



CIMBRIA

NEWS

2023



An expert
at your side.

You Have a Vision for Your Business.

Cimbria brings it to life.

For over three-quarters of a century, Cimbria has been your partner in success. Our dedicated experts will be at your side from start to finish and beyond, giving you the assurance and peace of mind you need to expand and reach your full potential confidently.



PRIORITIZING CUSTOMER NEEDS: REFLECTING ON BUSINESS, TEAMWORK AND FUTURE

Despite the challenging times we have lived through these past few years, 2022 saw us achieve the second highest sales revenue in our 75 year history. This was only achieved by keeping customers at the forefront of our mind, modifying our business processes, refining our teamwork and working on the right projects and agendas which will allow us to best serve our customers and meet their needs in the long run. Our constant research on product development brought some amazing new machines to the market; I would like to mention above all the SEA. IQ, our most advanced optical sorter featuring an extra powerful vision system.

The celebration of our 75th anniversary gave us the opportunity to strengthen our brand identity, creating an increased sense of unity between us and the communities we live with.

Cimbria's actions towards sustainability included the energy renewal of our Austrian plant which is now purchasing 100% renewable electricity and we have taken a lot of other sustainable actions there to implement green sources, reducing our carbon footprint, and protecting the environment. The efforts implemented in our Austrian plant are significant steps towards securing 80% of our site's electricity from on-site renewable energy sources.

Our Customer First strategy is one of Cimbria's defining features and showcases our reputation as a trusted industry partner. We bring together multiple partners within the Grain, Seed and Food industries to offer customised solutions, ensuring the best experience and performance for our customers. We are dedicated to improving our offerings, internal processes, and service, and we strive to provide excellence for all of our stakeholders, whether they are employees, partners, or customers.

Gary Rollinson



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75 *years* AT YOUR SIDE

Following our 75th anniversary, we reflect on Cimbria's journey to becoming a global leader in efficient crop processing, handling and storage. Since 1947, we have stayed true to our core mission of helping farmers produce, safe, sustainable and healthy food for the growing global population. A commitment to understanding our customers' requirements has allowed us to grow into a more robust brand, standing with them for 75 years and looking forward to many more as we continue our journey.

Honouring the past, ready for the future!



Check
our 75th
anniversary
video





BREAKING NEW GROUND. COMMITTED TO THE FUTURE.

The new 75,000-square-metre land investment symbolises Cimbria's 75th anniversary and demonstrates AGCO's ongoing commitment to Thisted, Denmark — the place where it all began.

Cimbria is deeply connected to Thisted, a small but vibrant town in Northern Denmark. It's where we founded our company. Where our headquarters proudly lives. And where we now invest in its future with the purchase of new land just outside town. This move allows us to consolidate all our Thisted departments into a new ultra-modern facility, subsequently supporting the development of our company and future-proofing conditions to facilitate continued growth in the region.

The modern, eco-friendly workspace will bring our departments closer together, spark valuable collaboration, create a better atmosphere for our talented employees and commit long-term to the Thisted community. We are investing in the future whilst honouring our roots with this project.

Honoring the past. Ready for the future.

12,300m²
of building area



A-Maize-Ing Potential: Saatbau Linz Finds What It is Looking for in Northern Austria

Maize is one of Austria's most important crop types, with many recognising the south as an essential maize-growing region.

However, Saatbau Linz, a leading seed company, believes Austria's northern region has serious potential — so much so that the company installed a new facility in the town of Geinberg.

The company's foresight drove the decision to invest in the north, into the region's promising growth opportunities due to changing climate behaviour and increasing maize cultivation demand across the border in southern Germany.

Thanks to Cimbria's long-standing maize production expertise, Saatbau Linz enlisted Cimbria's help to make this facility a reality.

A challenging feat, our 185-strong on-site team constructed the 12,300 m facility using 1,400 tons of steel, 16,600 tons of concrete and 155 km of cables. The plant boasts an electrical installation of 2,000 kW and a heating capacity of 14,000 kW for the dryer.



