

Handtmann in dialogue.

New developments, innovations and complex automation solutions: visionary and future-proof, but fully-developed and reliable. This is the technology from Handtmann that was presented at the IFFA 2010 with great success on a stand packed full of innovations. To get to know the needs of the customers, to listen, analyse, advise and demonstrate – these aims were also very important on the Handtmann Maschinenfabrik exhibition stand. Close dialogue with interested parties and customers at the trade fair has confirmed that quality and the highest standards are what make the difference. Sophisticated products, flexibility and durability are needed for sustained success within the market.

However, “In dialogue” is more than just a short-term trade fair slogan for Handtmann. Intensive discussions, communication, analysis and individual consultation services have also continued after the fair – in the new *handtmann forum* in Biberach. Again, customers and their needs are the main focus. All new machines and products that were exhibited on the Handtmann exhibition stand can be tested out in line with your specific requirements in the *handtmann forum*.



The wide variety of new developments and tried-and-tested solutions were exhibited on the welcoming and open stand that highlighted the themes of “*handtmann forum* and dialogue” in a striking way: people and exhibits were the focal point. State-of-the-art media technology was behind a visual presentation of the high-performance features of the exhibits and the practical demonstrations showed the functions and the handling of the complex systems, also demonstrating the many advantages of the application-oriented process solutions from Handtmann. The solutions Handtmann had developed for and with its customers were a great attraction amongst the visitors to the fair. Whether it was automation solutions, innovative machines, auxiliary devices, individual projects or production organisation software – the international guests showed a great deal of interest.

In the sausage production and automation sector the attractions were the new **PVLH 228 linking and hanging line** with the new revolving head system, a new **PVLS 125 cutting line** with new cutting technology and a **new AST 340 robotic system** for automatically transferring smoke sticks loaded with strings of sausages directly into the smoking trolley. Additional functions and automation in the continuous production process – new developments in this field also attracted a lot of customer attention. One of these developments is the new linking process step in the **ConProLink system** with the option of fully-automated sausage production through to packaging: the **ConProTherm system**. This is an efficient complete system for linked cooked sausages in VegaCasing, with the 330 loading robot removing the finished products directly from the thermal system (Maurer-Atmos system), including collating and depositing into the packaging.

Some of the many innovations on the Handtmann exhibition stand were in the high vacuum filling technology sector, such as the **425 cutting valve** for connecting to the **HVF 670 and HVF 664** high vacuum fillers **for ham production**. It offers a real alternative for customers who want to portion directly into containers or thermo-forming machines. The machine series is completed by the new HVF 658 and HVF 660 high vacuum fillers with the range of applications comprising cooked sausage, boiled salami, summer sausage and semi-dry sausage or dry sausage, products made of very firm or cold feed material and dry sausage snacks.

Under the heading “Stand out from the competition thanks to new versatile products”, innovations were presented that are designed to satisfy the trend towards new, creative products. This is the reason behind the **Koex MFD** process solution, for example. The basic function of this solution is **automated, multi-lane forming of co-extruded products**. A wide variety of shapes, various different materials – the creativity of customers when developing new products is almost limitless. The **445 filling station for automatic dosing** of pasty, free-flowing products in bowls or trays, in conjunction with packaging machines and conveyor belts, also comes under this heading. Salads, delicatessen products – there are numerous possibilities. Another professional automation solution for a decisive edge was in the **minced meat automation** sector. It covers the entire process of portioning, collating and depositing in thermo-forming machines.

However it was not only in the machine and automation sector that innovations were on show, there were also new developments in the core area of auxiliary devices and handling. The **new HV 414 and HV 416 holding devices** for automatically linking natural, collagen and artificial casings with a few useful additional functions for easier handling attracted a large amount of interest amongst small and medium-scale producers as well as industrial customers. These devices can be used as new features for the PLH 216 and PLS 115 AL systems or for automatic linking in conjunction with the vacuum fillers. The newly-designed drive and a new, driven casing brake facilitate savings with every portion and every casing change. The **new HV 412 holding device** has been developed especially for the needs of small-scale producers. It boasts very fast and gentle linking of natural casings, meeting the performance requirements of small-scale producers, and comes into its own especially when products are being changed frequently.

Production optimisation hand-in-hand with cost reductions – **HCU**, the groundbreaking **software from Handtmann**. The network and all its benefits were impressively demonstrated live on the stand on a practical application and it attracted a lot of interest from modern, cost-oriented producers. In particular, the newly-developed **smoke stick scales option** for the production of sausages with AL systems identified a great deal of potential for savings.

Innovations and updates were also presented in the various control technology sectors, such as the **machine setup assistant** which is used to help reduce the rate of errors caused by machine configuration and operating mistakes, the new **compact touch-control system** for extremely easy operation enabled by the touch functions, as well as the **tele-service** facility. Handtmann control technology for greater day-to-day convenience and more benefits.

For Handtmann, the IFFA 2010 was once again a central focal point for the global meat-processing industry. It was also an international meeting place and the perfect platform for presenting a wide variety of innovations. The fair exceeded all expectations, in relation to the number of visitors, the orders taken, the quality of the discussions and the feedback on our exhibits. Handtmann is well setup for the future.



ConProTherm/
ConProLink System



PVLH 228 + VF 620



AST 340