



holac worldwide: Our partner in Thailand

If you've ever been to Thailand, you're probably familiar with the chicken, pork, natural soya products and tofu that are commonly used in the national cuisine. These four ingredients are also at the top of the list in the kingdom's food processing companies. When it comes to cutting technology, many of these companies rely on Swabian quality and precision from holac.

holac has been active in Thailand for five years. Our company has acquired a strong partner, K&W Global Technology (Thailand) Co., LTD, for consulting and on-site service. The team at K&W has specialised in meat processing and packaging since it was founded in 2004.

K&W aims to provide competent and fast after-sales service. It also maintains a large inventory of replacement parts so that it can react quickly. Many of the customers have their headquarters in the outskirts of the capital of Bangkok and receive individual service from K&W.

holac makes a major appearance with its cutting technology at ProPak Asia, the biggest professional trade show for industrial processing and packaging in Asia. At this annual event, renowned international machine and plant manufacturers showcase themselves to Asian customers. And holac machines are always met with great interest at the K&W trade show stand.



Interview: "It's all about fine-tuning" with Ulrich Fetzter



Mr Fetzter, is there anything that can be done to improve a holac cutting machine?
Each of holac's series models is constructed in such a way as to maximize its potential for the customer. Our goal is for the customer to feel the same enthusiasm we did during the development. But the needs of our customers and the consumer are always changing, and these days the pace of change is even faster. We consider it our mission to be agile in responding to these changing needs and to adapt our existing models accordingly.

We spoke before about series maintenance. But how do you handle individual customer needs?

Customers approach us all the time with special requests. After all, each facility operates differently, just as each product is different from the others. One of our special skills is to adapt machines to highly individual requirements. This can be done with every one of holac's models.

Can you give us a typical example of these kinds of adaptations?

When a customer wants to integrate his machine into an existing production line, it's all about fine-tuning. Sometimes a machine needs to be raised or adapted to a certain kind of space. If the customer wants to produce special products, small adjustments need to be made to the construction. But my team and I also deal with specific interfaces and safety devices.

What are the food industry trends that currently have an impact on model maintenance?

Consumers are buying a lot of deli products at the moment. They look down on preservatives, and rightly so. For this reason, we build our machines in such a way that allows food companies to raise the hygiene standards

in their production processes. As a result, products have a longer shelf life even without additives.

How do you help manufacturers reduce production costs?

For one thing, we keep an eye on efficiency when upgrading our machines. This means we work on further reducing product losses. We achieve this by increasing the efficiency of our machines. Bear in mind that one-tenth of a per cent is already a substantial loss for our customers. Any increase in product yield is therefore significant progress.

What are your sources of inspiration for new developments?

On the one hand, our innovation is customer-driven. We listen very closely with one ear to what the market is saying. And we keep the other ear tuned to technological innovations that we can propose to our customers, such as simplified interfaces, laser cutting processes for frames and base frames, and hardwearing materials. At the same time, we work on designing more flexible setting options and higher-performance machines.

Last question: What are you particularly excited about when it comes to the future of cutting technology?

Technologies such as 3D printing or laser sintering are sure to have a big impact on us. Even now, certain things are possible that we couldn't have imagined a few years ago.

Profile

Ulrich Fetzter joined holac as a development engineer in 2015 and has been working as a team leader in construction and series maintenance since 2017. We are happy to announce that Mr. Fetzter is since January 2019 our new Mechanical Engineering Manager. He acquired his previous experience at large and medium-sized companies. He appreciates the cooperative, constructive atmosphere at holac, where he can best contribute his expertise and ideas.

holac[®] inFORM



Your Partner in Food Cutting

Whether it be dice, shred, flakes, slices or even customized shapes. We have been in the food-processing business for more than 60 years!



- Precise
- Durable
- Customizable
- Ready for Industry 4.0



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Dear friends and customers,

Those who want to make it to the top of the food sector can no longer afford to ignore developments such as digitalisation and Industry 4.0. Our goal is to get your company in shape for these challenges. Today, holac's cutting technology can be integrated seamlessly into your centrally-controlled digital production processes. It enables increased efficiency, yield and speeds, whilst also making progress in terms of security. RFID technology plays a specific role in all of this, which you can read about in this issue of holac inFORM.

There are a lot of other interesting things to report. We are delighted to introduce you to our sales and service partner in Thailand, we explain how we address the individual needs of our customers, and reveal to you why mozzarella is so popular in Spain, of all places.

And lastly, as a 'new face' in the company, I wouldn't want to miss this opportunity to introduce myself. My name is Josef Michailov. I recently joined holac as Sales Manager and I am in charge of back office and field service. I have 18 years of experience in the sector and I'm proud to be working at a company that grew by 15 per cent in the past year and expanded its team by an impressive 10 per cent.

I am looking forward to sharing some exciting ideas with you and hope you enjoy reading this issue.

