LET'S MEET AT TREPKO

GNIEZNO, POLAND
15-19 APRIL 2013

THE 3rd CONFERENCE & EXHIBITION

HONORARY PATRONAGE
PL National Committee of the IDF
EIDP POLAND

PRACTICAL PRODUCT PACKAGING DEMONSTRATION

NEW

BRICK FORMING & WRAPPING

NEW

CUP FILLING & CLOSING

NEW

CUP THERMOFORMING, FILLING & SEALING

NEW

END OF LINE SOLUTIONS

CONTINUED ON PAGE 6-7
Dear Readers,

On behalf of the TREPKO team, I am presenting you with the second issue of our magazine. It is published at a very special time for us, just after a very successful 2012 and just before the 3rd TREPKO Conference & Exhibition.

At TREPKO we share the famous Einstein's quote: “Life is like riding a bicycle. To keep your balance, you must keep moving.” The most recent directions in our development are described in the Summary of 2012 which you can find in the first pages of our magazine. The TREPKO Group has recently increased by two new members who are introduced in the Company News section.

Taking advantage of the new Conference, Exhibition & Training Centre, TREPKO has set a new standard of service rendered to our customers with an exceptional training programme. The details are shown on page 5.

In the Case Study series we are presenting a company whose relationship with TREPKO is based on many years of successful cooperation. This issue of the Packaging Solutions section describes the innovations in the TREPKO in-line cup filling machines. Finally, the floor is taken by two of our outstanding colleagues who come from quite different corners of the world, however they share the same values.

The 3rd TREPKO Conference & Exhibition is about to start this month. In our magazine you can also find detailed information about this event along with a warm invitation to take part in it. Hopefully the spring will also join us in Gniezno.

All of the TREPKO team are looking forward to meeting you soon.

Best regards,

Jesper Bjørn Hansen
CEO
TREPKO A/S - Denmark
SUMMARY OF 2012

CONTINUOUS GROWTH OF THE TREPKO GROUP

2012 has been another successful year for the Trepko Group. Our constant development is a result of a well-thought out strategy based on the three main principles.

CLOSER TO OUR CLIENTS
INCREASING YOUR SATISFACTION

- In 2012 the Trepko family grew by two new members: regional offices in Germany and the USA (ref. page 4).
- Our brand new Conference & Exhibition Center offers a variety of individual demonstrations and trainings sessions, including a 2-day course for operators (ref. page 5).

PRODUCT INNOVATIONS
COMPREHENSIVE OFFER

Our latest innovations will be shown during the 3rd Conference & Exhibition.

2012 INVESTMENTS
INCREASING QUALITY

As a reliable supplier, Trepko does not compromise on quality. All the mechanical parts are manufactured at our premises, in a state-of-the-art production plant. Constant development of manufacturing technology ensure the highest quality.
CLOSER TO OUR PARTNERS

NEW SALES OFFICE IN GERMANY

The presence of TREPKO products in Germany and Austria has increased dramatically over past few years.

On the 1st of October 2012 Trepko founded a regional office in Stuttgart. Our goal is to provide our customers with a fast and direct contact to our specialists.

The head of the regional office is Agata Nowakowska-Gracz who has also previously worked as Regional Sales Manager in German speaking countries.

We are convinced that our existing and potential customers will appreciate this initiative.

NEW SALES & SERVICE OFFICE IN THE USA

Trepko Denmark are pleased to announce the formation of a new operating centre, Trepko Inc. to provide a sales and service base for the North American markets.

Over recent years Trepko have invested heavily in this territory through exhibitions and sales visits and have now started to see success as a result of these efforts. Accreditation has been granted from the FDA for the design and this has certainly helped in achieving new sales.

The business premises based in Tampa, Florida will initially be used as a showroom for American customers to visit and view Trepko’s range of equipment. The facility will also be used for technical support, service and training for our existing customers and it is hoped this investment will help to increase the sales targets within this territory.

