

editorial

Dear colleagues from the beverage industry.

In this newsletter, we would like to inform you about a successful delivery of a medium-capacity line for bottling of mineral water in PET bottles. Due to logistics, it was necessary to assemble and put into operation the line quickly and to achieve its full output (with more than 90 % efficiency) in a short period.

„Pepsi Co bottler”, an exigent customer, verifies reliability of a camera checking device for empty bottles developed and manufactured in NATE. Superior quality of deliveries as well as production of NATE company is tested by a long-lasting cooperation with the multinational concern Alfa Laval. NATE – marketing – a daughter company of NATE dealing with development and production of machines of the “dry part” of the line would like to present itself and it invites you in the Czech brewery Rychtář.

Let me invite you to the BRAU Bevale in Nuremberg, where NATE exposes its block of glass bottle washer Athena and bottling methods for different beverages, including its new product – a volume electric valve for beer bottling.

I am looking forward to meeting you
(stand no. 431, hall 5).

Petr Papoušek
General Manager

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SUPPLY OF PET LINE FOR ONDRÁŠOVKA

On the basis of long-term cooperation with ONDRÁŠOVKA s.r.o., now known as MARILA BALÍRNY a.s., the NATE company participated in a tender for supplying a filling line for the bottling of carbonated and still beverages in PET bottles, with a specific output of 16,000 bottles (1.5 l) per hour.

The original production line no longer corresponded to the current needs of the company, both at the technical level and in its capacity of production. In parallel with this line, the customer operates a PET line with a smaller production capacity, which has been previously repaired and supplied by NATE company.

The NATE company on the basis of this tender has become the general supplier for the complete filling line. The main characteristics considered, when deciding about the choice of supplier, were the technical level of technological equipment, demonstrable by current references and additionally the availability of quick service.

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Supply of PET line for Ondrášovka



(finish)

■ According to the customer's requirements, the line has been provided in the manner of general supply, including the entire project of line and consulting activities in the implementation of individual sub-deliveries. The composition of each machine of the line has been made at the request of the customer, using parts supplied by prestigious world-renowned producers. The line is currently operating in two formats of bottles - 1.5 l and 0.5 l. The convenient projected layout of the line allows entire optimisation of the service of the line.



■ Because the customer requested, for operational reasons, as short an assembly as possible, a special timetable for the assembly was designed, which succeeded in dealing with the installation and launching of the line within 25 days. At the end of a ten-day trial operation, guaranteed measuring of the performance

of the line was conducted within the limits of one shift (8 hours), which demonstrated the fulfilment of the contractual performance conditions. The overall performance of the line achieved was 91%. ■

General Bottlers CR s.r.o. – supply of EXAN 08 CCD (Pepsi Americas)

In the autumn of last year our company participated in a tender for the supply of control equipment for empty glass bottles for the General Bottlers CR s.r.o. Company, which is a part of the multinational company Pepsi Americas.

Until now the customer has been using camera monitoring equipment from a prestigious foreign manufacturer, which demanded increasing maintenance costs, in order to maintain at least basic reliability in the decommissioning of bottles.

Since the high quality of manufactured products is the basic philosophy of the General Bottlers CR s.r.o. Company, they decided to invest in new machinery, which would not only ensure the required quality of production, but also help the company to maintain a competitive cost of production. The selection procedure included the world's leading manufacturers of these machines and despite the strong competition, our company has been selected for the fulfilment of this contract.

To satisfy all the needs of the customer, the camera control equipment EXAN 08 CCD from our basic range of control equipment was offered.

Camera control equipment EXAN 08 CCD is intended for checking washed, empty glass bottles with the following features:

- checking the neck of the bottle.
- checking the bottom of the bottle.
- checking the sides of the bottle.
- double check for residual liquid.
- automatic removal of unsatisfactory bottles.



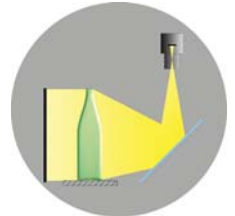
Automatic discarding of unsatisfactory bottles at the end of machine.



Camera checking the neck of bottle



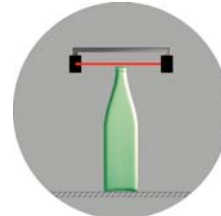
Checking for residual liquid by the infrared method



Camera checking the sides of the bottle



Camera checking the bottom of bottle



Checking of height of bottle



Checking for residual liquid by the high-frequency method

Because the device can be programmed with a setting for the level of attrition of processed bottles (new bottles, soiled bottles, heavily soiled bottles) it is therefore possible to adjust the sensitivity of the mechanisms so that to meet the highest possible quality of control for the bottles which are currently being processed. ■

Presenting of the NATE – marketing, a.s. Company

- Palletisation / depalletisation of all kind
- Inserters and unloaders of bottles
- Packaging lines

Dear Reader,

Let me briefly introduce to you
the NATE - Marketing, a.s. Company.

