

## TOMRA sorting food announces successful half year performance

TOMRA Sorting Food has announced a positive six months trading since the start of 2017 thanks to the successful launch of three sorting platforms, new senior management appointments and the implementation of an enhanced customer support service.

Revenues for the second quarter of 2017 were reported as up from the same period last year, and TOMRA Sorting Food's order intake was up quarter over quarter.

The launch of the TOMRA 5A and TOMRA 5B platforms at the end of 2016 generated a positive order momentum during the first half of the year. Additionally, the leading food sorting systems manufacturer launched the TOMRA 3C sorter for grains and seeds earlier this year.

New senior management appointments in customer service in recent years, both globally and regionally, have been supported with the recruitment of additional customer service personnel. This has further enhanced TOMRA Sorting Food's customer care proposition in terms of speed of response and overall effectiveness.

Commenting on the business's half year performance, head of TOMRA Sorting Food, Ashley Hunter, says: "We are pleased to have maintained our positive momentum since the start of the year. The fundamental reason for our success is our absolute dedication to delivering our brand promise of trusted technology and partnership for better business and environment. This allows us to form highly effective relationships with our customers, clearly understand their needs and work with them to develop and grow their businesses.

"It is this approach that led us to develop the TOMRA 5A, which builds on the successes of the Halo, and the TOMRA 5B, which was developed on the Genius's reputation for performance and reliability with additional functionality. Both have been extremely well received. The TOMRA 3C, which was recently introduced in China for grains and seeds, has also proven popular."

## BÜHLER'S SORTEX POLARVISION™ TECHNOLOGY SAFEGUARDS QUALITY OF BLÅTAND'S SUPER BERRIES

Swedish organic processor has recently invested in advanced, new optical sorting technology to deliver even cleaner berries and ensure consistency in the shape, flavour and colour of its produce.

SORTEX® optical sorting technology is helping world-class berry supplier Blåtand AB to drive efficiency in processing its wild berries, as it gears up for growth and expansion into new markets.

Blåtand AB a leading international food company supplies high quality frozen berries, jams and fruit preparations to caterers, restaurants, wholesalers and retailers in the food industry. It prides itself on its environmentally-friendly, ethical production that meets the highest of standards across the entire chain, from forest to customer.

"We work constantly on our quality control procedures, to ensure that the products we supply meet the highest quality standards," explained Ulf Hagner, managing director at Blåtand. "We need to ensure the separation of colour defects, such as brown berries as well as the removal of stones, sticks, leaves, pine needles and mud balls, which are collected from the forest floor as the berries are gathered."

Blåtand processes approximately 5000 tonnes of berries on its 50 meter processing line, which is designed to handle delicate fruits without breakage. The addition of the SORTEX F optical sorter with PolarVision™ technology enables Blåtand to increase capacity and fulfil Hagner's ambition to grow the business.

Explaining why Blåtand chose Bühler technology for its quality assured, ISO 22000-certified facility, Hagner continued: "Our goal was to create the best berry cleaning process on the market, making it possible to produce a high-quality, class 1 product that is free from foreign material (FM). By combining the SORTEX F PolarVision™ optical sorter with our other cleaning equipment, we have achieved our goal and can now fulfil the requirements of the most demanding customers by supplying them with the highest quality frozen, cleaned berries." ♦



TOMRA Sorting Food's ongoing positive momentum has been underpinned by successful sales and marketing strategies which have seen the company continually reinforce its position as an innovator and thought leader globally and within each market it serves.

Explaining how the business maintains its market-leading position, Thomas Molnar, TOMRA Sorting Food's global sales and marketing communications director, comments: "We are able to provide our customers with competitive advantage by constantly seeking to address the opportunities and challenges

they face with the best application of our technologies, and the research and development of new ones.

"This approach also leads us to invest in key world regions, whilst implementing sales and marketing strategies for the short, medium and long-term.

"In the short-term we are strengthening, sustaining and growing in Western Europe and North America, while in the short to medium-term we are also seeking to develop in fast-growing markets in Eastern Europe, South America, China and Asia." ♦



### Sulzer expands GEKA Site in Bechhofen and generates more than 250 new jobs

Sulzer is expanding GEKA's manufacturing site in Bechhofen, Germany, generating more than 250 new jobs. GEKA is a world-leading expert for the manufacturing and trading of innovative application systems for liquid color cosmetics and beauty accessories and has been part of the Swiss Sulzer group for almost a year.

With the additional 12 000 m<sup>2</sup> of new manufacturing space, the production area will be almost doubled. This expansion became necessary because of the significant growth that GEKA has seen for the last two years. As a consequence, the Bechhofen and Bamberg facilities had reached their full manufacturing capacities.

Because Sulzer has ambitious growth plans for the beauty business at GEKA and wants to further extend the value chain, it is important to build up additional manufacturing capacities.

GEKA has already bought the land for the new building and the planning has been initiated. The construction will begin in 2017 and should finish by the end of 2018.

With this extension of the Bechhofen site, more than 1 000 people will soon be working for GEKA in Germany. It will also create further development opportunities for new and existing employees.

Amaury de Menthière, Division President Applicator Systems, says, "This investment in the Bechhofen location shows that Sulzer is fully convinced of the success of its new Applicator Systems division to which GEKA belongs and that Sulzer is seeking to strengthen Bechhofen as a global headquarters for the beauty business." ♦

### Bye-bye biofilm with GEA SAFEXPERT™ program

GEA invites beverage industry representatives to visit Hall A3 Booth 313 at drinktec, the leading global trade fair for the beverage and liquid food industry in Munich from September 11-15, 2017. GEA focuses on customer needs, including the demand of



high quality products due to an absolutely reliable and safe production, flexibility in the face of demand fluctuations, improvements to internal productivity with ever lower operating costs and a sustainable ecological balance.

At this year's drinktec, GEA Service will therefore emphasize the GEA SAFEXPERT™ antibiofilm program for the beverage and dairy industry, ensuring that biofilm is no longer an issue in securing superior product quality.

#### **Enhanced quality and productivity with GEA SAFEXPERT™**

Biofilm in the production line is a constant source of product contamination and product loss. By eliminating biofilm, product contamination will not occur and product loss will be reduced significantly, resulting in consistently high product quality. During the GEA SAFEXPERT™ program, the equipment will be screened systematically regarding biofilms and bacteriological species will be identified and removed.

#### **Higher shelf life, less CIP**

Since biofilm impacts product stability, GEA SAFEXPERT™ will also extend the shelf life of the products. In addition, biofilm-free production requires less CIP, thus extending production time per line and per day.

#### **Contaminations identified in just a few hours**

GEA investigates each line suspected of containing biofilm, according to the assessment. By using a special UV lamp for fast detection and next-generation ATP G2 analysis for verification, contaminated lines are identified in just a few hours and flushed out.

#### **GEA SAFEXPERT™ Preventive Treatment Performance Contract**

A GEA SAFEXPERT™ Performance Contract for preventing biofilm growth ensures that customers no longer need to worry about biofilm contamination in the plant. GEA Service will take care to implement a periodic preventive program. ♦