Chris Morfin from Trepko UK has accepted the role of Managing Director for Trepko Inc. and has moved to Florida to continue the push into the market. The major priority will be to build a sales team that is able to cover not only North America, with representation in all time zones, but also Latin America which is a very important market for Trepko.

The after sales, spares and service department will also to be progressed to support the new equipment supplied through Trepko Inc. as well as to maintain the current installation base for existing customers.
IMPROVE SAFETY AND PRODUCTIVITY
Training for operators and maintenance engineers

The programme is intended to develop the operating skill and efficiency of Trepko machine operators and maintenance engineers. Delegates benefit from a 2 day technical training course hosted at the Trepko Conference, Training and Exhibition Centre.

The 2 day session will introduce attendees to all the functions of a Trepko machine, including its capabilities and applications. The programme includes a review of safety and operational fundamentals and will develop the individuals operating skill through a mix of theoretical and practical instruction. Topics include HMI messages, parameter setting, cleaning and maintenance. They are not only discussed, but also practically presented – and finally trained by the attendees.

The programme caters for new employees and experienced operators alike, giving them an opportunity to discuss options and recommendations with Trepko specialists. This training course will ensure that maintenance engineers will be better equipped to undertake diagnostic work and maintenance tasks once back in their place of work, helping maintain the productivity and efficiency of the machine.

The TREPKO training sessions are tailor-made and practical, so they can be easily distinguished from other programmes. Completion of the course is confirmed by a special document authorised by Trepko which confirms the skill and competence of the delegate in both the operation and maintenance of a Trepko machine.

Please contact your regional sales manager for more details.

TRAINING DETAILS

- 2 days
- aimed for operators and maintenance engineers
- theoretical and practical knowledge
- training and accommodation "free of charge"
- time of the training adapted to your needs
- certification on completion of the training course

TRAINING BENEFITS

- better understanding of Trepko packaging solutions
- increased productivity
- higher product value
- improved diagnostic
- cost saving due to faster changeovers
THE 3RD EDITION OF TREPKO CONFERENCE & EXHIBITION

The first two Trepko Conference & Exhibition events hosted at the TREPKO Poland facility attracted more than 400 visitors. These visitors travelled from all 4 corners of the world.

These initial events focused primarily on the Trepko product range with many practical demonstrations and seminars explaining the Trepko developments in both efficiency and hygienic aspects.

This year, taking advantage of the purpose-built new Conference, Exhibition & Training Centre in Gniezno (Poland), TREPKO have prepared a fascinating show highlighting the latest TREPKO achievements: the 3rd TREPKO Conference & Exhibition. Honorary patronage of the event was taken by the Polish Committee of the International Dairy Federation FIL/IDF. A number of Partner Companies have been invited to co-organise the show.

THE VENUE

The TREPKO Facility in Gniezno represents one of the most modern production plants in the packaging machinery sector. In 2011 a new Conference, Exhibition & Training Centre was built to cover more than 1200 square metres in total. The idea of the centre is to offer a possibility of individual demonstrations and machinery testing as well as a number of training courses for our customers. It also serves as one of the world’s largest permanent exhibition centres for packaging machinery and will now also become a meeting point for all participants of the 3rd TREPKO Conference & Exhibition.

THE IDEA

The concept behind the 3rd Conference & Exhibition is to show and present all of the latest solutions from TREPKO in a practical way, i.e., with the use of real food products. The demonstrations will therefore be very close to actual production conditions. The idea is to present the technical features of the TREPKO packaging machines but also to inspire our customers to create new food products. The life cycle of foodstuffs has been dramatically shortened and this is why we have to be ready to improve and introduce constant innovations. During the show we are going to demonstrate how easy it is with TREPKO machine lines.

PARTNER COMPANIES

To co-organize the event TREPKO has invited a number of carefully selected and trusted partner companies. As in previous years their presentations are an important contribution to the event. Our goal is to provide our guests with a wide and interesting experience of different technical perspectives.