The NATE - Marketing, a.s. Company is a subsidiary of NATE – Beverage Technology a.s.

The main object of our business is the sales, development, design and production of packaging machines, inserters and unloaders of bottles and palletisation and depalletisation of all kinds. For achieving the development of these products we have a quality group of engineers, led by Ing. Pokorný, who is the godfather of a wide range of

equipment. The most famous of these, which I would like to mention as an example, is a series of inserters and unloaders of the Mechanik type; to date they have sold very well in the worldwide market.

The head office for sales and of the technical staff of our company can be found in the main administrative building of NATE; production is carried out in the assembly workshop in Chotěboř in the Czech Republic.

fer of layers of crates. For palletising a scraping sheet-metal plate can be used and a downward movement of pallets after completion of palletising of the layer.

PALLETISATION OF CARTONS AND GROUP PACKAGES

■ Cartons or group packages are formed into a layer on the sorting table and gradually gathered into the open roller-head of the machine. The layer is transferred over the pallet, on which it will be placed.

DEPALLETISATION AND PALLETISATION OF KEG BARRELS

■ For smaller tasks the clamp-head manipulates two KEG barrels. For bigger tasks the clamp-head can manipulate the whole layer. Transport level of barrels and pallets is at the same height.



Palletisation / depalletisation of KEG barrels, with performance of 120 KEGs / hr.

SHRINK FOIL PACKAGING MACHINES

PACKAGING MACHINES OF THE POWER OF 400 PACKAGES / HOUR (SEMI-AUTOMATIC MACHINES)

Attendant manually inserts packed objects into the feeding machine. The advantage is the simple construction of the machine, high versatility in terms of processed forms (packaging only with foil, on straight interlays or in trays).



Automatic packaging machine NAPACK 500.

PALLETISATION AND DEPALLETISATION

The palletisation and depalletisation programme is focused on carrying out these main procedures:

- depalletisation of new bottles.
- depalletisation and palletisation of crates with bottles.
- palletisation of cartons and group packages.
- depalletisation and palletisation of KEG barrels.

Integrated with the palletisation and depalletisation systems are reliable single- or double-axis modules manufactured by the GÜDEL company.



Linear double-axis module ZP-3.

Its main advantages are:

- simple design.
- maintenance-free operation.
- high reliability.
- central lubrication.
- minimum surface area.

The advantages of the above-described system are that it excels specially at the combined depalletisation and palletisation of crates or KEGs. A special handling head manipulates

both empty and full crates or KEG barrels. At the same time, it can transfer empty palettes (saving of space, stacking of pallets, conveyor of empty pallets). For some applications the grabbing head performs the function of manipulating the interlay.

DEPALLETISATION OF NEW BOTTLES

■ Semi-automatic, with manual loading of pallets (new glass). Mechanical collecting of a layer of bottles on the selecting table. Manual removal of the interlay.

■ Automatic depalletisation with the scraping head located directly at the selecting table. The height of the selecting table is set according to the number of layers and to the height of the bottles. It is necessary to level bottles to the normal transport level of bottles.

■ Automatic depalletisation with the scraping head to the transfer board. The height of the sorting table corresponds to the normal transport level of bottles (cca 1100 mm).



Palletisation cartons: performance of 1500 cartons per hour.

DEPALLETISATION AND PALLETISATION OF CRATES

■ A clamp or a hook head is used for the trans-

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Presenting of the NATE – marketing, a.s. Company

(finish)

VERPACKUNGSMASCHINE IN DIE SCHRUMPFOLIE

PACKAGING MACHINES FOR PERFORMANCE UP TO 1000 PACKAGES / HOUR (FULLY AUTOMATIC MACHINES)

These machines are equipped with a traditional welding bar, which welds the upper and lower foil. The design of the packaging machines varies according to the method of packaging of items either only with foil, on straight interlays or on a tray. Assembly and sealing of cartons is part of the function of the machine. The design of the welding table varies according to the stability and firmness of the packed objects (glass bottles, PET bottles, plastic bottles, cardboard boxes, etc.).



Automatic packaging machine NAPACK 800.

