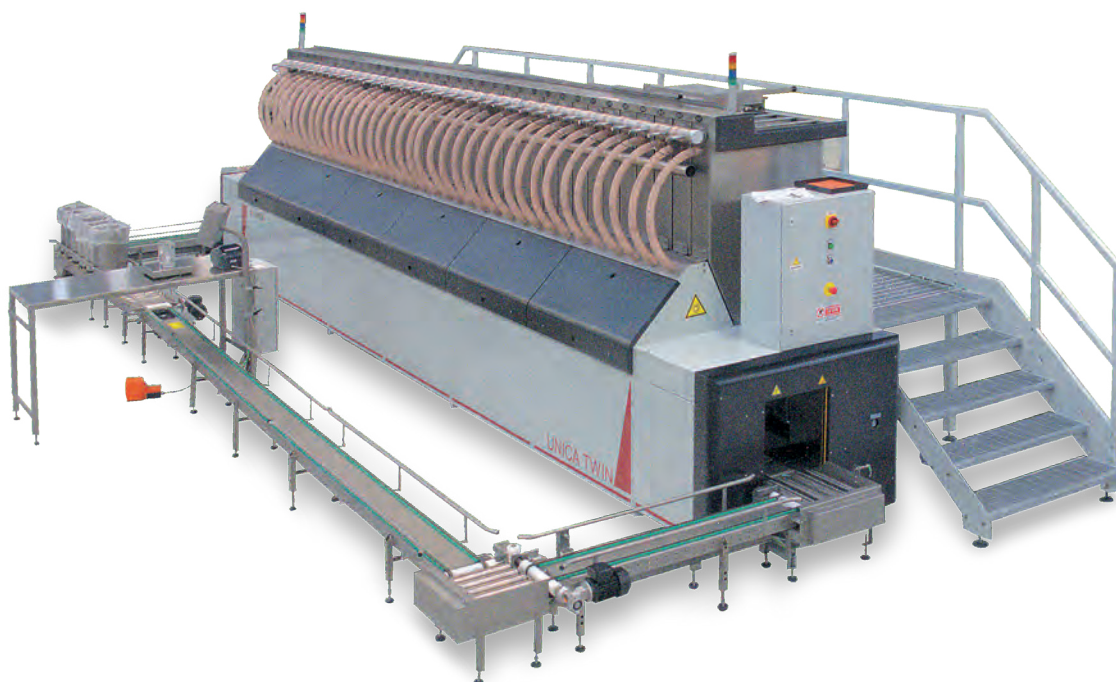
The different models of UNICA have been designed and patented to organize production in an innovative way by automatically weighing the powder ingredient components of recipes and batches in different processes of the food preparation industry. The ingredients are stored in stainless steel silos and the products are dosed using stainless steel screws.

The ingredients are dosed into buckets, either manually or automatically placed on the weighing trolley which has an electronic scale. The weighing trolley automatically positions the bucket under the silo from which the ingredients are to be dosed. The management software allows collects all information about the operation reports and statistics. The pc can be interfaced with external systems to export the data.

#### **ADVANTAGES and BENEFITS**

- **ACCURACY**
- **REPEATABILITY**
- **TRACEABILITY**
- **SECURITY**
- **EFFICENCY**
- **SAVING**
- **KNOW-HOW PROTECTION**





for application in small-medium size laboratory we offer different models of UNICA systems

#### **UNICA TWIN**

- 100 L. capacity silos
- single or double scale
- 12-24 or 36 silos configuration
- scale 30 kg capacity, 0.1 gr resolution
- loading operation by gravity from a rear platform
- manual or automatic bucket loading/unloading

#### **UNICA HD**

- 50 L capacity silos
- single scale
- 8-16 or 24 silos configuration
- scale 30 kg capacity, 1 gr resolution
- loading operation by gravity from a front platform
- manual or automatic bucket loading/unloading

#### **UNICA MD - SD**

- 18-36 L capacity silos on MD, 12-24 L capacity silos on SD
- single scale
- max 13 small silos positions
- scale 30 kg capacity, 1 gr resolution
- loading operation by gravity from the front side
- manual or automatic bucket loading/unloading

For application in industrial production Laver provide systems with high productivity and efficiency.

#### **SUPERUNICA**

Superunica is a fully automatic weighing system, allowing accurate safe and clean powder recipes preparation. The system consists of a number of independent storage silos, installed in line on a modular structure. A weighing trolley incorporating the electronic scale is automatically transported to the correct silo position. Each module can

accommodate silos with different capacities (300, 150, 100 and 50 L) which are loaded by gravity or by means of a vacuum system. The bucket loading / unloading process takes place automatically and each bucket is identified by an ID-TAG system. An efficient suction / filtering device guarantees the maximum safety of operation and a clean working environment. The system operates by means of dedicated Laver Software.

#### **SUPERSINCRO**

Supersincro allows precise and safe automatic dosing operations of the ingredients required for the food industry preparations in automatic thermoformed bags consisting of tubular films. The modular configuration is based on the number of products used, and the physical characteristics and the packaging used. At each cycle the package container is placed on a moving tray and transported on a U route placing the package under the different dosing units. When the container is in the correct position for the product, the scale lifts up the container and starts the dosing procedure. At the end of the loop the bags are closed and placed automatically in boxes or pallets. 🏠

[www.laver.com](http://www.laver.com)





# YOUR EVERYDAY work is tough enough



Understanding the market's needs is the most important part of creating the perfect product.

**T**he first step to achieve this is to recognize the threats and demands of the industry. Food processing workplace is a very specific one - constant necessity of quality control, contact with sharp and dangerous tools, food parts and liquids is the everyday struggle of the people working in food processing environment. And yet, the last but not least component - time. Every producer strives to combine these elements in order to achieve the high quality product manufactured in the shortest period of time possible.

Everyone who struggles with this challenges sooner or later realizes that the final score depends on every component of the process - it is highly important to use only the tools which were created especially for this kind of jobs. That's what OHAUS company takes for its first priority - creating the tools that will help their customers become the leaders in their class. When asked about the company's main foundations in creating new products, Zbigniew Pobocha, General Manager, says: "For more than 100 years OHAUS is trying to make people's job easier. The first question that we ask ourselves while creating a new product is, who is going to use them. Then we gather information about those people line of work. Creating the scale for Food Processing Industry is one of the most difficult tasks. We have to think about every possible situation that can threaten our scales' operability. But in the end it's really satisfying to create something that will make Customers work faster and easier - their everyday job is tough enough and they should not have to worry about damaging



their scale simply by spilling the liquid on it. I trust that after all the years we have finally succeeded - our Customers are highly satisfied with our new Valor 2000 and 4000 scales, created especially for food processing jobs." OHAUS latest proposal for food industry jobs are Valor 2000 and 4000 Compact Bench Scales, certified and highly resistant. Looking at their features it is clearly visible that they are the perfect tool for the food processing.

The designers of the scales have considered the need of Valor's 2000 and 4000 resistance to the sharp objects, commonly used in the food processing activities - the scales are equipped with polycarbonate knife proof keypad. It prevents damage from knives, repealing stains, moisture, corrosive fluids and food contaminants.

The scales' Flow Thru Design protects the scales from fluids and condensation that may form inside the scale from constant temperature changes

in typical food processing environments. The Valor 2000 and 4000 scales are NSF Certified and have OIML/EC Type Approval.

All those combined features make the Valor Compact Scales safe, fast and highly durable. Designed especially to endure in the harsh food processing jobs, they are certainly the right tool for the toughest jobs. 🏠

[www.ohaus.com](http://www.ohaus.com)

OHAUS manufactures an extensive line of high-precision electronic and mechanical balances and scales that meet the demands of virtually any weighing need. The company is a global leader in the laboratory, industrial, and education channels as well as a host of specialty markets, including the food preparation, pharmacy and jewelry industries. OHAUS products are precise, reliable and affordable, and are backed by industry-leading customer support.



# Valor™ 2000 and 4000 Food Industry Scales



*The right tool  
for the toughest jobs*



Valor™ 2000



Valor™ 4000

The new Valor™ scales combine many features that make them capable of handling the toughest food processing jobs. The keypad made of polycarbonate prevents damage from sharp objects, repelling stains, moisture, corrosive fluids and food contaminants. The Flow-Thru Design protects the scales from fluids and condensation that may form inside the scale from constant temperature changes in typical food processing environments. With their fast and accurate results, practical touchless sensors, waterproof and durable design, Valor™ 2000 and 4000 are performing at their best even in harsh environments.

