

NEUHAUS NEOTEC Newsletter 1-2011

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**Dear customers,
dear colleagues,**

The year 2011 begins for Neuhaus Neotec with many important events and trade fairs which keep us in suspense. We are starting this busy year with great confidence, since we do not only have a high order backlog, but also many promising projects coming up.

The first major project we successfully mastered was the opening of our new pilot plant in Ganderkesee. With this two-day symposium we proved our focus on customer orientated research and development.

Apart from fair presences in Vietnam, Singapore and Houston (USA), particularly Interpack in Dusseldorf in May is one of the most important events of the year for Neuhaus Neotec. We expect you on this world's largest trade fair for packaging and process technology!

**Yours,
Gustav Luehrs**



1st International Symposium „Practical Aspects of Fluidised Bed Technology and Industrial Applications“ in Ganderkesee

On February 17 and 18, 2011 the new pilot plant was inaugurated at the company's location in Ganderkesee on the occasion of an International Symposium on fluidised bed technology. 140 international guests and the employees of Neuhaus Neotec experienced two informative days regarding the main theme "fluidised bed technology". This branch of technology is the heart of the new building, in which laboratories and the research and development department of the company are located



About 140 international guests attended the International Symposium on February 17 and 18, 2011 on the opening for our new pilot plant in Ganderkesee.

including offices and conference rooms. Generous space for product and process development and tests for the design of production plants for customers is included as well as modern analytical equipment.

During the two-day symposium, numerous lectures informed the guests about the process and possible applications of fluidised bed technology in practice. The theoretical explanations of the first day were followed by practical demonstrations on the second day. Potential users of this technology are not only companies belonging to the food industry. Fluidised bed processes, such as agglomeration or spray granulation, are of high importance for the chemical and pharmaceutical industry, too. In the new pilot plant, customers can now test their processes on a pilot-plant scale and optimise their products in terms of the desired properties. At present, initial tests for continuous agglomeration of cocoa powder take place in Ganderkesee.

Besides pure information, the programme of the Symposium also included professional exchanges and a social get-together.

Exploding raw material prices

The raw coffee prices worldwide are rising dramatically.

Because of the price sensitivity of the consumers today also the equipment supplier are asked to provide new concepts for production cost reduction. Neuhaus Neotec offers in this context, specially for the producers of soluble coffee, additionally the roasting of broken coffee beans. On other systems it is technically very difficult to roast in appropriate quality.

Neuhaus Neotec offers on the new designed roasting machine type RFB and RG the possibility to roast broken beans in even and high quality. Many of the leading coffee roasters were most interested in this innovation.



Green coffee, whole bean (le.) and Green coffee broken beans (ri.)



Roasted Coffee, whole bean (le.) and broken beans, roasted on a RFB roasting machine (ri.)

Neuhaus Neotec underlines once again the unique flexibility of the RFB system which is used worldwide for specialty coffee, Slow roast, but also for difficult to roast coffees up to broken beans.

Portrait Gustav Lührs

The Helmsmann at the Head

Since 1987, Gustav Lührs has kept the company on course as Managing Director of Neuhaus Neotec. In 1975 already, the graduated engineer for process engineering joined Neotec, where he took over the management ten years later. After the merger of the companies Neu-



Jan Behrmann (le.) congratulates Gustav Lührs (ri.) on his 60th birthday.

haus and Neotec, he has been the managing director of the company making Neuhaus Neotec a nationally and internationally leading manufacturer of roasting plants. In 1990, Neuhaus Neotec was taken over by the Kahl Group. Gustav Lührs remained at the top of Neuhaus Neotec.

By taking over Heinen Drying in 2010, Neuhaus Neotec laid the foundation for a second foothold of the company, the "Particle Technology". After a nearly 2-million Euro investment in the location Ganderkesee last year, Gustav Lührs celebrated two events in February 2011: on the one hand the opening of the new pilot plant in Ganderkesee, and on the other hand his 60th birthday, on the occasion of which a small internal celebration with employees and colleagues took place at the company's second location in Reinbek on February 23. Jan Behrmann, the owner of the Kahl Group, congratulated Gustav Lührs on behalf of all employees.

