

NEWS & TRENDS

50 YEARS  **ALPMA FRANCE**



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Managing Director
ALPMA France

FRENCH CHEESE REVOLUTION: „How can you govern a country that produces 246 types of cheese?“ complained French President Charles de Gaulle half a century ago. But ALPMA, quickly perceiving that what the eminent statesman saw as a manifestation of chaos was in fact a business opportunity, established its first subsidiary in France at the end of 1965. Now ALPMA France is celebrating the 50th anniversary of its founding – and can look back with satisfaction on its achievements.

In the Sixties and early Seventies, ALPMA France sold more than 1000 packaging and boxing machines of type U-645, making its first mark in France. And that mark is still visible today, because many of those machines are still running.

It was in France, too, that ALPMA then installed the first coagulator – a revolutionary machine for continuous curd preparation. In the year 1976, ALPMA equipped what was at the time the world's most modern cheese-making factory, processing 550,000 litres of milk per day, with the machine. The factory remains in operation to this day, equipped with the two original coagulators and five high-performance packaging machines of type S-66.

ALPMA France went on to sell a further 14 coagulators in various configurations. In the early Eighties, ALPMA also revolutionised French cheese-cutting plants with

the installation of the first CUT 21 lines for cutting fixed-weight portions of semi-hard and hard cheese. Just a few years later, the most modern automated cheese factory in the world was established in France – with the help of ALPMA. Former President François Mitterand, a keen supporter of new technologies and innovation, officially opened the plant in 1985, in the presence of cheese pioneer Émile Bridel and the ALPMA directors.

ALPMA also developed the new generation packaging machines of type SAN in the year 1992 in order to keep pace with demand on the French market. The SAN 60 was followed in 1998 by the SAN 60/V, and then, in 2012, ALPMA once again revolutionised the cheese-making industry, this time with the MultiSAN, a global innovation which left all previous developments in the shade. ▶

*Dear ALPMA customers,
Dear business partners,*

For decades, we have been shaping and further developing the cheese-making industry, because we take customer proximity literally – we are truly close to our customers, in our branches and agencies worldwide.

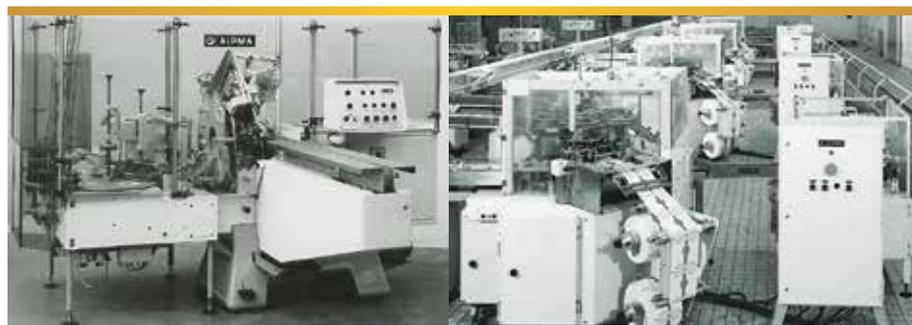
It is only possible to understand and meet the requirements of customers if you have a local presence and speak their language. And in order to ensure continued productivity and a long service life for your plants, we will continue to offer timely and reliable customer service.

Now ALPMA France, our first subsidiary, is celebrating the 50th anniversary of its founding. In all these years, the needs of our French customers have been the inspiration behind numerous innovations and developments.

As CEO of ALPMA France I have the honor to invite you Mid of June to our “Salon de l'Innovation” and I am looking forward to meeting you personally.

Yours

SALON DE L'INNOVATION
15TH AND 16TH JUNE 2016
LANGEAIS



Packaging and boxing machines of type U-645

First high-performance packaging line of type S-66 from 1976

Process Technology

Cheese Production Technology

Cutting Technology

Packaging Technology



In 2009, the ALPMA Group expanded its operations in France, taking over the company Servi Doryl. With this step, ALPMA added the typically French bassine technology to its product offering and expanded its technological competence, in particular with pressing moulds for semi-hard and hard cheese.