[www.ohaus.com/valor4000](http://www.ohaus.com/valor4000)



# OUR PANS & NON-STICK COATINGS, AROUND THE WORLD



**Pans & Non stick Coatings**

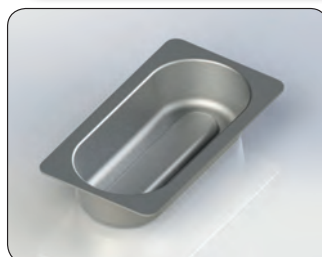
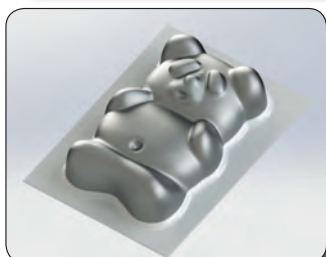
**T**urbel Company has been in the business of manufacturing industrial baking pans and applying industrial coatings (non-stick Teflon and Silicone) for the past 25 years. It is the first Licensed Industrial Applicator of Dupont in Turkey and the worldwide growth award in year 2008 from Dupont.

Currently, it has four plants in Turkey. Three factories are working for the top-quality non-stick coating appliances and one factory is producing trays with its high-tech equipment and technical team.

After being very successful in Europe from Turkey, the management decided to open a place in Germany in order to be at close proximity to its biggest customers and serve faster for their needs.

In May 2015, first foreign investment of Turbel; a coating factory, is opened in Wassenberg – GERMANY. With its best location, Turbel serves very quickly to its customers in Netherlands, Belgium, UK and France in addition to Germany.

It also became entitled to receive a government grant from NRW Bank for its direct investment in the region.




With more than 25 years experience in this field Turbel is the market leader in Turkey and one of the biggest players all around the world.

Turbel supplies special coating systems - developed in their own laboratory - as well as baking pans and trays of own construction, selling worldwide to more than 46 countries. It has its own tooling department to meet with customers' exact needs, upon their production lines.

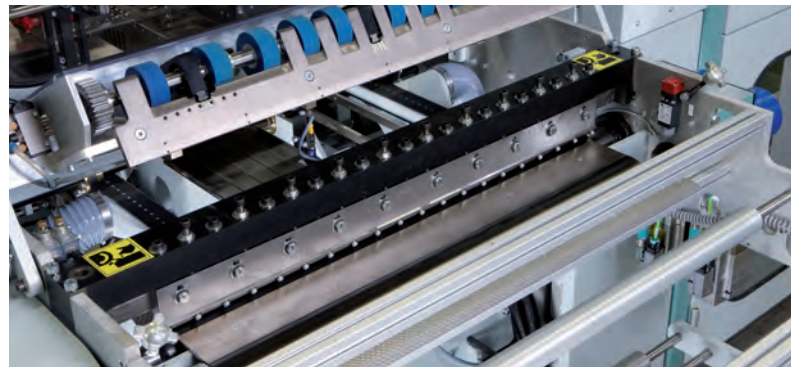
Turbel is mainly serving for the largest cake and bread line producers all around the world. In addition, it has many reputable customers in indus-

trial cake and bread production business. Due to its experience in the sector, Turbel can respond immediately to the individual demands and push on innovations. It can provide tailor-made solutions for your unique working environment and keep track of the products for further development. Turbel gives highest priority to after sales services because they aim for the happiest and the most satisfied customers with their products in terms of; quality, delivery time and price.

We will be pleased to show you our quality and performance with your own samples so please contact.. 

**[www.turbel.de](http://www.turbel.de)**

# PEMCO



## Perfect food packaging begins with the best packaging machinery

Have you ever noticed the difference between a tightly wrapped ream of paper and one that is loose or improperly sealed? Maybe you have seen cartons with twisted flaps or rounded folds and wondered about the condition of the interior contents, especially when it comes to food or beverages?

Pemco can eliminate such worry. Packaging your products with our packaging machinery will assure you of a perfect finished product. Pemco has been satisfying sharp-eyed packaging customers for over 50 years. That is a long time and a lot of perfect reams and cartons for a demanding market. We work hard to deliver the best machinery available or develop new innovative solutions for diversified markets. Our customers want the best product for their customers. When quality matters to you, when quality matters to your customers, then Pemco is the quality provider that will deliver the type of packaging perfection that matters to everyone.

## PART OF YOUR SUCCESS





# HYGIENE SOLUTIONS

**T**o improve hygiene on food industries we suggest a range of stainless steel products: we are manufacturer of waste management bins and disposable dispensers. Our articles in AISI 304 stainless steel meet the health and hygiene standards in force in the food industries but can also be used in the pharmaceutical, hospital and industrial sectors. For our production we use different finishes: shot blasting, polishing and Scotch Brite® finish to maintain the properties of stainless steel unaltered. The waste management bins are easy to use thanks to the pedal and the wheels, the stainless steel interlocking is very hygienic and practical and there's a bags holder on the back. We offer various solutions for the disposition of disposable items (gloves, caps, coats, aprons, etc.). Our dispensers are designed to be safe, practical and hygienic thanks to details such as the inclined top to prevent accidents and accumulation of dust and the closure without key. Recently we introduced a support for shovels made in stainless steel AISI 304, available with wheels or without wheels. Another product just manufactured is the stainless steel frame for shadow boards. Shadow boards are an excellent example of equipment storage, with the stainless steel frame they become easy to move thanks to the four wheels, easy to clean and with a charming design. In addition to the stainless steel containers we distribute color code equipment, metal detectable and X-ray visible products, protective footwear, paper and detergents. We mainly address the food and pharmaceutical industries, hospitals, nursing homes and in general all areas where hygiene and cleanliness are essential requirements. 🏠

[www.wirfly.com](http://www.wirfly.com)



Gloves-masks dispensers



stainless steel frame  
for shadow boards



waste  
management bins



shovels support

# SARTEN PACKAGING

**S**ARTEN PACKAGING is the market leader and front-runner of technology across the metal and plastic container industry in Turkey, Middle East, South Eastern Europe, North Africa. "We have approximately 2500 employees in our 15 factories and offices, 2200 in Turkey and 300 working abroad. Sarten is the manufacturer of 3 pcs. welded and 2 pcs. drawn metal containers for a variety of industries including canned foods, cooking oil, aerosols, pesticides, engine oils, paints. In plastic containers supplies, Sarten offers products made of PET, PE and PP for the lubricants, agricultural chemicals (COEX), paints, ketchup, mayonnaise etc. (COEX), cleaning materials and cosmetics industries. Our market share in the Turkish food can market is approximately 60% and in ready meals sector it is more than 80%. We also have approximately 35% of the canned edible oil market. Twist caps offered by SARTEN in a wide range of diameters (38 mm to 100 mm) and different types, are ideal for various requirements of customers and they meet the demands of food industry. Twist Caps are suitable for hot, cold, aseptic filling, pasteurisation and sterilisation of various food and beverage applications. Sarten offers a wide range of diameters (38 mm to 100 mm) and different types of twist caps. Easy-open ends and twist caps are mainly used in the food industry. Plastic containers and bottles are used for packing dairy products, ketchup, mayonnaise, mustard etc. in the food industry.

We are very active in sales of metal food cans and plastic bottles and jars to Europe and USA with special focus to geographically closer markets mainly in the south eastern Europe.

We are producing more and more conventional and shaped food cans with thinner but stronger materials with special panelling formats



down gauging is continuing in all sizes. CTP platemaking, digital preprint proofing, streamlining of artwork to proofing then to ink mixing and then ink control in presses via one common language software is creating very good results in print quality and repeatability of jobs. In-house central manufacture of toolings provides uniformity in all operations in all our factories. Improvements to all metal food can making machinery and seamers at ours and our customers plants as well as plastic containers moulds are designed, manufactured, assembled and tested at our R&D department. Quality control and assurance are clearly crucial in our line of business. Our

accreditations include ISO 9000, ISO 14001, ISO 22000, GMP, Lean Enterprise and Manufacture and 5S is practised in all our sites.

