



focus

Weighing, counting, mixing, controlling and packaging - Yamato is always right for you

Until now, the general consensus was that multihead weighers are really only designed for quick and exact weighing.

That is about to change! Yamato multihead weighers always provide cost-effective weighing solutions, be it for counting plastic fastenings, for mixing applications for convenience foods or for weighing potato chips at high speeds.

Yamato multihead weighers are capable of processing a whole new range of applications. One of Yamato's 20-head multihead weighers, for example, was used to count plastic fastenings. The customer however also required that a mix of five different colors and sizes be created - no problem for Yamato. The target defined by the customer was easily met with great accuracy and speed.

Yamato also recently sold a multihead weigher to Africa to count lollipops before they were bagged. This assignment was also a challenge expertly mastered by Yamato.



For the rapidly expanding segment of convenience foods, Yamato was able to provide a solution for the weighing of pasta with vegetables and sauce with a required accuracy of +/- 1.0g and a target speed of 60 weighings per minute. To meet this challenge, Yamato opted for the use of a 16-head multihead weigher.

More than just multihead weighers

The multihead weighers are however not the only Yamato products to work with the utmost precision; the Yamato checkweighers also meet all customer requirements in terms of high accuracy. The Yamato checkweighers have a very broad range of possible applications...

The technological concept, the robust design of the Yamato checkweighers and the high precision which is characteristic of Yamato products provide the customer with infinite flexibility.

Yamato checkweighers are thus used in Russia to verify the weight of the final packaging of biscuits. Furthermore a customer in Germany uses Yamato checkweighers to control the weight of the final packaging of potatoes.

Yamato Case Packers

The FCP Series Case Packers represent another successful product range.

The Case Packers demonstrate their flexibility in the most diverse fields, whether it be for IQF, fresh or fragile products. The Yamato Case Packers are able to execute all required tasks just as reliably as any Yamato product.

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Welcome

Dear friends of Yamato,

I would like to introduce to you the new **Yamato focus**.

Even in today's turbulent economic times, we at Yamato want to invest further in our customer relations. It is particularly important in times of a struggling global economy to maintain an open dialogue with our customers and to keep the focus on the customers' needs. That is why we want to take a step forward in launching **Yamato focus**.

Yamato focus is meant to provide you with helpful and useful information in your daily working environment. **Yamato focus** will be published regularly about 3 to 4 times a year and will feature news and current information from the world of Yamato.

We will provide detailed reports of projects and solutions that have been successfully implemented for customers as well as introducing new and interesting applications and service offers. In the section "Application of the month" we will present interesting Yamato products as well as Yamato's latest innovations.

We at Yamato firmly believe that better times will be here soon. With Yamato's characteristic focus on quality and the needs of our customers, we want to head towards better developments alongside our customers. We thus face the future full of confidence and are looking forward to a continued successful cooperation.

Enjoy our first edition of **Yamato focus**!

