

# > Packaging your ideas...

Packaging stackable chips.



# 03

Hastamat.



Your high-quality products will gain from perfect, efficient and sustainable packaging. Hastamat offers you innovative system solutions for this from a single source. Discover the opportunities that a cooperation with Hastamat opens up for your value creation chain. In after-sales support, our unique service organisation will assist you worldwide. We are part of the Piepenbrock Company Group, which is more than 100 years old. As an owner-managed family company in the fourth generation, we make a clear promise: to make our customers more successful in their business. We

regard you as a true partner, whose actual needs determine our actions. 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**  
Chairman,  
Piepenbrock Group

  
**Michael Schulze**  
Managing Director,  
Hastamat

  
**Marco Hinter**  
Director Sales &  
Marketing, Hastamat

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



# 04

## Stackable chips.

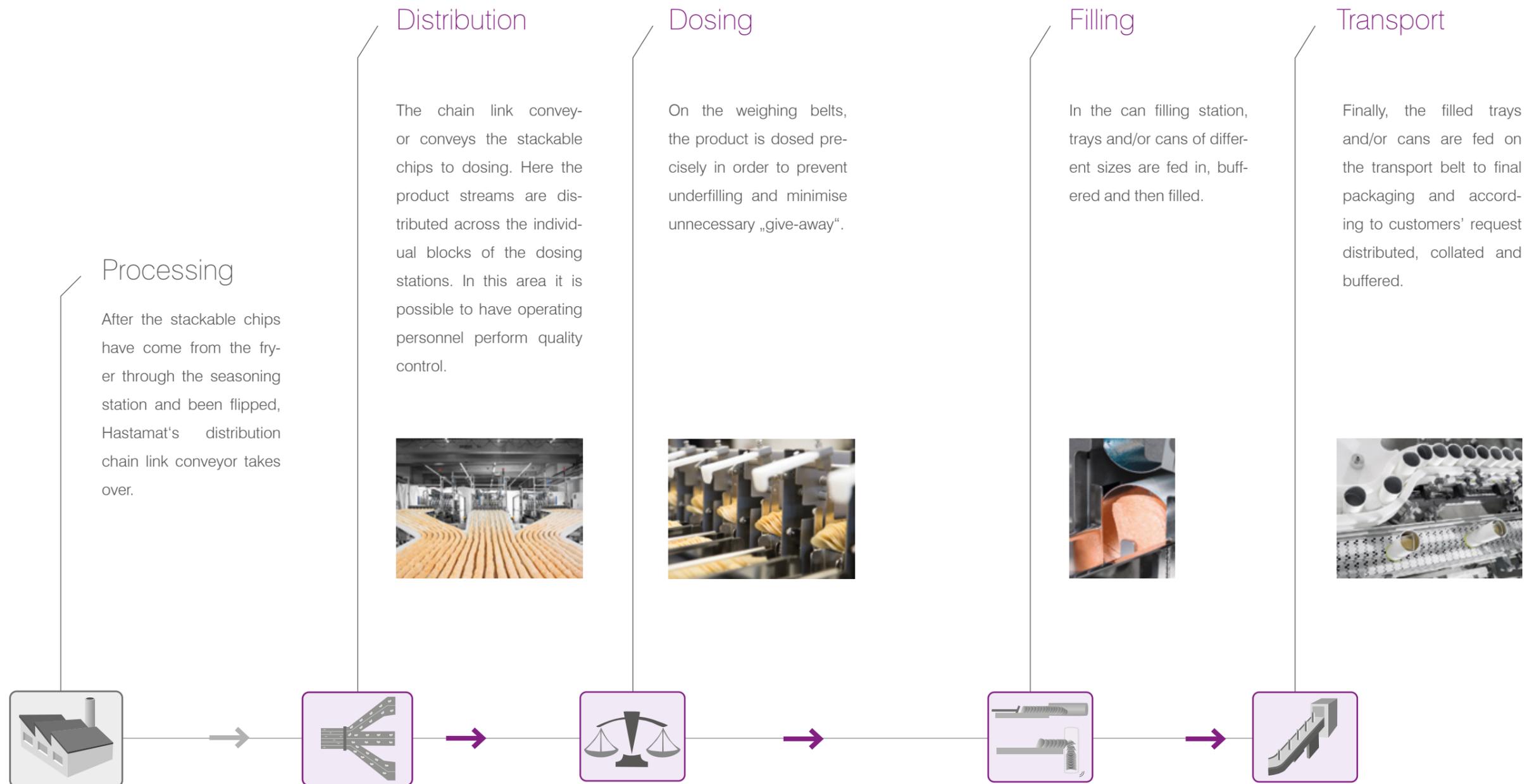
When the concern is the packaging of stackable chips, Hastamat has the special expertise, which the company has developed over decades as one of the leading machine builders in the industry. Today, global players and medium-sized manufacturers rely on Hastamat packaging machines and system solutions for their value creation chains.

