

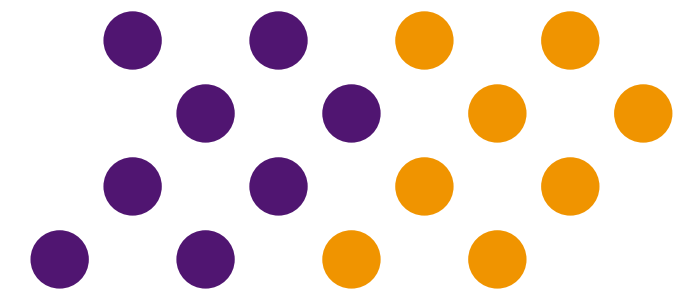


**Packaging
your ideas...**



Hastamat develops and produces high-quality packaging machines and lines custom-tailored to suit individual customers' needs. The company name stands for innovative, flexible, efficient and sustainable system designs and service available worldwide. Hastamat offers comprehensive solutions across the entire life cycle of your system – from the idea to engineering, construction and commissioning, right through to training and spare parts supply.

Hastamat



Your high-quality products will gain from perfect, efficient, and sustainable packaging. Hastamat has been offering innovative system solutions from a single source since 1953. Discover the opportunities that cooperation with Hastamat opens up for your value chain. When it comes to after-sales support, our unique service organisation is available worldwide to assist you. With over 60 years of experience,

we know what really matters when it comes to packaging products. Our goal is to make you more successfully in your business. We regard our customers as true partners with whom we enjoy an active exchange, aligning ourselves to their specific needs. Thus new packaging ideas, experiences and suggestions flow into the innovation process and good things become even better. This is how we understand “> packaging your ideas...”

Olaf Piepenbrock
Executive
Partner, Piepenbrock

Michael Schulze
Managing Director
Hastamat

Marco Hinter
Head of Sales &
Marketing, Hastamat



Stackable Chips

When the concern is the packaging of stackable chips, Hastamat has the special expertise, which the company has developed over decades as one of the leading machine builders in the industry. Today, many global players as well as small and medium-sized manufacturers of snack products place their trust in Hastamat packaging lines and system solutions.

Our employees are specialists with a great understanding of the challenges you face in your everyday production. And this on all levels of the company – from management

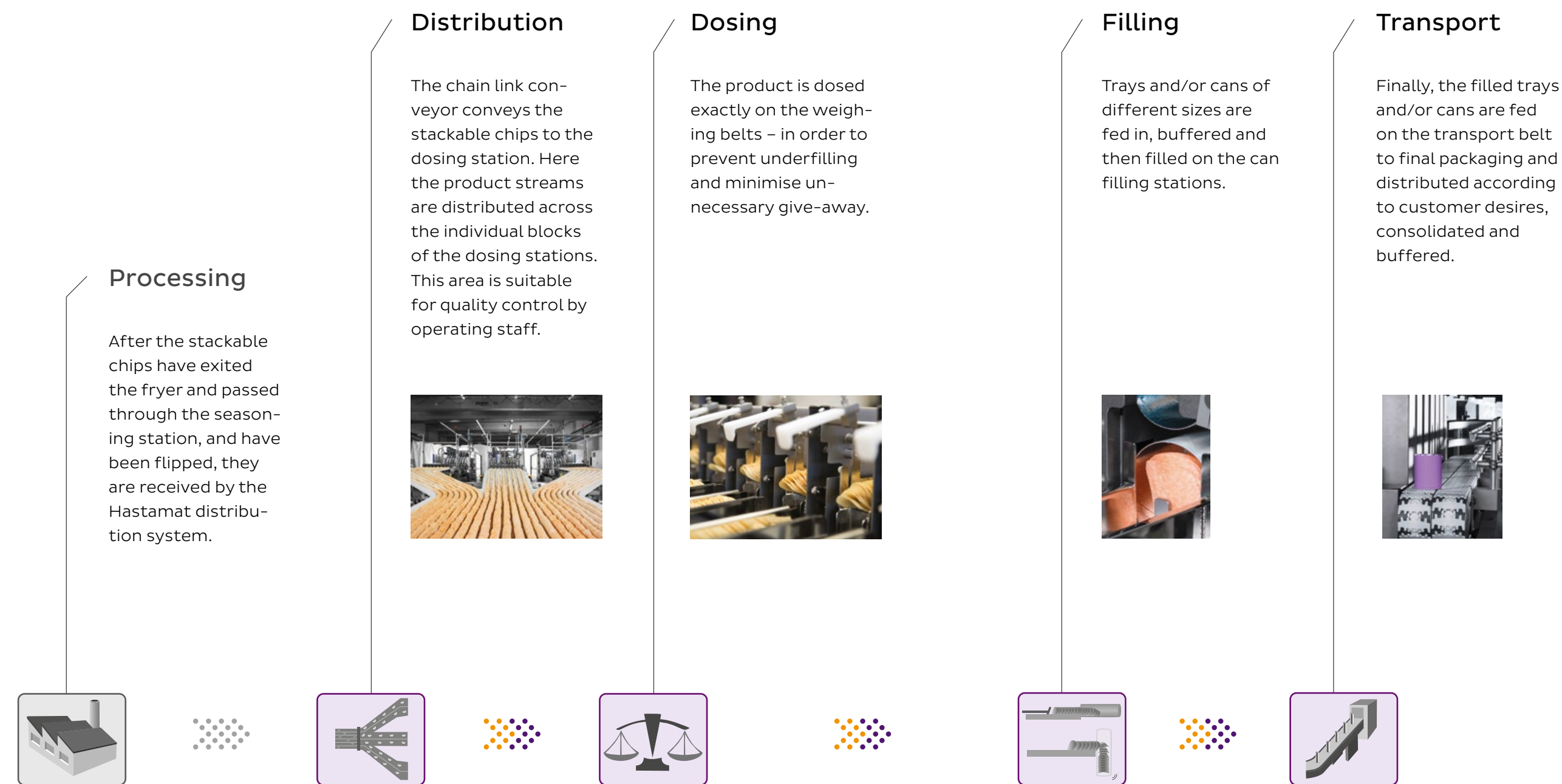
to engineering to specialised employees. We foster this comprehensive understanding of our work with great individual responsibility. Flat, transparent hierarchies ensure short decision-taking paths and quick decisions. Continuous project management, incorporating all participating areas, allows for maximum transparency, quality and streamlined processes. You can trust in our machines and solutions in your value creation chain. We call this corporate excellence.



