

POV vol. 30

ISHIDA'S POINT OF VIEW

ISHIDA's 123 Years History

New Product

INSPIRA IX-EN-5592 cosmo-one

Packaging Trend

Fast and Flexible

Case Study

Fumagalli



ISHIDA CELEBRATES 123 YEARS IN BUSINESS

HISTORY

The ISHIDA story began during the Meiji period, an era that marked a new age of modernization in Japan. In 1893, Otokichi Ishida (Sr.) founded the Ishida Scale Manufacturing and Repairing Shop which was manufacturing weighing scales under Japan's first weights and measures license.

Global business was expanded after the multihead weigher was developed in 1972. When it was exhibited at international trade shows, industry observers around the world were uniformly astounded by its ability to weigh items so quickly, earning it the nickname "The Monster".

In 1985, ISHIDA Europe was established in the UK as ISHIDA's first overseas subsidiary. Thanks to the steady efforts of our agents and subsidiaries, ISHIDA's network now extends to over 100 countries. We provide products and technologies that are rooted in and adapted to the local area in a variety of countries and regions including the burgeoning Asian market as well as USA and Europe.

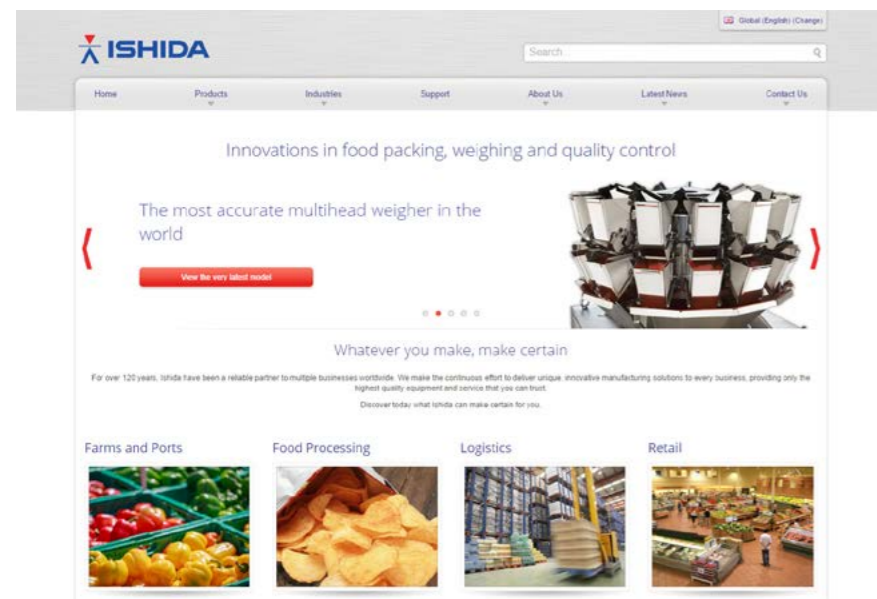
NEW ADVENTURE

In addition to the weighing industry, ISHIDA's interests include every aspect of the food processing and packaging industries. In 1996 Ishida expanded its business from the weighing systems market to the packaging market with the introduction of a high-speed packaging machine that is now used in more than 3,500 systems worldwide. In response to a growing awareness regarding food safety and cleanliness, ISHIDA developed an X-ray inspection system in 2004 that employed image analysis techniques to detect foreign objects by their different densities.

As our development goal is to create innovative technologies and to meet customer needs, we will constantly seek to innovate by conducting research, developing new technologies, and expanding the potential of existing ones.

WEBSITE RENEWAL ANNOUNCEMENT

We are pleased to announce the renewal of our website www.ishida.com. In this new website, you will be able to reach to the requested product information easily from your industry, its function, or keywords. Also you can download our case studies, which is based on a customer interview. We hope our website continues to be a source of useful information for you.



