CAN'T EXTEND YOUR PRODUCTION FACILITY?

PROBABLY YOU DON'T HAVE TO. ALTERNATIVE SOLUTIONS ARE WITHIN ARM'S LENGTH.

How to palletize products from different packaging lines using just 4 sqm of your production space?

How to form, fill and seal 18,000 cups in one hour and pack them in boxes if there is just 24 sqm of free space?

TREPKO KNOWS HOW TO DO IT, SO JUST COME AND SEE IT!

HALL 6 STAND 6B28

LET'S MEET AT interpack®

08 TO 14 MAY 2014 DÜSSELDORF GERMANY

CONTINUED ON PAGE 6-7
Dear Readers,

This past year was another truly amazing year for TREPKO. Once again, we faced a year with a new record breaking turnover and revenue, whereby TREPKO is further cementing its place in the business as one of the most financially strong and stable partners.

The economic success is founded on a continuous and high level of reinvested profits, allowing for a continuous expansion of the product portfolio, continuous product improvements, and a geographic expansion of TREPKO’s sales and service organisation.

In the magazine which we hereby present you, you will get some insight into how fast and efficiently the organisation has developed in the past year alone. Read about the continuous expansion of the sales and service organization in the US, and about the innovative new product developments presented over the past year.

This year, great focus will be on obtaining a 3-A approval documenting the sanitary quality standards of TREPKO’s machines.

TREPKO’s journey is an exciting journey into which you may gaze by reading the portraits you will find on our employees. As for myself, I can only say that our staff and organization create a dynamic buzz, which I myself have never seen matched in any other company. It is my hope that this will somehow be felt by you when reading this magazine and in your cooperation with TREPKO.

Best regards,

Jesper Bjørn Hansen
CEO
TREPKO A/S - Denmark
A BRIEF GUIDE TO THE LATEST TREPKO SOLUTIONS

At TREPKO the year 2013 turned out to be yet another successful and fascinating journey, especially rich in new ideas and developments. On top of an excellent financial result, we seriously extended the company’s main asset, i.e. experience, knowledge and product portfolio. All of this happened in close cooperation with our customers throughout the food industry.

To complement TREPKO’s existing range of Cup Filling and Sealing machines, TREPKO has launched a new Form Fill Seal Machine for portions up to 200g. A big premiere of this solution has taken place during 3rd TREPKO Conference & Exhibition in April 2013. TREPKO’s new product received a lot of attention and interest from the 300 conference visitors from 28 different countries. The new 9100 series represents full flexibility and achieves outputs up to 50,000 cup/hour. At the same time it keeps the floor space requirements at absolute minimum, and that makes this machine the most compact FFS solution in the market. Small wonder, the machine was sold to one of the visitors to the TREPKO Conference, right after its first presentation.

TREPKO has been present in the brick forming and wrapping industry for decades. Now TREPKO introduces the third generation of this product line. The first machine in the new 800 Series represents customer-oriented modern engineering. The combination of 8 servo, new mechanical solutions make this machine fast and fully flexible. The new TREPKO 822 machine can pack 260 brick per minute and provides a changeover in just 15 minutes between different brick footprints.

As an international company TREPKO has a unique opportunity to get familiar with different consumer habits within the food and beverage area from all over the world. Therefore, another development project at TREPKO has been driven by the American consumers, who are used to buying butter/fat bars wrapped in a box of 4 pieces. This is how the idea of the new 780 Series was born. This Series provides packing of single brick or bar-shaped packages into cartons of retail size with the capacity of 60 boxes/min. It can be perfectly integrated with the TREPKO upstream (800 Series) and downstream (700 Series) equipment. The machine is able to follow any consumer requirements thanks to easy and no time changeover allowing to pack a great variety of stick and box patterns.

We have taken advantage of a great opportunity to create TREPKO’s own check weigher, which can be perfectly integrated in TREPKO’s packaging lines. Operating the whole line becomes much easier and the read-out of all the statistics from the weigher can be done from the filling machine. This solution has already been appreciated by our customers.

