

Successes

Despite tough market conditions, our customers still believe in our strength in outstanding quality and added value. In this newsletter we offer you an overview of recently won projects from our worldwide PA-CF sites. In case you are interested in further information like floor plans, videos etc. of a specific project, please contact the respective project manager listed in the table.

In each newsletter issue we will pick one outstanding project to be described in more detail. This time please read about an interesting barline project from our colleagues at PACB in Beringen, Switzerland.



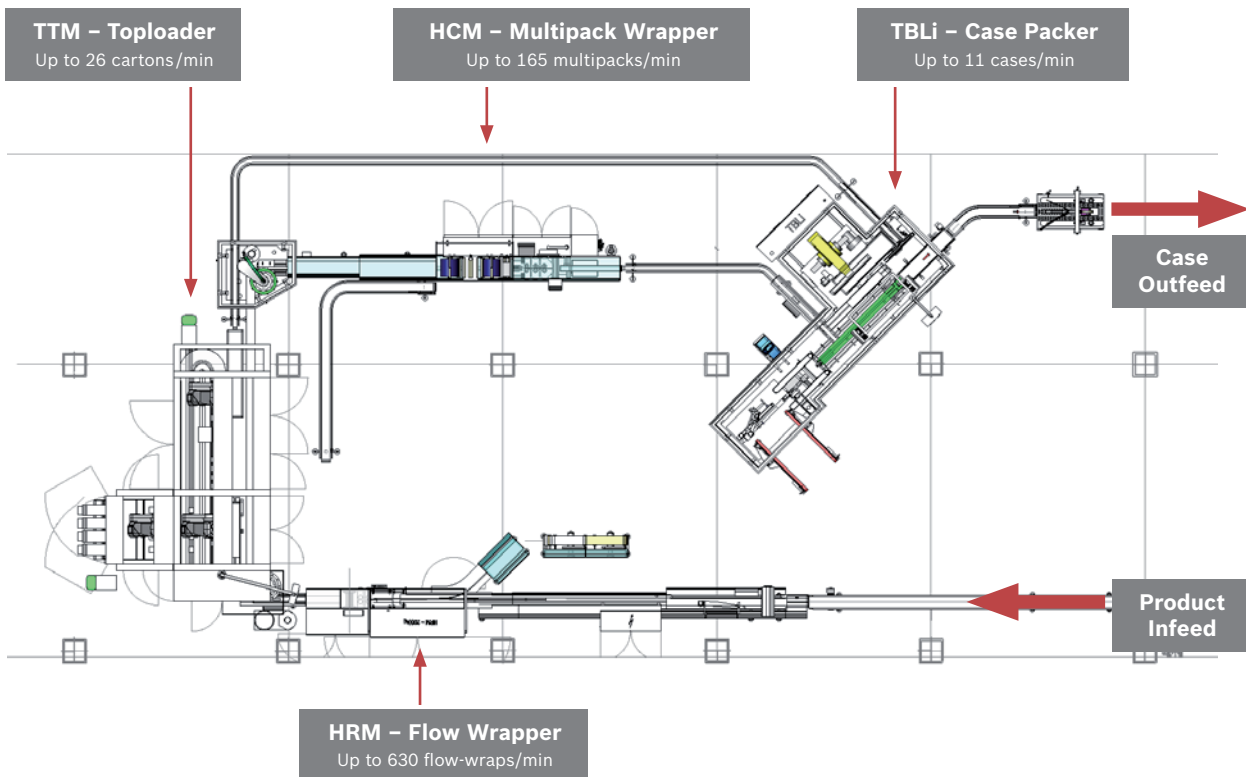
Customers appreciate new Barline's value

The development of a new PACB Barline targeted low costs per unit (by focusing OEE-relevant topics) for the manufacturers of bars and flexibility for upcoming requirements in bar production.

