

NEWTEC NEWSLETTER

OCTOBER 2010



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Dear NEWTEC Dealers,

Welcome to this autumn edition of the newsletter. Here in Denmark the days are getting shorter. The forests change colour. The leaves become yellow, brown and red - a beautiful sight.

For your interest we do have different topics to inform you about in this issue of NEWTEC Newsletter.

At the up-coming PMA Show – which takes place in Orlando, Florida mid October – NEWTEC, represented by Ag-Pak, presents a 4014XB1 weighing machine – the third machine in the 4000 series. We will also present the 4015B2 at the stand.

The case story in this October issue comes from the UK. It is the first time one of our customers is automating the handling of celery sticks – in this case by using a NEWTEC 2014PCB-2B.

We do also mention handling of insurance cases for damages during transportation. Furthermore we kindly ask you to give us feedback on quality of equipment supplied so we here at NEWTEC can further improve the quality level of machines and deliveries.

We wish you good reading and look forward to serving you and your customers.

Yours sincerely,
Henrik Winther Knudsen
CEO / NEWTEC A/S



Two big ones for the US...

From the 15th to the 18th of October AG-PAK will participate at 2010 PMA Exhibition in Orlando
<http://legacy.pma.com/freshsummit/2010/index.cfm>

Here the two new "big" weighers from NEWTEC, the 4014XB1 and the 4015B2, will be on display.

The 4014XB1 has been developed from an idea brought to NEWTEC by AG-PAK for handling large potatoes. The basic selling point should be lower cost per bag per minute. The target was first of all the potato market with 5 and 10 pound portions (2,5kg and 5kg). With a speed of up to 85 packs per minute on 2,5kg and up to 60 packs per minute on 5kg the goal was reached.

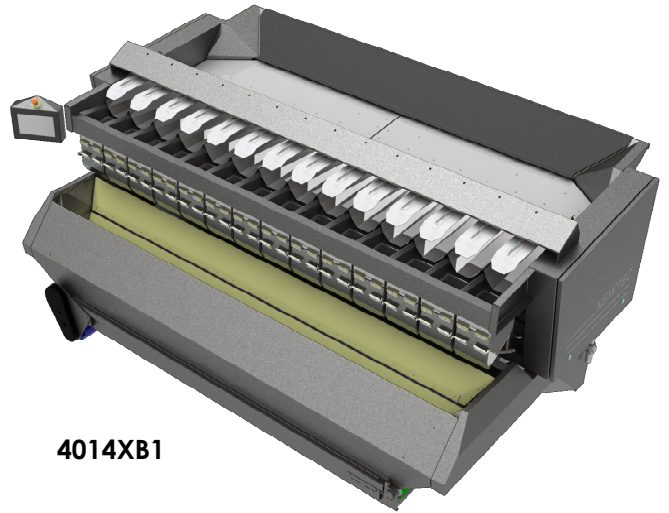
After the show in Orlando, AG-PAK will install the weigher at a customer in the North West part of the US. Technical Manager Joe Gabree and AG-PAK Sales representative Phil Fowler who is managing the North West have been part of the team putting the specifications together, and with these gentlemen's long term experience and dedication we now believe to have a very competitive product for that part of the potato business.

The weigher is equipped with the new touch panel and the new rear vibrating system. Furthermore, it has been designed with an integrated PCS and the new electrical cabinets.

The 4015B2 will go to California after the show. Here AG-PAK (and NEWTEC) will be part of a trial in a very large citrus facility. Hopefully this will result in a fair number of installations later on. Also, this set-up should be a very nice show case for other NEWTEC Dealers having a market for citrus.

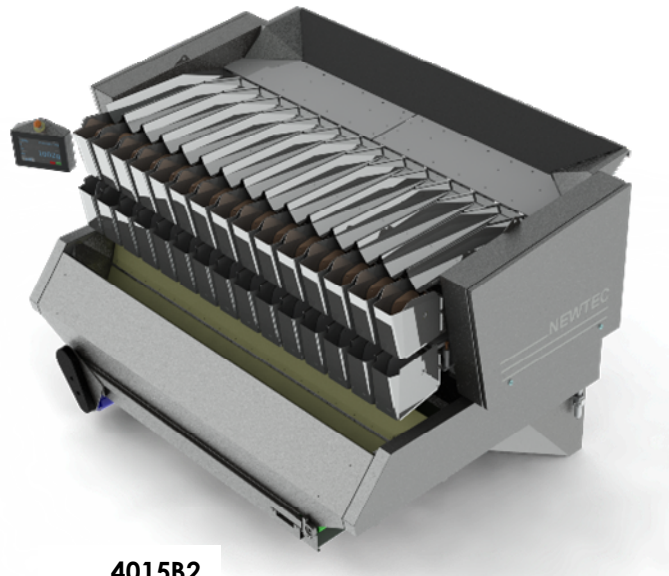
Main differences between the 3015 and the 4015B2 are the new rear vibration system, the new touch control and the slightly higher speed.

Leaflets for both of these machines are now available. Please contact Sheila at NEWTEC: sheila@newtec.dk



4014XB1

Large Products – High Speed



4015B2

*High Performance
Combination Weigher*

Case: G's Growers, England Weighing of Celery Sticks using a 2014PCB-2B

(By Dean Chilvers –NEWTEC UK)

NEWTEC Odense (UK) Ltd has had a long standing relationship with G's Growers. We have been working with the customer to meet the supermarkets demands and needs with automated systems.

G's approached NEWTEC with the project of packing celery sticks into a flow-wrapper. The cut celery sticks that needed to be packed were 180mm long and they wanted a combination weight of 350g per pack. Before this they had been packing by hand with a give-away average of 50g. The packs needed to be placed onto a flow-wrapper aligned and together for the flow-wrapper to wrap the product the speed requested by the customer was up to an approximate speed of 55 packs per minute.

As the initial trials with the 2009PC and the 2012XBDG did not provide the optimum solution, NEWTEC Denmark then tested and modified a 2014PCB machine to allow celery to flow easily, to reduce damage on the product and to achieve accurate weights. All of this was achieved and with narrow cross-conveyors and a bespoke double collector, we then fitted a single collector underneath directly above the flow wrapper. We managed to achieve the result the customer was looking for.

(By Kieren Drane – G's Growers)

For 2 years we had been looking for a machine that would pack our celery sticks. We required a weigher that would run in a high care environment, reduce our give away, reduce our labour cost and still give us our optimum capacity.

We went down the route of looking at vertical machine's but after several trials with different suppliers we found that the damage to the ends of the celery was too great. The next stop was linear lines but the thought process was that these are generally slow and not suitable for high care environments. However, when we came across NEWTEC and saw the high care machine we got very excited.

NEWTEC were very pro active on finding the right solution for our product, with two trips to Denmark and a lot of discussion we came up with the design. The machine was built and delivered in 12 weeks and arrived on time.

Since running the line we have reduced the head count by 7 and our give away has come down from 14% to less than 5%.

It's been a fantastic project and the results have been very well received by our business, especially the accountants!

What made NEWTEC stand out is their ability to do the extra little things that make us feel we are getting exactly what the product needs. You don't just get an off the shelf machine but one that is bespoke to your requirements.

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