TIMELINE

- 1893
Founded as Ishida Scales Mfg. Co.
- 1972
World's first computer combination weigher "ACW" revolutionizes the food packaging industry
- 1975
Launch of "DACs" checkweigher
- 1985
Ishida Europe (GBR) founded
- 1988
Daelim Ishida Scales Mfg. Co. (KOR) founded
- 1990
Ishida do Brasil (BRA) founded
- 1991
Ishida Netherlands (NDR) founded
- 1992
Ishida Corporation of America (USA) founded
- 1993
Ishida Switzerland (SUI) founded
Launch of "ACP" automatic case packer
- 1996
Ishida Malaysia (MYS) founded
Launch of "APEX" VFFS bagmaker
- 1997
Ishida Middle East (UAE) founded
- 2000
Shanghai Ishida (CHN) and
Ishida South Africa (ZAF) founded
- 2001
Ishida Thailand (THA) founded
- 2002
Ishida Czech (CZE) founded
- 2003
Ishida France (FRA) founded
- 2004
Launch of "IX" x-ray detection systems
- 2005
Ishida Canada (CAN) and
Ishida Germany (DEU) founded
- 2007
Ishida Korea (KOR) and
Ishida India (IND) founded
- 2008
Ishida Romania (ROU) founded
- 2012
Ishida Indonesia (IDN),
Ishida Vietnam (VNM) and
Ishida Russia (RUS) founded
- 2015
New Shiga integrated facility opened

NEW PRODUCT 01

DYNAMIC METAL DETECTOR **cosmo-one**



“
Employing a cutting-edge algorithm,
cosmo-one enhances effective sensitivity!”

Select from a range of detection modes depending on your need. Easily and automatically set high sensitivity or high stability, as required.

cosmo-one's sensitivity is enhanced by the cutting-edge algorithm and ten different detection modes which automatically reduce product effect. By passing the same product through cosmo-one several times, the most suitable detection mode will be automatically selected based on the characteristics of the product. Non-ferrous as well as ferrous metal impurities are detected with high sensitivity.

From the operation point of view, it has 5.7" color touch panel LCD display which enables comfortable and user-friendly operation. In addition, an LED backlight assures long lifetime and reduced power consumption.

In the new design, cosmo-one reduced the amount of depressed or uneven surfaces on the main body where dust or fragments can get stuck. The conveyor belt is detachable in a single action. Cleaning the machine becomes quick and easy.

NEW PRODUCT 02

IX MIDDLE / LARGE SERIES **IX-EN-5592**

With an inspection chamber of 550mm wide and 270mm height the IX-EN-5592 can inspect from a 3kg of big bag to a 25kg of shipping carton.

ISHIDA X-ray inspection can be used at any stage in your production line to identify with the greatest accuracy and reliability when foreign bodies are contaminating your product, thus protecting your brand and reassuring your customer.

IX-EN-5592, designed for the wider flexibilities from bulky / light to large / heavy applications, requires minimum investment from the customer without losing sensitivity. Also its 15" color touch display with 3D icons enables intuitive machine operation in addition to well-organized production data output.

With this model ISHIDA IX series cover various size of products and we are confident that there is an IX machine which matches to your products.



“
All the security of X-ray inspection
for middle and large items.”



ISHIDA IX series

INSPIRA

“

Fast, stable and precise VFFS bagmaker, perfect for any type of laminated film from thin to thick.

”

ABOUT

The INSPIRA series has further evolved from the ground-breaking ISHIDA ATLAS/ASTRO bagmaker series recognized as a dominant bagmaker in the high-speed operation range. Extensive ISHIDA research and development have delivered further improved speed, sealing integrity and ease of use.

In addition to the organic pursuit of core bagging technologies, human engineering and behavior analysis ensures further operator friendliness, which encourages highly efficient production. What is required for bagmaker universally is eliminating product loss with ensuring safety, which INSPIRA is capable of.



FEATURES AND BENEFITS



IMPROVED ACCESSIBILITY

Completely redesigned machine structure allows an operator to access key components such as forming tube, film spindle or tension roller very easily, and quick change over with less labor is accomplished. For instance you can mount the forming tube onto INSPIRA from the side of the take away conveyor smoothly which reduces physical burden of the operator.

15.3" swing-arm HMI allows you to move it vertically and horizontally in various positions, so you can easily confirm the machine status from multiple positions. This screen shows various system information and can be a packaging system operation center.

STABLE OPERATION

Rigid structure with higher accuracy drive control system maintains the good operation condition without any operator adjustment. Newly designed sealing mechanism creates much higher sealing pressure than before and it is capable to achieve excellent sealing quality.