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 in a climate of great individual responsibility. Flat, transparent hierarchies ensure short decision-taking paths and quick decisions. Continuous project management and the incorporation of all participating areas allow maximum transparency, quality and slim processes. You can trust in our machines and solutions in your value creation chain. We call this corporate excellence.

### FACTS & FIGURES

- > **Year the company was founded**  
1953
- > **Delivery of the first packaging line for stackable chips**  
1978
- > **Number of employees**  
110
- > **Headquarters**  
Lahnau
- > **Locations**  
USA, South America, Ukraine, Russia, Thailand, more than 50 sales and service partners around the world
- > **Export share**  
approx. 80 %





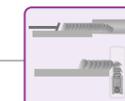
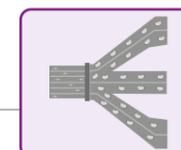


## FACTS & FIGURES

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

### Product take-over

The chain link conveyor is the format part of Hastamat's packaging system for stackable chips. Depending on the lane distance and number of lanes in the fryer, the chain link conveyor is adapted in-line to the customer's production process. The stackable chips coming from the fryer cool off after seasoning and are flipped on the chain link conveyor. This also gives the operating personnel the possibility to conduct a quality control. At the end of the chain link conveyor, there are ejection flaps on each lane, for the individual ejection of the lanes. This guarantees trouble-free production. Optionally it is possible to buffer stackable chips on the chain link conveyor.



# 10

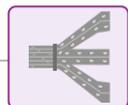
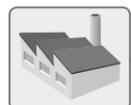
Dosing.

## SCA-Weighing technology

Also in the weighing process, each lane is autonomous and is fed in-line onto the weighing belt. Thus Hastamat's packaging machines for stackable chips are extremely reliable. All components that have contact with products are easy to reach, easy to remove and can be cleaned wet. According to customer requirements it is possible to adjust the weighing technology to the filling according to finished packaging regulations or FDA requirements.

## FACTS & FIGURES

- > Number of lanes: 6 – 9 per block
- > Dosing range 40 – 200 g
- > Modular construction
- > Parts in contact with products can be changed quickly
- > No mechanical conversion at format change



# 12

## Filling in cans.



### Can handling

There is an empty can buffer in the system. Here, cans can be fed in manually or automatically by operating personnel. In the system, the cans are divided fully automatically across the lanes and transported into the filling position. Using vibration, the stackable chips are fed into the horizontally positioned can and inserted mechanically into the can by the pusher. After filling, the can is erected and fed to the transport system.

### FACTS & FIGURES

- > Can diameter: 64 – 73 mm
- > Can height: 90 – 260 mm
- > 6 – 9 lanes per block
- > Output: up to 15 cans per lane/min.
- > Format change: < 5 min./block
- > Modular flexible construction

# 13

## Filling in trays.



### Tray and can handling

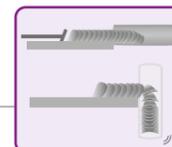
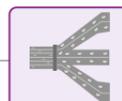
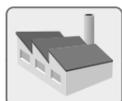
The system also has a buffer for trays. The trays are unstacked automatically and fed into the filling position. The gentle product filling sets standards in the industry and guarantees maximum efficiency.

On customer request, the trays can be inserted into a can after filling.

After filling, the trays are transferred lying down and the cans standing on one lane to the customer's further processing equipment (secondary packaging). Optionally, the system can be expanded to include distribution and collating stations and also buffer systems.

### FACTS & FIGURES

- > Tray length: 90 – 230 mm
- > Can height: 120 – 260 mm
- > Can diameter: 64 – 73 mm
- > 6 – 9 lanes per block
- > Output: 7 trays/cans per minute/lane
- > Format change: < 5 – 10 min./block
- > Modular flexible construction



# 14

## Practical report.

**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 construction 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 plus, minus 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 system 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 tons of stackable chips, the company sells more volume than the brand manufacturer Pringles, with 4500 tons. „We are proud of our strong team, our good products and our true customers“, summarises Jean-Louis Roger.