Watch the video

1,400 t
of steel

2,000 kW
electrical installation

14,000 kW
heating capacity of dryer





A New HMI for Delta Cleaners

Cimbria is driven by improving the human-machine interface as it promotes ease of operations and production flexibility.

We implemented a new system for Delta series cleaners with a high-performance Siemens PLC, a 9-inch touch panel, and maintenance features. Optional remote connectivity ensures Cimbria specialists are always available to help, guiding you through any challenges throughout your production process.

CIMBRIA



With digital transformation accelerating, the Delta series leads the way. The advanced HMI technology brings machines closer to humans, providing a more intuitive, efficient, and user-friendly interface. The latest software makes your operations run smoother and more successful.

Experience the enhanced customer experience with the new Delta HMI. Enjoy a wider screen, brighter colours, and an intuitive user path. Plus, you'll be able to easily set up recipes with single passwords and remotely monitor conditions with the internal processor.



- Remote connectivity (optional)
- Recipe control
- Alarm notification
- PDF viewer for the user manual
- OPC UA compatible



Discover more



Record-Breaking Grain Silo Order

Cimbria made history with its largest order ever, delivering 23 grain silo plants to Egypt. The plants – valued at over \$100 million – boast a total storage capacity of **1.38 million tons** and will sit alongside the Mediterranean Sea, the Suez Canal and Aswan. This capacity will support the country’s development and solidify Cimbria as a leading grain silo industry provider.



We are very proud to support the Egyptian government’s efforts to provide safe and sufficient food for the growing population with this order.

*Sami Salah El Din,
Regional Director of Cimbria in Egypt*

Digital Transformation

We are collaborating with the Ministry of Supply and Internal Trade to digitally transform Egypt’s grain storage system digitally, supporting the government’s goal of nationwide digitalisation.

Our cutting-edge technology will connect and monitor the 23 silo plants, providing greater product quantity visibility and delivering safer, higher-quality products with fewer price fluctuations. We are proud to contribute to Egypt’s growth by improving its grain storage system.





Secure Storage for Wheat Imports

Each year, Egypt imports 9 million tons of wheat to meet the demand from its growing population (2.5% growth per year). A large portion of the wheat produces baladi and other traditional flatbread, and the private sector uses 3 million tons to make white flour products.

To ensure secure wheat storage and protect against market price fluctuations, the government and the OPEC Fund for the General Company for Silos and Storage (GCSS) co-fund Port Said's new 100,000-ton silo complex, equipped with state-of-the-art Cimbria technology.

This Cimbria-designed port terminal complex includes grain bins, conveyor systems, a fully electronic control system, and loading equipment for both railways and trucks.

10 The First Training Centre of East Africa

We have established a new training centre at the heart of the project to support the agricultural sector. The center is focused on training operators of silos, with the goal of improving the storage of agricultural products in the region.

We have provided support for the creation of training materials and for the development of the program.

This training centre is a significant step towards educating storage managers and sharing our expertise. It will help improve the performance of storage facilities, reduce product losses, and strengthen the food supply chain in the region.

Agriculture Grows with Digital Solutions

The agriculture world is crowded with data. Yet, it's useless unless we transform it into valuable information. That's why digital intelligence is so important. Here at Cimbria, we commit to a future where advanced digitalisation permeates the industry and tightly connects our equipment, third-party devices and public sources.

We believe in unlocking your business potential with digital solutions. Our interconnected equipment and advanced data analysis provide actionable insights and recommendations, giving you a holistic view of your operations and helping you make informed decisions that improve your plants' productivity.

We are developing solutions to help you manage inventories, streamline logistics, and identify possible bottlenecks before they occur – no matter the size of your business. Moreover, you will have the possibility to check the real-time product conditions at any stage of processing, giving you a clear advantage and helping you improve efficiency, productivity, transparency, and traceability.

PERFORMANCE

Optimise your business operations and save time and money with digital service solutions. Advanced technology provides real-time data and analytics, allowing you to predict decisions and plan accordingly. Interoperability ensures seamless integration with different systems, providing the information you need to strategise quickly and easily.