Latest investments include 6 colours UV printing line, UV coating line, CTP plate making, shaped food cans and aerosols lines. 5 liters rectangular for edible cooking oil, motor oil, chemicals etc. cans manufactured with thinner and stronger material with specially designed panels on the body to increase axial load carrying and stackability of these cans was successfully introduced with collaboration of one of our major client. UN certification for the transportation of dangerous goods was obtained for this can. 🏠



# ISHIDA X-RAY FLEXIBILITY ENSURES PREMIUM PRODUCT QUALITY

## ISHIDA X-RAY INSPECTION TECHNOLOGY IS HELPING TO MAINTAIN THE PREMIUM QUALITY REPUTATION OF ONE OF RUSSIA'S MOST POPULAR TRADITIONAL SNACK BRANDS

**T**he 'ROSTRAGROEXPORT' company was founded by Mr Boris Aleksandrov in 1995, who spotted a niche in the Russian food market for a good quality traditional curd snack. Its 'B.Y. Aleksandrov' brand, named after the company's founder, represents the 'ideal' curd bar created using only the finest natural ingredients. Currently there are 16 different kinds of 'B.Y. Aleksandrov' bars covered with the finest milk, dark or white Belgian chocolate. The range also includes a special set of 6 small chocolate-covered sweet cottage cheese bars with a small board game or toy.

Because the 'B.Y. Aleksandrov' brand is positioned as the highest quality product on the Russian dairy market, maintaining impeccable quality control is the key requirement for the 'ROSTRAGROEXPORT' company.

After production the cottage cheese bars are sealed in the 'fl w-pack' foil and are then placed in individual small carton boxes. Following this, packages of 12 individual boxes are formed. There is no possibility to use common metal detectors for quality control as the 'fl w-pack' foil is metalized. More significantly, the metal detectors are not able to identify if a product has any glass or plastic insertions broken or empty packaging. The Ishida IX-GA-4075 X-ray inspection system is able to perform a num-



ber of quality control procedures. It can detect potential contaminants in the curd bars, such as metal parts

from the production machinery, metal flakes which may be present from the containers in which sugar is

stored, and stones from the harvesting of the raisins. The system can also spot damaged packs, and uses weight estimation to identify missing packs or items, for example missing toys in the children packs.

The IX-GA-4075 is operating reliably in conjunction with current line speeds of up to 60 packs per minute in a 24/7 production environment.

Key to the machine's versatility is Ishida's unique Genetic Algorithm (GA) technology, which uses image data analysis over a number of inspections to build up a more precise calibration protocol. Any case that is out of the protocol is memorized as a problem and is rejected. This enables permanent or common recurring defects to be more easily identified and their location in the pack to be pinpointed.

The 'ROSTRAGROEXPORT' company representatives say the Ishida IX-GA-4075 delivers a number of important competitive benefits. "The X-ray system's ability to successfully detect all types of contaminants is a vital safety check, which is particularly essential for a product so popular among adults and children," explains Mr Pavel Kubakhov, head of innovations and new technologies department.

"No less important is the fact that the high level of quality assurance is necessary for the supermarkets and retail chains that we deal with. Due to our X-ray system, we have a full record of every pack inspection so we can prove the quality of our product and packaging, which is useful in the event of any subsequent consumer complaint."

"The Ishida IX-GA-4075 is performing extremely reliably," says Mrs Lubov Lukashevitch, head of cottage cheese bars production. "Since its



installation, we have had no problems or breakdowns. The machine is configured with software in Russian and is extremely easy to operate and maintain. We have inputted 40 presets, and changeovers between products for inspection take just a few seconds."

Above all the IX-GA-4075 represents a sound investment for the company. "Ultimately you cannot put a price on quality or the cost implications if quality levels fall in any way", con-

cludes Mr Kubakhov. "On that basis alone, there is no question that the machine will have paid for itself." For the moment up to 400,000 packs of 'B.Y. Aleksandrov' bars are produced daily, representing around 30% of the company's total production. Since its launch in 2008, total production has grown eight times. 🏠





## SUCCESS STORY: SOUTH MILFORD (UK)

# NEW GENERATION ANAEROBIC DIGESTION PLANT, WHERE BIOMETHANE FOR THE GAS GRID IS GENERATED BY 100% FOOD WASTE

**T**he food industry has the potential to convert waste products into green energy: by-products from food industry, vegetable waste, waste from slaughterhouses, organic residue from the food processing industry, all these scraps can profitably be used in an anaerobic digestion plant to produce green energy as electricity or Biomethane. This is what happens at the AD plant that BTS Biogas has constructed in 2016 in North Yorkshire, a plant designed to take 60,000T of blended food and green waste per year and convert it into 3.769.000 Sm<sup>3</sup>/year Biomethane to be injected directly into the gas network (gas to grid plant) and 500 kW/h electricity. Moreover, the plant produces 50.000 t/year of pasteurized liquid digestate to be used as fertilizer. This BTS Biogas plant is an important operational showcase with the application of our most advanced technologies. It is at the forefront of Anaerobic Digestion, dedicated to driving innovation and unlocking the potential of the food industry. The first relevant challenge in the development of a plant is the management of the AD process, starting from the food waste that the customer has available, in this case 100% waste. This plant is fed with a large variety of substrates like for example: tea industry by-products, potato chips, sandwiches, sugar water, leftovers from beer production, cola, gin, beans, cakes, flour, chaff, and so on. This variety makes the stabilization of the anaerobic digestion process very complex, where the experience of our biologists and our own microbiology laboratory has made the difference in the plant performance. South Milford is one of several examples of achievements where we have maximized profitability and biological efficiency of the feeding



mix, where BTS has given to the client its full biological, technical and automation support, and its service of optimization of the biological efficiency of fermenters. The other invaluable know how developed during the project in South Milford is the upgrading system, completely engineered by BTS. Our advanced membrane upgrading system (bioMETANm) is composed by several membranes and by an efficient temperature control technology, with a heat exchanger. Through the biogas upgrading, methane is separated from all other gases, chiefly CO<sub>2</sub>. This upgraded gas unveils two new possible applications, on the one hand the typical supply into the existing methane network, like in South Milford, on the other the usage of biomethane as fuel for vehicles. Moreover 100% pure CO<sub>2</sub> can be produced, a gas which can be used especially in the food industry.

### The advantages of BTS upgrading solutions are:

- higher lifespan of the membranes
- reduced costs, higher availability and biomethane production
- lower energy consumption
- higher biomethane production for higher returns.

BTS Biogas is the technological leader in the Italian biogas sector with more than 200 biogas plants worldwide (over 11 countries) providing a total installed generating capacity of 165 MW.

BTS Biogas is active in design, engineering, construction and service of customized biogas power plants (turnkey). Product range from plants of 100 kW up to 1.5 MW+. For over 25 years its highly qualified employees have been accumulating experience in designing and making biogas power plants: for all the industries that have organic materials, food-processing companies, municipal interests and farms.

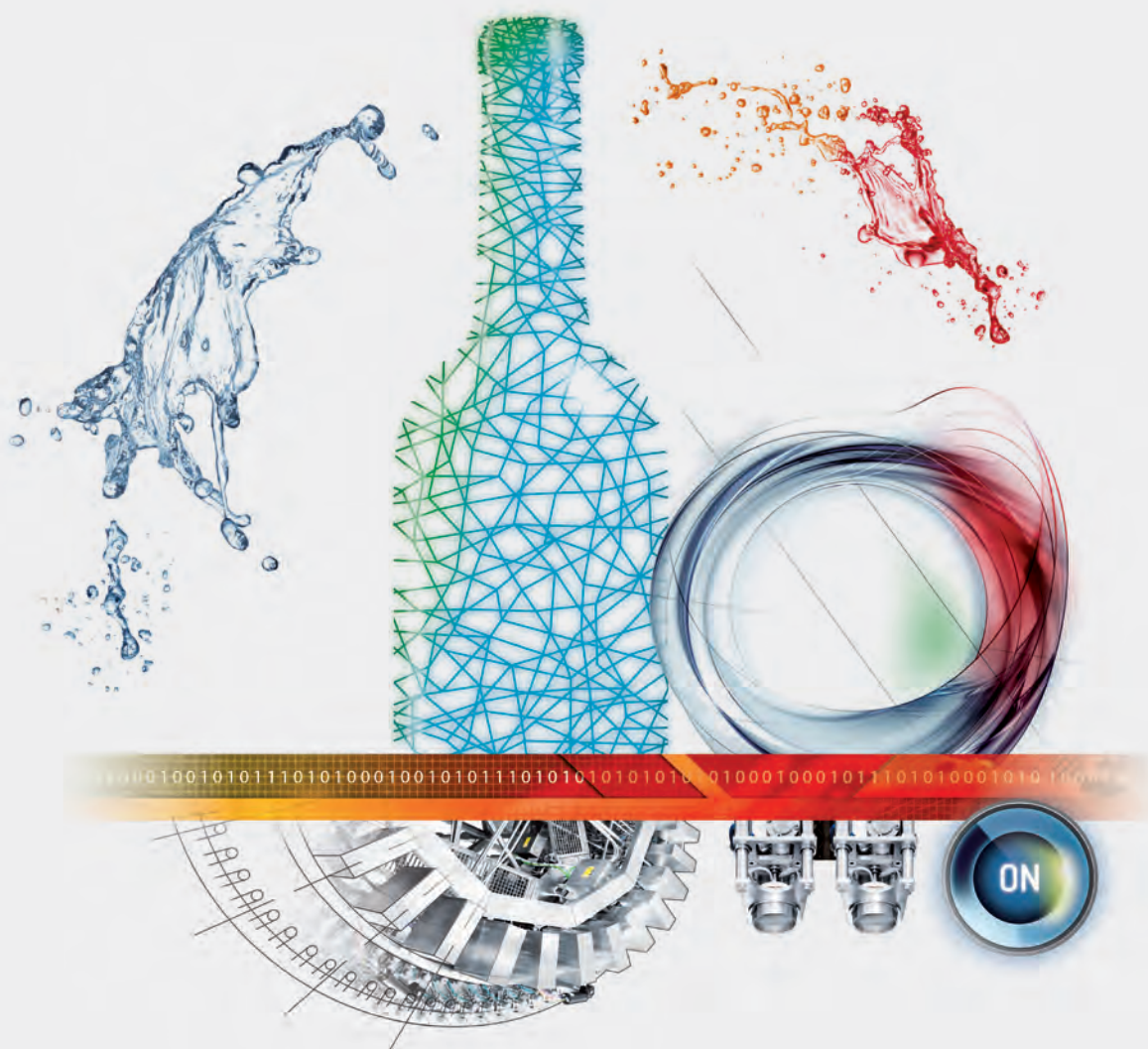
In 2013, the company considerably strengthened its potential in foreign markets by setting up offices and signing important partnerships in Europe and abroad.