# 16

## Packaging styles.

### Cans

Inner diameter: 64 – 73 mm  
Height: 90 – 260 mm



### Trays

Length: 90 – 230 mm



### Trays in cans



# 17

## 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.

Together with our experienced technicians, you can test machines with us 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 machinability.

# 18

More. Value.

# 19

Cost. Advantage.

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

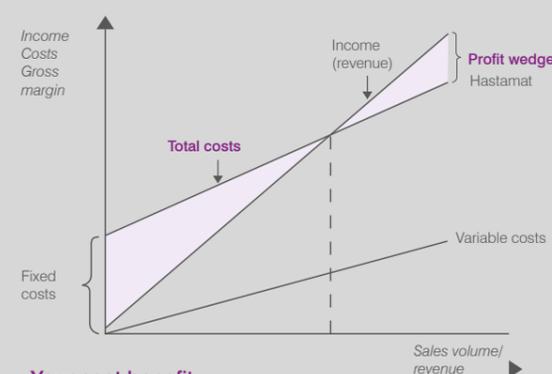
Production costs account for the largest share of the total cost of ownership of your packaging system. We help you reduce the costs where they arise. This way, you can do more. Value.

## Innovation, technology and quality

With your selection of Hastamat packaging solutions, you're on the right track. This guarantees the highest machine quality - „Made in Germany“ from Lahnau. Our solidly trained workers with many years at the company stand for technical expertise and maximum in-house production depth.

Hastamat packaging machines allow the 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.

## MANAGING COSTS



### Your cost benefit

Thanks to the premium overall performance of machinery and systems from Hastamat, your up-front costs rapidly pay for themselves over the term.

## Get a handle on production costs

Hastamat packaging machines and systems stand for the highest quality, output, and therefore for the highest efficiency. With fully automated packaging machines for stackable chips, you will reduce your personnel costs in production to a minimum. Thanks to the precise weight dosing in each individual package, you will give away less product, significantly reducing your „give-away“. We will ensure that your packages will have no underweights and also will have no under-fillings. Hastamat guarantees an optimal production process.

# 20

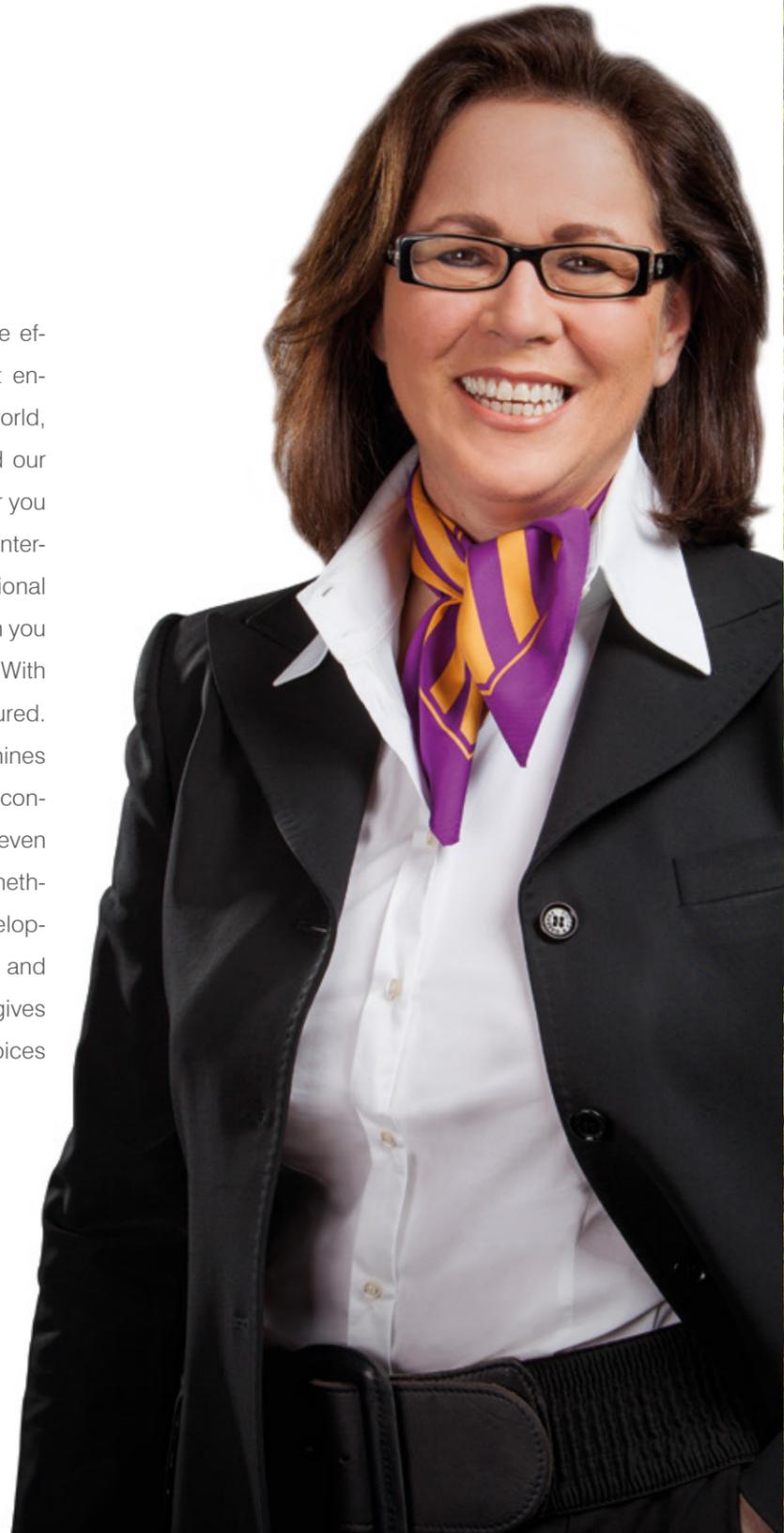
## After Sales.