To shape a flow wrapping project, a well-known bar manufacturer in Canada evaluated the OEE potential of the new PACB Barline using an internal Six Sigma/OEE project team. The main advantages of the PACB Barline are simplifying daily challenges in production and saving costs:

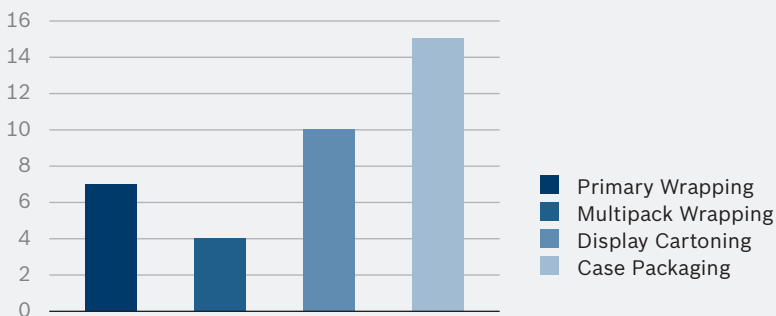
- ▶ quick and reproducible change-overs because of an intelligent format part concept,
- ▶ failure prevention using automated splicing and
- ▶ the easy clearance of micro-stops due to system accessibility.

These savings convinced the customer to realize his project with the PACB Barline. He ordered a complete system including multipack wrapping and case packaging.



Format Variety in Packaging

Number of formats



The necessary differentiation in the market requires the customers to increase their format range steadily. Additionally it shows that the format variety grows even stronger in secondary packaging, as a typical primary format is packed in several secondary formats. This trend is confirmed in this project. And the more formats are to be produced, the bigger are the OEE benefits of the new PACB Barline.



Reasons for Bosch

Barline concept

- ▶ Change-over
- ▶ Hygiene
- ▶ Flexibility

System approach

- ▶ One Stop Shopping
- ▶ Operation and control philosophy

For further information please contact:

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Overview of Successes at PA-CF Sites

Please read about other interesting projects of our worldwide PA-CF sites in the following table. Use this information to multiply our proved and tested solutions!

China, Hangzhou, Bosch Packaging Technology (Hangzhou) Co. Ltd (PACN)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Cream wafer	HFFS	Dividing conveyor 4 sets of Pack201HS with PF2-CB3	Haolinju, Fujian, China	▶ First time for PACN to design dividing conveyor	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Coated candy		BCP 0330 C	Flower Food	▶ Coating	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Coated candy		BCP 0330 C	European Food	▶ Coating	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Filling candy		BEK 0080 /BFK 0200	Fujiya Hangzhou	▶ Filling machine	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982

China, Hangzhou, Bosch Packaging Technology (Hangzhou) Co. Ltd (PACN)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Cream wafer		Pack 201	HAOLINJU	► Filling machine	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Cream wafer		BEK 0080 /BFK 0200	Fujiya Hangzhou	► Filling machine	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Cream wafer		BKS 0750	Fujiya Hangzhou	► Cooker	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
Hard candy		BVK 2000 A	HAOLINJU	► Package machine	Mr. Gu Juping juping.gu@bosch.com Phone +86 571 8726 5982
India, Verna, Bosch Limited RBIN /Verna (PAIV)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Gillete	HFFS	Pack 201	India	► Packaging Machine	Mr. Shanbag Shailesh shailesh.shanbhag@in.bosch.com Phone +91 91588 81007
Rice	VFFS	TERRA 40+ RADPACK	India	► Packaging Machine	Mr. Surendra Babu surendra.babu@in.bosch.com Phone +91 91588 81019
Singapore, Bosch Packaging Technology (Singapore) Pte Ltd. (PASG)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Biscuits	HFFS	Sigpack 203 + PDS	Thailand	► 3,600 sandwiches per minute ► 150 rows per minute ► Auto stacking and collation station	Mr. Teo Vincent teo.vincent@bosch.com Phone +65 6380 8319
Puff Pastry	HFFS	Sigpack 203 + PDS, Pack 301 LD	Taiwan	► Good relationship with Bosch ► Agent support ► 1st Pack 301 LD order in SEA	Mr. Teo Vincent teo.vincent@bosch.com Phone +65 6380 8319
Biscuits	HFFS	Pack 201 HS + PDS + Shutter Feeder	Indonesia	► Automation Module++ Project together with PAUD	Mr. Teo Vincent teo.vincent@bosch.com Phone +65 6380 8319
Layer Cake	HFFS	Pack 201 + Inline feeder + PDS	Indonesia	► Strong reference in the region ► Agent support	Mr. Teo Vincent teo.vincent@bosch.com Phone +65 6380 8319
Wheat Flour	VFFS	SVE 2510 LR + FVS 3201 + KWE 5000 LM	Indonesia	► Repeat order ► Good filling accuracy	Mr. Teo Vincent teo.vincent@bosch.com Phone +65 6380 8319
USA, New Richmond, Bosch Packaging Technology (PAUD)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Multipack	HFFS	Pack 201, Presto Dual Collation Feed Placer	Indonesia	► 24-count multi-pack, robotic loading of 4 incoming streams from upstream Pack 201's ► Module++ line, single source solution integrating Robotics and HFFS	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405
Overwrap Trays	HFFS	Pack 201	USA	► Standard HFFS application ► Customer liked Pack 201 features, delivery and price	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405