FACTS AND FIGURES

- > **The company is founded**
in 1953 in Lahnau-Waldgirmes
- > **The first stackable chips packaging line is delivered**
1978
- > **Number of employees**
100
- > **Headquarters**
Lahnau in Hesse, Germany
- > **Further locations**
USA, South America, Ukraine, Russia, Thailand, more than 50 sales and service partners worldwide
- > **Export share**
Approximately 80 percent

Stackable chips in the packaging process





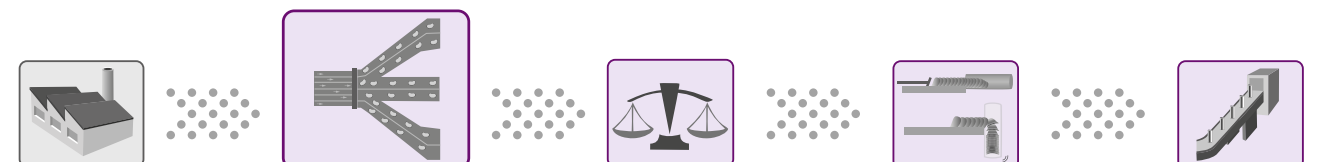
Distribution

Product transfer

The chain link conveyor is the format part of Hastamat's packaging line for stackable chips. Depending on the lane spacing and number of lanes in the fryer, we adapt the chain link conveyor to the customer's production process on the line. The stackable chips coming from the fryer cool off after seasoning and are flipped on the chain link conveyor. This allows operating staff to carry out quality control. At the end of the chain link conveyor, there are ejector flaps on each lane – for the individual ejection of the lanes. That way, we guarantee interruption-free production. Optionally it is possible to buffer stackable chips on the chain link conveyor.

FACTS AND FIGURES

- > Number of lanes 8 – 24 / 1 to 3 blocks
- > Length of chain link conveyor approximately 4 to 6 metres (can also be extended on request)
- > Individual adaptation to production situation



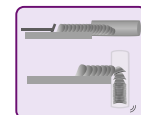
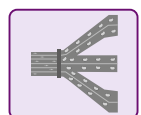
Dosing