The driving force behind the company is the awareness that we can make an important contribution to environmental protection by integrating agronomic, technical and biological expertise and energy recovery of biogas. 🏡

[www.bts-biogas.com](http://www.bts-biogas.com)

INTERNATIONAL  
ENOLOGICAL  
AND BOTTLING  
EQUIPMENT  
EXHIBITION

**SIMEI**



**LEADER IN WINE & BEVERAGE TECHNOLOGY**

ORGANIZED BY



UNIONE ITALIANA VINI



FIERA MILANO

**28<sup>th</sup> EDITION**

**19<sup>th</sup>-22<sup>nd</sup> November 2019**  
**Fiera Milano (Rho)**

[info@simei.it](mailto:info@simei.it) / [simei.it](http://simei.it)



THE FAIR WILL BE HELD FROM 19 TO 22 NOVEMBER 2019 AT MILAN EXHIBITION CENTRE - RHO. KEY WORD: INCOMING

# WINE AND TECHNOLOGIES. SIMEI 2019: MORE AND MORE GLOBAL AND OPEN TO LIQUID FOOD

Chairman Ernesto Abbona: "We encourage discussion within the supply chain aimed at product and process innovation"

**"S**IMEI has been substantially restructured to become an unquestionable "global" fair of technologies, products and accessories for the winemaking industry. Thanks to a large incoming operation of operators and producers from the five continents, new partnerships with trade associations and important institutions such as the Ministry of

Economic Development, the ICE-Agency, SIMEST and Milan Exhibition Centre (Fiera Milano), and opening up to product chains similar to wine such as oil, beer and spirits, we are working on an edition that will represent a turning point in the history of SIMEI. Numerous very significant exhibitors have already confirmed their presence at the 2019 edition, which confirms the international

leadership of SIMEI and that the path to renewal undertaken is the right one".

This is how Ernesto Abbona, Chairman of the Unione Italiana Vini, presented the 28th edition of SIMEI, the leading international fair in technology for the winemaking and bottling sectors due to be held from 19 to 22 November 2019 at Milan Exhibition Centre in Rho.

**Die Messe findet am 19. bis 22. November 2019 auf dem Messegelände von Milano Fiera – Rho statt. Schlagwort: Incoming**

**WEIN UND TECHNOLOGIE SIMEI 2019: IMMER GLOBALER UND AUF LIQUID-FOOD AUSGERICHTET**

**Der Präsident Ernesto Abbona: „Die Weinanbaukette muss im Hinblick auf Produkt- und Prozessinnovation betrachtet werden“**

**"S**IMEI erneuert sich grundlegend, damit sie zu einer wirklich „globalen“ Messe im Bereich Tech-

nologie, Produkte und Zubehör für den Weinsektor wird. Dank einer umfangreichen Incoming-Aktion für Fachleute und Hersteller aus den fünf Kontinenten, neuer Partnerschaften mit den Fachverbänden und wichtigen Institutionen wie dem Ministerium für wirtschaftliche Entwicklung, der ICE-Agentur, SIMEST und Fiera Milano sowie eines wachsenden Interesses für weinähnliche Warengruppen wie Öl, Bier und Spirituosen wird diese SIMEI-Ausgabe eine Wende in der langjährigen SIMEI-Tradition sein. Zahlreiche gewichtige Aussteller haben ihrer Teilnahme an der Ausgabe 2019 bereits zugestimmt, eine Bestätigung der internationalen Leadership von SIMEI und eine Ermutigung den begonnen Weg in Richtung Erneuerung fortzusetzen."

Mit diesen Worten hat Ernesto Abbona, Präsident von Unione Italiana Vini, heute die 28. Ausgabe der

SIMEI (weltweit führende Messe für Kellerei- und Flaschenabfülltechnologien) eröffnet, die vom 19. bis 22. November 2019 auf dem Messegelände von Fiera Milano – Rho stattfindet. Nach dem durchschlagenden Erfolg der letzten, zeitgleich mit drinktech in München veranstalteten Ausgabe, kehrt SIMEI als fester Termin im zwei-Jahres-Turnus mit sehr positiven Wachstumsaussichten und großen Neuheiten nach Italien zurück.

Schlagwort für diese neue Ausgabe ist Incoming, ein Projekt dank dessen im Jahr 2017 mehr als 150 Delegierte aus aller Welt auf der SIMEI anwesend waren und das für diese neue Ausgabe durch intensiven Einsatz von Energien und internationalen Werbemitteln mithilfe der Finanzgesellschaft Simest die italienische Unternehmen während des gesamten Wachstums unterstützt, verstärkt wird. Ziel: Die Zahl der

After the success of the last edition, which was held in Munich in conjunction with drinteck, SIMEI returns to Italy, where it will be a fixed event, every two years, bringing with it significant prospects for growth and important new features.

The key word for this new edition is Incoming, a project that in 2017 brought over 150 delegates from all over the world to SIMEI. The project will be strengthened for this new edition by a significant use of energy and resources for international promotion thanks also to Simest, a company in the Cassa di Risparmio di Milano Group that supports the growth of Italian companies. Objective: to double the presence of buyers, operators and producers from all the wine-growing regions in the world and to develop new working relationships with public institutions and the associations representing the producers and wine-growing professionals, on a national and international level.

anwesenden Buyer, Fachleute und Hersteller aus allen Weinregionen weltweit zu verdoppeln, um neue Kooperationen mit öffentlichen Einrichtungen und Genossenschaftsverbänden der Hersteller sowie mit Spezialisten des Weinbaus weltweit zu entwickeln.

Andere Neuheit der Ausgabe 2019, unter Beibehaltung der „vertikalen Struktur“ von SIMEI in der Welt des Weines, ist die organische und gegliederte Öffnung in Richtung weinähnlicher Produktionsketten, wie Öl, Craft und Non-Craft Beer, und dem breiten Sortiment an Spirituosen, die mit Önologie ständig mehr Prozesse, Herstellungsverfahren und demzufolge Technologien, Produkte und Zubehör gemeinsam haben.

„Die Globalisierung von Konsum und Produktion“ - fügt Paolo Castelletti, Generalsekretär von Unione Italiana Vini, hinzu - „hat uns dazu gebracht

Another new feature of the 2019 edition, while keeping its “verticality” on the world of wine, SIMEI will be opening up, in an organic and structured way, to production chains similar to wine, such as oil, craft and other beers, and the vast world of spirits that, with winemaking, are increasingly sharing processes, production practices and, therefore, technologies, products and accessories.