Walter H. Neumann

Managing Director



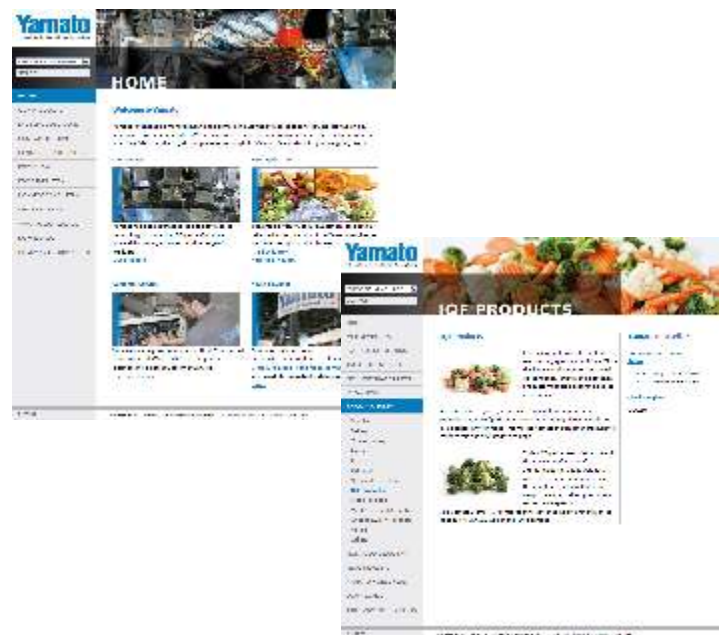
Behind the scenes at Yamato

Success all the way through - www.yamatoscale.com

Yamato launched its new website about three months ago. Ever since, the visits to Yamato's new website have shown a dramatic increase on a daily basis.

The goal of the new internet presentation is to provide the site's visitors with a quick and well structured overview of Yamato's products and their possible domains of application as well as to demonstrate the diversity of the products that can be handled by the Yamato products.

The layout of the website is new and unique: a simple and well structured outline of the various industry sectors brings you directly to Yamato's sector-based solutions.



In addition to the product descriptions and the application solutions, an important part of the content is dedicated to the Yamato Customer Service. The extensive and unique service offers are also presented in a very clear manner.

With this new and modern internet presentation Yamato once again lays claim to the leadership in the world of innovative packaging technology, particularly in the domain of multihead weighing technology.

Visit the new Yamato website, www.yamatoscale.com, and let us know what you think of it by means of the contact sheet. Your feedback could win you a Nikon Digital Compact Camera which will be raffled off among the first 100 responses.

Visit us at the **FachPack 2009** in Nuremberg, from September 29 - October 1st, 2009.

Hall 3, booth 3-516



FachPack 2009

Precision and speed are what count for the leader of the IQF potato sector

Agrarfrost GmbH & Co KG was founded in 1967 by the farmer Reinhold Stöver. Starting as the pioneer for IQF french fries, the company has developed into one of the leading European suppliers in the domain of IQF potato products for the retail, bulk consumer and fast food industry.

A constant focus on the consumer

The increase in the 1970s of the number of women going to work brought about a change in the living habits as these women looked for means to simplify their domestic chores and the cooking of meals. Agrarfrost catered to this trend towards products which could easily and quickly be prepared by consumers by sparing the latter the tedious task of preparing potatoes before they could be used further. Instead of having to peel and then process the potatoes, the consumers were now able to prepare IQF potato products directly.

Since then the demands have been ever increasing as consumers attach more and more importance to their own health, thereby preferring high-quality low-fat foods. Agrarfrost has always been able to accommodate these changes, as demonstrated by the example of their very popular oven fries "Backfrites" which only have 3% fat.



Agrarfrost's current range of goods comprises more than 60 different products which all have one important characteristic in common: highest quality. Agrarfrost's environmentally friendly agriculture with its focus on a good management of natural resources provides for an entire one-stop chain of process. This starts with the cultivation of the seed potato, followed by its planting and harvesting and finally the production of the branded products.

Catering to different target groups

In addition to its consumer products, Agrarfrost also offers products for bulk consumers. For the two target groups consumer and bulk consumer, Agrarfrost offers different packaging sizes: 400g, 2500g, and 5000g.

Speed and precision

True to its high demands on quality, Agrarfrost logically chose Yamato as its supplier of weighers. Being the worldwide leading manufacturer of multihead weighers, only Yamato is able to provide the quality and service that Agrarfrost requires.

Following extensive tests at Agrarfrost's facilities, Yamato's leading technology was opted for and the 14-head multihead weighers ADW 714SV from Yamato's successful Sigma Series were acquired. The design and the stability of the weigher's buckets were especially deemed as the best worldwide, in addition to the overall technology and operating of the machinery. When weighing potatoes, the stability of the buckets is of primary importance.

A quick installation and integration

During a very short installation period, the weighers were integrated into the current production lines, where they were quickly able to demonstrate the full extent of their excellent performance.