Sincerely,



Josef Michailov



Fewer operating errors, greater safety with RFID access control

Harald K. walks purposefully through the production hall of a major food manufacturer in southern Germany. He is wearing a lanyard around his neck with a small yellow chip. An outsider would never guess that the chip gives him access to his most important tool: the holac MAXX 116 cutting machine.

Ham sausage is on this morning's production plan. The cutting program is set to 2 millimetres thick and 10 per cent prepressing. Harald K. walks up to the touch panel and holds the yellow chip to the reading device. A small lock symbol opens on the monitor. Now Harald K. can change the cutting program. Once he has entered all the settings, Harald K. holds the chip to the panel again and the lock snaps shut.

An employee without a chip now stands practically in front of a locked door. And so it should be, because operating errors can become expensive, especially in large-scale operations. Entire production days can be lost, not to mention all the wasted material.

To prevent this from happening, all holac cutting machines starting from the Cubixx 120 series are equipped with RFID technology. The chip and read/write device work together to control access. Only an employee with the right chip can activate the operating functions and is authorised to make changes to the cutting program. "You are now officially deco-



rated with the medal", teased Harald K.'s colleagues as he received his chip when the new technology was introduced.

But even he does not have access to all the functions of his MAXX 116. Regular maintenance has been scheduled for late afternoon. Harald K. makes a quick call from his mobile phone to remind technical manager Sven F. about the appointment. He shows up a few minutes later. He also has his chip with him, but it's not a yellow one like Harald K.'s – it's blue. Sven F. uses it to open the service menu of the MAXX 116. Now the maintenance work can begin.

The management and the employees greatly appreciate the extra security that RFID access control provides. The risk of human error – and also sabotage – has been significantly reduced. And the decision makers can make

use of the outstanding customisable settings for managing of password levels and user authorisations.

It is also reassuring to know that holac, as a manufacturer and service partner, also holds a chip for each machine – this time a red one. For any maintenance appointments from the manufacturer's side, the service technician has immediate access to the device and all available menus without having to go through the person in charge at the company.

We would be happy to tell you more about holac's RFID access control. Just get in touch with us.



Quesera Napoli: Mozzarella from Spain makes its way onto pizza all over the world

People in Spain love Italian food, especially pizza, which has long been a popular alternative to the traditional tapas and paella. Since pizza without mozzarella would be unthinkable, the company Quesera Napoli set about producing the right product for the domestic market, which later went international.

The company uses holac cutting machines in their production process and have been doing so since 2008, when the first cheese cutting machines manufactured by holac, based in East Württemberg, were put into operation. With the help of the holac cheese line, Quesera Napoli currently produces over 12 million kilograms of cheese per year, including its main product, mozzarella, as well as Edam, Emmental, and many other types. The company's headquarters are based in the 7,000-square-metre premises in Olmedo,

a municipality in the Spanish province of Valladolid. But everything began for Quesera Napoli on Mallorca. Jose Maria Angenault, an entrepreneur, decided to launch a cheese factory in the capital of Palma at the end of the 1970s. His company grew so rapidly that the business soon needed to expand and was therefore moved to its current location. Today, Jose Maria Angenault is running the company very successfully together with his son Christian.

In Olmedo, holac's high performance cheese cutters operate around the clock. Several tons of cheese are grated daily and transported on conveyor belts to vibrating separators, where they are divided into portions and packed.

Spaniards are no longer the only ones to enjoy this cheese. Quesera Napoli's products

are delivered to 20 countries worldwide. And the success story continues: A new, 2,000-square-metre production hall has already been completed, where holac's cheese lines are also working non-stop in order to meet the growing demand.



holac cheese cutters are the specialists in the field, for perfectly cut cheese.

Decades of experience in this area have gone into the development of our machines, which are specifically designed for cutting cheese. The machines in holac's cheese cutter product group offer you significant advantages: right from the first cut, the machines are ready to process bulk, pre-formed or block products in any field of application. The machines work as partly or fully automated ver-



sions in production lines. Features such as performance, quality, hygiene, safety, ergonomics, service and value stability are the hallmarks of holac professional cheese cutters. Each individual holac machine in this product group incorporates state-of-the-art cheese cutting technology. Regardless of whether the customers produce small, medium or large cubes, sticks, slices, or special shapes such as cylinders, triangles or shreds, these machines offer advantages without compromise: high performance, versatile application, and the capacity to change over to new products within minutes.

holac cheese cutters achieve significantly better quality than traditional reeling systems, particularly when grating. High-fat cheeses also can be grated in different sizes. It also features special control technology that guarantees optimal integration into all processing lines when feeding the machine manually or via automatically controlled

conveyor belts. The machines have been cleverly constructed to minimise cleaning intervals and ensure exceptionally hygienic



cutting, resulting in significant time savings during and after production. The additional automatically controlled cleaning position makes cleaning a simple routine.