Now, in the year that sees the 50th anniversary of the founding of its French subsidiary, ALPMA is supplementing its range of products with yet another global innovation: the boxing machine MultiSE. And of course, the MultiSE will be presented in France, the home of fine cheese – on 15th and 16th June, at the Salon de l’Innovation in Langeais.

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9-stage MicCC-MF plant



MicCC supports quality of life for older people

Doctors of medicine have discovered that native MicCC (micellar casein concentrate) from low-fat milk helps prevent muscle atrophy in old age and brings a more sustained improvement in general fitness, particularly in older people, than the conventional whey protein concentrates (WPCs) on the market. ALPMA responded to this trend and has already built and delivered several combined MF/UF plants for the production of MicCC.

The ALPMA process comprises a combined microfiltration (MF) and ultrafiltration (UF) unit that produces an MicCC by means of the protein fractionation and subsequent concentration of skimmed and pasteurized low-fat milk – a readily available and inexpensive raw material.

The resulting concentrate has a casein/whey protein content of 95/5 percent and a total protein content of more than 83 percent. Additionally, the MF-Permeate (Ideal Whey) is processed to a high quality, native WPI 90+ Powder.

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that every day arrive at the supermarkets, extends from the classic Pecorino Sardo (approx. 1.6 kg) to the Pecorino Gigante (approx. 32 kg). The company needed a machine that can process various consistencies, from Pecorino Sardo Dolce, ripened for 20 days right through to a Pecorino Sardo Maturo, which often ripens for longer than 12 months. Among the extensive ALPMA segment cutter range, the SC 60 was the best fit. For the first time, this SC 60 was equipped with a quick change blade system to achieve an optimum cut in each individual case. Depending on the specific cheese, either a conventional blade or an ultrasound sonotrode is used. “Our choice of the SC 60 turned out to be exactly the right decision to serve the new and steadily growing market for equalised portions,” says Mr. Pier Luigi Pinna.

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PECORINO SARDO, GOLD FROM SARDINIA

Perfectly portioned with the SC 60

Pecorino Sardo is a cheese with a very long history dating back to before the Romans settled in Sardinia. Pecorino Sardo was particularly popular in the 19th century and was the only cheese exported from the island.



The biggest world producer of this genuine Sardinian gold is the Pinna company in Thiesi, in northern Sardinia. The company is rooted in the tradition of the island, where sheep breeding and cheese production have always been of key importance for the island economy. Company Pinna was founded at the beginning of the last century by the brothers Giommara and Francesco Pinna. Following generations transferred the secrets of this ancient art to a modern industrial structure. Today, the Pinna company processes 260,000 litres of milk from 220,000 sheep to produce classic Sardinian cheese specialities, as Pecorino Romano, Ricotta or Pecorino Sardo in all stages of ripening. In the past, the cheese was either sold over the counter in whole loaves or offered in supermarkets in weighed and priced segments. As a result of the increasing demand for fixed weight cheese segments, Pinna was looking for the optimum cutting solution for its Sardinian gold. The processing range of products



CHEESE IS JUST CHEESE? WRONG.

ALPMA offers an individual solution for every product

At the cheese counter, you will find cheeses of many colours: white, yellow, blue, red. And they come in a wide variety of shapes: round, cylindrical, pyramids and wedge-shaped slices. Just as every cheese on display is different, every ALPMA machine is unique.

Our engineers, technicians and mechanics at Rott am Inn design and manufacture each individual ALPMA line to meet the specific needs of the customer and the technological requirements of the cheese in question. As a result, ALPMA has not only equipped a large number of cheese-making factories over the years, but also devised solutions for a broad range of products and concepts.

Whether for large groups or small-scale farm operations, our motto is: customers who love cheese deserve the best technology. That is why ALPMA continues to equip small dairies, supplying, for example, KBA cheese curd vats. In combination with just a few stacks of block moulds, these allow even a small dairy to make it big. On one hand, ALPMA supplies manual bassine systems allowing the processing of small amounts of milk – and on the other, ALPMA produces bassine systems which process 25,000 litres per hour or coagulators with a capacity of up to 48,000 litres of milk per hour. There are no limits to the flexibility of production. Some Coagulators run for 40 hours without a break, turning out the same product, while other manufacturers perform several product changes during each shift, producing up to twelve different types of cheese on one and the same production line.

