

REPORT

—Packaging and technology

Heinen makes headway

VAREL—A commitment to improving the user experience for customers is keeping Heinen Freezing at the forefront of its field.

by Carl Collen

Germany-based Heinen Freezing has, for more than 30 years, manufactured industrial pasteurisation, proofing, cooling and freezing systems for the international food industry. The company is always looking to adapt and cater to its customers' changing needs, and 2017 was no different, with Heinen looking to make many small improvements and developments to its operations.

"One of the most interesting items is our CondimoT system," explains Michael Hase, area sales manager for Heinen Freezing. "This monitors all drives as well as ventilator motors to ensure their proper function, with a signal sent to the control panel to detect errors or damage. It make things more convenient for the customer, they can then quickly arrange

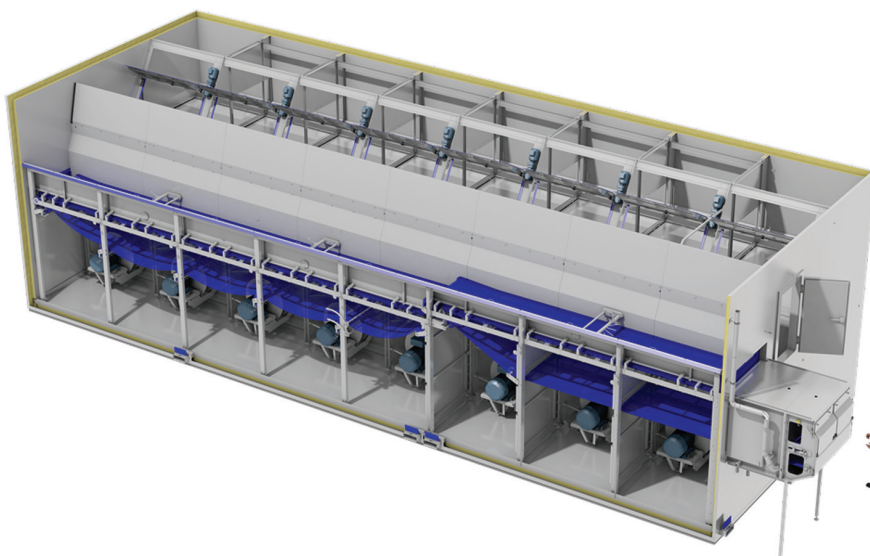
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BELOW—Heinen's blizzard machinery, used for fruit and vegetables

a new service visit or a check if there are any problems. This is mainly on the spiral machinery, which currently makes up 85 per cent of our supply, but in the future it should be available on all our other machinery."

Sustainable operations are becoming increasingly important to Heinen's customers, and the company is reacting by introducing machinery components designed to save energy. "Our clients want to cut down on energy use, so we offer motors that use less energy, frequency controls for our fans, and freezers that conserve energy during the night," Hase continues.

Among its wide range are products that freeze bulkable, small-scale foods including fruits and vegetables, such as the blizzard fluidised bed freezer. "While many of our clients are in the bakery industry, we are trying to increase our presence in the frozen fruit and vegetable sector," he notes.

Looking ahead to 2018, Heinen will carry on making many small but significant improvements to its systems, with the aim of getting greater amounts of data to the customer at a faster rate and improving connectivity. While the company's main focus is in Europe and its adjoining countries, it is also eyeing the potential of the US market this year, Hase adds. **E**



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