



focus

The Yamato Newsletter

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Yamato Sweet Days 2010 - Yamato's confectionery forum was a total success

Willich: For the first time in its history, Yamato Scale GmbH hosted the confectionery forum Yamato Sweet Days.

From March 24-26, 2010 28 participants from renowned companies of the confectionery industry from Germany, Switzerland, the Netherlands and France convened to gain a comprehensive insight into Yamato's innovative weighing and packaging solutions in this domain.

The diversity of the applications that make up the confectionery industry, ranging from wrapped candy and sticky jelly products to fragile and breakable chocolate as well as lightweight voluminous confectionery, constitutes a special technological challenge. Yamato has been providing innovative weighing solutions for the confectionery industry for nearly 25 years, making it the authority with possibly the most exhaustive competence in this domain.

The participants were able to get an impression of Yamato's power of innovation: four weighing and packaging lines processing the most diverse confectionery products showcased Yamato's weighing solutions in combination with horizontal tubular bag packaging machines.



The Yamato Test Center



Several participants exchange ideas and experiences around this multihead weigher.

Current problems in the industry were emphasized and analyzed, leading to the presentation of concrete possible solutions.

Yamato laid special emphasis on the discussion of the sector's future demands on weighing technology based on the technologies currently available.

The focus was particularly laid on the innovative models of Yamato's Premium Frontier Series. Among others, the Bottom Based Handling (BBH) technology developed by Yamato was presented and discussed. This technology allows a 20% increase in productivity to be attained by avoiding packaging waste due to sealing failure and by enabling the weighing at significantly higher speeds.

Two models from this series and their different features were presented to the participants of the Yamato Sweet Days:

- An 18-head multihead weigher preferably selected for the weighing of fragile products with small target weights due to its compact dimensions, short discharge distances and high speed.
- A 14-head multihead weigher capable of high speed weighing of large volumes and high target weights.



The weighing of wrapped candy



A further model from Yamato's Premium Series, a Sigma Plus multihead weigher, was also presented. Due to its compact dimensions, this weigher is the preferred choice when limited space is an issue. In addition to being able to attain a high weighing speed of up to 240 weighings per minute, it also allows for the mixing of up to 8 different products.

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Welcome

Dear friends of Yamato,

following one of the most challenging years economically for the manufacturers of packaging machines, Yamato Scale GmbH was nevertheless able to show a positive balance sheet for the fiscal year 2009.

With the financial outcome, we were able to top our record year 2008, making 2009 the most successful fiscal year in the history of Yamato Scale.

The excellent product portfolio, our customers' faith in our brand, and our policy to always offer our customers the highest quality and the best individually developed solution were the secret to our success.

Our worldwide sales and service network, customer-oriented service programs, as well as each individual employee of Yamato Scale GmbH further contributed to this success.

We have started this year on an optimistic note and faithfully remain your reliable partner in the domain of weighing technology.

Best regards,

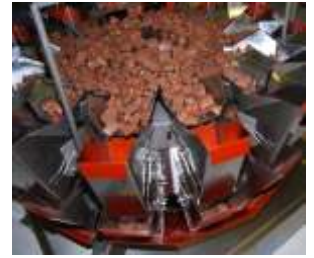
Walter H. Neumann
Managing Director

To round off the presentation of Yamato's portfolio, a 514ACC, 14-head multihead weigher from Yamato's Value Line, demonstrated its capacity to cost-effectively process large volumes.

All of the multihead weighers that were showcased are particularly suited for the weighing of confectionery. With a selection of specific weigh buckets featuring different materials and the corresponding coatings, the weighers are capable of processing the most diverse product applications.



The ADW 514 ACC weighing confectionery from the Netherlands



The weighing of very fragile chocolate-covered marshmallows from France. The weigh buckets have been specifically adapted to minimize product breakage.

The participants were very impressed by Yamato's competence and potential to provide technical solutions. Giving a very positive feedback about Yamato's inhouse show, they particularly appreciated the opportunity for an informal discussion forum presented by this event.



Participants observing the demonstration of the multihead weigher

Walter H. Neumann, managing director of Yamato Scale GmbH, summarizes the event: "The success of the Yamato Sweet Days consolidates our strategy to provide our customers with exclusive solutions concordant with the demands and trends of the industry and to be the competent partner for our customers when it comes to innovative and individually developed weighing solutions." Mr. Neumann is already looking forward to the next Yamato Sweet Days: "The great success of the first Yamato Sweet Days and the positive feedback we received prompt us to further develop this leading event of the confectionery sector."

Yamato Scale, a worldwide leading manufacturer of weighing technology, has been providing innovative weighing solutions for more than 85 years. With numerous patents and new developments, Yamato will shape the future of the multihead weighing technology.

Visit us at:



FachPack 2010

Hall 3 booth 3-348



Visit our website for the complete brochure
YAMATO'S SWEET COMPETENCE:
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Yamato certified according to the DIN EN ISO 9001:2008

Respecting clearly defined quality standards is a topic of increasing importance in today's business processes, both on a national and international level. Constant learning and improvement processes, service, and the capacity to adapt to ever changing markets and customer demands all fall into this category. Last year, Yamato Scale GmbH embarked on a comprehensive program to improve the overall quality of its products and services. The kickoff for this program, named Q10+, was an extensive survey focusing on customer satisfaction which took place last summer. This was followed by the introduction of a quality management system for the entire company based on the DIN-standards ISO 9001. The quality management standards DIN ISO 9000 introduced in 1987 represent the worldwide basis for the quality control and quality management used in many companies in various industries. They are the most widely employed standard reference of the International Organization for Standardization (ISO).