HONORARY PATRONAGE

Since its foundation, TREPKO has always enjoyed a close co-operation with the dairy industry. Taking into account the venue, an honorary patronage of the event has been taken by the Polish Committee of the International Dairy Federation FIL/IDF; however all the market players notice nowadays that the boundaries between different branches of the food industry are blurred and a close co-operation between them became a standard. We hope this meeting will also help to establish new business contacts between the representatives of companies with a different background and origin.
GNIEZNO, POLAND
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PRACTICAL PRODUCT PACKAGING DEMONSTRATION

BRICK FORMING & WRAPPING

- a line comprising of a 822 high speed brick filling and wrapping machine, cartoning machine to pack 4 bricks into a carton (782.2 Series), wrap around machine (710 Series) and gantry palletising system (740 Series).
- a line comprising of a PMG 4 machine for forming and wrapping of small butter bricks (15g) with a semi-automatic wrap around machine for grouping and packing into cartons

CUP FILLING & CLOSING

- a line comprising of a rotary machine 234KSP for packing dairy products in two types of cups with a Zentis dosing station, tray erector (720 Series), pick & place (760 Series)
- a line comprising of a rotary machine 221K with a MBP multi head weighing system and wrap around machine (710 Series)
- rotary machine for filling & closing of pre-formed containers (246KS)
- cheese dosing unit (620 Series)

CUP THERMOFORMING, FILLING & SEALING

- a Form, Fill and Seal machines designed for thermoforming, filling and closing
  - small portions products 25g
  - portions product 125g

END OF LINE SOLUTIONS

- shrink tunnel (730 Series)
- cartoning machine to pack 4 bricks into a carton (782.2 Series)

Presentation of the other exhibits

- a 301KSP packaging line for filling and coagulation plants for U.F. Cheese
- in-line machine - 106KSP for filling & closing of pre-formed containers
- semi-automatic machine - 21K for filling & closing pre-formed containers
- dosing unit (620 Series)

Additional opportunities

- individual presentations and discussion panels
- networking and opportunities to meet with partners companies such as: Zentis, Festo, Egli, Rockwell Automation, MBP, Obram, Domino, Danapak Flexible, Südpack
- participation at reference visits and getting to know state-of-the-art technical solutions at the Production Department
- meetings and consultations with Trepko representatives

CONTACT YOUR LOCAL SALES REPRESENTATIVE OR REGISTER ON OUR WEBSITE AT:

www.trepko.com/ce2013.html

MEDIA PATRONAGE
SECRET OF SUCCESS

The export of milk and dairy products is extremely important in Belarus. Currently the Belarusian dairy industry is a highly competitive market. The companies success depend on a client’s confidence in their brand. Achieving and maintaining top market position is possible by understanding clients needs, despite this being a difficult task OJSC “Savushkin Product” achieve this well. The Belarusian Dairy employ highly qualified staff to work with their state-of-the-art production machines. They produce top quality products using natural ingredients without the use of any preservatives. This plus an attractive packaging used are the main reason the Belarussian Dairy are so successful.

OJSC “Savushkin Product”

OJSC “Savushkin Product” is a relatively young dynamic company which is developing rapidly and is now a leader within the dairy industry in Belarus. The average age of an employee is 34 years.

Production of OJSC “Savushkin Product” is carried out at 4 branches, each specialising in a specific product line. The companies capacity enables processing of 2,000 tons of milk per day. “Brest-Litovsk”, “Laskovoye Jejo”, “Nastoyash”, “Ifrukt” are the most widely known brands of “Savushkin Product”.

In order to ensure the quality and safety of their products OJSC “Savushkin Product” has introduced and certified a number of quality assurance systems, including HACCP and ISO 9001. Additional systems have been implemented in relation to environment protection (ISO 14001), work safety and health protection (OHSAS 18), production management and dry products’ storage (STB ISO 22000-2006). All these certificates and licenses confirm a European standard of all the company’s operations. On 1st of June 2012 “Savushkin Product” received a time-unlimited licence for exporting their products to the European Union.

Confidence in the Savushkin products has been acquired for many years thanks to principle of maintaining the natural character of product. This is achieved by using natural milk without the application of GMO. Furthermore, there is a categorical ban on using any preservatives during production.