Therefore, we will be truly happy to welcome you to our stand at INTERPACK 2014 (stand 6B28 in hall 6) or other commercial events and exhibitions. For full information, please visit www.trepko.com
STUDENTS’ TRAINING

The TREPKO apprenticeship programme for young workers is an answer to two major challenges. Its main goal is to provide the company with well educated and trained new workers. On the other hand this is also a special opportunity for young people to get reliable and stable employment with a recognized organization. So far more than 35 currently employed workers have graduated from the 3-year vocational classes organized by TREPKO and the local technical school. Every year carefully selected 15 new apprentices join the programme, which is supervised by the skilled TREPKO personnel. The training is focused on operating the CNC machines in a state-of-the-art production facility, and all of the graduates are offered employment at TREPKO as fully qualified workers. Many of them are often given a chance and support to develop their skills also in other areas and to move forward on their career paths. This way TREPKO introduces a unique way to meet both its own needs for a qualified personnel as well as individual needs for a reliable workplace and chances for professional development.

EXPANDING PACKAGING BUSINESS IN THE USA

Following a successful 18 months TREPKO Inc having increased the size of the Tampa facility by 100%, the additional space has allowed for an extended showroom and workshop area and created a new reception, sales office and accounts suite of offices.

The opportunity came around when the adjoining building became vacant, the connecting walls where removed and an extensive renovation undertaken, the new space will allow TREPKO the possibility to upgrade the original space to create an engineering office and additional customer meeting rooms.

The original showroom will become a new workshop with the introduction of machine tools, welding and polishing area as well as a new section for stores and spare parts.

The office space is currently in use and the new equipment for the demonstration showroom which will include a complete line for pre formed cups, a 9000 FFS machine, a line for butter sticks including end of line equipment will be installed during April 2014.

This investment highlights TREPKO’s commitment to the territory and completes the exhibition showroom and technical service/parts operation in line with the original business plan.
TREPKO WORLDWIDE SUPPLIER

At TREPKO we have always had an ambition, not only to fulfil our budgets, but beyond this to aim for goals which may at first seem unattainable. For many years we have been successfully building and strengthening good relations and cooperation with our customers, both those nearby and those scattered all across the globe. This makes it imperative for our organisation to build a network of satellite offices which can provide individual support to our customers, no matter what time zone they live and work in.

This strategy is not new to us. For more than 14 years TREPKO has been present in the Middle East market, and we are proud of our dedicated office, located in Cairo, and its impressive achievements.

Along this same path TREPKO is continually building local offices in other parts of the world. Another good example of this is East Africa, where TREPKO is a recognised and trusted partner. This would not be possible without all the local communication and support provided directly from our Kenyan office. Just last year, TREPKO delivered and installed machines to three different sectors in this region: dairy, fat and beverage.

For the past 20 years TREPKO machines have been present in Latin America in many different factories. Thanks to the foundation of TREPKO Inc., situated in Florida, USA, the company is now really close to customers in South America, with no time or language barriers.

In Europe there are some areas which have been re-opened due to TREPKO’s proactive approach. One of them is Portugal where Rogerio Leal, a leading company within the fat industry is based.

Two full lines have also been delivered to Joao de Madeira, one consisting of a TREPKO 245KSP Rotary Machine filling 250g and 500g rectangular cups integrated with a TREPKO 710 Wrap Around Machine. The second line consists of a TREPKO PMGS Brick Forming and Wrapping Machine for 1kg and 2kg bricks integrated with a TREPKO 710 Wrap Around Machine. Both of these lines are also integrated with a TREPKO 740 Series Palletiser.

How do TREPKO combine global ambition with local relationships? At TREPKO we do not create complex procedures, we just simply extend our local support so that we understand the customers’ needs and are able to respond with the correct solutions.
LET’S MEET AT interpack®

HALL 6
STAND 6B28

“2 in 1”
- yoghurt packaging line
- bricks packaging line

“Compact and flexible”
- FFS packaging line

500 sqm
STAND AREA
**INTEGRATED PACKAGING LINES**

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<th>“2 in 1”</th>
<th>“Compact and flexible”</th>
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<tr>
<td>2 packaging lines integrated with one palletising system</td>
<td>FFS packaging line of 18,000 cups/h on 24 sqm</td>
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What about an integrated system for unit and end packaging of completely different products?

Have a look at our 4 sqm palletizing system, which works together with a yoghurt and a butter packaging lines at the same time. Every hour a plant like this can give you up to 14,000 yoghurt cups and 15,000 butter bricks, all packed and ready for shipment.

Are you used to huge, heavy and outdated technology? Do all FFS machines have to look like steam locomotives? Is it possible to make it compact and flexible?

