

UPDATE

Processing equipment for
POTATOES CARROTS ONIONS LEAFY VEGETABLES CUCUMBERS BELL PEPPERS

The innovative UP-8000, for high net capacity!

Sormac has a clear mission: to tailor our range to the requirements, needs and expectations of the market. This is how Sormac creates solutions with added value for its customers. Sormac proudly introduces the latest carrot peeling machine: UP-8000. Developed in close collaboration with Hepro GmbH from Germany, this is a good example of looking ahead and anticipating the customer's wishes. A brief introduction to the big brother of the KP-60/HS. Knife peeling, as the UP-8000 does, is a popular alternative to abrasive peeling with its emphasis on grating the carrots. This latest knife peeler has the advantage that it effortlessly and extremely flexibly follows the shape of the carrot. This flexibility allows accurate peeling of even irregularly shaped carrots. The UP-8000 guarantees continuity in the production flow and guarantees a reliable, very high net capacity compared to its predecessor.

The new UP-8000 has the following specific features:

- > High capacity: 1,500 kg/hour
- > High reliability
- > Carrots do not need to be orientated
- > Machine does not use compressed air
- > Peel waste percentage only 17 % (depending on the weight of the carrot)
- > Dry peeling waste
- > Smoothly peeled carrot looks attractive
- > Low susceptibility to white colouration of the carrot
- > Low energy consumption

Sormac's aim, is the perfect customized solution, with the focus on the customer. Being able to respond directly to the specific need in the global market, the knife peeler UP-8000 guarantees an optimal production process with a high net capacity. This innovation will be

In the coming months, Sormac will be attending the following trade fairs:

FRUIT LOGISTICA
5-7 February, Berlin, Germany

CFIA
11-13 February, Rennes, France

SALIMA
25-28 February, Brno, Czech Republic

ALIMENTARIA
31 March - 3 April, Barcelona, Spain

UNITED FRESH
11-12 June, Chicago, USA

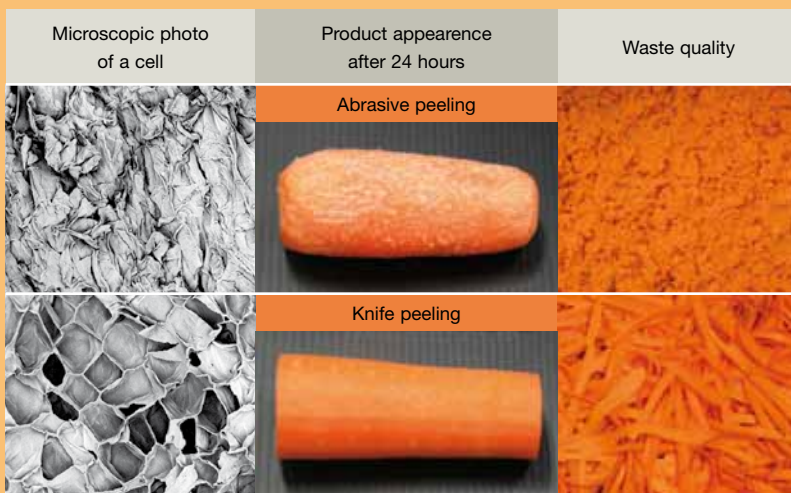
FOODPRO
22-25 June, Melbourne, Australia



Knife peeler
UP-8000

NEW

introduced to the public for the first time at the Fruit Logistica trade fair in Berlin (hall 3.1, booth C-17).



	Abrasive peeling	Knife peeling
Power (kW)	2 x 5.5	1.2
Capacity (kg/hr)	3,000	1,500
Power (kW/1,000 kg)	3,7	0,8
Retention time (s)	± 120	2
Temperature rise (°C)	± 7-8	Negligible
Water consumption (l/1,000 kg)	100-200	0
Waste percentage	-	+
Energy consumption	-	+
Temperature rise	-	+
Material requirements	+	-
Cleanability	-	+
Labour	+	-
Capacity	+	-

“Sounds advice determines choice”



Maatschap Baetsen's objective is clear: the daily harvesting of fresh carrots and celeriac and after mediation by growers' association Fossa Eugenia supplying to satisfied customers such as Frankort & Koning and Van der Staay. Annually, approximately 20 hectares of carrots and approximately eight hectares of celeriac are grown. Recently, the modern field-grown vegetable company in Grubbenvorst, in the Southern part of The Netherlands, has expanded substantially. The new hall is home to a new Sormac carrot washing line. Co-owner René Baetsen answers four questions about quality and service.



