

EMPLOYEE OTTO ESTERMAN

The record man goes

It is now 44 years since an innovation changed, indeed revolutionized, the cheese market: the ALPMA coagulator, which continuously processes the milk into curd like an assembly line. In 44 years, ALPMA coagulators have not only produced a great deal of curd, but also many records. Most recently two years ago, when ALPMA installed the longest coagulator to date in the US state of Wisconsin: 83 meters. The coagulator is a success story. A man who helped write this story was retired in December: **Otto Estermann.**

Estermann has also produced superlatives. His length of service alone is record-breaking: almost 50 years. As a cheese-making technology fitter, Estermann was involved in the construction of all the coagulators that left the ALPMA factory in Rott over the decades. Coagulator number 97 is currently in the assembly hall – Estermann was personally involved in the construction of the 96th coagulator. So now the always friendly, always reliable record holder has left the company which he helped to shape. The ALPMA management and his colleagues will miss him.



F. l. t. r.: Karsten Möller, Gisbert Strohn (CEO ALPMA), Otto Estermann, Frank Eberle (CEO ALPMA), Michael Löw

SUSTAINABILITY

ALPMA switches to green electricity



On 1 January 2020, ALPMA Alpenland Maschinenbau GmbH switched over to 100 percent renewable electricity - a step towards a climate-neutral future. The green electricity for the ALPMA headquarters in Rott am Inn comes from Rosenheim, some 15 kilometres away - from the Rosenheimer Landwerk. The Landwerk, which is part of the Rosenheim municipal utility company, markets, among other things, electricity from small biogas plants. By opting for green electricity from Rosenheim, ALPMA is actively supporting the energy turnaround in the region.



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NEWS & TRENDS



FRANZ GLAS
Head of Division Cutting
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Dear customers and business partners,

actually the following sentence should have been written here: We look forward to presenting our latest developments to you during the Interpack in Düsseldorf. But now the corona virus is dominating our lives and actions, the fair is cancelled. We regret this, but we fully understand, as health is the most important thing. Now we must all together, every person and every company, do our best to protect life and to master this challenge.

Even in difficult times you can rely on one thing: ALPMA is there for you. On the telephone, by e-mail or in video chat: it remains our motivation to maintain personal contact, to exchange ideas with you directly. Our contact persons and area representatives are always present. As we are currently unable to present our new products at trade fairs, we would like to do so on the following pages. I wish you much pleasure.

We are looking forward to welcoming you personally again soon. Until then, I wish you all the best in overcoming all challenges. Stay healthy!

Your

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

- ALPMA** **SULBANA**
- Mozzarella
- Semi-Hard Cheese
- Hard Cheese



Probably the best butter pack in the world: ALPMA FreshPack

That sound. That quiet crack! A promise of freshness. That amazement: no fat fingers. The smell that turns on the head cinema. Alpine pastures, meadows, cows. And then? That taste on your tongue. So familiar, and yet so different. Original, intense, simple: buttery. **How can that be?**

The conventional, envelope-like wrapping method is a classic with weaknesses. Not sealed, not optimally protected, not very practical, keyword: fat finger

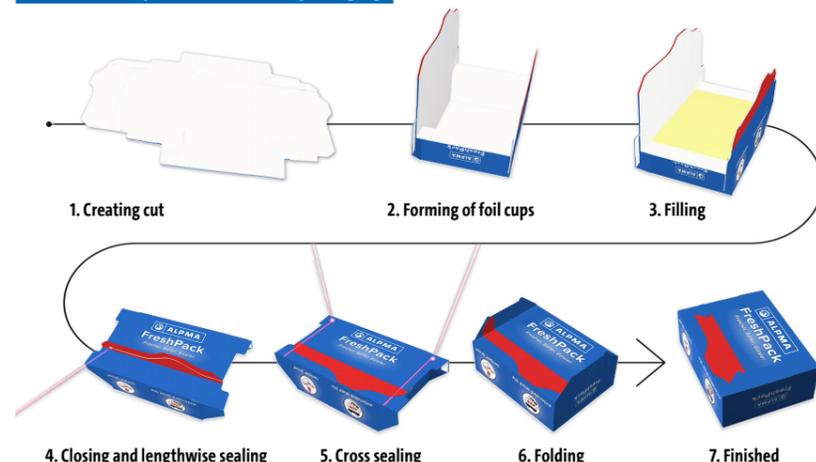
"We have heard time and again from our customers that they are looking for alternative packaging", says Franz Glas, ALPMA division manager for cutting and packaging technology.

ALPMA has now developed this alternative in a very special way.

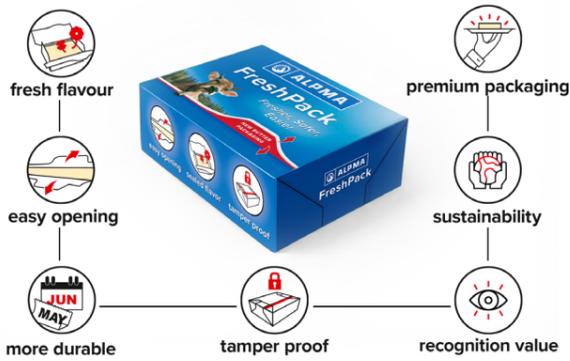
FreshPack. This is the name of the patented solution that ALPMA has developed for packaging butter. FreshPack is the reinvention of a method that has remained unchanged for decades: the packaging of butter.

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Production steps of the freshness packaging



Benefits ALPMA FreshPack



"As a result, the aroma is retained in the product much better," says Franz Glas. "When you open the packaging, you have a fragrance experience. You can smell and taste that the butter is fresher."