“The globalisation of consumption but also of production - Paolo Castelletti, general secretary of the Unione Italiana Vini added - has led us to review the general layout of SIMEI, extending it to

productive sectors of “liquid food” close to wine, but above all systematically expanding the promotional strategy of the fair towards an international horizon. We are working in this direction on a stronger involvement of the ICE-Agency, SIMEST and Milan Exhibition Centre itself in the promotion of the incoming, we are continuing in the partnership with Munich Exhibition Centre and, together with the ANFORMAPE association, we plan to develop new initiatives in favour of Italian and foreign companies joining the “SIMEI Project”.

The new strategy of the fair also includes a new role for ANFORMAPE,



das Gesamtgefüge von SIMEI zu überarbeiten und die Veranstaltung den Wein nahen Produktionsbereichen des „Liquid-Food“ die Tore zu öffnen, aber vor allem die Werbestrategie der Messe systematisch und durchdacht auf eine internationale Ebene zu bringen. In diesem Sinne arbeiten wir auf eine stärkere Zusammenarbeit mit ICE-Agentur, SIMEST und Fiera Milano hin, um das Incoming zu fördern, setzen die Partnerschaft mit Messe München fort und zusammen mit dem ANFORMAPE-Verband planen wir neue Initiativen zugunsten italienischer und

ausländischer Unternehmen, die am „SIMEI-Projekt“ teilnehmen werden.“

Zur weiteren Strategie der Messe gehört auch eine neue Rolle von ANFORMAPE (Fachverband der Unternehmen der Technologiekette von Produkten und Zubehör für die Önologie), der einen neuen und ehrgeizigen Aktivitätsplan für die Fachunternehmen vorgestellt hat.

„Wenn vom Wein die Rede ist – einem ausgezeichneten Botschafter des Made in Italy – muss zweifellos die technologische Komponente der Maschinen hervorgehoben werden,



the trade association of companies in the technological chain of products and accessories for winemaking, which has presented a new and ambitious business plan for companies in the sector.

“When we talk about wine, an exceptional ambassador of the Made in Italy brand, it is important to underline the technological component of the machinery that helps our entrepreneurs to work better - said Paolo Borgio, Director of Third Party Organisers, Sponsorships and Catering at Fiera Milano Spa - This element, together with the quality of the services that Milan Exhibition Centre offers, are the essential ingredients for the success of a fair that is measured in the ability of its exhibitors to do business. In today's Milan, which showcases courageous and capable entrepreneurs, also thanks to its exhibition centre, the Unione Italiana Vini well represents the sector and this trade fair stands as the international reference point”. After the presentation of SIMEI 2019, the day

continued with moments of discussion, plenary discussion and two workshops much requested by companies. “A format - Paolo Castelletti explained - that we will replicate in the future. The mission of SIMEI to accompany companies on the market has in fact always gone beyond the fair in itself to expand on the topics of training, updating and innovation. With this new model of SIMEI “training days”, we aim to keep a constant dialogue with the exhibiting companies”.

“The comparison between supply and demand that we have always tried

to favour at SIMEI - Ernesto Abbona concluded - aims to go beyond commercial dynamics, to include the broader theme of the supply chain dialogue aimed at product and process innovation.

A formula that has always proved successful, thanks to which very successful initiatives have emerged, such as the “Innovation Challenge Lucio Mastroberardino” competition, which represents a precious asset for SIMEI to further enhance in terms of globalization”. 🏛️

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die unseren Unternehmen ein besseres Arbeiten ermöglicht, sagt Paolo Borgio, Direktor der Organisatoren für Dienstleistungsbereiche, Sponsoring und Gastgewerbe Fiera Milano Spa. Dieses Element, zusammen mit den hervorragenden von der Messe Mailand angebotenen Dienstleistungen, sind die essenziellen Zutaten für das gute Gelingen eines Messe, die sich an der Fähigkeit seiner Aussteller, Geschäfte zu machen, misst. Im heutigen Mailand, das auch dank seiner Messe eine mutige und fähige Unternehmensgesellschaft vorstellt, vertritt Unione Italiana Vini den Bereich in vollem Umfang, und die Messe ist der internationale Bezugspunkt.“

Nach der Präsentation von SIMEI 2019 verläuft der Tag mit Konfrontations- und Diskussionsrunden und wegen der starken Nachfrage seitens der Unternehmen zwei Workshops zur Themenvertiefung. „Ein

Format, das in Zukunft wiederholt wird, erklärt Paolo Castelletti. Die Mission von SIMEI, die Unternehmen in den Markt einzuführen, ging von jeher über das Maß des Veranstaltungsrahmens hinaus, um sich dann auf Themen wie Aus- und Weiterbildung sowie Innovation auszudehnen. Mit diesem neuen Modell „Bildungstage“ von SIMEI wollen wir in stetigem Dialog mit den ausstellenden Unternehmen bleiben.“

„Die Konfrontation von Angebot und Nachfrage, die wir stets zugunsten von SIMEI gesucht haben“ - schließt Ernesto Abbona - „will

über die wirtschaftliche Dynamik hinausgehen, um das größte Thema der Weinanbaukette im Hinblick auf Produkt- und Prozessinnovation zu betrachten. Eine Formel, die sich stets als siegreich erwies, dank derer Initiativen großen Erfolges wie die Ausschreibung „Innovation Challenge Lucio Mastroberardino“ hervorgegangen sind, die für SIMEI eine wertvolle Grundlage darstellt, die neuerlich in Bezug auf die Globalisierung betrachtet werden muss“. 🏛️

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# “SPOTLIGHT” WITH MANY MORE WORLD PREMIERES – FRUIT LOGISTICA UNDERSCORES ITS STATUS AS AN INNOVATION PLATFORM

**T**rade visitors can now use “Spotlight – Premieres and Innovations at FRUIT LOGISTICA 2019” to prepare for the leading fair for the global fresh produce trade. FRUIT LOGISTICA takes place from 6 to 8 February 2019 in Berlin. More than half of the 83 reports published in “Spotlight” focus on world premieres. That’s 20 more than last year. This significant increase impressively underscores the status of FRUIT LOGISTICA as an innovation platform. The 83 “Spotlights” will be presented by exhibitors from 18 different countries on four continents.

Madlen Miserius, FRUIT LOGISTICA Senior Product Manager: “The significant

increase in “Spotlight” world premieres shows a growing industry interest in using FRUIT LOGISTICA as a visionary forum to present world premieres and innovations.”

Together with the FRUIT LOGISTICA Innovation Award, the Future Lab and the newly created Start-up Day, “Spotlight” clearly reflects the industry’s innovative

strength. “Spotlight” offers the trade media and visitors exciting insights into the latest trends and products. “Spotlight” is available in German, English, Italian and Spanish in the “Press” section on the FRUIT LOGISTICA website. 🏠

[www.fruitlogistica.it](http://www.fruitlogistica.it)



## „SPOTLIGHT“ MIT DEUTLICH MEHR WELT-PREMIEREN – FRUIT LOGISTICA UNTERSTREICHT IHREN STATUS ALS INNOVATIONSPLATTFORM

**D**as Unternehmen O.M.I.P. SRL, welches 1971 gegründet wurde, hat sich auf die Herstellung von Maschinen zur Lebensmittelverarbeitung spezialisiert. Forschung, Entwicklung und Innovation haben den Einzug der weltweit fortschrittlichsten Technologien auf dem Weltmarkt im Bereich der Entkernungsmaschinen für Pflaumen, Aprikosen, Avocados, Äpfel und Birnen ermöglicht. Maschinen, die Eigenschaften wie Stärke und Zuverlässigkeit, einfache Bedienung und geringe Wartungskombinieren,

stehen für Qualität und Güte Made in Italy.

Ab sofort können sich Fachbesucher mit „Spotlight – Die Premieren und Neuheiten der FRUIT LOGISTICA 2019“ auf die führende Fachmesse für den globalen Fruchthandel vorbereiten. Die FRUIT LOGISTICA findet vom 6. bis

8. Februar 2019 in Berlin statt. 43 und damit mehr als die Hälfte der 83 veröffentlichten „Spotlight“-Beiträge sind Weltpremierer. Das sind 20 mehr als im vergangenen Jahr. Dieser deutliche Anstieg unterstreicht eindrucksvoll den Status der FRUIT LOGISTICA als Innovationsplattform. Die 83 „Spotlights“ stammen von Ausstellern aus 18 verschiedenen Ländern aus vier Kontinenten.

„Der deutliche Anstieg der „Spotlight“-Weltpremierer zeigt ein

kontinuierlich wachsendes Interesse der Branche, die FRUIT LOGISTICA als zukunftsweisendes Forum zu nutzen, um ihre Premierer und Neuheiten der Welt vorzustellen“, sagt Madlen Miserius, Senior Product Manager der FRUIT LOGISTICA.

