



ALPMA and Hellenic Dairies – a long-standing partnership



The ALPMA Coagulator has long proven its value in the production of semi-hard, soft, and white cheeses around the world. Some dairies even have several of these highly efficient units in operation, including Hellenic Dairies in Greece. The 100th Coagulator from ALPMA was recently installed there.

Incidentally, the first Coagulator went into operation at Alpenhain in 1975, designed at that time for a capacity of 10,000 liters of milk/hour. In the meantime, this high-performance plant for continuous curd processing processes up to 50,000 liters per hour - with top quality and optimum yield. The Coagulator is the only fully continuous curd processing line. The precise cutting of the curd and its gentle processing ensure the highest process consistency with the lowest possible losses.

Hellenic Dairies, formerly TYRAS, has been working with the Coagulator in the production of traditional feta since 2002. At its main plant in Trikala, in the heart of Thessaly, the Coagulator replaced a production system based on manually operated vats. The company later installed another Coagulator at its Romanian subsidiary, Fabrica De Lapte Braşov. The third Coagulator (the 100th supplied by ALPMA) has now been commissioned in Trikala this spring, forming an additional production line.



60 years of successful partnership with Panseri Impianti

More than 60 years ago, on 10.08.1962 to be precise, history was made. With the signing of an agency agreement by Luigi Panseri and Franz Blattenberger, the story of a long and fruitful collaboration between the two companies, Panseri Impianti SRL and ALPMA, began. Over the years, we have not only carried out and completed numerous innovative projects together, but we have also built friendships. The many meetings with



f.r.t.l. : Gisbert Strohn, Luca Panseri, Frank Eberle

Gottfried Hain and his family, as well as with the Panseri family, are also unforgettable. Our thanks go especially to Luca Panseri, for his absolute loyalty and professionalism. His keen sense of the Italian dairy market and his commitment have been essential to the success ALPMA has had in Italy so far. We look forward to continuing this fruitful cooperation for many years to come.



The capacity had to be increased

According to Stelios Sarantis, the 25 million investment, along with peripherals such as production room, air conditioning, etc., was necessary because Hellenic Dairies urgently needed to increase capacity to better serve its markets. The decision for the expansion was made in mid-2020, ALPMA started delivery in the fall of 2021 and started operations in April this year. With the new Coagulator, the Trikala dairy can now produce around 180 tons of feta per day and better manage the seasonal fluctuations in the sheep and goat milk supply of around 90 million kg.

We would like to thank the Sarantis family for the many years of good cooperation and trust in ALPMA.



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NEWS & TRENDS



Influencing figure

Gisbert Strohn retires



f.r.t.l. : Gisbert Strohn, Michael Weber, Frank Eberle

At the end of the year, Gisbert Strohn, long-time managing director of the ALPMA Group, will retire. He led ALPMA for almost two decades.

In his engineering career, he spent many years as technical director for the beverage technology specialist KHS in Dortmund, Germany, from where he joined a medium-sized packaging technology company as technical managing director. In October 2003, he joined ALPMA as MD, where he set many accents for the further internationalization of the Group and focused his work on the expansion and the continued technological development of the portfolio.

During his time, important acquisitions were made in the field of cheese processing technology, such as the Swiss pasta filata, semi-hard and hard cheese equipment specialist Sulbana and the acquisition of the French specialist for bassine systems, Servi Doryl. Mr. Strohn also drove forward the areas of digitalization and Industry 4.0 – important topics to secure ALPMA's position as a world market leader.

"From my first visit to ALPMA, I was impressed by the variety of sophisticated machines and the unique expertise of

cheese production and processing," recalls Gisbert Strohn. "That's why it was always most important to me to integrate new technologies in drive technology, automation, robotics and digitalization into our portfolio at an early stage. As a result, we are now able to develop machine concepts that would have been virtually inconceivable just a few years ago."

Handover to successor at the turn of the year.

At the end of the year, Gisbert Strohn will retire, not without first preparing the transition to his successor: Michael Weber, currently head of operations, will succeed Gisbert Strohn in the role of technical MD. He came to ALPMA in 2018 from Krones AG. As before, ALPMA will continue to be managed by a shared leadership in the future: Managing Director Frank Eberle is looking forward to working with Michael Weber in his new role – and thanks Gisbert Strohn for the many years of good teamwork:

"The joint development of the ALPMA Group has been fun, but above all it has been very successful and has led to many new developments that have shaped the industry. We wish you all the best for the future."



MARTIN HAIN
Chairman and
ALPMA Shareholder

Dear customers and business partners,

It is exactly five years since I had the pleasure of writing the last editorial for you: at that time, we celebrated 70 years of ALPMA with a big ceremony. Today we look back on 75 years of company history and thank you for remaining loyal to us.