AUTOMATIC ADJUSTMENT

Various automatic adjustment functions such as auto positioning of printer, N2 gas setting, film roll centering, are synchronized with the product recipe setting, and this eliminate chance of the incorrect settings.

HIGH SPEED PACKING

New control system with blousing function, which reduces the chance of product in seal, provides smooth mechanical operation and maximum packing speed achieves 120bpm with intermittent operation.

SANITARY AND SUSTAINABLE DESIGN

Stainless steel main body eliminates the customer's concern for the machine body rusting due to the seasoning built up of snack foods. Reducing the film path length from the printer to jaw, the film waste is reduced. Besides new control system reduces the machine noise and electricity consumption, which contribute to sustainable production environment.



PACKAGING TREND

FAST AND FLEXIBLE

ISHIDA QX tray sealers deliver high-quality seals that help make consumer products more appealing. These include skin pack, Mirabella and Slicepack. They offer freshness for an extended shelf life, excellent use of shelf space and also provide significant reductions in film usage.



SINGLE-SERVE PACKS

Packaging formats are ever changing, with companies constantly competing to gain shelf space in the big supermarkets. As a result packaging design and impact are key. And the innovative packs that are now being developed place new demands on equipment suppliers to deliver high throughput and efficiencies while handling these very varied formats.

One major factor driving new pack development, for example, is the huge increase in the number of single person households in many parts of the world. To meet this demographic development, producers are introducing single-serve packs. What was once a pack suitable for two people is now evolving into a pack with two separate compartments, each with a single portion. This allows one half of the contents to be consumed, while the other remains in its protective packaging atmosphere until required at a later date. For the consumer this provides convenience, while the extended product life helps to drive down food waste.

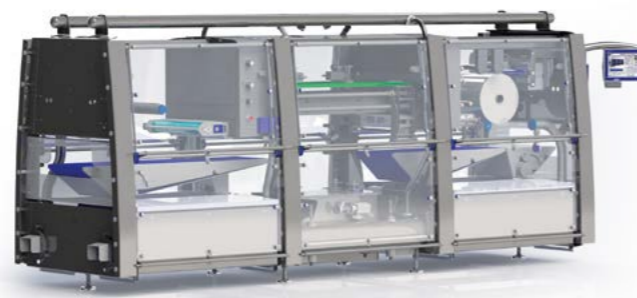


TEAR-OFF FEATURE

For the manufacturer these single-serve packs bring new challenges. The pack has to be capable of being separated by the consumer, so typically a tear-off feature is included between the compartments. The tear-off feature reduces the rigidity of the package and this in turn increases the demands on automatic pack handling systems. The two

compartments require separate sealing film to be applied to each, effectively doubling the number of packs being produced within the equipment.

Competitive retail markets are also driving new product development, particularly in areas such as convenience foods and ready meals. In addition, many lines are packing for special promotions which requires the ability to vary certain lines by as much as 60% week on week. As a result, flexibility is vital, with tray sealers that are quick and easy to change between products, and which can run at very high efficiency to ensure peak demands can be fulfilled.



HIGH SPEED & FLEXIBILITY

To meet these requirements, our flex range of tray sealers incorporates an intelligent control system with auto-set features for integrated film coding, gas mixing and analyzing, allowing one button product changeovers. A servo-driven motion delivers accurate and consistent tray handling at high speeds in order to maximize product throughput.

As another example of flexibility, our top-of-the range two-lane QX-1100-SDL (Split Dual Lane) tray sealer has the capability to operate each lane independently at different speeds, enabling companies to run two separate tray sizes, pack weights, or products, or for two different customers, at the same time, in only one machine footprint.

High speed combined with high flexibility, along with the long term reliability of the equipment, can deliver low cost of ownership and fast return on investment.

In today's competitive markets, success in the meat processing industry is about supplying the "correct" product at the "correct" time with the "correct" quality. It is the job of the equipment supplier to give customers the confidence and ability to deliver this.

CASE STUDY

FUMAGALLI

QUALITY ASSURED THANKS TO ISHIDA ACCURACY AND RELIABILITY

FACTS AND FIGURES

- 16 head versions from ISHIDA's RS series are capable of handling around 20,000kg of product each month.
- Both weighers are offering excellent accuracy on pack sizes of 100g (two x 50g compartments) and 154g (two x 77g).
- Product giveaway is no more than 1.2% over an entire month's production.