„Spotlight“ spiegelt zusammen mit dem FRUIT LOGISTICA Innovation Award, dem Future Lab sowie dem neu geschaffenen Start-up Day die Innovationskraft der Branche wider. „Spotlight“ bietet Fachmedien und Fachbesuchern spannende Einblicke in neue Trends und Produkte. „Spotlight“ ist auf Deutsch, Englisch, Italienisch und Spanisch auf der Website der FRUIT LOGISTICA unter Presse-Service zu finden. 🏠

[www.fruitlogistica.it](http://www.fruitlogistica.it)

[www.host.fieramilano.it/en](http://www.host.fieramilano.it/en)



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# TAKE PART IN EUROPE'S ONLY TRADE **FAIR FOR SAVOURY** **SNACKS**

**O**rganized in every two years by the European Snacks Association (ESA) and next taking place in Barcelona, 27-28 June 2019, this fair is fully dedicated to the savoury (salty) snacks sector and is the only one of its kind. The organisers strive to ensure that only qualified trade and business professionals attend to deliver a productive business environment for both visitors and exhibitors.



SNACKEX is a global event which brings together all stages of the demand and supply chain providing a unique opportunity to buy, sell and network with top management, qualified buyers and key decision-makers.

SNACKEX exhibitors are companies engaged in the production and marketing of potato chips, corn chips, potato sticks, peanuts, other snack nuts such as almonds and pistachios, tortillas, pretzels, popcorn, rice products, crackers, savoury biscuits, bread chips, meat snacks, extruded and pellet snacks, food processing equipment, food ingredients and flours, food packaging equipment and materials, etc.

The overall theme of the fair and accompanying conference is to help the sector identify opportunities and gain a business advantage from snackification.

Snackification has become one of the biggest drivers of change and opportunity in the food industry, presenting huge opportunities for



# SNACKEX



snack makers - and huge challenges too.

The proliferation of new snack product types and brands has made the traditional bagged snacks snacking space intensely competitive and the fight for shelf-space is tougher than ever.

SNACKEX aims to help participants understand how savoury snack consumers will develop in the next 3-5 years and how to grasp the business opportunities this sector offers. 🏠

For more information contact  
the organisers [esa@esasnacks.eu](mailto:esa@esasnacks.eu)



## GAIN A BUSINESS ADVANTAGE

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The industry-defining event  
for the savoury snacks sector





# HORECA WORLD

## “The International Hotel, Restaurants and Cafes Exhibition & Conference”



**T**he Pakistani market is flourishing and changing for the better with each day passing by, be it any industry especially Food Industry HORECA. The market has seen sustainable growth in the food industry and many international franchises as well as are jumping in to get the opportunity. Now that food safety laws are being aggressively implemented which will help both the investor and customer to advance confidence in grasping the prospect.

In 2016, the hotel occupancy increased up to 80% as opposed to 35% in 2015. In the next 5 years, at least 10 new hotels are expected to be established by world's renowned hotel chains. These include renowned players such as Hashoo Group, Grand Hayatt, and Sheraton which have all planned expansion in the upcoming years. The Travel & Tourism investment in 2015 was USD 3272 mn. It is expected to rise by 7.6% pa over the next ten years. Business travel spending is expected to grow by 6.5% in 2016 to USD 1908 mn, and rise by 5.6% pa to USD 3277 mn in 2026. Leisure travel spending on the other hand is expected to grow by 2.7% in 2016 to USD 10.3bn, and rise by 5.4% pa to USD 17.6 bn in 2026. Pakistanis spend close to \$1 billion a year on dining out.

The first edition of HORECA – Hotels, Restaurants & Cafe exhibition will take place on 22-24 October, 2019 at Lahore Expo Centre, Pakistan. HORECA will be a leading international exhibition for the provisioning and equipment of Hospitality and Foodservice companies. It will be organised yearly and will bring



together Tourism professionals with the supply chain of Hospitality and Foodservice industry!


The first edition is being organized by FAKT Exhibitions. Professional exhibition organizers. Be it B2B or B2C, our events connect buyers and sellers in a vibrant business environment.

As the value of exhibitions and have grown successfully with the demands of a developing economy. Now that events are more than a trade, it is the bringing together of minds to explore unspoken innovations that elevate human welfare. Because business is all about communication, Fakt believe in the power of the face to face experience to deliver business to our customers.

Being strongly supported by, and with the participation of the sector's major institutional bodies, HORECA will be a great event of high prestige

and importance, among the best of its kind in the world.

Thousands of professionals from hotels, restaurants, cafeterias and other Hospitality and Foodservice companies across Pakistan will be visiting the event and looking for new and innovative solutions of the supplying market in order to modernise, equip or renovate their businesses.

They can gain insight about the opportunities that exist within the Pakistan market. The investors can seize the opportunity to meet with key figures from both industries and high-level decision makers from the public & private sector. Keep up-to-date with the latest developments in order to continue on the path of expansion and increase the volume of your products and services. Negotiate with local companies to establish a manufacturing base in Pakistan. Promote your brand among industry professionals and end users.. 



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- Professional Services
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- Information Technology
- POS Systems
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- Online Ordering
- Music, Video, Entertainment Programming

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Being strongly supported by, and with the participation of the sector's major institutional bodies, HORECA will be a great event of high prestige and importance, among the best of its kind in the world.

Thousands of professionals from hotels, restaurants, cafeterias and other Hospitality and Foodservice companies across Pakistan will be visiting the event and looking for new and innovative solutions of the supplying market in order to modernise, equip or renovate their businesses.

They can gain insight about the opportunities that exist within the Pakistan market. The investors can seize the opportunity to meet with key figures from both industries and high-level decision makers from the public & private sector.

Keep up-to-date with the latest developments in order to continue on the path of expansion and increase the volume of your products and services. Negotiate with local companies to establish a manufacturing base in Pakistan.

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ProPak Asia 2019 will present over 1,900 exhibitors from more than 50 countries, with 18 pavilions from 13 countries including leading producers of packaging and processing machinery from Germany, Italy, Japan and China. ProPak Asia showcases over 20,000 machines, products, and services from across the world over 60,000 sqm at BITEC, Bangkok. ProPak Asia connects an estimated 50,000 industry professional visitors over its 4-day show and is a fundamental event for the industry.

ProPak Asia 2019 includes 9 Industry Zones making it easier for buyers and sellers to meet and develop great business together.



- **ProcessingTechAsia** - The 27th International Processing Technology Exhibition
- **PackagingTechAsia** - The 27th International Packaging Technology Exhibition
- **DrinkTechAsia** - The 18th International Beverage & Brewing Processing & Packaging Technology Exhibition
- **PharmaTechAsia** - The 26th International Pharmaceutical & Cosmetics Processing & Packaging Technology Exhibition
- **Lab&TestAsia** - The 13th International Laboratory Equipment, Instrument, Test & Measurement and Quality Control Exhibition
- **MaterialsAsia** - The 7th International Packaging Materials Exhibition
- **Coding,Marking&LabellingAsia** - The 8th International Coding, Marking & Labelling Technology Exhibition
- **Coldchain,Logistics& WarehousingAsia** - The 3rd International Coldchain, Logistics & Warehousing Technology Exhibition

- **Printech Asia** - The 3rd International Converting, Package Printing and Labelling Exhibition

ProPak Asia truly is the essential industry event in Asia for Asia. The quality and variety of products continues to increase and expand, and productivity of operations and manufacturing standards are consistently driven higher by consumer demands. Additionally, new automation and technological advances are evolving the industry – all of which will be presented at the show. ProPak Asia 2019 will be held from 12 to 15 June 2019 at Halls 98-106 of BITEC, Bangkok, Thailand. Opening hours are 10am to 6pm every day. 🏢

For more information, please visit [www.propakasia.com](http://www.propakasia.com)  
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**PROPAK  
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# PROPAK VIETNAM 2019