Agrarfrost's production manager for IQF packages states that **"the Yamato multihead weighers currently installed at Agrarfrost fully meet all our requirements to our greatest satisfaction. The demands on speed, precision and reliability are all fully met."**

Yamato's multihead weighers are part of the production process for IQF french fries and IQF potato croquettes: 2500g of french fries are, for example, weighed at a speed of 80 weighings per minute. The deviation from the target weight is only 0.4g, a precision that has heretofore never been reached for this target volume. This has led to considerable savings on Agrarfrost's part, as the loss due to excess weight was significantly reduced. The speed of the weighers also plays an important part, for it was now possible to considerably increase the production capacity.



The Yamato multihead weighers are equipped with a webcam situated above the weigher enabling the monitoring of the feeding of the product into the weigher. This allows for the control of possible changes in the parameters via the automatic feeder control unit.

The operators of the Yamato multihead weighers received an extensive training at the **Yamato |ACADEMY** in Willich thereby making them able to make optimum use of the installation.

Both Agrarfrost and Yamato are very satisfied with the profitable cooperation.



Groundbreaking service

Reliability and quality represent the cornerstone of Yamato's corporate philosophy. Rigorous quality controls during production as well as high reliability and top quality in the after-sales-service are fundamental to meeting our own high demands to always offer the very best to our customers. Our unique service concept **Yamato | PROSERV** allows us to provide you with personalized service offers that enable you to uphold a financial margin which can safeguard your production and the quality of your product in the long term.

Yamato | PROSERV is the new name for a new level of quality in the packaging industry.

Yamato | PROSERV provides extensive service offers:

On-site service:

- preventive maintenance
- rental machines
- installation and implementation
- customer specific modifications & repairs
- on-site trainings and workshops

In-house service:

- exchange parts service
- repairs
- Yamato | **BLUE ORIGINAL** Genuine Spare Parts
- modifications and repairs
- application service
- trainings and workshops in the Yamato | **ACADEMY**

Our Yamato Customer Test Labs allow us to replicate realistic production conditions based on your requirements so that the customized installations may be perfectly adjusted to your production lines.

The professional service offers that constitute the **Yamato | PROSERV** program provide you with premium service both on-site or at the Yamato headquarters.

With reliability, the ability to plan ahead, continuity and transparency we provide the grounds for a long term partnership based on trust and cooperation.

You always win, whether you choose th on-site or the in-house service!

Exchange of Actuator Units

Yamato products distinguish themselves by their top quality and their longevity. The exchange of a particular part can however become necessary at some point. In order to avoid excess costs for the exchange of important parts, Yamato has elaborated a financially interesting program of exchange parts.

The inspected and certified exchange parts are all of the same quality as a new part, the level of quality being the same as that during the serial production.

The reprocessing of a part has distince advantages over ist repair:

- **12 months of warranty**
- **availability within 24 hours**
- **high compatibility with various machines**

Compared to a regular repair, the reprocessing saves you time and money, and you have a full 12 months of warranty as compared to 6 months for a repaired unit.

The following actuator units are available as exchange parts:

Model	Standard	Memory
Alpha Series	3 l	
Sigma Series	2 l, 5 l, 10 l, 16 l	2 l, 5 l, 10 l, 16 l
Sigma Compact Series	0,5 l	0,5 l

Yamato Worldwide

Systems partners

For more than 80 years now, Yamato has been providing innovative packaging solutions. During this time, Yamato has established itself as the technological leader and the preferred supplier of all renowned companies. Along with the use of new technologies, the development of new products relies on our broad experience, our creativity, our unrivaled know-how and our power of innovation. Working in close cooperation with the leading manufacturers of packaging systems, Yamato is the worldwide systems provider for innovative weighing solutions. The close cooperation has a double benefit for you as our customer: you are always provided with the best technology for your application, instead of with the second best from a single manufacturer, as well as with machines which are perfectly adjusted to one another. Your installations, and thus also your products, benefit from the manifold innovations which, in combination with our diverse corporate know-how, make up the essence of the development of our solutions.

The Yamato Systems Partner Network - your guarantee for a successful systems implementation and a profit for you.