A new hall?

“Absolutely. In October 2011, we started constructing a new hall with a surface area of 1,000 m². A huge improvement, both logistically and regarding Health & Safety aspects. New spacious docks ensure faster supplies and deliveries and the use of aerated concrete reduces noise. At first, it was a special experience working in a silent and light hall. Very enjoyable.”

A new Sormac carrot washing line?

“We opted for a complete Sormac carrot washing line. It consists of a box tipper, infeed reception hopper, a transport belt, a drum washer and a brush polisher. Especially the drum washer is a fine piece of innovation technology. The advantages are patently obvious: very little damage to our fresh produce thanks to a special drum shape. The adjustable outfeed heights are an absolute plus. The whole machine is made of stainless steel and very robustly built. The whole



line is perfect but that also applies to Sormac's service. In the end, it was the good advice that determined the choice.”

What do you mean by good service?

“I can be very brief and clear about that. The reason Maatschap Baetsen opted for Sormac is twofold. In the first place, the quality of the machines is excellent and very reliable. However, equally important at least is the service. Sormac thinks with you, thinks fast, gives good advice and ultimately all of that determined our definitive choice. In the event of a breakdown, standstill times are extremely short. Sormac aims to get the machines operational again as soon as possible. In no time, production can restart and we are very satisfied about that. They fulfil their promises and that, of course, is also a quality feature. We firmly believe in that. The threefold quality guarantee used by all

growers of VersePeen and growers' association Fossa Eugenia links up with this perfectly.”

VersePeen and Fossa Eugenia?

“VersePeen is a partnership between three carrot growers in the Southern part of The Netherlands. We are part of this trio and, since 1991, have been working together closely to reinforce the threefold quality guarantee, that is, product quality, freshness and yield. We exchange experience and know-how, which works as a great advantage for each grower within this cooperation. VersePeen is a member of growers' association Fossa Eugenia, a close-knit group consisting of 28 vegetable growers from the Venlo “euregion”, whose aim is to produce only quality products meeting the requirements of the critical consumer. Via short channels and without any unnecessary, intermediate steps. A formula that appeals to customers and growers alike. It is not without good reason that Fossa Eugenia is still growing: in the number of growers, production area and product range. Within this context, therefore, we are highly satisfied with Sormac's quality. It adds value to our mission to have a reputation as a professional and reliable supplier of high quality produce. Sormac understands our needs and is an added value for our company.”





Sormac drying techniques



Many years' experience have made Sormac the specialist in washing and drying delicate leafy vegetables. Drying delicate leafy vegetables requires specific expertise and is divided into two main groups: mechanical de-watering and thermal drying. The Sormac centrifuges fall into the category of mechanical de-watering and the Sormac air drying tunnels into the category of thermal drying.

In the past years, Sormac has marketed dozens of these innovative and extremely reliable centrifuges SC all over the world. Particularly due to their patented drive and infeed system, the machines are suitable

for mechanically de-watering delicate leafy vegetables. The unique slanted drum in the centrifuge safeguards precisely even layering of the produce and makes sure the leaves exit the machine undamaged. In addition to the increasing demand for a continuous mechanical de-watering system, Sormac has observed that also an increasing demand for thermal drying systems has arisen. The Sormac air drying tunnel LDT thermally dries the vegetable product to practically 0 % residual moisture. The less moisture remains on the product, the lower the water activity or aw value.

The aw value is one of the most underestimated factors in the shelf life and quality of foodstuffs. The aw value or water activity indicates the volume and the degree of free water in foodstuffs, and is therefore not to be confused with the water content. The water content consists of "bound water" and "free water". This "free water" is the water activity. This is the water that is available to microorganisms. The LDT is also characterized by the high capacity the machine can process while

having a small footprint. Sormac uses a floating bed, where the product floats, as it were, above the lower belt. The drying is uniform because the distribution of the drying air is independent of the layer thickness. The internal air circulation prevents the production area from being loaded with moisture and heat. Sormac is your specialist in drying techniques. The great variety of drying processes enables Sormac to always give good and honest customized advice and help you decide which machine best matches your requirements.