Gisbert Strohn has been the managing director of our traditional company for almost twenty years. Above all, his great technical understanding coupled with perseverance and persistence in the search for the best solution and his enthusiasm to create something great for the benefit of you, our customers, have distinguished him during this long time.

As a result, he has won your and our respect and much appreciation. At the end of the year, Mr. Strohn will now go into his well-deserved retirement. We have been able to recruit Michael Weber as our new Technical Director, currently head of Division Operations. As of January 01, 2023, he will together with Frank Eberle form the shared leadership of the ALPMA Group.

I wish Mr. Weber much success in his new role, which is so important for ALPMA and I would like to thank Mr. Strohn for his enormous commitment and wish him a relaxing retirement.

Stay healthy and stay in good spirits!

Martin Hain
MARTIN HAIN

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

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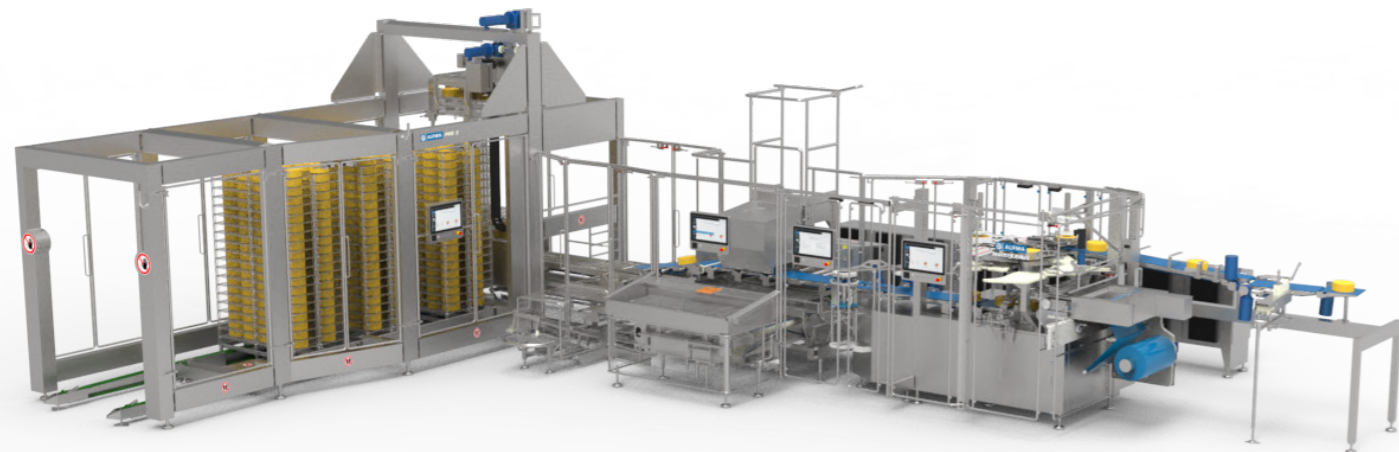
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 Soft cheese packaging in large format

ALPMA installs first MultiSAN L at Champignon Hofmeister

The Champignon Hofmeister Familienunternehmen cheese dairy is one of the best-known soft cheese producers in Germany. The specialties of the family-owned company, headquartered in Heising, stand for complete delish and enjoy great popularity in the refrigerated shelves as well as at the cheese counter. In production, Champignon has relied on high technology for decades to ensure its high quality standards. One of the most important partners in this from the very beginning has been ALPMA. The latest result of this cooperation is the new MultiSAN L, the first fully automated packaging line for soft cheeses weighing up to three kilograms.



Products from the self-service shelf usually weigh between 80 and 200 grams.

The soft cheeses processed on the MultiSAN L weigh about 10 times that. Instead of 600 to 800 grams, for example, up to 8 kilograms have to be moved on the turntable at the same time. It was not only the drastically higher weight that presented the developers at ALPMA with challenges. At the same time, a significant increase in throughput was to be achieved compared to the previous machine: **The customer Champignon had set a target of no less than doubling the output.**

The central challenge was therefore to pack the same products in the same films – but twice as fast. This is more than simply scaling up the existing MultiSAN solution. It required fundamentally rethinking the concept of the machine once again. The machine dynamics had to be realigned, key components redimensioned, other components simply enlarged, while still ensuring easy, direct access to the individual system parts. All format parts still had to be easy to change and handle so that all cheeses, no matter what shape, are accurately and perfectly wrapped in their film and labeled with the appropriate label – in a fraction of a second.

Bespoke vision system ensures optimum alignment

To ensure this, ALPMA uses modern visual and digital technology at its MultiSAN L. A special vision system with camera detects and verifies each individual soft cheese right at the start.

