

# 2020 Vision: A View from the Top Profiles



**METTLER TOLEDO**

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# 2020 VISION: View From the Top

## Challenges and Solutions for Food Manufacturers

More than ever, food manufacturers are under pressure to produce safe and high quality products and also grow profits. The regulatory environment is increasingly stringent, and recalls are still a challenge due to label mix-up and physical contamination. Consumers are more educated and demand high quality, making brand preference difficult to maintain. The right product inspection systems can help address these issues.

### Contamination Prevention

Detecting contaminants at an early stage before value has been added through processing and packaging delivers the most cost-effective result. The contaminants in incoming materials tend to be larger and easier to detect, and early removal of foreign bodies protects the production equipment downstream from possible damage by these larger contaminants during further processing. Product loss and food waste are also minimized.

Metal detectors and x-ray inspection systems installed at additional Critical Control Points on the production line can also be beneficial, for example, after mixing or blending as equipment can break down and metal pieces can contaminate the product. A final check at the end of the line ensures the product is safe for the consumer. While metal detectors are ideal for detecting very small metal pieces, x-ray systems can also detect other dense physical contaminants such as stone that could be found in crops, or glass from packaging. Glass jars present a hidden challenge: blind spots in the side walls and bottom. METTLER TOLEDO has x-ray solutions that eliminate the blind spots, which optimizes successful detection. Systems can not only ensure safe products, but can also check for missing components inside the closed package.

### Proper Labelling

Label mix-ups, which can result in fatal allergic reactions for consumers, are the leading cause of recalls. Also, ensuring labels are not flagged or skewed is important to uphold the brand image. METTLER TOLEDO machine vision systems can catch any of these issues and automatically reject products with improper labelling.

### Boosting Profits

To maximize profits and ensure weight compliance, a checkweigher is the ideal solution. An under-filled product will disappoint your customers, yet over-fill produces product giveaway and reduces profits. METTLER TOLEDO offers sophisticated checkweighers with built-in software that sends information to the filler to adjust quantities when the weight begins to go out of range. This quick and efficient correction without stopping the line maximizes uptime and ultimately saves costs.

METTLER TOLEDO offers a full range of solutions for most food manufacturing applications and environments. They are backed by strong application engineering, product testing, training, and nation-wide field service with 24/7 technical telephone support. Trust METTLER TOLEDO as your single-source product inspection partner!

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## Bridging the Labeling Gap

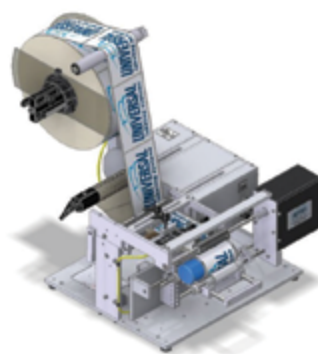
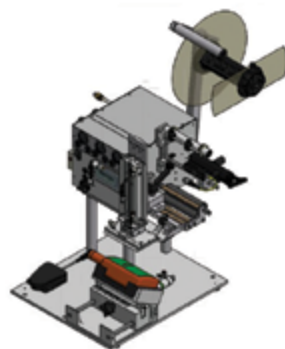
Labeling machinery manufacturers generally address the needs of customers with high volume labeling requirements. But what about those organizations with the medium-to-low volume needs? Perhaps a start-up organization with a new product they're trying to get off the ground. Another might be a large organization conducting a short run market test. Possibly a new product shape that is not conducive to traditional product handling. These are just a few issues confronting many production and contract packaging organizations. The answer to all of these questions is semi-automatic labeling.

Semi-automatic labeling has traditionally been viewed as a table-top machine that works more like a glorified tape dispenser. Semi-automatic labelers were generally designed either by small job shops without a standard manufacturing process, or as an afterthought, cobbled together by inline labeling machinery manufacturers. Design strategy, Operator's Manuals, Spare Parts Lists, and Bills of Material regarding semi-automatic labeling as a rule do not receive the proper attention found in automatic labeling systems.

The fact is that there is a gap in production labeling that can only be filled by the semi-automatic labeling process. The criteria for semi-automatic label production can include any of the following items:

- Labeling volume under 6,000 products per day.
- Product shapes not conducive to automated product handling.
- Short run volumes under 30,000 products.
- Tight label-to-product tolerances unattainable by other automation.
- Budgetary limitations.
- Manual product handling that will not dissipate with automatic labeling.
- Low to moderate labor costs.

Universal Labeling Systems is North America's largest manufacturer of made-to-order labeling equipment. We design, manufacture, and document Automatic, Semi-automatic, and Print & Apply labeling systems. ULS equipment is sold and supported through a worldwide network of authorized distributors. To learn more, visit [www.universal1.com](http://www.universal1.com) or [www.youtube.com/user/ulslabeling](http://www.youtube.com/user/ulslabeling).