COST SAVINGS

Automate daily tasks and subsequently reduce the need for manual analysis, so you can focus on what matters most — increasing your bottom line. With digital solutions, you can maximise profits and minimise labour costs whilst enjoying the satisfaction of a well-done job.

Combining the power of the digital and physical worlds is a critical issue for companies worldwide. By leveraging digital solutions to connect machines and production processes, companies can boost performance, improve product quality and lower costs – all whilst making the most intelligent, informed management decisions.

QUALITY CONTROL

Optimise operations with real-time data and analytics. Added interoperability benefits allow the exchange of information between multiple systems, helping you make smart business decisions, such as accurately predicting when machines require servicing ahead of time.

PRIVACY AND CONFIDENTIALITY

Protecting your data is essential to keeping your proprietary information secure from unauthorised access via hacking or related attacks. Invest in robust safeguards to ensure your data is always safe.



Focus on Port Terminals: Umex in Constanta

Romania's Port of Constanta is one of the most important and traffic-heavy transshipment hubs for the greater Black Sea region. It links landlocked countries in Central and Eastern Europe with Africa, Central Asia and the Far East, handling over 67 tonnes of cargo annually, of which 44 million are dry bulk goods such as grains, seeds and other related products.

We are equipping Romania's Port of Constanta with comprehensive grain and fertiliser processing solutions for two brand-new symmetrical terminals.

Fitted with our cutting-edge processing technology, this strategic upgrade gives the port enough capacity to handle the ever-increasing grain shipment volumes and the fast-growing demand in the Black Sea region.

The grain terminal boasts 100,000 tons of storage capacity across eight silos.

UMEX SA Constanta Terminal operated 203 maritime vessels in 2022, moving a total of 2.1 million tons of various cargoes – a 10% surge compared to 2021.

The fertiliser terminal, multifunctional warehouse capable of handling and storing up to 66,000 tons of bulk fertilisers, is also designed by Cimbría, featuring an automated filling system for quick and efficient bulk fertiliser loading.

Both terminals will offer quick and efficient bulk product offloading via multiple loading and transshipment flows. Trucks, trains and shipment vessels can offload grain and fertiliser products through the

many installed Cimbría solutions.

Intake hoppers and bucket elevators transfer products to the warehouses and silos via carefully mapped-out, self-emptying belt conveyor networks. The bucket elevators and belt conveyors can handle bulk products of up to 800 t/h.

We equip all belt conveyors with electronic speed guards to prevent slipping. Fully-automated control systems monitor bulk product levels, equipment temperatures, load speed and overall alignment.





At the Heart of Operations

UMEX's grain terminal centres its operations around efficiency and sustainability through Cimbria's intake hopper, belt conveyor and bucket elevator solutions. Each solution requires minimal maintenance and low energy consumption and promotes safe, dust-free environments, making them cost-effective, environmentally friendly and less hazardous for workers.

The new facilities consisting of two symmetrical grain and fertiliser terminals at the Port of Constanta are designed entirely by Cimbria and equipped with our extensive range of grain processing technology. The project marks a pivotal moment in the port's history and pushes its bulk product processing solutions to greater heights. Both projects are currently under development. The grain terminal's completion date is by the end of 2030.

UMEX's grain terminal offers optimised **efficiency** and **sustainability** by integrating our intake hopper, belt conveyor, and bucket elevator solutions. These solutions offer minimal maintenance and low energy consumption whilst providing a cost-effective, environmentally-friendly solution and a safer working environment for personnel. Both terminals are expected to be completed by the end of 2023.

About UMEX

UMEX is a leading port operator and logistics expert established in 1978 with the mission of increasing the standards of port operations, adapting 24/7 to customer requests and offering solutions for any logistical challenge.

Cimbria Financing.

Investing in new equipment and solutions for processing, handling, and storage of grain and seed, coffee, animal feed, foodstuffs, and other bulk products can be a significant investment, and sometimes companies may require funding assistance.

As a result, access to **flexible** and **tailored financing solutions** becomes a critical factor in securing in-time purchase and start up of projects and a successful outcome.

Cimbria creates tailored, customer-focused financing solutions to help you achieve success, offering attractive benefits like lower costs, better conditions than local options and a fast, low-documentation decision process. Relevant solutions provide financial relief to your business challenges, combining our technical expertise and financial support where necessary.