Air drying tunnel LDT



Centrifuge SC

Comparison of drying techniques

	Mechanical (SC)	Thermal (LDT)
Iceberg lettuce	1,500–2,250 kg/h with 3–4 % RM ²⁾	1,200–3,000 kg/h at 1–2 % RM ²⁾
Leaf spinach	800–1,200 kg/h with 6–8 % RM ²⁾	800–2,000 kg/h at 1–2 % RM ²⁾
Delicate leafy vegetables ¹⁾	800–1,200 kg/h with 6 % RM ²⁾	650–1,600 kg/h at 1–2 % RM ²⁾

¹⁾Rocket, young leaf lettuce, corn salad etc. ²⁾RM = residual moisture



“This enables Sormac customers to maintain their advantage over the competition!”

Agrargesellschaft Herbsleben AG in the German federal state of Thüringen proves that tradition can go together hand in hand with innovation. Since November 1990, traditionally grown crops such as asparagus, potatoes and onions have been processed in a highly innovative way in Herbsleben for the German market. A Sormac onion peeling line processes the onions from the fertile Thüringen soil at subsidiary Herbsleber Zwiebelvermarktungs GmbH and Erzeugergemeinschaft Mitteldeutsches Zwiebelkontor.

At Agrargesellschaft Herbsleben AG, only the best result counts. For this reason, innovation is paramount. Roland Schneider, Herbsleber Zwiebelvermarktungs GmbH director, tells us about innovation and sustainability and Sormac's role.

Schneider: *“The peeling line we have chosen is renowned for its low noise levels, not*



more than 83 dB(A), its ease of operation and, of course, its perfect peeling quality. The onion peeler is very environmentally and energy friendly, the latter adding up to substantial cost savings. This is especially due to the low compressed air usage of 1.2 Nm³/min. In addition, it is worth mentioning that the machines are fast and easy to maintain and clean.”

Bert Haffmans is very pleased with the cooperation with Herbsleber: *“At Sormac,*

too, we are only satisfied with the best result and with satisfied customers. For this reason, we continue to innovate permanently to maintain this high level. By updating the peelers continuously and making them operate in an increasingly modern, sustainable and economical way, product safety, quality and care for the environment can be safeguarded.

This enables us, but certainly also Herbsleber, to maintain our advantage over the competition.”

The onion peeling line consists of an infeed reception hopper, a transport belt, onion peeler **USM-S100**, inspection table, weighing machine and a waste transport belt. This silent peeling line enables Herbsleber to supply perfect fresh onion products, at the same time ensuring that the wishes of the German consumers always come first.

No future without innovation!

Sormac is proud to announce the appointment of a new agent for Italy. From March 2013, Unimex International Marketing has handled the sales of Sormac machines in the boot of Europe. The basis for the partnership between Sormac and Unimex was laid at Fruit Logistica in Berlin a month earlier. A cooperation with a fertile basis and a lucrative future!



Founded in Bergamo in 1979, at the centre of North-Italian industrial activity, Unimex

specialises in marketing technically high-quality machines for the food industry. Unimex is convinced that through this alliance with Sormac, it has found a reliable business partner. After all, quality standards such as operational reliability, quality, innovation, precision and a long life span are also found in all facets of Sormac's operational management. It is not without good reason that “No future without innovation” is one of the well-known slogans of the Dutch Unimex founders Joop Aarts, daughter Annette and son Joris. *“Unimex is greatly interested in cooperating with parties whose agendas feature innovation on a permanent basis. Abroad, we have several laboratories at our disposal where, in cooperation with customers, we conduct tests and demonstrations. Just like partner Sormac does in Venlo,”* says Joris Aarts.

A striking factor when they first met at Fruit Logistica, is that the cooperation was settled



at the fair at practically the same moment that the Italian company COLT.OR. Soc. Coop Agr. decided to add two machines to the existing Sormac machinery park in Ortucchio. In addition to other machines, such as a complete baby carrot line, the bestseller – the potato peeler **MS-20**, and the destoner **SO-40** have now been added to give the potato product programme an extra boost. So for Unimex, it was a perfect start of an amenable and positive collaboration with Sormac on the one hand, and with interested Italian customers in the food industry on the other! A great future thanks to innovation in both Italy and the Netherlands!