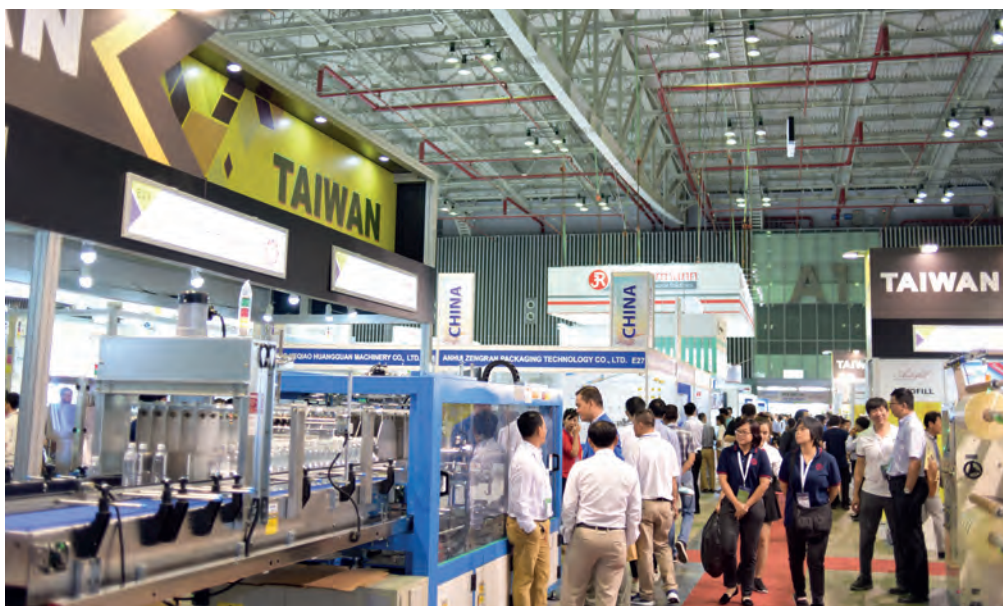
## UNLOCKING THE OPPORTUNITIES AND POTENTIAL FOR THE PROCESSING AND PACKAGING INDUSTRY IN VIETNAM

**T**he 14<sup>th</sup> edition of ProPak Vietnam, the largest international processing and packaging exhibition in Vietnam, will return from the 19th – 21st March 2019 at Saigon Exhibition & Convention Center (SECC). ProPak Vietnam 2019 will bring together a strong line-up of products and exhibitors, along with engaging seminars and presentations.

### **ProPak Vietnam 2019 – Bigger and better year by year**

Across the total exhibition area of 10,000 square meters, ProPak Vietnam 2019 will attract the attendance of more than 540 exhibitors from 31 countries and regions – of which 81% represent international businesses. The event continues to receive enthusiastic cooperation from 8 international pavilions hailing from Taiwan, Germany, Korea, Singapore, Thailand, China and two from Italy. These countries are market leaders in the processing and packaging industry. ProPak Vietnam garners strong support and meets the demands of equipment, processing and packaging services, beverage and pharmaceutical technology in Vietnam.

This year's event promises to showcase a strong line up of practical products and technologies for the Vietnamese processing and packaging market. These include packaging, bottling technology, brewing, beverage technology, pharmaceutical processing & packaging, printing materials & technology, packaging accessories & machinery, food safety





& hygiene technology, quality control, waste management and environmental technology. As evidence of ProPak Vietnam's quality and reputation, the event also welcomes back many senior partners including Dai Chinh Quang, Fuji Machinery, NPC VINA, My Lan Group, Huynh Long, Phuc Loc, Song Song, Tam Duong, Thien An Loc, Turatti, VMS and others.

### Learning from ProPak Vietnam's Educational Seminars

ProPak Vietnam 2019 will feature several seminars from both international and domestic associations such as Active & Intelligent Packaging Industry Association (AIPIA), The Vietnam Association of Food Science and Technology (VAFOST), Multi Engineering - Solution Laboratory (ME-SLAB), and the Vietnam Association of Testing Laboratories (VINALAB). In addition, there will be a ProPak Technical Seminar jointly organised with presenters from participating companies.

At the ProPak Technical Seminar, visitors will have the opportunity to take a comprehensive look at this year's innovative products and enjoy presentations by industry experts and leaders.

### ProPak Vietnam 2018 – A flas back to a successful year

ProPak Vietnam 2018 garnered the attention of more than 9,000 trade visitors and 407 exhibitors from 31 countries/regions. Additionally, ProPak Vietnam received a wealth of positive feedback further reflecting the significance of the manufacturing industry in Vietnam.

"For future editions of ProPak Vietnam we hope to further expand the scope of the event, to feature stronger printing and converting sectors and to increase the profile of beverage technologies alongside the current product range. So please save



the dates next year where we hope to continue to serve your packaging and plastic technology needs" said Mr. BT Tee – General Manager of UBM VES, organiser of the exhibition ProPak Vietnam 2019.

For more information, please visit our website:

**[www.propakvietnam.com](http://www.propakvietnam.com)**

ProPak Vietnam is organised by UBM, which in June 2018 combined with Informa PLC to become a leading B2B information services group and the largest B2B Events organiser in the world. Please visit

**[www.ubm.com/asia](http://www.ubm.com/asia)**

for more information about our presence in Asia. 🏢

# PROPAK VIETNAM

19 - 21 MARCH 2019 | HO CHI MINH CITY



# INPRODMASH & UPAKOVKA

ARE THE MAJOR FOOD INDUSTRY TRADE FAIRS THAT WILL BE HELD ON 10–12 SEPTEMBER 2019 IN KIEV, UKRAINE

**F**ood processing is the most dynamic sector of Ukraine's economy. Further development of this sector and competitiveness of foods manufactured in Ukraine are inherently connected with modernization of production processes and introduction of high technologies. These are the very issues that INPRODMASH & UPAKOVKA and associate events are intended to address. When visiting them, Ukrainian manufacturers can see innovative equipment and technologies, learn from the advanced experience of their foreign colleagues, and find suppliers.

INPRODMASH & UPAKOVKA are UFI Approved Events and undergo regular audits of exhibition statistics. Due to their special significance and international reputation, INPRODMASH & UPAKOVKA are included in the list of trade fairs supported by the Ministry of Agrarian Policy and Food of Ukraine.

Equipment and technologies for meat, dairy, oil-and-fat, canning, fish, sugar, baking and confectionery industries, fruit and vegetable processing lines are showcased at INPRODMASH. Ingredients and additional materials used in manufacture of various foods are exhibited as well.

Modern packaging materials, technologies and equipment for manufacturing, commercial and HoReCa enterprises are showcased at UPAKOVKA.

The leading companies from Ukraine, the Netherlands, Turkey, Poland, Belgium, Sweden, Italy, Spain, Germany and China participated in the latest 2018 edition. Exhibiting companies



of the Holland Pavilion offered state-of-the art technologies for meat, milk and bread factories, and the most promising food industry innovations.

INPRODMASH & UPAKOVKA provide the best opportunities for B2B communications, understanding customer needs and establishing trusted partnerships. 🏢

[www.inprodmash.ua](http://www.inprodmash.ua)  
[www.upakovka.ua](http://www.upakovka.ua)





28<sup>th</sup> International Trade Fair of Equipment  
for Food Processing Industry



# INPROD MASH<sup>®</sup>

[www.inprod mash.ua](http://www.inprod mash.ua)



**Ukraine  
Kyiv**



## 10-12 September 2019

ORGANIZER:  +38 044 456 3804  
international@acco.kiev.ua

With the support of Ministry  
of Agrarian Policy & Food of Ukraine

20<sup>th</sup> International Trade Fair of Equipment  
and Materials for Packing



# UPAKOVKA<sup>®</sup>

[www.upakovka.ua](http://www.upakovka.ua)





# AN EVENT NOT TO MISS!

**M**odern Bakery Moscow, the leading international exhibition for the bakery and confectionery markets, will celebrate its 25th anniversary on March 12-15, 2019.

The exhibition will include sections such as: food technology and equipment, ingredients and raw materials, packaging, storage and transportation of food products, equipment for bakeries and confectioneries, refrigeration equipment and technology, and production hygiene.

Over these 25 years, the exhibition was attended by more than 5,600 exhibitors from 53 countries and more than 229,500 industry professionals.

## Facts and Figures 2018

The exhibition space was 17,110 square meters. A total of 231 companies from 25 countries took part, and 16,048 specialists from 48 countries visited 2018 Modern Bakery Moscow.

## Participants in 2019

The list of exhibitors will include such market leaders as: AIR-BAKE, Voskhod, Divo, Kopvest, Nizhegorodsky Khleb, Russkaya Trapeza, Ruskhleb, Russian Project, Saf-Neva, SEMZ, Tver Plant of Food Equipment, Trade Design and Technofl t.

Foreign exhibitors: AMF Bakery Systems, Backaldrin, Berner Ladenbau, Debag, Diosna-Miwe, J4, König, Leipurien Tukku, Maschinen, Martellato, Pomati Group, Reading Bakery Systems, Revent, Rondo, Sveba Dahlen, Tecnopool, Tromp Group B.V., Wachtel, and others.