USA, New Richmond, Bosch Packaging Technology (PAUD)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Medical Product	HFFS	Pack 201	USA	<ul style="list-style-type: none"> ▶ Good industry reputation for Medical Device applications ▶ Integration of vision systems and other "Pharma-like" options 	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405
Fire starters in tray	HFFS	Stratus	USA	<ul style="list-style-type: none"> ▶ Repeat order, customer is very happy with first Bosch machine 	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405
Frozen Waffles	HFFS	(2) Linium 311 with IL-3 Feeders	USA	<ul style="list-style-type: none"> ▶ Repeat order, adding another line ▶ Customer has several Bosch lines 	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405
Stick of Sausage	HFFS	Stratus	USA	<ul style="list-style-type: none"> ▶ Confidence in Bosch due to pre-order testing of customer film ▶ Good agent participation to secure the order 	Mr. Craig Collett craig.collett1@bosch.com Phone +1 715 243 2405
Gusseted Cereal bag	VFFS	(3) SVI 4020 Baggers	USA	<ul style="list-style-type: none"> ▶ Installed Base in the factory, global contract 	Mr. Eric Aasen eric.aasen@bosch.com Phone +1 715 243 2404
Food items		JSL	USA	<ul style="list-style-type: none"> ▶ Capability to provide full face seal and hole punch 	Mr. Eric Aasen eric.aasen@bosch.com Phone +1 715 243 2404
Handled bag		CBS-D	USA	<ul style="list-style-type: none"> ▶ Capacity to run 3" handle bags 	Mr. Eric Aasen eric.aasen@bosch.com Phone +1 715 243 2404
Russia, Togliatti, Packaging Technology Russia (PARU)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Sunflower seeds	Pillow bag, Stand up bag	X3 Terra 25 with gas flashing	Rodnue Prostoru, Russia	<ul style="list-style-type: none"> ▶ Attractive price and quality ▶ One Stop Shopping ▶ Short lead time 	Mr. Aleksey Kokotov aleksey.kokotov@ru.bosch.com Phone +7 8482 512 934
Cereals	Pillow	SVI 2620 AR, Terra 25	Rusik, Russia	<ul style="list-style-type: none"> ▶ Customer located close to Bosch plant in Togliatti ▶ Increase of speed von 30 bpm to 90 bpm ▶ Attractive price and quality 	Mr. Aleksey Kokotov aleksey.kokotov@ru.bosch.com Phone +7 8482 512 934
Chocolate like Snickers	Pillow, Stand up bag	X2 SVI 2620 AR	United Conditors, Russia	<ul style="list-style-type: none"> ▶ Difficult technical solution from one hand, One Stop Shopping including PANT, PANL and PARU equipment ▶ Delivery through agent ▶ Local service, good communication 	Mr. Aleksey Kokotov aleksey.kokotov@ru.bosch.com Phone +7 8482 512 934
Netherlands, Schiedam, Bosch Packaging Technology B.V. (PANT)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Wafers	Horizontal flow wrap	Pack 201 + TR30E infeed	Atrus, Russia	<ul style="list-style-type: none"> ▶ Smooth (and experienced) collaboration between Bosch and Haas (supplier of wafer line) ▶ Managed to design a packaging line that fitted the customer's limited space ▶ Flexibility to run 3 formats (2 of them fed automatically and 1 manually) 	Mr. Kasper Rentenaar kasper.rentenaar@bosch.com Phone +31 10 4885 756