„Our focus is on the customer. That's why you can always reach us and our service team will be available for you – worldwide!”

Anette Drescher, Director After Sales

### Always there for you!

Your new machine from Hastamat increases the efficiency of your production facilities. Hastamat ensures that this doesn't change. Around the world, around the clock. Our service organisation and our service program means we are nearby, wherever you are. You can reach us 24 hours a day on our international hotline. Our service is organised in regional service centres. Wherever you are – we'll be with you right away. The one who remains flexible wins. With upgrades from Hastamat, your flexibility is ensured. You can smartly add to and expand your machines and systems over many years. Complete format conversions for new pack styles and products are even possible. The project workflow – regardless of whether it's shipping of a spare part or individual development – is also precisely documented. All items and prices are listed in detail and explained. This gives you a constant and full overview of orders, invoices and services as well as full cost control.



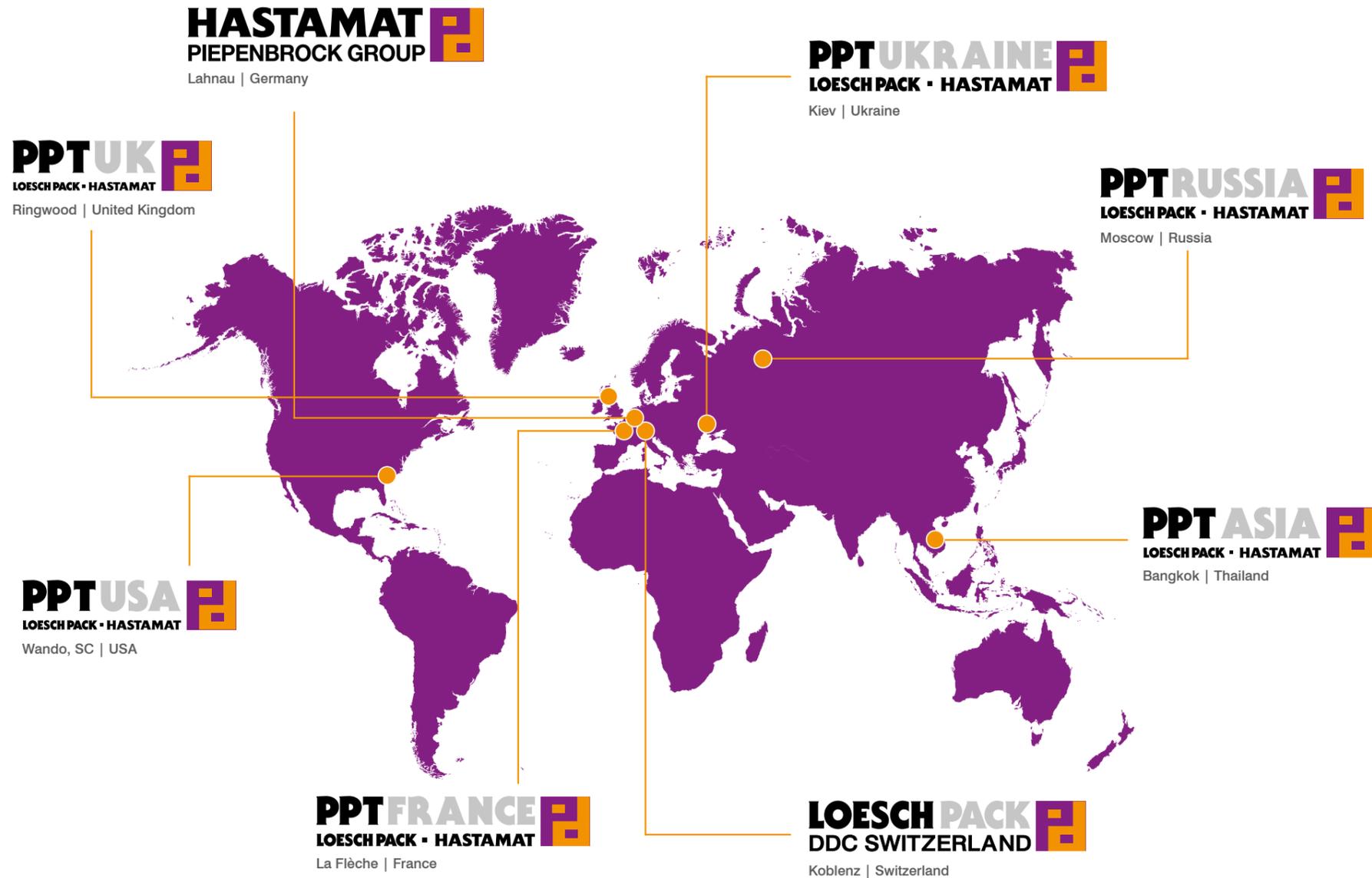
## Carbon neutral packaging. Sustainability.

At the Piepenbrock Company Group and at Hastamat, sustainability plays a central role. With the motto „carbon-neutral packaging“, Hastamat summarises its ecological engagement, which the company uses to position itself as a sustainable machine builder. Thus for a few years already, Hastamat has been a „first mover“, offering CO<sub>2</sub>-neutral packaging machines. Through climate protection projects, the company offsets the emissions that are released during the value creation process. An official certificate confirms this. In addition, the Piepenbrock Company Group has planted more than 51,283 trees in the Piepenbrock Forest in Rheinshagen, thus guaranteeing the CO<sub>2</sub>-neutral operation of packaging machines in customers' produc-

