

# NEWS & TRENDS

ALPMA-SULBANA

## Strong together

When two companies merge, it's like a marriage. The relationship will work if the partners pull together - and at the same time are allowed to develop their own personalities. It is now more than two years since ALPMA acquired the majority shareholding in SULBANA, a plant manufacturer specialising in mozzarella and semi-hard cheeses with its headquarters in Switzerland. Since then, ALPMA-SULBANA has offered the most comprehensive and technologically leading range of products in the entire industry - which has been very well received by customers worldwide. *"At the beginning of the integration, the focus was clearly on the realisation of joint plant projects,"* says ALPMA Managing Director GIBERT STROHN about the first phase of the merger.

**Now the success story is entering phase two.**

ALPMA and SULBANA have combined their expertise from the very beginning to provide cheese dairies with the best possible support in the production of semi-hard, hard and pasta filata cheese. In the next step, the organisation at the SULBANA locations in Finland, Italy and Switzerland will now be further merged with the ALPMA headquarters in Rott am Inn - with the aim of optimally coordinating the processes. This also includes a common software to bundle the flow of goods.

*"Our claim is to be the technology leader. But above all, it is about people, whom we want to integrate in a change,"* says MANAGING DIRECTOR STROHN about the merger of ALPMA and SULBANA.

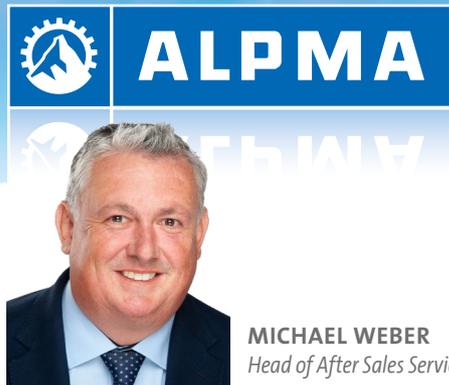
He is counting on the synergies of two corporate cultures that are to merge step by step into a collective culture. *"Our strength lies in our commonality. This commonality must naturally grow,"* says Strohn. The foundations for this growth have now been laid.

**From now on, the management of this overall area will be in the hands of:**



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**MICHAEL WEBER**  
 Head of After Sales Service

*Dear customers & business partners,*

*I would like to introduce myself to you in my new position as Head of Service/After Sales of the ALPMA Group, which I took over here at ALPMA in May.*

*I started my career in the service sector 25 years ago as a service technician at an international mechanical engineering company. After five years there, I switched to spare parts/customer service and sales and took over as Head of Customer Service After Sales in 2012. These many years of international experience in customer service have had a great impact on me and I would like to pass this on to you together with the ALPMA team.*

*The pandemic is currently a great challenge for all of us to master. Protecting the health and lives of every individual is still the priority, but the return to normality will come! I therefore ask you for your trust, for a good, open dialogue and contact with my team and me.*

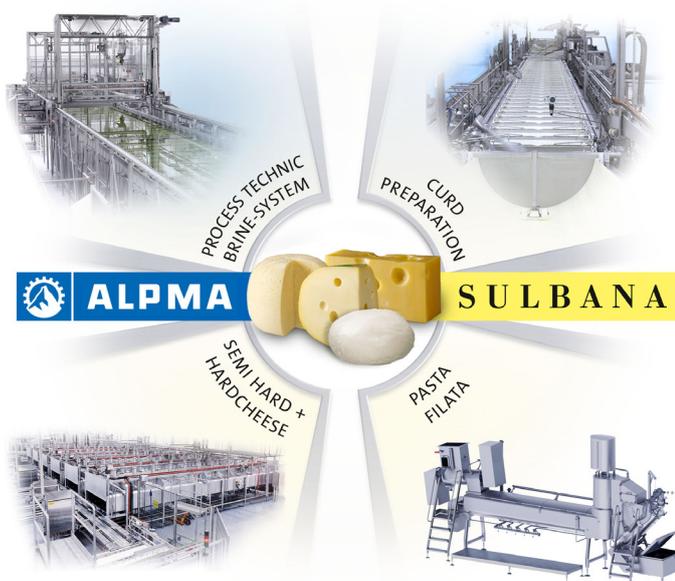
*We are sure that together, with our know-how, our highest quality standards and commitment, we will continue to succeed in contributing to your complete satisfaction and success.*

*I am very much looking forward to meeting you in person and to welcoming you back soon. Stay healthy!*

Yours

- Process Technology
- Cheese Technology
- Cutting Technology
- Packaging Technology

- |   |              |                |
|---|--------------|----------------|
|  | <b>ALPMA</b> | <b>SULBANA</b> |
| Mozzarella  |              |                |
| Semi-Hard Cheese  |              |                |
| Hard Cheese   |              |                |



ALPMA-SULBANA unites the entire process: From technological consulting to plant construction to service and digitalised information management. As a full-range supplier, ALPMA-SULBANA combines experience and competence at the highest technical level - and is the specialist for fully comprehensive soft cheese technology, pasta filata technology through to semi-hard cheese. In total, the ALPMA Group now employs more than 870 people at locations in Germany, France, Switzerland, Finland, Italy and offers a worldwide network of sales and service branches.