Come and check out the most compact solution on the market! On a limited space of just 24 sqm you can form, fill and seal 18,000 cups per hour and even wrap them in a box. Another retail network is asking for a new pack pattern? You are ready for this, just touch the screen to select or create a new recipe. A sequential cutting tool will perform an immediate changeover.

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**THE PATH OF DEVELOPMENT**

| High speed and flexibility combined in a brand new TREPKO 822 Brick Wrapper! 260 bricks per minute and 15-minute changeover between different footprints! | The new TREPKO Check Weigher prepared for splash environment with high hygienic standards. Perfect integration enables direct read-outs of weighing results on the touch screen of any TREPKO filling machine. | 4 butter sticks in one box: high capacity TREPKO 781.2 Cartoning Machine. Running 60 boxes/min. integrated with upstream and downstream TREPKO equipment. |

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**LOOKING FORWARD TO SEEING YOU!**

The TREPKO team is waiting for your visit. Not just to show our newest solutions in filling machines and packaging lines. Even the most sophisticated technology is just a tool to make things happen and need to be filled with an enterprising spirit.

Let us listen to your ideas and we will help to make them true!
TREPKO KEEPS TRACK OF THE SAUCE

Every single day thousands of trays with ready-meals are carried along on the assembly lines at Tulip in Faaborg. Employees here are very focussed on ensuring that consumers will get exactly what they expect when the food is to be consumed.

This is something not least applying to the sauce, which is an important ingredient, says Mr. Jørgen Dissing, plant manager, who chose TREPKO as their supplier, when a new filling system for dosing sauce was to be installed.

It goes without saying that it is all-important that our machinery works correctly, and here TREPKO delivers a precision and stability which clearly shows that they know their business, Mr. Jørgen Dissing says.

FAST IMPLEMENTATION OF THE NEW MACHINERY

Mr. Jørgen Dissing expresses great satisfaction with the installation, the commissioning - which was carried out during a weekend - as well as the daily use of the machinery. The employees in charge of the daily production are also greatly satisfied.

The operators are thrilled with the new filler, which they characterise as stable and very user-friendly. This is to a great extent obtained via the simple composition of the graphic interface of the touch screen of the machine, says Mr. Jørgen Dissing. He adds that the simple use minimizes the risk of failures when new recipes are to be entered into the system.

Naturally, there is always room for improvement, but both myself and our employees are very happy with the machinery from TREPKO, and I have no doubt that we chose the right supplier, Mr. Jørgen Dissing finishes.

He is seconded by Jan Bøgegaard Larsen, sales manager in TREPKO: We are, of course, glad that a company such as Tulip has chosen us as their supplier, and I also think that in unison we have constructed a super good machine.

TULIP factory
Precision and stability are key factors for Tulip Food Company, one of the largest meat processing companies in Europe. Tulip chose TREPKO as their supplier when the company was to have a new filling system for ready-meals installed.

**COOPERATION IS THE SOLUTION**

According to the sales manager in TREPKO cooperation has been a vital and integral part of the process.

Together we have met the challenges which have arisen during the project. We have met them with a good portion of common sense, a good understanding, and common goals, says Mr. Jan Bøgegaard Larsen.

He goes on to explain that TREPKO has delivered a 4-head filler in stainless steel where the filler is based on the company’s classic volumetric filling system, which ensures a extremely high precision in each filling, thereby minimising the give-away.

- During construction of the filling machine our engineers have taken into account the physical demands of the rest of Tulip’s production line and production environment, so our filling machine fits in perfectly with the surroundings at Tulip,

says Mr. Jan Bøgegaard Larsen. He adds that naturally TREPKO’s machines fulfill all CE demands, and that TREPKO machines are now even under certification for the sanitary 3A Standard.

"I have no doubt that we chose the right supplier!"

Mr. Jørgen Dissing
plant manager
Tulip Food Company
FACTORY ACCEPTANCE TESTS AT TREPKO
a comprehensive approach

Engineering industry puts Factory Acceptance Test as one of the vital milestones in a project schedule, conducted prior to delivery in order to determine if the contractual requirements are met. This procedure is usually a standard part of the contract.