PACKAGING MACHINES WITH A PERFORMANCE of OVER 1000 PACKAGES / HOUR

Packaging machines are in preparation which will operate with a reciprocating motion of the welding bar (semi-continuous machines - performance up to 1800 packages / hour) and packaging machines without the welding bar (continuous machines).

The packaging machines described above are intended for the packaging of bottles of the usual combinations (2x3, 3x4, 4x5, etc.). For the packaging of other items or different combinations we can offer atypical construction of these packaging machines:

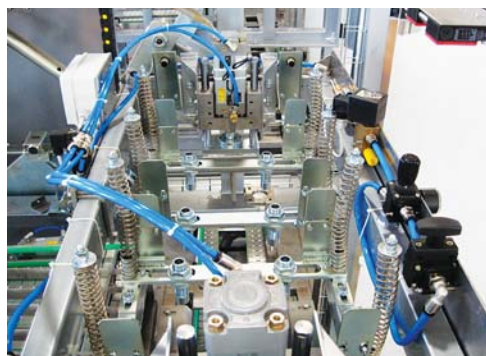
INSERTERS AND UNLOADERS OF BOTTLES

DOUBLE-SIDED BOARD INSERTERS AND UNLOADERS OF BOTTLES

Gripping head makes a reciprocating motion between the conveyor of bottles and the conveyor of crates. The number of heads is 1-6. Performance per head is approximately 500 crates/hour.

Technical advantages:

- All the power-unit and control mechanisms are located above the level of the bottles.
- All stainless steel design of the functioning parts coming into contact with bottles (conveyor of bottles, gear rails, bottle controller).
- Constructed from items which have been tested many times.
- Sub-deliveries from the world's leading manufacturers (SIEMENS, FESTO, SEW EURODRIVE, NORD, TELEMECANIQUE, OMRON).
- The possibility of connection to the monitoring of operation of machinery and linking to the central control system.
- Control via TOUCH SCREEN.



Gripping-head of inserter of bottles NAPAK 3.

- simple construction.
- minimum requirements for maintenance.
- high flexibility.
- rigorously tested structural components for a variety of packaging applications.

INSERTERS AND UNLOADERS - MANIPULATORS

The production of inserters and unloaders of bottles is currently being prepared.

Double-axis modules from the GÜDEL Company will be used for a drive in both vertical and horizontal directions.



Inserter of bottles - GÜDEL manipulator with double-axis linear guidance.

The advantages of linear modules have been described in the sections on depalletisation and palletisation. The modular design of the tempered and polished rails, powered by a toothed rack or a toothed belt allows high performance and dynamics and ensures high precision of positioning and quiet operation. Manipulators will be equipped with 1-6 heads and will cover the performance of bottle lines at up to 36 000 bottles / hour. Application of linear modules will lead to unification of the main drivers of inserters, of unloaders of bottles, and of palletisations and depalletisations.

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*Dear Business Partners,
I hope that this brief presentation will help you with orientation in regard to the products of our company and will contribute in future to the conclusion of many business transactions.*

Wishing you a lot of business success!

*Ing. Zdeněk Mihály
Director*

Production and supplies for the multinational company Alfa Laval during the year 2007

Last year was also successful for the NATE Company in the supply of products manufactured according to customers' specifications.

Alfa Laval is one of the leading suppliers of technology for the processing of food products, so our business activities are close related to each other, however we are not direct competitors in the market. The core activities of the Alfa Laval company are based on three basic technologies: heat transfer, separation and transport of liquids. All three are of great importance for companies in different areas of industry. In the realm of its technical expertise Alfa Laval occupies a leading position in the world market. Cooperation with this customer was already first initiated in the year 1998. Supplies are intended for equipment for the processing of food oils and juices, for water desalination, for the cleansing of liquid fuels and for air conditioning units. Currently we supply both individual components and complete machinery units. We have worked in cooperation with manufacturing plants in Denmark, Sweden and Italy. Alfa Laval has a very sophisticated program for working with suppliers. This includes the continuous evaluation of the basic requirements for supplies, such as technical quality, the punctuality of the delivery date of supplies, the capacity to react flexibly to current needs and also, naturally, price competitiveness. According to Anders Valeskog, manager of strategic purchasing: *„NATE belongs amongst the most important partners of Alfa Laval in Central and Eastern Europe, with deliveries to a number of our manufacturing plants. In the last few years, our cooperation has doubled, in terms of the volume of supplies. The NATE Company, during this period has presented itself as a reliable partner, with a*

good and consistent quality of supplies and with adherence to our „on-time“ terms. AL highlights its good relations with NATE, which have assisted in furthering our cooperation to our mutual satisfaction. For the further growth of our business, the production capacity NATE is sometimes a limiting factor.“

We can state that we are regarded as one of the best suppliers, both in terms of quality and in meeting the agreed schedules of supplies. This assessment is undoubtedly due to excellence in manufacturing work and its organisation in the machine shops and especially in the assembly departments, where the primary responsibility lies for final completion.