Company news:

New RFB for Spar Austria

For 20 years Spar Austria and Neuhaus Neotec have worked in close cooperation. Back in 1991, Neuhaus Neotec supplied the turn-key Spar roasting plant in Marchtrenk near Linz. From the very beginning of operation, the RFB technology has been used for roasting.



Now Spar decided to invest again in this proven technology and ordered an RFB-roasting machine including advanced control features, such as copy

and profile roasting, as well as a pre-heating system for green coffee, since Spar gives high priority to environmental friendliness and energy efficiency.

The complete plant control system with MES belonging to the order was successfully put into operation at the end of last year. The new plant control offers Spar all options of an easy and comfortable operator guidance with pleasant colors and fully automatic mode, which is including new functions for the analysis of single machines and plant sections.

Roasting Technology made by Neuhaus Neotec at Cerebos Gregg's

Our Roasting technology is in demand all over the globe, also at the other end of the world in New Zealand. Recently, Neuhaus Neotec has received an order for the installation of an RFB roasting machine at Cerebos Gregg's Limited in Dunedin in the South of New Zealand.



William Gregg started his business in 1861 in New Zealand. Later, the company became part of the Cerebos Group. Today, Cerebos Gregg's is

one of the most important coffee roasters of New Zealand. A wide variety of different coffees is produced - from espresso via filter up to their own instant line.

The choice took place after intense comparing and quality tests in our pilot plant in Ganderkesee. The customer attached particular importance to a continuous food-grade specification, which is self-evident for our roasting plants. The speciality roaster supplied by Neuhaus Neotec is scheduled to start operation in the second half of the year.

Over 1,000 sold Colortests

Neuhaus Neotec is particularly proud of the colour-measuring instrument Colortest developed in-house. Already more than 1,000 times has the reliable and accurate colour-measuring instrument been sold worldwide. Based on this technique, Neuhaus Neotec has developed an in-line Colorcontrol which was already tried and tested in practice.



ATEX Deadline missed?

Consulting and retrofitting of many companies to fulfill the ATEX directives which have been mandatory for several years already belong to the range of activities of Neuhaus Neotec. With the right advice, retrofitting may be less complex and expensive than many fear. Let us advise you as a competent partner!



Quality award for our customers from India

We congratulate our customers TATA Coffee and Bayars Coffee, who were awarded with the gold and silver medal by the India Coffee Board as best roasters in India. Both roasters have invested in the last years in the Neuhaus Neotec RFB technology.



Delta Cafés decided in favour of Neuhaus Neotec Grinder

Delta Cafés, one of the leading coffee producers in South-West Europe and market leader in Portugal, decided in favour of the Neuhaus Neotec roll grinder technology for the demanding coffee grinding for the production of capsules and pods.

Delta Cafés was founded in 1961 by Manuel Rui in the centre of Campo Maior, where the company still has its head office. In the beginning, the daily output was less than 30 kg, but then the company expanded over the following years to the extent that the well-known red logo of Delta Cafés is not only found in Spain, but also in many other European countries and even overseas.



In the meantime, Delta Cafés belongs to the Grupo Nabeiro consisting of 21 companies which are active in various fields such as olive oil, wine etc. But coffee is still the most important product of the group of companies. Following extensive tests, Neuhaus Neotec were able to convince with their grinding technology for the production of pods and capsules and received an order for the production plant in Campo Maior. The roll grinder recently went into operation.



Finlays: Migration to an up-to-date Manufacturing Execution System (MES) for biggest factory of loan roastery in North-East-England

The migration from a 18 years old system to the modern MES from Neuhaus Neotec was required by the customer, because of its high order, production and quality management.