■ More info:  
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ENNSTAL MILK

## From THREE to ONE

Ennstal Milch KG currently employs around 300 people and stands for products of highest quality. The raw materials are supplied by farmers from the entire region - the equipment for further processing comes from ALPMA, among others. In the past, three U 64 packaging machines were used to shape the company's award-winning cheese specialties. Now the Ennstal-based company has retired these three machines – and replaced them with a single new ALPMA machine.

Three becomes one. The machine that makes this possible is called the RT 6000, a high-performance machine that cuts segments out of round or flower-shaped cheese and then packs them in foil and tins.



"The RT 6000 easily swallows up the output of three machines," says ROBERT ZOSSEDER, area sales manager for cutting and packaging technology at ALPMA. The machine's performance is already reflected in its name: **6000 portions per hour**.

More compact, more hygienic, more cost-efficient. Besides the performance factor, this is the new triad at Ennstal Milch KG in Austria. Because one machine takes up less space than three – and fewer hands to put cheese on. Because three older machines produce more maintenance costs than one new one – even when they do their job as persistently and reliably as the three U 64 packaging machines that were in use in Ennstal for decades.

With the RT 6000, the dairy in Styria is replacing the reliable classic U 64 with a state-of-the-art, fully automated machine with the highest safety standards. Centering, dividing, separating, packing, grouping, canning - and all this on just two and a half square metres.

The RT 6000 is the all-rounder among the ALPMA packaging machines. Fast, compact and precise: like clockwork, the RT 6000 gets your soft cheese into top shape, too.