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## Totani

Totani is THE world leader in bag and pouch making machines, shipping over 250 machines year in and year out. Totani America is wholly owned by Totani Corporation of Kyoto, Japan. The parent company was founded in 1952. The company provides both customized and standard pouch machines and plastic bag machines with full parts, service and technical support. The company demonstrates, sells and services Totani Equipment within the flexible packaging industry to converters in North and South America. Totani's extensive base of installed machines is serviced out of the Totani America Technical Support and Service facility in Green Bay, Wisc.

Totani is the recognized world leader in pouch and bag making machine manufacturing and its current products include pouch machines for the production of the following pouches: three-side seal, shaped, stand-up, spouted, reclosable zipper – both slider and press-to-close, side gusseted fin seal, side gusseted four-corner edge seal or quad seal, and true flat bottom pouches.

“Box Pouch®” is the trademark name Totani has given to the flat bottom pouches made on Totani machines.

Totani also makes machines that make the following polyethylene and polypropylene bags: side weld - gusseted and flat, bottom seal – gusseted and flat, reclosable zipper – both slider and press-to-close, triangular or trapezoidal bags or sleeves (including, but not limited to Flower Sleeves), and header bags.

The company serves the following markets within the flexible packaging industry: dry pet food, retort – pet food and human food, frozen food, dry food, beverage, coffee, and non-food – medical, chemical, lawn and garden, flower, and custom.

Totani Corp. exhibited its pouch-making machine at Pack Expo for the first time in 1984. Since then, the company has exhibited at each Pack Expo show and has installed many machines in the United States and Canada, Mexico and throughout Central and South America. Totani, as the leader of pouch machine manufacturers, is widely known for its cutting edge technology and quality within the flexible packaging industry.

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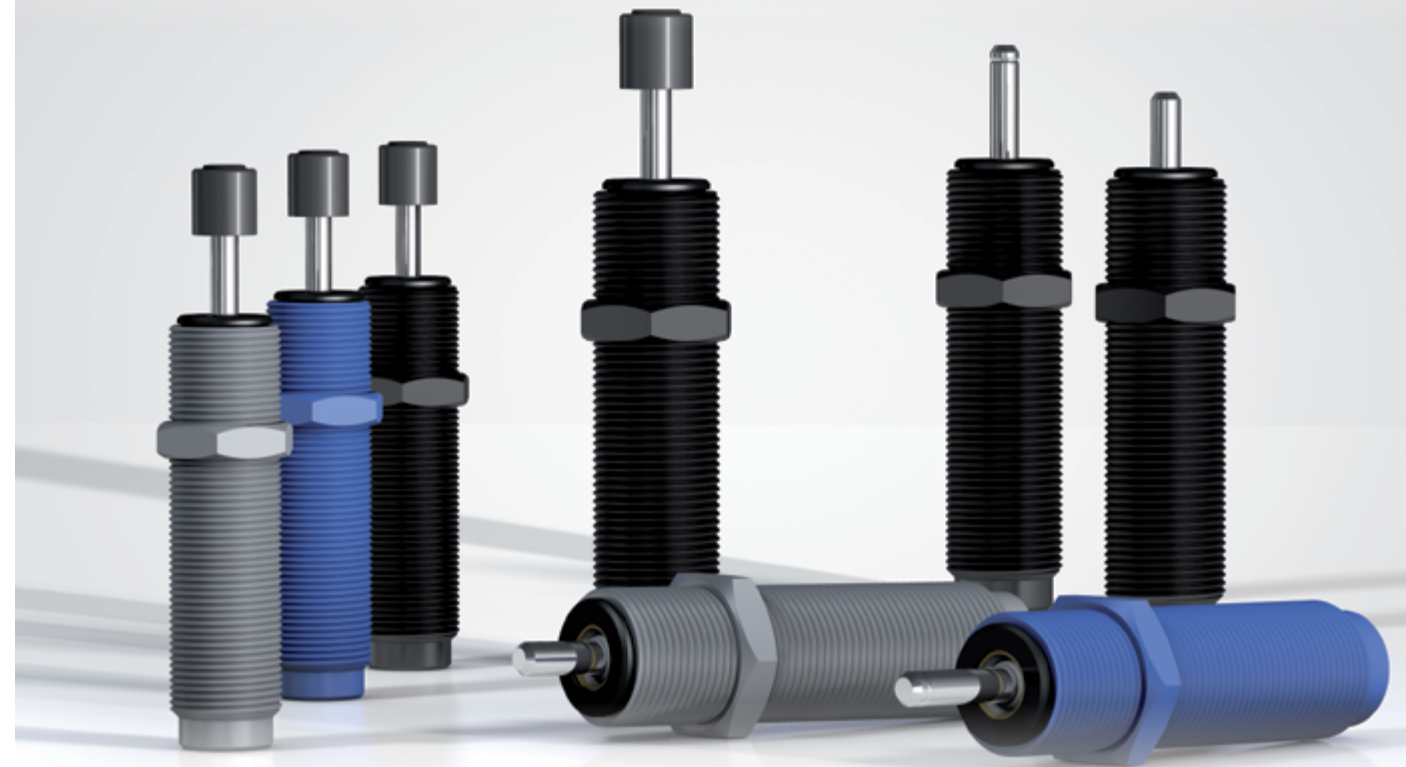
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