We collaborate with national Export Credit Agencies (ECAs) and offer financing solutions through AGCO Finance as part of AGCO Corporation. Let us help you find the perfect financing solution for your business needs.



AGCO Finance

Financing your equipment? We've got you covered with our leasing and financing solutions for optical sorting and small scale projects.



CIMBRIA Finance

We tailor financing solutions to your needs, supporting the growth of your business on large scale turnkey projects.



ECA Cover

First-class European Export credit Agencies support bigger projects with confidence.

With an ever-changing market situation, financing big investments can be extra challenging. Investments in projects and equipment to secure food supply are crucial, and realising them depends on the possibility of finding suitable financing.

Allan Olsen
Trade Finance Manager
Cimbria

In general, we experience an increasing demand for financial support. In these unsettled times with high inflation and unstable economic development, customers must achieve low-risk financing that enables investments in new equipment or even in complete plants to grow their business.

Thomas Mohr
Sales Director
Cimbria

UMEX, a Customer Perspective

We identified three main benefits in choosing to finance from an ECA via Cimbria compared to other financing solutions.

First, we were offered a longer availability and repayment period. Second, we were offered coverage from any commercial and political risks up to 95 per cent of the loan. And third, the financing solution had reasonable premium costs.

Cristian Taranu
General Manager
UMEX

Cimbria Financing supports UMEX – a leading port operator and logistics expert in Romania’s Port of Constanta – in building two grain and fertiliser terminals.

The grain terminal boasts 100,000 tons of storage capacity across eight silos, while the fertiliser terminal, multifunctional warehouse is capable of handling and storing up to 66,000 tons of bulk fertilisers, making Constanta one of the most important and traffic-heavy transshipment hubs in the Greater Black Sea region.



Discover more

A close-up photograph of a person's hand touching a solar panel. The hand is positioned in the lower-left quadrant, with fingers spread across the surface of the panel. The solar panel is dark with a grid of white lines. The background is a bright, hazy sky, suggesting a sunny day. The overall tone is clean and modern, emphasizing renewable energy.

100%

renewable energy

73 TONS

of CO₂ saved

80%

of the site's electricity

Green Energy Procurement to Power a Renewable Future



Our Austrian plant has achieved Energie AG's green energy certification for purchasing 100% renewable electricity from hydropower. This certification confirms our dedication to sustainability, reducing our carbon footprint, and protecting the environment.

As a result, we have already saved 73 tons of CO² compared to traditional energy sources and plan to implement sustainable actions further. Additionally, we have installed thermal roof insulation and generated heat from locally sourced biomass, providing further environmental benefits.

GREEN ENERGY

SUPER PLANTS

By implementing a 600kWp solar-powered photovoltaic system, we can reduce our greenhouse gas emissions, contribute to the fight against global climate change, and reach our sustainability goals. This move is a significant step towards securing 80% of our site's electricity from on-site renewable energy sources.



Advancing Plastic Recycling: Cimbria's Commitment to Quality and the Circular Economy



Despite recent post-consumer material recovery efforts, there's still a dire need to address plastic waste, especially as the world still grapples with plastic pollution and its environmental impact.

Plastic production and usage have almost doubled in two decades, with only 9% successfully recycled. The remaining 91% is incinerated or ends up in landfill sites.

The most widely recycled plastic is polyethylene terephthalate (PET), a clear, strong and reusable plastic found in various packaging materials. Packaging manufacturers increasingly promote PET recycling, driven partly by growing consumer awareness. However, recycling quality remains a primary issue as the market demands plastic recycling be the same quality as virgin plastic.

Promoting safe, high-quality plastic recycling is where Cimbria steps in. As a company, we have always supported a circular economy by introducing our advanced technologies to the plastics industry, namely optical sorters.

Our optical sorter solutions separate materials according to their physical characteristics, reliably isolating the good quality materials from the bad. This capability enables us to produce high-quality recycled products and reduces the need for virgin materials. With a focus on quality and a commitment to the circular economy, we work towards a more sustainable future for the plastics industry.