tion. In research and development, Hastamat focuses on the consistent reduction of consumption and the technical optimisation of packaging machines for the use of biologically degradable films. The sustainability report of the Piepenbrock Company Group informs in detail about sustainability management at Hastamat.



22  
Sales.



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Adresses.

**HASTAMAT**  
PIEPENBROCK GROUP

> Packaging your ideas...

- > Complete packaging lines with individual dosing and weighing 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 lines



<https://www.hastamat.com/locations.html>

Packaging solutions from a single source:

	Feeding, Distribution, Buffering	Primary packaging	Secondary packaging	Tertiary packaging	Pick & place	Weighing and dosing
Stackable chips	•	•	•			•
Hygienic Design (Food)	• •	• •	• •	•	•	•
Snacks & Sweets	•	•	•			•
Sticks	•	•	•			•
Non-Food	• •	• •	• •	•	•	•
Chocolate tablet	•	•	•	•		
Chocolate bar	•	•	•	•	•	•
Chewing gum	•	•	•	•		•
Dry baked goods	•	•	•	•	•	•
Confectionery	•	• •	• •	•	•	•
Pharmaceutical industry	•	•	•	•		

• LoeschPack • Hastamat

Parent and sister company:

**Piepenbrock**  
seit 1913

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- > Facility Management
- > Cleaning Services
- > Maintenance
- > Mechanical Engineering
- > Security Services

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- > Feeding systems
- > Robotic pick and place systems
- > Tray loading systems
- > Fold wrapping machines
- > Roll and stick wrapping machines
- > Horizontal flow wrapping systems
- > Carton erecting and filling machines
- > Complete packaging lines

# > Packaging your ideas...

Stackable chips packed.



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