ITALIAN PORK

Italian cured meats are loved throughout the world. While global demand for the products has inevitably led to the introduction of mass production and the automation of many processes, the original traditions and heritage of manufacturing are still fundamental to many of the food companies in the Lombard and Brianza regions of Italy.

Special pork producer Fumagalli Industria Alimentari S.p.A, family-run business, started their business in the 1920 when the family owned a 'Salumeria' (delicatessen) in Meda, Milan. In the 1930s the business started to expand with the establishment of its own slaughtering house, which both increased the range of products in the shop and allowed the sale of these to neighbouring regions. In the following decades, the company continued to invest and expand with the opening of new facilities.

QUALITY ASSURANCE

By the start of the 1990s this ongoing investment had opened up several new export opportunities for Fumagalli, particularly in Northern Europe. At the same time, many customers in these markets began to seek further assurances as to the quality of the products, particularly in areas such as supply chain control, safety and health.



The first weigher was installed in 2006 to pack diced pancetta, supplied to leading retailers in Europe. More recently a second model has been added, both to help cope during periods of high demand and also to handle a new range of snack products.

The new line in particular is able to focus on Fumagalli's recently launched snacks range of sliced salami with a variety of accompaniments including bread sticks, olives and cheese. The weigher operates in twin mode with eight heads dedicated to each product. A specially-devised moving distribution system beneath the weigher transfers the product into thermoformed twin-compartment trays, which are then top-sealed.

EXCELLENT ACCURACY

For the high-volume diced pancetta line, where product is also discharged into twin-compartment trays, the weigher features Teflon coating to enable the product to keep moving freely during the weighing process. Both weighers are offering excellent accuracy on pack sizes of 100g (two x 50g compartments) and 154g (two x 77g).

All of these developments have enabled Fumagalli to offer a range of products of unsurpassed quality, which combine traditional methods with modern manufacturing to meet the highest standards of some of Europe's top food retailers, and achieve 60% of its revenues through export worldwide incountries including Japan, South Korea, and Canada.



GREETING FROM THE MANAGER OF ASIA

Hitoshi Fujieda has long served as the general director of Ishida Vietnam and has now been elected as the manager of Asia group in ISHIDA Japan after he came back to Japan on March 2016. Let us take this opportunity to introduce our new manager and his strategy.



MY CAREER

I have been involved in sales activities in Asia for 18 years, including my time spent working in Vietnam.

Establishing Ishida Vietnam on 2010 was of course my biggest challenge. During the period I focused on building a good relationship with customers as well as training sales such as organizing sales channels and exploring new markets, which was unforgettable experience that also led to my own growth.

As the manager of Asia group, I hope my fellow workers in Asia feel the same through satisfying customers. Since we cover many countries, from Korea in the east to Pakistan in the west, I'm sure we can explore many exciting moments.

FUTURE OF ASIA

The economy in Asia has developed rapidly in the last ten years. This environment change also gave boost to our business and actually our Asian sales tripled in this decade. Based on IMF report this economic grow will continue with 7.9% of nominal GDP annually from 2016 to 2021. This means many companies are accelerating their global expansion across borders and making aggressive capital investments to increase production capabilities.

Clearly ISHIDA needs to evolve faster than the rapid growth of the market and we're confident that we are ready for it. This year we will focus on technical innovations such as developing new products and adopting the technologies of other companies. At the same time we will work on new collaboration for new markets.

I will do my best to contribute toward Asian customers with the support of our Asia group members in Japan who have high motivation and problem solving skills as well as our agents and subsidiaries. I am honored and grateful to be given this opportunity to work in Asia and look forward to working with you all.