Plastisavio: High-Quality R-PET Laminates

Plastisavio produces PET laminates with 80% R-PET for thermoformed food packaging. To meet the industry's stringent requirements for structural compliance and aesthetic appeal, the company invested in a Cimbria-designed plant that includes advanced cleaning and optical sorting machines.

This investment enables Plastisavio to produce high-quality products with a purity of less than 5 ppm for PVC, Polyolefins, PC, PS and other foreign materials such as wood, glass and metals. This R-PET purity allows them to meet the industry's high standards and produce a product suitable for reuse.

80%

R-PET



Watch the video

The Advanced Machinery in Plastisavio's Recycling Process



CIMBRIA DELTA CLEANER swiftly sorts material by size and eliminates flakes outside the tolerance range. An intake and exit system then purifies the material of dust and other light contaminants.



CIMBRIA SEA.HY optical sorter uses infrared hyperspectral sensors to identify and separate any kind of foreign polymers and foreign materials out from PET Flakes.



CIMBRIA SEA.CX optical sorter utilises the most advanced technology on the market, featuring high-definition Full-Color cameras to separate PET flakes into two homogenous colour fractions: clear and light blue. Our strategic balance of these fractions meets the colour standards of the blends used for sheet production.

OPTICAL SORTING

Always a Step Ahead:

Staying ahead with new technologies is essential for better performance, easier operations and faster processes.

Our research and development centres in Italy specialise in developing products such as optical sorters that require key technologies. This technology is a crucial investment in many processing industries and can be a game-changer regarding the quality of the end product.

Investing in innovation allows our customers to meet the rising consumer demands and stay ahead of their competition. Our new technologies and solutions don't just meet the needs of a more challenging market; they also help improve the industry as a whole. That is why we consider ourselves at the forefront of this sector, always looking to the future to help businesses succeed.



Scan your QR code to set up your trial

Put Us to the Test.

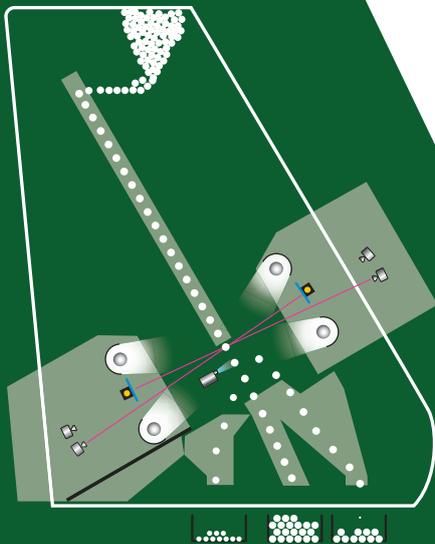
Send us your toughest sorting challenge. Cimbria's multiple test centers are available for customisable lab trials worldwide. Let our experts recommend the best solution.

SEA.IQ is the result of decades worth of experience in the sector. This experience has allowed us to develop very sophisticated management software, made intuitive and easy to use by the operator. We guarantee a truly tailored service to meet every customer's needs"

Michela Pelliconi
Business Area Manager,
Optical Sorting Cimbria



SEA.IQ



The New Optical Sorter Equipped With State of the Art Technology

SEA.IQ brings market-leading technology to you. Our customers stay one step ahead with the hyper-precise sorting capability of our combined UV, RGB, NIR and SWIR technology.

Configure our SEA.IQ precisely to your business needs and keep up with the competition whilst allowing its cutting-edge technology to impact your business operations positively.

The Journey of Keating Seed Farms

Uncle Lyle founded Keating Seed Farms 50 years ago in the Canadian province of Manitoba. Armed with a vision and a small seed plant, he embarked on an ambitious journey to build a lasting legacy for his family. He succeeded with hard work and dedication, and Keating Seed Farms has been a thriving business for decades.

But, with times changing rapidly and technology advancing beyond the imaginable, market demand is shifting. Mark, determined to stay ahead of the game, worked with Nexeed – Cimbria’s Canadian distributor – to build a new processing facility in the fall of 2020. After months of hard work, the facility was up and running by mid-February 2021. Mark gained invaluable insight into creating a successful seed processing operation throughout this process.