The biggest cheese produced on ALPMA plants is a large-block Emmental – on the FORMATIC portioning unit. Its amazing basic data: 700x700 millimetres, up to 56 kilos, 45,000 litres of milk per hour, which corresponds to 72 portions/h. In contrast, for example, portioning

device ABP produces 12,000 90-gram portions of Camembert per hour.

From Tasmania to Wisconsin, from South Africa to Siberia – ALPMA has installed machines on every continent. In autumn of this year, the first plant specifically for Indian paneer cheese is scheduled to go into operation and ALPMA expects to receive further orders from the subcontinent soon.

ALPMA offers solutions for producers with manual cheese making equipment ...

... as well as complete lines for highest product quantities

Expertise and innovative further development lead to optimal customized results – worldwide.

ALPMA offers its customers its experience with the complete bandwidth of capacities, formats, cheeses and projects. The ALPMA project engineers can fall back on many years of experience, because every technology arises based on a new challenge – and in turn provides insights for future tasks. It is this combination of in-depth knowledge of the branch and innovative further development which enables ALPMA to offer the optimum solution for all cheese-making technology projects.

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ALPMA is one of Germany's most innovative mid-sized companies

Mechanical engineering company ALPMA, based in Rott am Inn, is one of the 20 most innovative mid-sized companies in Germany. This was the result of a study commissioned by business journal Wirtschaftswoche. The Munich firm of consultants MSG analysed approximately 3,300 firms with an annual turnover of between ten million and one billion euros – and ALPMA took 19th place. For Gisbert Strohn, ALPMA's Managing Director, this top ranking is not only a cause for rejoicing, but also an incentive. „On average, we generate around one quarter of our total annual sales with new developments. This is a very high percentage and shows how much our innovative strength contributes to maintaining our position as a technology leader,” said Strohn.

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WORLD'S FIRST

ALPMA MULTISE

Time for a new generation

Becoming complacent means falling behind. In its search for ever better, new and progressive solutions, ALPMA also subjects its success concepts to careful scrutiny – latest example: the **MultiSE, the boxing machine of the future.**

The MultiSE is a completely newly developed solution for boxing cheeses of various types and shapes. With its servo control system, it can be used for an almost infinite range of shapes – round, oval and rectangular products can be boxed on one and the same machine. A further advantage: all format and cleaning parts can be replaced in a very short time without the use of tools.

And the lean and compact design and the fact that the machine works in-line give the MultiSE excellent

accessibility and make it easy to clean.

Industry professionals in France will be the first to see the new generation of boxing machines. On June 15th and 16th, when ALPMA France celebrates the 50th anniversary of its founding, guests will have the chance to inspect the MultiSAN folded packaging machine and the new MultiSE and see for themselves how cheese is packaged and boxed.

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CLOSER TO THE CUSTOMER

50 years of customer service at ALPMA France

To ensure optimum proximity to the customer, technical service – comprising spare parts service and customer service – has been a key element in maintaining customer loyalty in France since the founding of ALPMA France in the year 1965.

The customer service department at ALPMA France is run by Mariano Tosoni and his assistant Elodie Baumard and has a field service team of seven fitters who take care of plant installation, servicing and repairs as well as retrofits.

The spare parts service of ALPMA France processes around 40 enquiries every day – from requests for a quotation to order management or repairs. And as the French employees Caroline Vannier and Michel Delcorde have online access to the warehouse in the German parent company, they can quickly check the availability of the parts and if required, send them directly to the corresponding plant.

The same applies to both the spare parts and customer service: ALPMA supports its customers throughout the entire service life of their ALPMA plant – ideally via a maintenance and servicing contract tailored to the customer's individual requirements. And to ensure opti-

mum utilisation of the ALPMA plants, the technical service also includes training of technicians and operating personnel at the machines.

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The technical service team at ALPMA France (from left to right): Michel Delcorde, Christophe Boutinet, Gabriel Thevenot, Elodie Baumard, Mariano Tosoni, Caroline Vannier, Jean-François Le Guezennec



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First customer service vehicle and spare parts department of the year 1968