NEXT BIG EXHIBITIONS

- **Propak Vietnam** 21-23 Mar. 2017 Ho Chi Minh, Vietnam
- **Interpack** 4-10 May 2017 Düsseldorf, Germany
- **Seoul Food & Hotel** 16-19 May 2017 Seoul, Korea
- **FOOMA** 13-16 Jun. 2017 Tokyo, Japan
- **Propak Asia** 14-17 Jun. 2017 Bangkok, Thailand
- **Taipei Pack** 21-24 Jun. 2017 Taipei, Taiwan



ISHIDA CO.,LTD. www.ishida.com
44 Shogoin Sannocho, Sakyo-ku, Kyoto, 606-8392, Japan
Tel: +81 (0)75 751 1618 Fax: +81 (0)75 751 1634

Subsidiaries in Asia

China except Hong Kong
Shanghai Ishida Electronic Scales Ltd.
Phone: 86-21-50801222 Facsimile: 86-21-5854-2668
e-mail: jinzhenai@ishida.com.cn
Contact: Jin Zhen Ai (Ms.)

India
Ishida India Pvt. Ltd.
Phone: 91-124-385-4392 Facsimile: 91-124-385-4393
e-mail: jiro_h@ishida.co.jp, sales@ishidaindia.co.in
Contact: Jiro Hatakeyama (Mr.)

Indonesia
PT. Ishida Indonesia
Phone: +62-21-29078-912(13) Facsimile +62-21-29078-815
e-mail: info@ishida.co.id
Contact: Takashi Imanaka (Mr.)

Korea
Ishida Korea Co., Ltd.
Phone: 82-32-661-4144 Facsimile: 82-32-661-4156
e-mail: urasawa@ishida.co.jp
Contact: Hideki Urasawa (Mr.)

Malaysia
Ishida Systems (M) Sdn. Bhd.
Phone: 60-3-5633-3602 Facsimile: 60-3-5633-3680
e-mail: info@ishida.com.my
Contact: Shingo Itano (Mr.)

Thailand
Ishida (Thailand) Co., Ltd.
Phone: 66-2-681-9990(93) Facsimile: 66-2-681-9994
e-mail: kenjif@ishida.co.jp
Contact: Kenji Fukumoto (Mr.)

Vietnam
Ishida Vietnam Co., Ltd.
Phone: 84-8-5417-1243(45) Facsimile: 84-8-5417-1246
e-mail: info@ishida.vn
Contact: Keisuke Kawazoe (Mr.)

Distributors in Asia

Hong Kong
Hong Kong Packing Equipment Centre Ltd.
Phone: 852-2610-2277 Facsimile: 852-2484-9275, 2425-7647
e-mail: info@hkpecmsg.com
Contact: Ran Chang (Mr.)

India
Heat and Control (South Asia) Pvt., Ltd.
Phone: 91-44-4210-3950/3951 Facsimile: 91-44-4210-3949
e-mail: rineshk@heatandcontrol.co.in
Contact: Manoj Paul (Mr.)

Indonesia
CV FPM Solutech
Phone: 62-21-555-4008, 4026 Facsimile: 62-21-555-4102
e-mail: santoso-lu@centrin.net.id, fpm@pacific.net.sg
Contact: Santoso Lusianto (Mr.)

Korea
Korea Interpack Co., Ltd.
Phone: 82-31-491-3947 Facsimile: 82-31-491-3948
e-mail: jpe3947@unitel.co.kr
Contact: J. O. Lee (Mr.)

Pakistan
Far Eastern Impex (Pvt) Ltd.
Phone: 92-21-452-0127 Facsimile: 92-21-454-7323
e-mail: Abeezar@fei.com.pk
Contact: Abeezar N. Poonawala (Mr.)

Philippines
Machine Technology Asia Inc.
Phone: 63-2-531-0207 Facsimile: 63-2-531-0644
e-mail: mike.velasco@mta.net.ph
Contact: Mike Velasco (Mr.)

Philippines
Asia-Pacific Packaging Equipment Corporation
Phone: 63-2-531-0207 Facsimile: 63-2-531-0644
e-mail: albert.wang@apec.net.ph
Contact: Albert Wang (Mr.)

Singapore
FPM Asia Pte. Ltd.
Phone: 65-6743-8182 Facsimile: 65-6743-8184
e-mail: fpm@pacific.net.sg
Contact: Yvonne Tan (Ms.)

Taiwan ROC
Huichisen Co., Ltd.
Phone: 886-2-2553-2366 Facsimile: 886-2-2557-7766
e-mail: bunnyuu@huichisen.com.tw
Contact: Abun W. H. Chan (Mr.)