For example, in the case of a seven-segment cheese, it determines exactly how and at what angle it must be rotated so that it can then be perfectly wrapped in the film and provided with its label. This alignment of the cheese is carried out using special conveyor belts that enable centering with millimeter precision and without contact, before the cheese is then transferred using large tongs. All this happens at high speed: at its peak, the MultiSAN L packs up to 40 cheeses per minute, so it takes less than 2 seconds per cheese to align, transfer, and wrap in film!

Fast format changes and high process reliability

This level of automation is possible primarily thanks to modern servo technology, which allows each individual movement in the process to be controlled and monitored. The machine is controlled via an interface, also developed by ALPMA, which makes it easier for employees to monitor and control the entire process and also supports them during critical steps such as changing over from one product to another.

It took ALPMA only about eleven months to develop, install and commission the MultiSAN L. A short time for a machine that was newly developed in many parts. This is only possible if you can work openly and trustingly with the customer on such a project - as is the case with Champignon Hofmeister Familienunternehmen.

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 Smart process technology

RefineYourBrine: Innovative concept of microfiltration of brine in unit design

Precise, simple and yet extremely flexible and efficient - this is how the newly installed microfiltration unit for brine presents itself. Most cheeses are treated with salt before they are sold, often in a salt bath.

However, a salt bath is not just water with salt in it, but much more: **because the flora of the salt bath, consisting of bacteria and enzymes, plays an essential role for a unique cheese taste.** In order to always have control over the composition of the salt bath, intensive care is required. This is where microfiltration technology comes into play, ensuring defined retention rates for microorganisms, but also for milk components such as protein.

The standard version of the basic system already meets all the requirements for optimum filtration of brine and can be used immediately after installation (plug&play). It is available in three different sizes and a capacity range of 1,000 – 8,000 l/h.

 Service Application

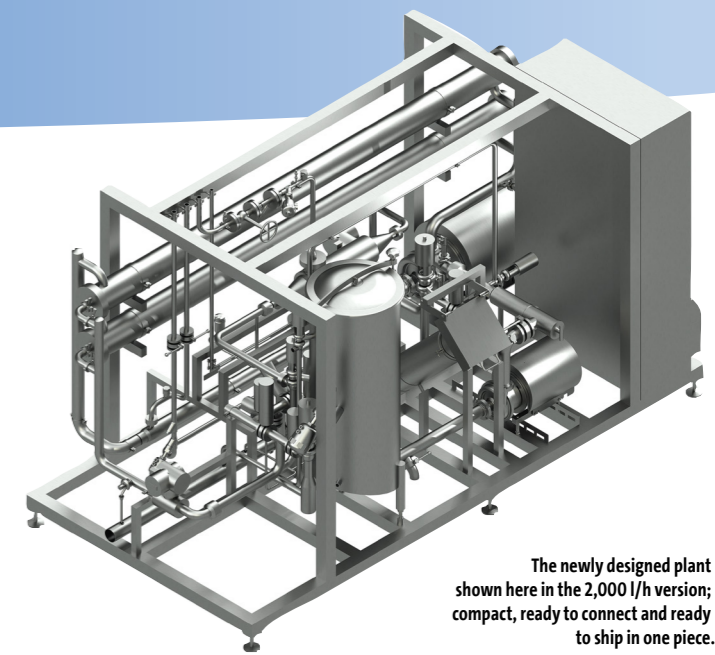
ALPMA Connect – more than just an IoT platform

In the future, ALPMA Connect will be the central point of contact for all ALPMA topics in the area of service and spare parts. The basic version of the platform includes your individual contact to customer service (ticketing, video or chat), the spare parts catalog APSIS 4.0 and a dashboard for a production overview.

Newly delivered ALPMA machines are connected to the system automatically and free of charge, but older machines can also be retrofitted.

ALPMA Connect offers the following benefits for our customers:

- Shorter waiting time for problem solving
- Creation of a knowledge database by solving tickets
- Fast finding (3D view) and ordering of spare parts
- Evaluation of own machine data, without separate development effort or external solution



The newly designed plant shown here in the 2,000 l/h version; compact, ready to connect and ready to ship in one piece.

Short times for exhibition, integration and commissioning are thus guaranteed. By optimizing the design, the footprint has been reduced and the ease of operation and service has been significantly improved. The high-quality components used are field-proven and designed for use with brine in aggressive environments.

Great attention has also been paid to improving plant hygiene. For example, the necking out of pipe connections and optimized pipe geometry lead to a reduction in weld seams and nozzle lengths.

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ALPMA-Connect entered the beta test phase in the fall and is being continuously developed and expanded with new functions.

Future functional enhancements include:

- Individual data and fault evaluations
- Training, tests and information material for technicians
- Predictive Maintenance
- Process optimization with A.I.

Have we aroused your interest?

Register in advance for ALPMA Connect!

■ [More info:](#)

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