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ALPMA FreshPack

# Butter? For sure!



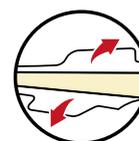
Tamper Proof



Fresh Flavour



Extended Shelf Life

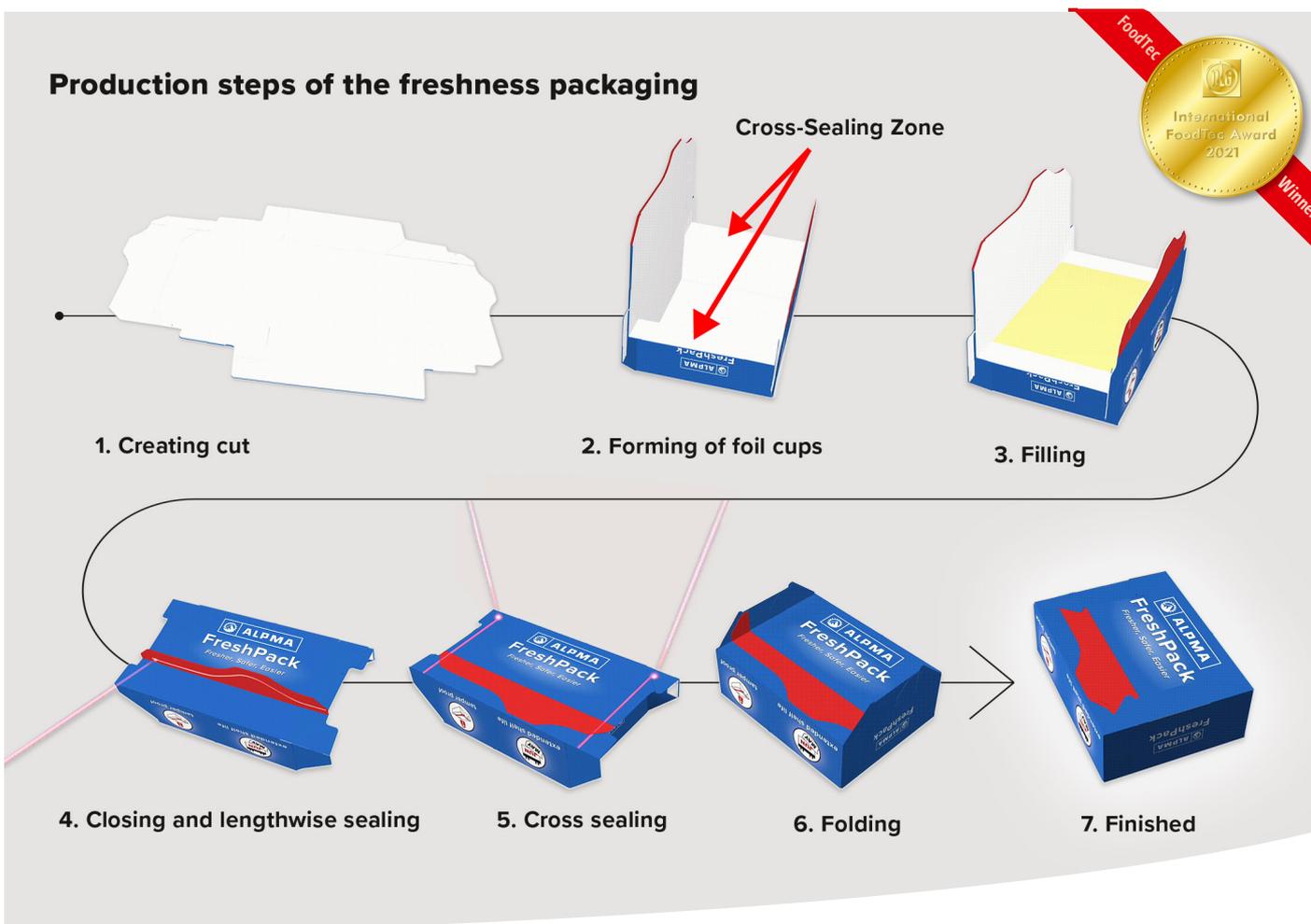


Easy Opening

Practically every product in the supermarket is sealed. Only the butter block is not. With the innovative FreshPack packaging

from ALPMA, butter gets the security it deserves – and with it the retail trade, which cannot afford to take any hygiene risks.

## Production steps of the freshness packaging



*With some ideas, you ask yourself in retrospect: Why didn't anyone think of it before? Why hasn't the idea been standard for a long time? Fresh Pack is one such idea.*

It's like this: The right packaging protects food from dirt and bacteria. A tiny germ can do maximum damage to the manufacturer's reputation - and the retailer's image. Practically every product in the supermarket is sealed. All the more astonishing that the protection of a fresh food product has remained unchanged for decades: the packaging of butter.

FreshPack. This is the name of the solution that ALPMA has developed to give butter the security it deserves - and with it the trade, for which damage to its image also means financial loss. Especially when private label products are affected.

In view of its innovation, sustainability and efficiency, this butter packaging has now been awarded the International FoodTec Award in Gold by the DLG and its expert partners at the beginning of the year.

The conventional wrapper for butter is a classic with weaknesses. The butter can leak out between the folds and form unappetising, greasy blobs.

What the all-round seal from ALPMA still guarantees: Tamper-proofness. FreshPack also protects the butter almost hermetically from oxygen exchange. *"In this way, the flavour is retained much better in the product. When you open the package, you have a scent experience,"* says FRANZ GLAS, Division Manager for Cutting and Packaging Technology. A scent that triggers the image. Alpine pastures, cows. And then? This taste. So familiar. And yet so different. More original, more intense, **simply butterier.**

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# The 100<sup>th</sup> Coagulator is on the road!

52 years ago, the pioneering development of the coagulator revolutionized the continuous cheese production and is still the flagship of the ALPMA portfolio.

The high-performance system processes more than 100,000 pounds of milk per hour - with the best quality and optimum yield. The Coagulator is the only continuous cheese curd preparation system in the world.



The exact size of the curd and its gentle processing ensures maximum process consistency with minimum losses. All these advantages strengthen the competitiveness of our customers in the long term.

A key success factor is the adaptability to the customer's technology and requirements. For ALPMA as a manufacturer of customized equipment for the food and cheese industry, this is a key ...

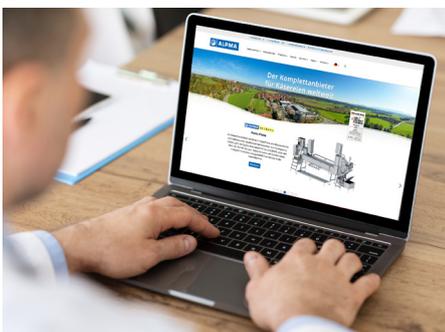
Now the 100<sup>th</sup> Coagulator will soon leave our assembly halls and set off on a journey to a well-known customer in the south of Europe.

We would like to take this opportunity to thank our customers for their many years of loyalty and confidence in our solutions. We would like to thank all our employees who have been involved in the development and advancement of the coagulator and have thus contributed to the success of ALPMA.

■ More Info:

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## May we introduce? Our new website!



Customers, the market and companies are changing rapidly. The ALPMA Group is following this dynamic with a new website, which is now online. ALPMA, as a leading company in machine and plant construction for the cheese and food industry, is thus ushering in a new, digital era of communication for cheese dairy solutions under the same address but with user-friendly content.

In close cooperation with the training and HR departments, the career site was also redesigned, with which ALPMA ([www.alpma.de/karriere](http://www.alpma.de/karriere)) presents itself as an attractive and cosmopolitan employer.

More informative, more modern and of course "responsive". At [www.alpma.com](http://www.alpma.com) you can find out what moves us and what we move! **We look forward to your visit!**

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