Presently, the dairy’s products are known not only in Belarus but also in Russia, Azerbaijan, Ukraine, Moldavia, Kazakhstan, Tajikistan, Jordan, United Arab Emirates, India and other countries.

OJSC “Savushkin Product” plant is 99% automated, and this allows for a top-level stable production. For many years the company has invested in the modernisation of its machine stock and introduction of state-of-the-art technological process. OJSC “Savushkin Product” works with world leading companies that manufacture machines and equipment for the food industry, including TREPKO. Due to the wide range of packaging solutions with high capacity, reliability, ease of operation and long service life, TREPKO have won the confidence of another big contractor. Our machines make it possible for “Savushkin Product” to produce high quality, packaged products that satisfy the expectations of a large group of its consumers.

Trepko machines purchased by “Savushkin Product”

Since 2004 Trepko Group has delivered “Savushkin Product” 9 rotary machines from the 200 Series to pack dairy products such as cottage cheese, cheese, cream and yoghurt and others. These products are filled into various types of pre-formed single and twin chamber containers. Trepko have supplied “Savushkin Product” with two-lane 212KSP and 222KSP rotary machines, four-lane 234KSP machines through to the largest six-lane 246KSP rotary machines.

"Savushkin Product" was the first company to introduce cottage cheese into the Belarussian market. The dairy has been impressed with the quality and flexibility of their Trepko machines. The equipment enables products to be packed without damaging the delicate grain structure due to a special design of hopper and dosing system. Trepko takes an active role in creating innovative products for the consumer.
**Product safety & flexibility**

The TREPKO 200 Series rotary machines offer efficient solutions with regards to packing different types of products into pre-formed containers with a capacity of up to 14,000 containers per hour.

Depending on the required capacity, package size and range of options required, there are up to four models available. “Savushkin Product” have invested, among others, in the 246KSP, which is the largest, best-equipped model.

The machine is equipped with a package of hygienic options including:
- Laminar flow cabin
- UV radiation of cups and foils
- CIP/SIP system

The construction of a rotary machine allows for a number of additional hygienic options thus enhancing product safety. The solutions that can be installed include cup deionisation combined with vacuum cleaning prior to UVC radiation. Considering the limitations of the standard UVC radiation, TREPKO have developed a system designed especially for effective decontamination of deep and large containers. TREPKO rotary machines offer also an option for seal check with an automatic elimination of defective packaging. This shows that even small or medium size production can be equipped with the options that ensure hygiene and safety of the packaging process.

As well as hygienic options, the machine has been equipped with efficiency options such as buffer magazine for cups, foils and lids which allow safe and smooth operation.

Trepko offer full flexibility of both product and packaging change. It is possible to equip the machine with a pre-dosing and a post-dosing unit. This allows packaging of homogeneous products (e.g. yoghurt) as well as making it look and taste attractive by the addition of a decorative layer. For example, one of the 222 KS machines at “Savushkin Product” has been supplied with an extra dosing unit for filling cottage cheese and thick yoghurt of pudding consistency. A pre-dosing unit designed for feeding 15ml-50ml portions of fruit pulp is put next to the machine and can be relocated. A free-standing dosing unit for chocolate icing has also been installed on the same machine.

The systems used in all TREPKO Filling and Closing Machines allow for container changeover within a very short time without the use of specialised tools. However state-of-the-art technology allows for even more than just changing container sizes. TREPKO offer solutions where the same machine works with two different packaging sizes at the same time with an option to turn-off one of the lanes. An alternative solution is the filling & closing machines with changeable number of lanes, depending on the size of containers. This allows to easily adjust the machine to the production volume.

**Summary**

All machines offered by TREPKO meet the highest quality and hygiene requirements. TREPKO provides state-of-the-art and reliable solutions for individual customer requirements. Flexibility of Trepko packaging machines is a tool that accelerates the response to the market changes and allows the customers to win the race to consumers.