“Our original seed plant got to the point where it was incapable of handling certain crops like pulses and hemp. It was restricting our growth. It just wasn’t designed for that all those years ago when we had fewer acres and crop types to process”, says Mark, continuing:

We realised retrofitting wouldn’t accomplish what we needed. We had to re-design it from top to bottom. Essentially, an entirely new building with Cimbria’s 107 air screen, vibratory tray conveyors and Z elevator for conveyance inside the plant to minimise vertical seed drops. We also installed a pre-cleaner, a GA310 gravity table and a SEA.CX optical sorter at the end of the production line.

Mark
Keating Seed Farms

of Nexeed experts and other partners, the farm has created a fantastic processing plant that Mark says his Uncle Lyle would be proud of. Working with equipment providers that understand the company’s mission is paramount to the success of this ambitious endeavour.

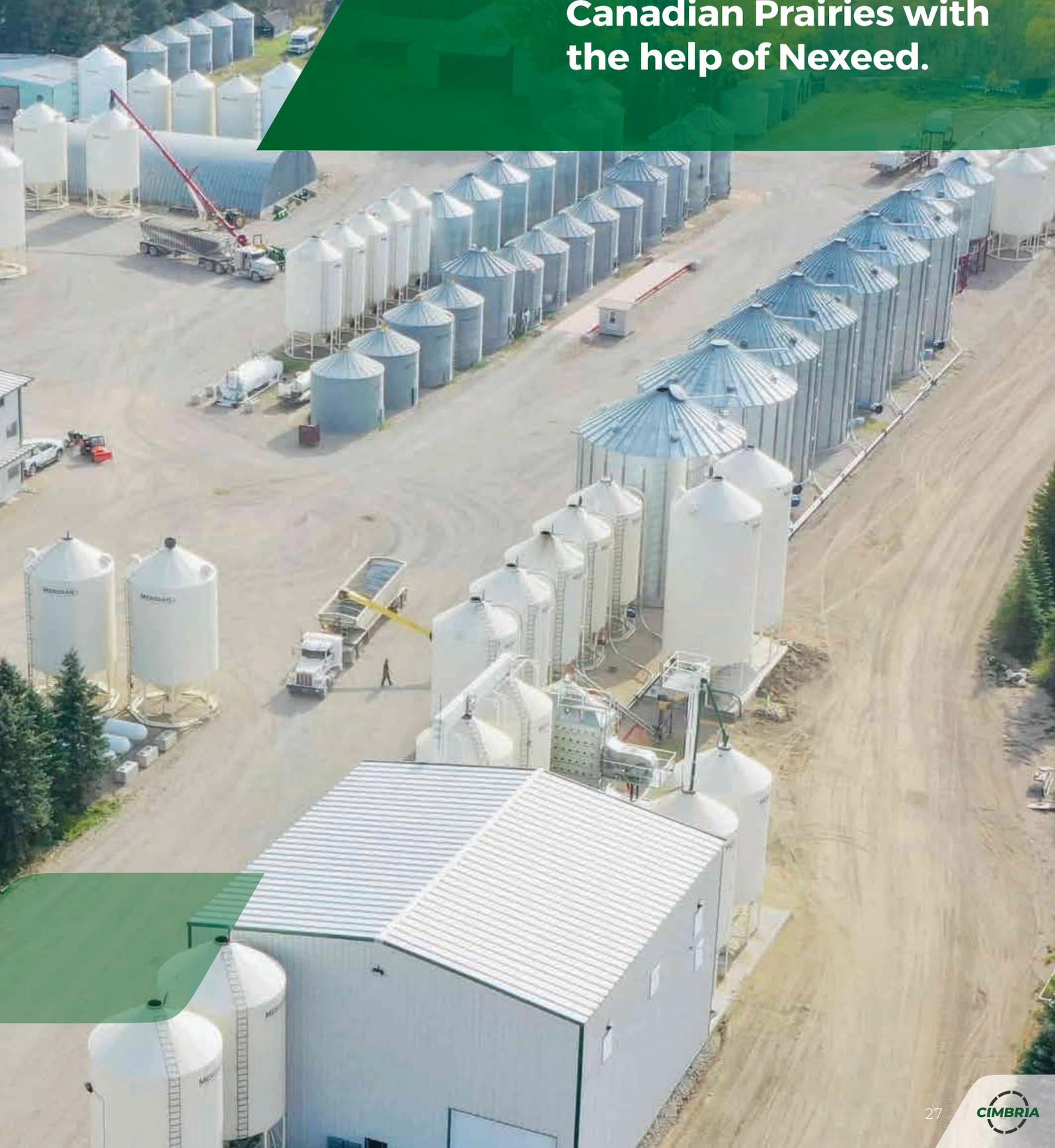
With the help of valued partners like Nexeed, Keating Seeds Farms had planned ahead and left enough space to install several indented cylinders. This forward-thinking strategy benefitted the business, and Mark gained valuable insight: every component in a processing line like this one is essential to producing a superior product.