Netherlands, Schiedam, Bosch Packaging Technology B.V. (PANT)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Chocolate	Horizontal flow wrap	Pack 201	Brynild, Norway	<ul style="list-style-type: none"> ▶ Good relationship with Bosch (existing customer) ▶ Customer wanted to change from bags with multiple products to single-packs ▶ Equipment is a pilot line. If flow wraps are well received in the market, the customer will buy a complete line 	Mr. Ronald Hofland ronald.hofland@bosch.com Phone +31 10 4885 718
Chocolate	Horizontal flow wrap	2x Pack 2000, 2x MTS, AD-620 distribution system	Arcor, Brasil	<ul style="list-style-type: none"> ▶ Ability to meet customer's capacity requirements ▶ Product and format flexibility ▶ Expansion of the line with a third leg planned for later this year 	Mr. Marcel Volk marcel.volk@bosch.com Phone +31 10 4885 747
Netherlands, Weert, Robert Bosch Packaging Technology (PANL)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Cereals	Bag in box	3x SVE 3622 LR, 4x Ishida Multihead weighers, 2x case-packers	CPW, RU	<ul style="list-style-type: none"> ▶ Integrated solution out of one hand ▶ Excellent relationship with the customer ▶ Technically challenging request (adaption to existing production) 	Mr. Uwe Pfander uwe.pfander@bosch.com Phone +49 711 811 57478
Salad	Pillow bag	SVE 3615 LR	Saba, FI	<ul style="list-style-type: none"> ▶ First ultrasonic sealing machine in the market 	Mr. Robert Evers robert.evers@bosch.com Phone +31 495 574 223
Germany, Viersen, Robert Bosch GmbH (PA-CCT)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Deposited Hard boiled candy		BKK 250 HC 530 BVH 1800 B	Amiri, Tadjikistan	<ul style="list-style-type: none"> ▶ Because of Bosch good reputation in the market for hard boiled candies 	Mr. Sascha Dembicki sascha.sembicki@bosch.com Phone +49 2162 248 366
Gum pellets		R+S Line	Kenafric, Kenia	<ul style="list-style-type: none"> ▶ Innovative solutions and long personal customer relationship 	Mr Steffen Fuhrmeister steffen.fuhrmeister@bosch.com Phone +49 2162 248 271
Vitamin jellies		Jelly Line + MOGUL	Nordic Naturals/Select Suppl., USA	<ul style="list-style-type: none"> ▶ Line competence ▶ Experience with pharmaceutical applications ▶ High accuracy in dosing and weighing 	Mr. Andreas Miguel andreas.miguel@bosch.com Phone +49 2162 248 228
Cereal bars		Complete CONTILINE for the production of cereal bars	Grupo Siro, Spain	<ul style="list-style-type: none"> ▶ Good support of agency IMCO ▶ Line competence (raw material dosing up to final wrapping) ▶ Development of the "new products" (bars) together in our lab 	Mr. Andreas Miguel andreas.miguel@bosch.com Phone +49 2162 248 228
Rice crispy bars		Complete CONTILINE for the production of rice crispy bars	Want Want, China	<ul style="list-style-type: none"> ▶ Reference customer ▶ Many projects realized in the past together ▶ Innovative bars, modern line execution 	Mr. Andreas Miguel andreas.miguel@bosch.com Phone +49 2162 248 228