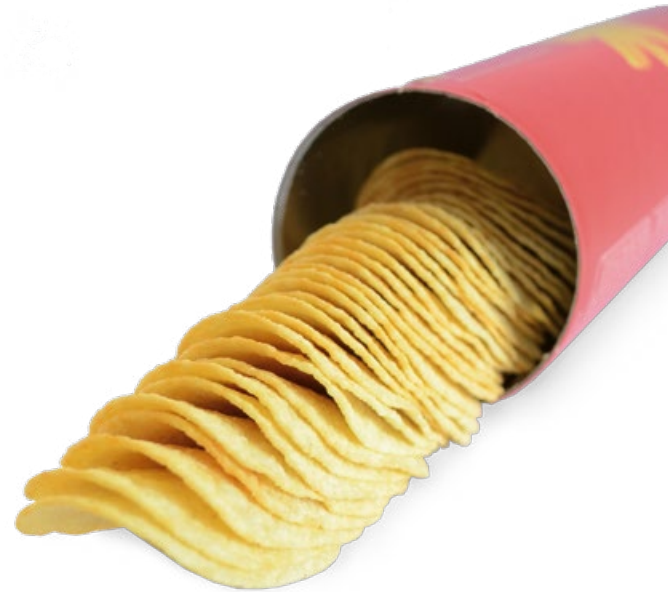
SCA weighing technology

In the weighing process, each lane is also autonomous and is fed onto the weighing belt in line. Thus Hastamat's packaging machines for stackable chips are extremely reliable. All components which come into contact with the product, are easy to reach, easy to remove and can be cleaned wet. Depending on customer requirements, it is possible to set the weighing technology to the filling in accordance with the pre-packaging directive (MID) or FDA requirements.

FACTS AND FIGURES

- > Number of lanes: 6 to 9 per block
- > Dosing range: 40 to 200 grammes
- > Modular design
- > Parts which come into contact with the product, can be changed quickly
- > No mechanical conversion for format change





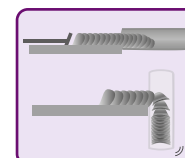
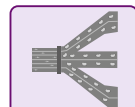
Filling in cans

Can handling station

There is a buffer system for empty cans in the line. Here, cans can be fed in manually or automatically by operating personnel. The cans are distributed to the lanes and conveyed into the filling position fully automatically. Using vibration, the stackable chips are fed into the lying-down can and put mechanically into the can by the pusher. Once the cans have been filled, they are erected and directed to the discharge conveying system.

FACTS AND FIGURES

- > Can diameter: 64 to 73 millimetres
- > Can height: 90 to 260 millimetres
- > 6 to 9 lanes per block
- > Output: Up to 25 cans per lane per minute
- > Format change: < 5 minutes per block
- > Modular flexible design



Filling in trays

Tray and can handling station

The line also has a buffer for trays. The trays are unstacked and fed into the filling position automatically. The gentle product filling sets standards in the industry and guarantees maximum efficiency. On customer request, the trays can be pushed into a can after filling. Once the trays have been loaded, they are transferred upright in single file to the customer's further processing equipment (secondary packaging). Optionally, the system can be upgraded to include distribution, merging stations and buffering systems.

FACTS AND FIGURES

- > Tray length: 90 to 230 millimetres
- > Can diameter: 64 to 73 millimetres
- > Can height: 120 to 260 millimetres
- > 6 to 9 lanes per block
- > Output: 5 to 18 trays/can per lane per minute
- > Format change: < 5 to 10 minutes per block
- > Modular flexible design

Practice report

Europe Snacks



With innovative products and state-of-the-art production systems, the French manufacturer of retail brands, Europe Snacks, is writing a success story in a highly competitive market.

The city of Saint-Denis-La-Chevasse is located in the Vendée department, in the west of France, in the Pays de La Loire region. This is where Europe Snacks has its headquarters.

“We manufacture various kinds of baked and fried snacks. Our particular strength is stackable chips packed in cans”, explains Jean-Louis Roger, Industrial Director Europe Snacks. In France, only the Pringles brand was present on the market. There was absolutely no manufacturer of high-quality retail brands. Europe Snacks took over this market with standard products and with the development of new, innovative products in the stackable chips sector.

“Give-away” of 10 to 15 percent per can “However the packaging system that we were using starting in 2008 had a significant weak point”, argues Roger. Packaging was by volume and not by exact weight. “The consequence of this was that thanks to generous packaging by volume in production, we were overfilling the packages and thus giving away a lot of product”, says Jean-Louis Roger. “Just to give you an idea: I’m talking about an average overfilling of

10 to 15 percent per can”. Europe Snacks’ management was also confronted with another challenge in production: breakage. “Regarded from the point of view of product quantity, we simply had too much product loss in packaging”. We needed a technical solution that could guarantee slight overfilling and gentle handling of the product.