All these functions are unified in Neuhaus Neotec MES, which is based on operating system of Microsoft Windows Server and a SQL-Database.

The server-client-structure of the modern MES also offers the customer now the possibility to operate all processes from all over the com-



plete plant or directly only from the control room.

Within a long weekend without production the complete hardware was changed to a standard hardware server system and all process functions were tested.

After that Neuhaus Neotec provided operator training and production support for another week. The production was back to 100% after the third day of installation and the customer was very convinced about this result.

Sucessful with Grinders

In 2011, another grinder concept for the coffee market will be joined to the well-known grinder family of Neuhaus Neotec!

Our newest grinder of the series WMK 200 fits seamlessly into the existing family and was designed specifically for pods, capsules and superfine grinding.

This grinder closes the gap between the WMA and WMK series 250. Many new features are applied that resulted from the development in recent years in the field of pod/capsule and superfine grinding. We are proud to present our new roll grinder at Interpack, particularly for this segment, in which smaller capacities with high-precision and reproducible grinding degrees are required.

For decades, we have successfully supplied not only coffee roasters, but also the chemical industry with high-precision granulizers. In the field of grinding of acrylic polymers we became one of the market leaders, as the customers appreciate the reliability and precision of our machines. With the overall incoming orders for 2011 grinder production has already been used to full capacity.

Trade Fairs & Events:***Vietnam Coffee Days***

From March 10 to 13, the third "Vietnam Coffee Days" took place in Buon Ma Thuot, the heart of the coffee-growing region in Vietnam. The Coffee Days were organised by the Vietnamese Coffee Association. The exhibitors were mainly green, roasted and instant coffee producers from Vietnam, but also importers and exporters from all over the world. Expert audience and coffee people from all over the world used the three days to gather information about Vietnam's products and coffee industry. The event was well attended and also for Neuhaus Neotec a great success.



Apart from the exhibition, various lectures, seminars and conferences took place. Neuhaus Neotec was actively involved

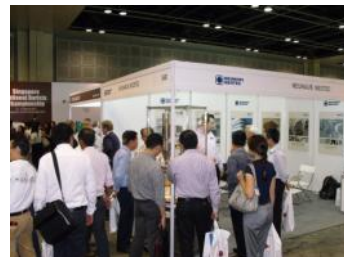
and could finish the trade fair with a cooperation agreement with the largest Vietnamese roaster, the company Trung Nguyen. A highlight of the event was the opportunity to visit the biggest roasting plant in Vietnam, which had recently been set in operation by Neuhaus Neotec at Trung Nguyen. This plant allows the custom-



ers to significantly improve their quality and flexibility with reduced power consumption.

Successful Tea & Coffee World Cup

From March 21 to 23 the Tea & Coffee World Cup took place in Singapore. Also Neuhaus Neotec was present at this show with their own stand, focusing on the Asian coffee market, although the visitors were fairly international. For Neuhaus Neotec the three days of exhibition were very successful because the show was well visited and a new partnership could be concluded.

***Interpack Preview***

From May 12 to 18, Neuhaus Neotec will exhibit together with the Kahl Group in Dusseldorf at Interpack in hall 1, booth A13. A modern new grinder for the medium capacity range, particularly for pod/capsule and ultra-fine grinding, as well as advanced instruments for in-line quality control will take centre-stage in the trade fair presence of Neuhaus Neotec. The long-standing competence in the field of green, roasted and ground coffee transport is another important issue. Our roasting processes are represented by control visualizations.

**Visit us in Hall 1, Booth
A13 - we look forward to
meeting you!**

**Our next Trade Fairs**

SCAA Show, Houston (USA)	28.04.-01.05.2011
Interpack, Düsseldorf	12.-18.05.2011
Powtech, Nürnberg	11.-13.10.2011
SIC/host, Mailand	21.-25.10.2011

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