You smell the difference, you taste it. In other words: FreshPack allows the butter to develop its full flavour. And at the same time it delivers on the promise of freshness that the packaging makes as soon as it is opened. Rats! Like the jam jar that cracks when opened. Like the crown cap that hisses when opened. ALPMA is convinced that the sound of the packaging must be right. It gives the product a recognition value that sets it apart from the competition.

The practical convenience flaps of the FreshPack solution are also unique. They make it possible to tear open the butter quickly and easily. Greasy fingers? Are finally a thing of the past thanks to Easy-Opening.

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REMOTE-SERVICE

Fast help from a distance

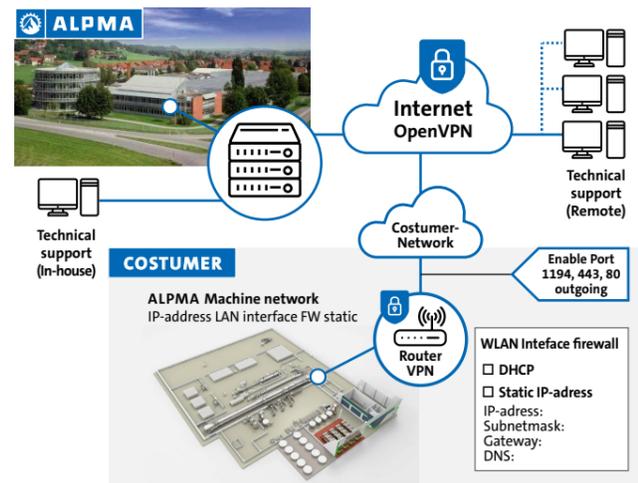
Remote maintenance has established itself and has long been part of the state of the art. Lightning-fast response times, relatively low costs - ALPMA has been using this method for years to provide immediate support in the event of a fault. If you are looking for optimum remote maintenance, ALPMA offers you a choice of two options.

Variant number one combines a proven idea with modernized software and hardware solutions. For example, a diagnostic function can be used to regularly check the function of the connection. This guarantees rapid assistance in the event of a fault. Without unnecessary loss of time. Special data logging functions for even better fault analysis support technicians on both sides - and increase efficiency even further. VPN connections prevent unauthorized access. In addition, it is possible to release a connection via controlled switches, also with password query. You decide yourself who is allowed to connect to your system. And thanks to personalised access and transparent logging, you can always see who was connected to your system at what time.

With variant number two accesses the customer's system directly online, analyzes the problem and immediately takes care of fault clearance. Thanks to the machine's secure access to the Internet, ALPMA technicians can solve technical problems remotely without having to travel. This saves time, nerves and costs. A principle that ALPMA has been successfully implementing for years - and has now further professionalized. Thanks to new, high-performance hardware, the connection technology between the ALPMA service technician and the customer's machine has been greatly improved.

The new plus points:

- + Access independent of the operating system
- + Special data logging function for recordings for troubleshooting with alarm
- + Only one router for different ALPMA installations
- + No configuration of the customer router necessary
- + Transparent logging of all connections between ALPMA technician and machine using personalized access
- + Access can be switched on and off at any time using a switch or a password on the screen



All this makes remote service even faster and more professional. **ALPMA – Technology in safe hands.**

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FONTERRA MANUFACTURING EUROPE

Fonterra Open heart surgery

When Wietze Jongsma talks about the Fonterra project, he sounds like a surgeon. "We had to perform seven open heart operations," says the Dutch ALPMA/LTH representative. In close cooperation with the project teams, it was possible to massively increase the processing capacity for whey - and at the same time keep operations running at the Fonterra plant in Heerenveen. Thanks to hair-splitting planning and surgical precision, it was possible to accelerate the heartbeat of production without interrupting the whey cycle.

A HUGE SUCCESS.

Since 2015 Fonterra has been working with the cheese dairy Royal A-Ware, which produces cheese in Heerenveen. Fonterra processes the whey that is created during production at its plant right next to the Royal A-Ware cheese dairy into, among other things, formula milk for infants and food for athletes. When Royal A-Ware decided to build a mozzarella factory with an annual capacity of 45,000 tonnes in 2018, Fonterra was also faced with a challenge: to rapidly increase its own capacities in order to cope with the enormous flow of new whey. "We knew exactly when the additional whey had to be processed and prepared accordingly," says Diana Krabbe, General Manager Operations at Fonterra Europe & Africa. "But the process itself was quite difficult because everything had to be done on time and we needed to integrate the new capacity into the existing processing environment without interruption.



F. l. t. r.: Johan Hoeksma, Diana Krabbe, Mike Toplis, Wietze Jongsma

Fonterra put the project out to tender and the applicants presented their individual, turnkey solutions. "We never assume that our counterparts may have understood what we mean or need, we make sure that there is a real understanding," says Johan Hoeksma, project manager at Fonterra. Fonterra ultimately saw this understanding at ALPMA/LTH. Thanks to precise planning, the new 30x30 metre Fonterra building was ready on time when ALPMA/LTH sent the new whey processing line to Heerenveen in September 2019 in seven trucks. Each truck had to arrive at exactly the right time, and a crane lifted the deliveries into the new building on the roof of the Fonterra factory. **A Herculean task.**

The heart of the Fonterra project is a new **ALPMA RO High^{TS}** system with an integrated RO-Polisher. The first mozzarella whey was processed as early as November 2019. With perfect planning and team spirit, Fonterra and ALPMA/LTH were able to master the challenge together, "without impairing the ongoing whey processing and its high quality", says Johan Hoeksma

His conclusion: "ALPMA/LTH's commitment was far beyond the normal level. They got things right the first time, which is not always the standard in projects".

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