Germany, Viersen, Robert Bosch GmbH (PA-CCT)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Heart burn product		FLK – Linear piston filler and VRM- rotary capper	Reckitt/ Benckiser, India	▶ 120 bpm for heart burn product	Mr. Kamel Meherzi kamel.meherzi@bosch.com Phone +49 160 90854707
Syrup bottles		VLM intermittent rotary capper	Santafarma, Turkey	▶ 60 bpm in production	Mr. Pasquale Giunta pasquale.giunta@bosch.com Phone +49 160 90854705
Germany, Remshalden, Bosch Packaging Systems GmbH (PADR)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Herb drops in flat bags	Wrap-Around	Elematic 3000	Ricola, Switzerland	▶ Twin infeed collation system	Mr. Oliver Maier oliver.maier@bosch.com Phone +49 7151 7007 68
Dove soap bar	RSC	Elematic 1000 SL	Unilever Indonesia	▶ Globally standardised case packer for soap bars	Mr. Thomas Dilg thomas.dilg@bosch.com Phone +49 7151 7007 69
Germany, Waiblingen, Robert Bosch Packaging Technology (PA-PKM)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Baking powder	Pillow bag	2x SVE 2520 AR, 2x FVS 2111 S, ZSG 2112 P	Dr. Oetker, Germany	▶ High speed	Mr. Jochen Harzem jochen.harzem@bosch.com Phone +49 228 24 36 857
Grounded coffee/bean coffee	Block bottom bag	PME 4001 BG, FVS 3101 S, KWI 5000 N, CVA 2000 V45	Coop, Norway	▶ Integrated solution	Mr. Heinz Eberle heinz.eberle@bosch.com Phone +49 711 811 57841
Bean coffee	Block bottom bag	PME 4001 BG, FIW 4011 K, KWI 5000 N, CVA 2000 VIS	Solberg & Hansen, Norway	▶ Integrated solution	Mr. Heinz Eberle heinz.eberle@bosch.com Phone +49 711 811 57841
Switzerland, Beringen, Bosch Packaging Systems AG (PACB)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Chocolate Bars	Flow Pack	1x HSM/ FBTC/ FBAC/ Twin Infeed (Lane Multiplier)/ FBDC/FCSC	Brasil	▶ Standardisation of wrapping equipment among customer sites	Mr. Peter Schoen peter.schoen1@bosch.com Phone +41 58 674 6329
Wafers	Flow Pack	1x HCM/ FBTC/ FBAC2/ MD/FBFC/ FCSC/TD/ Gap Closing & 90° Turn	Venezuela	▶ Standardisation of wrapping equipment among customer sites ▶ Trust in proven machine technology	Mr. Peter Schoen peter.schoen1@bosch.com Phone +41 58 674 6329
Coffee	Sachets	2x RNG	China	▶ Repeat order ▶ Good customer relationship	Mr. Adrian Mueller adrian.mueller1@bosch.com Phone +66 2 714 3658

Switzerland, Beringen, Bosch Packaging Systems AG (PACB)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
BFS Cards & Singles	Flow Pack	1x HSL horizontal Flow-wrapper	US	<ul style="list-style-type: none"> ▶ Technical Solution ▶ Reference Installation ▶ Good relationship 	Mr. Joerg Kleiner joerg.kleiner@bosch.com Phone +41 58 674 6913
Pharma Powder	Sachets	1x RNG8/ Format Parts/Set of exchange parts	Argentina	<ul style="list-style-type: none"> ▶ Convincing concept and solution ▶ Good customer relationship ▶ Repeat order 	Mr. Oscar Roth oscar.roth@bosch.com Phone +41 58 674 6863
Chocolate Bars	Carton	1x TTLi/FWV	Colombia	<ul style="list-style-type: none"> ▶ Good experience with reference equipment in main factory ▶ Trust in proven machine technology 	Mr. Peter Schoen peter.schoen1@bosch.com Phone +41 58 674 6329
Half coated choc digestives	Flow Pack	2x Airbed/ 3x V-Belt Buffers/ 3x FGI/ HCS	GB	<ul style="list-style-type: none"> ▶ Good working relationship between customer's and our teams ▶ Successfully installed former lines ▶ Accepted pack style: change from roll wrap to flow pack ▶ Production flexibility: different formats on each leg ▶ Outstanding line performance ▶ Reduction of manpower 	Mr. Meyrick Long meyrick.long@bosch.com Phone +41 58 674 6736
Switzerland, Romanel-sur-Lausanne, Bosch Packaging Technology SA (PACD)					
Product	Pack Style	Machine Type(s)	Customer, Country	Buying Criteria, Technical Highlights	Contact person
Top Seal Trays	Into Distribution tray	Paloma D2 2R	Ishida, UK	<ul style="list-style-type: none"> ▶ Flexibility of Solution 	Mr. Roy Fraser roy.fraser@bosch.com Phone +41 216442500
Biscuit Assortments	Into Blister	Astor	Delacre, France	<ul style="list-style-type: none"> ▶ Line extension to increase throughput 	Mr. Marc-Olivier Demaurex marcolivier.demaurex@bosch.com Phone +41 216442500
VFFS bags	Into RSC cases	Paloma D2 2R	Gelco, Italy	<ul style="list-style-type: none"> ▶ Range from 30g to 2KG, multiple recipe formats ▶ Easy to use 	Mr. Marc-Olivier Demaurex marcolivier.demaurex@bosch.com Phone +41 216442500