Modular design of the packaging system

“Technically, the clear structure of Hastamat’s packaging system, its modular design, user-friendliness and its obviously gentle handling of products fascinated me from the first presentation”, recalls Jean-Louis Roger. The low personnel requirements for operation of the system and low maintenance costs also promised lower production costs per kilo of packaged goods. Decisive for Europe Snacks’ purchasing decision was that the Hastamat packaging system did not package by volume, but by weight. Exact weighing to within 1.5 to 2 g with the Hastamat packaging system allows filling the cans of different sizes precisely with roughly one potato chip – maximum two potato chips. “Thanks to packaging by weight, product loss was reduced sharply”, summarises Jean-Louis Roger.

Highly-efficient use of personnel

Europe Snacks ordered the first production line with 16 lanes from Hastamat in 2010. It was designed to package 500 kilograms per hour and today packages 600 kilograms per hour. Just six months later, Europe Snacks ordered a second production line from Hastamat with 18 lanes; and just one year later, a third production line with 24 lanes. It processes up to one ton of stackable chips each hour. Generally during regular operation, only three employees work on the largest production line with 24 lanes. Jean-Louis Roger: “This is how we produce at maximum capacity with highly-efficient use of personnel”. After these positive experiences, the fourth production line with 24 lanes was also ordered from Hastamat; it was put into production in April 2014.

Integration of the packaging system into the production lines

The adaptation of the Hastamat packaging line to Europe Snacks’ new, environmentally-friendly can type was no problem. “Generally, Hastamat packaging machines can be integrated very well into our production”, says Jean-Louis Roger about Hastamat’s technical expertise. Over the years of cooperation, it has become clear that Hastamat works well with Europe Snacks and continues to

enhance the packaging systems according to the customer’s needs.

Good outlook in France and on new markets

In addition to the systems for packaging stackable chips, Europe Snacks uses five Hastamat packaging lines, consisting of multihead weighers and vertical form, fill and seal machines for crackers and snacks. Europe Snacks has created a very good position for itself on the French market thanks to its state-of-the-art production and innovative products. With 5000 tonnes of stackable chips, the company sells more volume than the brand manufacturer Pringles, with 4500 tonnes. “We are proud of our strong team, our good products and our true customers”, summarises Jean-Louis Roger.

Packaging styles

Cans, trays and tray in can

Cans

Inner diameter:
64 to 73 millimetres

Height: 90 to 260 millimetres



Trays

Length: 90 to 230 millimetres



Tray in can



Pre-sales service

Professional teamwork



Customers around the world value Hastamat's expertise when it comes to especially difficult challenges. During the cooperation, innovative machine variants are created, and entirely new packaging approaches, which offer innovative possibilities in goods presentation and clearly improve product convenience.

Hastamat technical centre

Together with our experienced technicians, you can test machines in our technical centre and train your personnel extensively.

With original material, we create samples and conduct test runs - also with your formats. Using the data thus gained, we analyse the economic aspects and feasibility of the task at hand. Naturally we also check for improvement potential and make suggestions about packaging design, for example with respect to types of openings, material combinations and machine mobility.

More value

Innovation, technology and quality

When you opt for Hastamat packaging solutions, you're on the right track. That's because we guarantee the highest mechanical engineering quality – “Made in Germany” from Lahnau. Our outstandingly qualified specialist staff with many years at the company stand for technical expertise and maximum in-house production depth.

Hastamat packaging machines enable extremely gentle dosing of stackable chips in cans and trays of various sizes. Easy handling and quick conversion times increase your flexibility in primary packaging. Hastamat systems package reliably and completely automatically within the production-typical properties of natural products. Hastamat's unique hygienic design concept guarantees a packaging process with the highest hygiene standard.

Production costs account for the largest share of the total cost of ownership of your packaging system. We help you reduce the costs where they arise – beneath the surface. That way, you create “more value”.

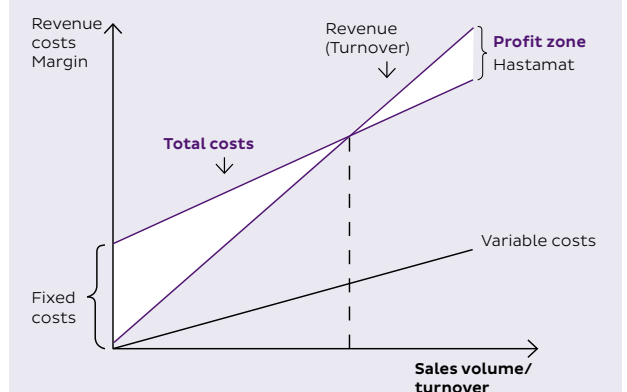
The acquisition costs are only the smallest part of the production costs over the life of the machines. The highest output and efficiency reduce production costs in the long run.