At TREPKO these testing procedures are treated with the highest priority and diligence. The Factory Acceptance Tests are conducted in the TREPKO Exhibition & Training Centre, which offers unique possibilities to test single machines as well as sophisticated packaging lines and systems. Large cold storage facilities allow a simulation process involving using an actual product delivered by the customer or a product of similar characteristics provided by TREPKO. Thus, the testing conditions are very close to the environment at the end user’s facilities.

An extended value of the FAT procedures at TREPKO result from the resources being available for the customer. Any kind of fine-tuning is possible within just minutes due to the participation of all the personnel involved in a project, including designers, assemblers, automation and service engineers, not to mention even TREPKO’s own modern, 8000sqm workshop.

All customers are encouraged to take advantage of other possibilities created by TREPKO within the FAT. With all the ordered machines working on the floor, it is a perfect opportunity for the future operators and maintenance engineers to get a practical training. The attendees receive full information about all the machine functions, with a possibility to implement this knowledge in practice with the assistance of a dedicated TREPKO engineer.

A well-done FAT procedure at TREPKO is not just another point on the checklist. The more effort is done at this stage, the more smooth the next phases are, like delivery, installation and commissioning. As a reliable and open partner, TREPKO offers a comprehensive approach to FAT with full commitment to meet the contractual obligations and to build the mutual trust.
STAYING ON TOP
Jesus M. Perez / Areas Sales Manager - Latin America and Caribbean / TREPKO USA

I come from a beautiful island in the Caribbean, Dominican Republic. I love sports, surfing, sailing and mountain biking. I was invited to join TREPKO when the foothold in America was to be strengthened with a local sales and service organisation, and it has been a great experience. 22 years in sales and hospitality management has given me the ability to interact with people of different cultures at a professional level.

Since early childhood, engineering and how technology works has always fascinated me. At TREPKO, I have the opportunity to learn about the latest technologies in the food packing industry. This has proven beneficial in understanding and addressing the needs of our customers.

As a Salesman, I strongly believe that my duty is more than just assisting our clients from the beginning to the end of their projects. I emphasize the importance of growing a professional relationship that will benefit the customer while upholding TREPKO’s goals. It’s like a mountain bike race, the goal is not to win a race the goal is to train hard to stay on top.

A LEGEND RETIRES
Finn Leerberg / Engineer / TREPKO Denmark

After graduating from Copenhagen Mechanical Engineering College, and after a few jobs, I was finally hired on May 1st, 1979 by Mr. Hening Holstov, the former owner of TREPKO Filling machines.

It was my distinct impression that Henning Holstov was an excellent salesman, who, together with his secretary Karin, was very good at selling filling machines, just as he was good at managing his employees (65 in the latter period of his time in TREPKO).

I remember thinking, after negotiating my salary face to face with Holstov, that some day I would walk out of his office without a raise in salary but instead carrying a 1.5 scale model of a 620 filler from his office, because of his negotiating skills.

In the beginning of my TREPKO career when I designed small 2 lane in-liners, type 102 and semi automatic fillers type 620, design was by pencil on a drafting board.

Having finished a sketch or two, one simply delivered by hand a copy to the chief of assembly workshop, who then walked 500 m down the road to deliver them to the manufacturing workshop, and within a day or two a boy came back to the assembly workshop carrying the parts for assembling in a hand driven cart.

Today, after 35 years there is a world of difference in how procedures are, as compared to that time.

I have had the pleasure of watching and participating in TREPKO’s development into a world wide company with factories and design offices in Poland, UK, Sweden, and now also the USA after the new owner, Mr. H.C. Hansen took over in 1996.

As for hobbies, my hobby of running, is also in a way connected to TREPKO. When I am off work and at home often take a run. I run typically 42 km each week, for many good reasons.

I have a small summer cottage in the countryside, where my wife and I will be staying more permanently when I retire on the 1st of May this year. This day will also be my 35 years’ Jubilee Day in TREPKO, and I would like to take this opportunity to thank all my colleagues worldwide for our excellent cooperation. It has been a great pleasure for me to know and work with you all. I will surely miss you.

I have been a part of a team, developing the TREPKO Inline Fillers from the small 2 lane type to the huge 8 lane Ultra Clean type.

Lately I have had the pleasure of cooperating with colleagues from the TREPKO design offices and workshops in Poland, UK and Sweden, and finally to work together in project groups consisting of people from other country in daily skype dialogue, designing on the same project on a super server through the internet, and do