TREPKO have worked for many years with “Savushkin Product” and has gained their trust. Thanks to excellent support offered by Trepko right the way through from an initial idea to a complete, full-time working machine.
GREATER FLEXIBILITY, PERFORMANCE AND PACKAGING SAFETY
Innovations in 100 Series in-line machines

Following on with success of the Trepko 100 Series, new developments have now been added to this range of equipment to help increase the target market. These new developments are particularly aimed at increasing the shelf life of the products and also aid machine efficiency.

Trepko continue to offer a number of specialised systems to create a hygienic production environment, thus extending the shelf life of the product. Our hygienic developments include:

Sterile Air Cabin (HEPA)  
UV Radiation (Cups/Lids)  
Peroxide Treatment  
Particle Extraction  
Automatic CIP Cleaning Systems  
Sealing Integrity Systems

PERFORMANCE AND FLEXIBILITY

TREPKO has made great progress in improving the performance and flexibility of its inline machines. By offering double index capabilities, container changeover times have reduced. Via the HMI touchscreen the operator can quickly change between different container formats and product recips. The latest TREPKO servo depositing systems provide individual lane adjustment, this means we can achieve very consistent and accurate dosing, achieving greater flexibility across a range of liquid products.

In 2012, TREPKO have provided two high specification Ultraclean Inline Systems for both yoghurt and multi-fill desserts. These products have included individual size containers (150ml-250ml) and also larger 1kg multi-fill dessert products.

TREPKO is now able to offer a full range of depositing systems for dry ingredients such as biscuit crumb, muesli and granola etc. as well as automatic pick and place for sponge biscuit discs and sponge cubes.

FOR FURTHER INFORMATION PLEASE CONTACT YOUR LOCAL SALES REPRESENTATIVE
EMPLOYED IN A FAMILY
Bahaa R. Labib, Engr. / Area Sales Director / Middle East & North Africa

Since my graduation as a Mechanical Engineer in 1984, I have been working with many industrial firms within Egypt and beyond. This provided me with wide product and market knowledge and deep multi-cultural experiences. However, my experience of the last 10 years with TREPKO is the longest in my career and the most exciting one. I think this is because of the family feeling and at the same time the professional attitude of all my colleagues and the TREPKO management. The TREPKO family includes different people from different nationalities and backgrounds. However it is easy to notice the mutual trust and cooperation as well as the full respect internally and with our clients.

Many of my customers in the Middle East, besides their trust in TREPKO machines as a reliable product with the best after-sales support, they also express their appreciation for being part of this big family and partners to Trepko.

On September, 1st 2012, I proudly celebrated my 10th anniversary with the TREPKO Group as Area Sales Director for the Middle East & North Africa based in Cairo, Egypt.

My territory in this interesting and challenging market includes 15 countries in 2 continents of Africa and Asia: Egypt, Libya, Tunisia, Sudan, Jordan, Syria, Lebanon, Iraq, Saudi, Kuwait, UAE, Bahrain, Qatar, Oman & Yemen.

WORK IS MY PASSION
Piotr Lisewski / Development Director / TREPKO Poland

I am one of the very few people who can honestly say that my work is an enjoyable challenge and one of my passions. During my working day I meet many inspiring people who are specialists in the field of technology and through them I have learned many new things. Visiting around 50 countries during my role of technical engineer, I can state at least 130 reasons how I have gained satisfaction from my work. This includes 130 working machines that I have had the pleasure of working on, TREPKO has become a continuation of my childhood interests and passions. As a youngster I raced karts, this is what shaped my approach to technology. It also has helped me realize how important it is to gain technical knowledge and how to use it.

During my time working for TREPKO I have gained so much satisfaction from seeing a glad customer after I have helped build and install a perfect machine – it is the sort of satisfaction you get from winning a race. I still have an interest in winning races to this day and still try to put this into practice.

After 10 years of working for TREPKO I know that it is thanks to our employees vast knowledge, ability and accuracy that Trepko machines are constantly developing and improving, part of which I am responsible for.
TREPKO EVENTS

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