However, the success or failure of a company is not only a product of the quality of its various individual services. The willingness and capacity to accommodate changes in the market and in the customers' requirements quickly, flexibly and innovatively also play an important part.

These complex requirements can only be met with an effective quality management system. A QM-system compliant with DIN ISO 9001 is the ideal basis for every national and international company, regardless of size or industry, to prove its competence and performance. This way, a worldwide comparison is possible.



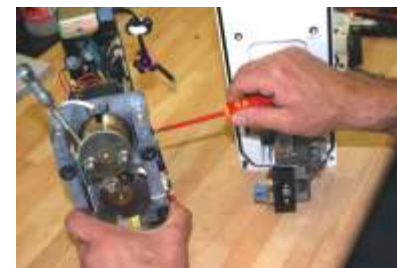
The introduction of the quality enhancement system Q10+ is an ongoing process at Yamato, aimed at being continuously adapted and improved. In addition to the two required audits, Yamato Scale GmbH will voluntarily perform three further internal audits in order to further optimize the constant quality control and to ensure an increased efficiency, productivity and customer satisfaction.

On a regular basis, the Q10+ program features internal and external trainings for the employees as well as assessments of the suppliers. Furthermore the corporate goals as well as the methods of internal and external communication are clearly outlined and regularly controlled or adapted if necessary. Initiated in 2009, the process of constantly monitoring customer satisfaction is an integral part of Yamato's corporate communication and will therefore take place on a regular basis.

The last update of the DIN ISO 9001 took place in 2008. It is according to this latest version that Yamato Scale GmbH is certified.

Since high quality standards have always been a focus at Yamato, it only took 6 months of certifying before Yamato Scale GmbH was awarded the final certificate for the standard DIN ISO 9001 by the technical inspection agency TÜV Nord Cert GmbH.

The complex requirements faced by international companies can be fulfilled with the help of a quality management system (QM) focusing on standard procedures. Many companies from various industries use this as the basis for their quality control and quality management.



In addition to Yamato Scale GmbH in Willich, Germany, the Yamato corporate headquarters in Akashi, Japan, the Yamato factory in Shanghai, China, and the Yamato subsidiary in Leeds, UK are certified according to ISO 9001. Yamato's quality management system ensures that our customers always receive the best possible products and services.

Yamato introduces a new service in Germany

Yamato products are long-lived, persevering and robust. In order to maintain these characteristics, Yamato has elaborated the Yamato | **PROSERV** program, introducing a new service in Germany aimed at preserving your machine and safeguarding its capacity to function properly at all times. To this end, Yamato created the position of technical consultant in March.

In a thorough check, the current status of your machine is analyzed, the wear of the mechanical parts is examined, the status and quality of the electronic parts is determined, and a profile is created of the qualification of the operating personnel as well as of the overall state of your machine and your installation.

At Yamato, the development of our products and services is an ongoing process. This includes establishing ways in which your weigher or installation can be modernized or adapted in order to economize costs. An exchange of certain parts or the update of a software, for example, can quickly and easily bring your weigher or installation up to date in terms of the latest technology and can safeguard its capacity to perform optimally at all times.

Following the check, the results are reviewed with you and you are presented with a status report of our actions outlining the main recommendations as well as the details of contingent maintenance and repair jobs. The possibility for you to minimize any downtimes by creating a small stock of your own of the most important spare parts is also discussed.

Yamato | **PROSERV** is more than the mere execution of repairs and the delivery of spare parts, Yamato | **PROSERV** is active customer orientation!

Please contact Mr. Höfer for an individual consultation if you are outside Germany and are interested in our program:

tinohoefer@yamatoscale.com



Tino Höfer, technical consultant, inspects a multihead weigher



Preventative maintenance

In the long run, machines and installations are only able to perform at an optimum level if they are subjected to maintenance and overhauls destined to bring them up to date in terms of the latest technology on a regular basis.

Yamato's preventative maintenance contracts feature two different levels of service coverage which also increase the operational reliability at the same time.

Yamato offers three different contracts: Basic, Premium, and an individual contract specifically tailored to meet the needs of your company.

Depending on their status, all three contracts contain a more or less comprehensive range of budget-friendly maintenance, support and audit.

The Yamato preventative maintenance contracts constitute an excellent calculation base for long-term financial planning.



Yamato | **ACADEMY** Trainings and Workshops

Well qualified and trained employees are the main assets of a company. They are the only ones capable of correctly operating and employing the machines and installations as well as of preventing downtime, thereby optimizing the production and avoiding repairs in the long run.

The Yamato | **ACADEMY** Training and Workshop program is tailored to meet the needs of the customers.

The Yamato | **ACADEMY** Trainings and Workshops ensure that the trainees assimilate all the knowledge and skills necessary to operate the machines in an optimum way.



The trainings, which are based on a modular design and feature a subsequent advance training course, take place in English or German in the Yamato Training Center in Willich on a regular basis.

June 21 - 22: Operator training for Yamato multihead weighers of the Alpha and Sigma Series, German

September 21 - 22: Operator training for Yamato multihead weighers of the Alpha and Sigma Series, German

October 18 - 19: Operator training for Yamato multihead weighers of the Alpha and Sigma Series, English

November 22 - 23: Operator training for Yamato multihead weighers of the Alpha and Sigma Series, English