Every year, Modern Bakery Moscow is accompanied by a program of events, including symposia, seminars, workshops, and competitions. More than 50 educational and practical workshops are planned.

## Why participate in Modern Bakery Moscow?

Modern Bakery Moscow is:

- the number one exhibition for the baking and confectionery



industries in Russia and neighboring countries;

- the entire production chain in one place (raw materials, equipment, packaging, etc.);
- the greatest number of professional visitors.

66% of exhibition visitors are top managers responsible for making strategic decisions.

35% of visitors do not attend other industry exhibitions, which means that you can meet these customers only at Modern Bakery Moscow.

### Mobile application of the Modern Bakery Moscow exhibition

Another of the exhibition's innovations is its downloadable mobile application. The app makes it easy to:

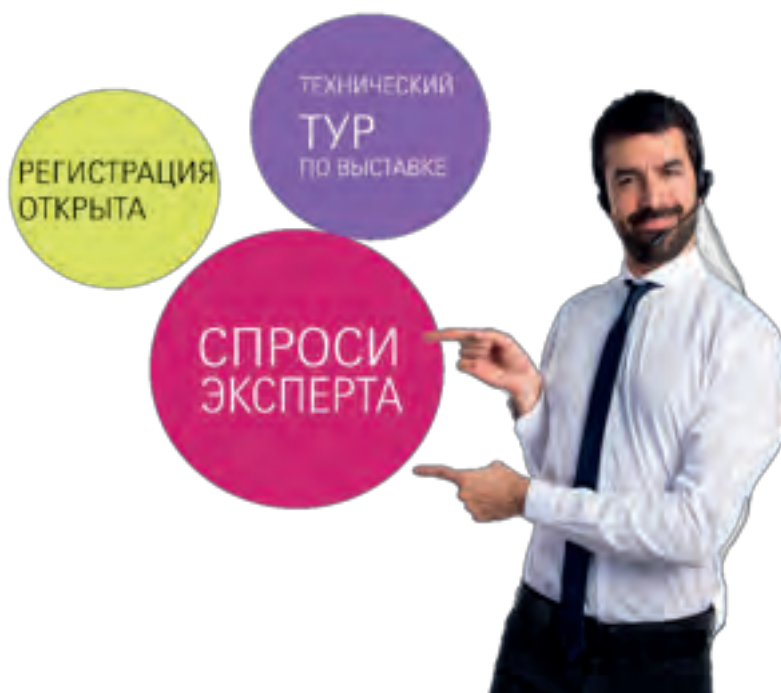
- search for participants and brands;
- schedule participation in the business program;
- add individual events to Favorites and share them with colleagues;
- register for the exhibition.

### New features of Modern Bakery Moscow in 2019

#### "Ask an Expert" consulting center

In 2019, each visitor will have the opportunity to ask a question and have it answered by a specialist at the consulting center during the exhibition's opening hours.

Questions can be sent to the organizers in advance (when registering for the exhibition) or asked during the event.



### Exhibition tours with industry experts

For the first time, two types of exhibition tours will be organized:

- for baking and confectionery enterprises;
- for bakeries, mini-bakeries, and confectioneries.

During the tour, industry experts will be able to answer the most difficult questions, reveal the secrets of choosing equipment and ingredients, and share their experience in organizing business processes.

The main goals of the 2019 Modern Bakery Moscow exhibition are to create an effective platform for business development, provide

participants and visitors with up-to-date information about the market and its changes and, of course, increase sales.

**Your free ticket is already available at [www.modern-bakery.ru](http://www.modern-bakery.ru)**

### About Messe Frankfurt

Messe Frankfurt is the world's largest organizer of exhibitions, congresses, and events at its own exhibition venues.

It employs more than 2,500 people at 30 offices around the world. 🏛️

The subsidiary Messe Frankfurt RUS has been operating in Russia since 2002.

**[www.messefrankfurt.ru](http://www.messefrankfurt.ru)**





# EXHIBITIONS - EXHIBITIONS

## EXHIBITIONS

# 2018 2019

### SIGEP

19-23/01/2019

RIMINI

Fair for the artisan production of ice-cream, pastry, confectionery and bakery.



### PROSWEETS

27-30/01/2019

COLOGNE

Fair for the sweets and snacks industry.



### FRUIT LOGISTICA

06-08/02/2019

BERLIN

International fair for fruit and vegetables.



### ENOLIEXPO

21-23/02/2019

BARI

International wine & spirits exhibition.



### INTERSICOP

23-26/02/2019

MADRID

Bread baking, confectionery and related industries show.



### ENOMAQ

26/02-01/03/2019

ZARAGOZA

Fair of wine and oil, for innovation and internationalization.



### GASTROPAN

28-30/03/2019

ARAD

Fair for the artisan production of pastry, confectionery and bakery.



### VINITALY

07-10/04/2019

VERONA

International wine & spirits exhibition.



### POWTECH

9-11/4/2019

NUREMBERG

The trade fair for powder processing.



### CIBUS CONNECT

10-11/04/2019

PARMA

International food exhibition.



### IFFA

04-09/05/2019

FRANKFURT

Fair for the meat processing industry.



### TUTTOFOOD

06-09/05/2019

MILAN

B2B show to food & beverage.



### MACFRUT

08-10/05/2019

RIMINI

Fair of machinery and equipment for the fruit and vegetable processing.



### PULIRE

21-23/05/2019

VERONA

Fair for professional cleaning.



### SPS/IPC DRIVES/ITALIA

28-30/05/2018

PARMA

Fair for manufacturers and suppliers in the industrial automation sector.



### FISPAL

25-28/06/2019

SÃO PAULO

Exhibition for product from packaging materials industry.



### SNACKEX

27-28/06/2019

BARCELLONA

Fair of savoury snacks, nut trade.



### IBIE

8-11/09/2019

LAS VEGAS

Fair for bread, patisserie machinery, icecream, chocolate and technologies.



### FACHPACK

24-26/09/2019

NUREMBERG

International packaging trade fair.



### ANUGA

05-09/10/2019

COLOGNE

International exhibition of Food & Beverages.



### HOST

18-22/10/2019

MILAN

Show for bakery, fresh pasta, pizza industry.



### CIBUSTEC

22-25/10/2019

PARMA

International exhibition for processing technologies, from packaging to logistics.



### BRAU BEVIALE

12-14/11/2019

NUREMBERG

Fair of raw materials, technologies, logistics for production of beer and soft drinks.



### SIMEI

19-22/11/2019

MUNICH

International exhibition for vine-growing, wine-producing and bottling industry.



### SIAL

18-22/10/2020

PARIS

Fair for the artisan production of ice-cream, pastry, confectionery and bakery.



# EXHIBITIONS - EXHIBITIONS

## EXHIBITIONS

## MEDIO ORIENTE 2019

### GULFOOD

17-21/02/2019

DUBAI

Fair for food and hospitality.



### DJAZAGRO

25-28/02/2019

ALGERS

Fair for companies operating in the agro-food sector.



### DUBAI DRINK TECHNOLOGY EXPO

26-29/03/2019

DUBAI

Fair for the beverage industry.



### GASTROPAN

28-30/03/2019

ARAD

Fair for the bakery and confectionery industry.



### IRAN FOOD BEV TEC

29-06-02/07/2019

TEHRAN

Fair for food, beverage&packaging technology.



### GULFOOD MANUFACTURING

29-31/10/2019

DUBAI

Fair for processing and packaging technology and food&beverage plants.



### HOSPITALITY QATAR

12-14/11/2019

DOHA

Fair of Hospitality and HORECA



### GULFHOST

06-08/04/2020

DUBAI

GulfHost is the new home of hospitality for the Middle East, Africa and Asia.



## RUSSIAN-CHINA

### UPAKOVKA - UPAK ITALIA

29/01-01/02/2019

MOSCA

International packaging machinery exhibition.



### BEVIALE MOSCOW

19-21/02/2019

MOSCOW

International trade fair for the beverage industry.



### MODERN BAKERY

12-15/03/2019

MOSCOW

Fair for bakery equipment and food ingredients.



### BAKERY CHINA

06-09/05/2019

SHANGHAI

Fair for the bakery and confectionery industry.



### INPRODMASH

10-12/09/2019

KIEV

International packaging machinery exhibition.



### AGROPRODMASH

07-11/10/2019

MOSCOW

International trade exhibition of machinery and equipment for agroindustrial industry.





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#fruitlog2019

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