Cost benefits

Production costs under control

Hastamat packaging machines and lines stand for the highest quality, output, and therefore for the greatest efficiency. With fully automated packaging machines for stackable chips, you will reduce your personnel costs in production to a minimum. Thanks to the precise dosing in each individual package, you will give away less product, significantly reducing your “give-away”. We ensure that your package do not have any underweights and under-fillings. Hastamat guarantees an optimal production process.

COSTS UNDER CONTROL



Your cost advantage

Over the service life of the machine, your investment costs will pay off thanks to the better overall performance of Hastamat's machines and lines.

After-sales

We are there for you always!

“For us, the customer has to take centre stage. That’s why we are contactable around the clock and have our service team available – worldwide!”

Anette Drescher, Head of Service

Your new Hastamat machine improves the efficiency of your production unit. We make sure that it stays that way. Around the globe, around the clock. With our service organisation and our service range, we are close by all around the world. You can contact us 24 hours a day on an international hotline. The service is controlled by regional service bases. No matter where you are – we will get to you.

**He who remains flexible, wins:
with Hastamat updates.**

You can supplement and upgrade your machines and packaging lines cleverly for many years to come. Even complete format conversions for new types of packaging and products are possible. We also define the project process exactly – it doesn’t matter whether it’s the dispatch of a spare part or an custom development.

We list all items and prices in a detailed and comprehensible manner. That way, you always have a clear overview of your orders, invoices and services. And full control over costs.



Carbon-neutral packaging

Actively living sustainability

At the Piepenbrock Company Group and at Hastamat, sustainability plays a central role. We use the motto “carbon-neutral packaging” to sum up our ecological engagement, with which we position ourselves as a sustainable mechanical engineering company. Thus, we have been a “first mover, supplying carbon-neutral packaging machines, for several years now. We use climate protection projects to offset the emissions released during the value creation process. An official certificate confirms this. In addition, the Piepenbrock Company Group has planted more than 100,000 trees in the Piepenbrock Forest in Rheinshagen,

thus guaranteeing carbon-neutral operation of packaging machines in production on the customers’ premises. We also focus on sustainability in the production unit: We resolutely reduce our consumption and optimise the technology of our packaging machines. At the same, the Piepenbrock Group sustainability report also provides detailed information on sustainability management at Hastamat.



Sales

Packaging solutions
from a single source



	Feeding, distribution, buffering	Weighing and Dosing	Primary packaging	Secondary packaging	Tertiary packaging
Stackable Chips	
Hygienic Design (food)
Snacks & sweets	
Sticks	
Non-food
Chocolate tablet
Chocolate bars
Chewing gum
Dry baked goods
Confectionery
Pharmaceuticals

The business group

Addresses

Hastamat
PIEPENBROCK GROUP

- > Complete packaging lines with individual weighing and dosing systems
- > Packaging lines for stackable chips
- > Product handling and distribution systems
- > Multihead weighers
- > Vertical form, fill and seal machines
- > Sorting and packaging lines for stick-shaped products
- > Counting systems



<https://www.hastamat.com/de/standorte.html>

Parent company and affiliated companies

Piepenbrock

Piepenbrock Unternehmensgruppe GmbH + Co. KG
Hannoversche Strasse 91-95 · 49084 Osnabrück, Germany
Tel.: +49 541 584-10
Fax: +49 541 584-1338
E-mail: info@piepenbrock.de
www.piepenbrock.de

- > Facility management
 - > Building cleaning
 - > Maintenance
 - > Security
 - > Equipment testing
 - > Energy management
 - > FM consulting
- > Maintenance of green areas
 - > Clean room cleaning
 - > Technical building management
 - > Winter service

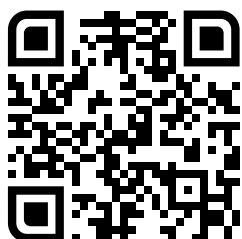
LoeschPack

Loesch Verpackungstechnik GmbH + Co. KG
Industriestrasse 1 · 96146 Altendorf, Germany
Tel.: +49 9545 449-0
Fax: +49 9545 449-500
E-mail: sales@loeschpack.com
www.loeschpack.com

- > Infeed systems
- > Pick and place robot systems
- > Tray loading systems
- > Winding machines
- > Fold wrapping machines
- > Cartoning and erecting machines
- > Complete packaging lines



Your products perfectly packed



Hastamat Verpackungstechnik GmbH + Co. KG
Naunheimer Strasse 57 · 35633 Lahnau, Germany
Tel.: +49 6441 6009-0 · E-mail: info@hastamat.com
www.hastamat.com