Alfa Laval, in its purchasing strategy, envisages working with a smaller number of suppliers, each with a larger volume of deliveries. During our almost ten-year long cooperation, we have ranked among the key suppliers of machined and welded parts. For the NATE Company this manufacturing program has become one of the factors contributing to stability in terms of its own production capacity. The main production has always had a seasonal character, with a peak in the spring period, and subcontracting for other customers has been offsetting the production during the rest of the year. Today, NATE enjoys a stable position in the market and the increased interest in our products sets up new challenges for us. It has been necessary to change our view of the preparation, organisation and management of production, in a manner which enables us to cope with all the requirements of our customers. Continuing examination of the effectiveness of all processes within the company has become a necessity.



Mixer assembly for the plant in Denmark.

In recent years, new threats appear, such as the shifting of production to cheaper territories in Eastern Europe and to Asian countries. Also, the development of the Czech economy with a stronger crown makes it difficult to position of exporters. To meet these challenges means to work constantly on labour productivity, seek new opportunities by utilisation of modern technologies of production and by other measures in the field of rationalisation of production.



Parts of the separators for the plants in Denmark and Sweden.



Tube plates for heat exchangers for the plant in Italy.

This is our main aim for this year, because to offer our customers quality products at favourable conditions and provide a quality service remains the main objective as well as the motto of the entire NATE company. ■

Co-operation with the Rychtář Brewery



Another important customer is a purely Czech company, IMEX Premium s.r.o. Rychtář Brewery with a nearly century-old tradition in the field of brewing.

The Rychtář Brewery of Hlinsko in the Czech Republic was established in 1913, originally as a „social brewery“. Their first beer was made on 12th December 1913. Prosperous as it already was, in 1925 it was transformed into a joint-stock company. Between then and the 1st of October 1996, it was gradually transferred to different brewery groups. Since privatisation, the brewery has been owned by the IMEX Premium s.r.o. Company. By immediate investment in production and sales, further development was assured. One

example of this is modernisation of the main filtration, bottling line, or micro-filter, which allows the bottled beer to achieve high basic durability, without the use of pasteurisation.

The brewery has a production capacity of 100,000 hl, producing six types of bottled and six types of draught beers.

Co-operation with NATE is already a long-standing tradition; a TERMA 10/06 washing plant, with a performance capacity of 6,000 bottles per hour was delivered 17 years ago to the former Breweries Hradec Kralove state-enterprise, to the Hlinsko plant in the Czech Republic. When, last year, the brewery management was deciding about the purchase of new machines, they again

consulted the NATE company, which then won a tender and, in September 2007, a contract was signed for the supply of Athena 12/12.3 VN washing plant and for conveyors of bottles, including the control equipment between the unloader of bottles and the washing plant and between the washing plant and the control equipment. The washing plant is equipped with a complete monitoring system and control of the dosing pumps for chemicals, which increases the reliability of the machine and reduces the consumption of media. Installation of the equipment took place in mid-February 2008, simultaneously with the reconstruction of the bottle plant.

Currently, reconstruction of the bottling plant is in preparation, including the construction of an entirely new water-treatment plant for the production of Hlinsko beer. Many of these investments and reconstruction activities which have gradually changed the appearance of the brewery and of its technological equipment, aim towards the improvement and the greater effectiveness of all parts of production so that in the coming years it would be possible to satisfy the permanent interest of all fans of the first-class, classically-made »Rychtář« beer. ■

BRAU Beviale 2008 Trade Fair 12. – 14. 11. 2008



BRAU Beviale 2008

Please visit the stand of NATE – nápojová technika Company in the Brau Beviale 2008 trade fair that takes place from 12th to 14th November 2008 in Nuremberg, Germany.

This year, NATE will exhibit the first block of its Athena 18/18.3 bottle washer that will then operate in the Pernštejn brewery in Pardubice, and samples of filling systems for filling of both carbonated and non-carbonated beverages:

- electronic volumetric filling system with a flowmeter
- mechanical volumetric filling system
- level mechanical filling system

Visit our stand
No. 431
in the hall 5.
We are looking
forward
to seeing you!