His new state-of-the-art Cimbria HSR12020 indented cylinders, due for installation in January 2023, will revolutionise the optical sorting and increase capacity significantly in challenging scenarios like this.

Mark emphasises that thoroughly understanding the equipment’s strengths and potential shortcomings is essential to creating a quality product. He likens it to a chain. Each link must be strong for the entire line to succeed. His company can produce quality products quickly and efficiently by working in tandem with the equipment.

Keating Seed Farms pushes the envelope regarding agricultural processing in the Prairies. With the help

**MAKING UNCLE LYLE
PROUD**
**Keating Seed Farms
built a processing
plant unique to the
Canadian Prairies with
the help of Nexeed.**



At Cimbria, we take pride in delivering exceptional **customer service**. Our business strategy centres around providing comprehensive support for all technical issues, orders, product selection, pricing inquiries, project engineering, and **turnkey plant installation**, ensuring your plant runs optimally at every level.

We take customer service seriously. That's why we make it the cornerstone of our corporate strategy. We invest in people, technology and processes that benefit customers worldwide and set new standards for service efficiency.

Our customer service team reduces order acceptance and execution times, whilst our aftersales team have reviewed internal processes to quicken customer request-response processes.

The newly implemented ERP system and other powerful tools, such as the product configurator and enterprise-level CRM, help us stay on track and exceed customer expectations at every level.



Spare Parts



Cimbria provides the highest performance, with original parts available for day-to-day delivery. Our extensive range of components meets strict quality requirements and thorough documentation, keeping your machines running at peak performance.

Regular Maintenance



Our skilled staff regularly perform machinery maintenance, ensuring your equipment and products stay in optimal condition and minimise downtime or business interruptions. Plus, our network of certified dealers worldwide means you receive the same level of care wherever you are. We also offer training on-site during and after installation, allowing your team to learn in a familiar environment, saving them the time and expense of travelling from site to site.

Remote Monitoring



Our remote assistance helps your optical sorters detect issues quickly and accurately, extending uptime and eliminating losses from downtime – one of the greatest threats to profitability. Our advanced technology allows us to collect data remotely, analyse it, provide targeted feedback and instructions to the on-site operator, and empower them to resolve any issues. Make sure your optical sorters are equipped with our real-time monitoring to optimise processing and prevent any costly downtime.



Let our helpful customer service team step in and help with any inquiries you may have. Click the QR code below or email us at cimbria.aftersales@agcocorp.com to get the assistance you need.

Argentina Exceeds Expectations In Seed And Grain.

The Argentine seed industry and its edible product consumption are booming in 2022, thanks to a strong recovery from the COVID-19 pandemic. A multinational client's recent completion of a large-scale project reflects this upward trend, seeking to use the latest processing technology for maize, sunflower and sorghum production.

After fierce competition between European and local brands, the client chose Cimbria's advanced product line of cleaners, de-awners, indented cylinders, gravity tables, and the game-changing SEA.CX Optical Sorter.

With its cutting-edge technology, the SEA.CX Optical Sorter offered an unbeatable return on investment, delivering excellent cleaning and precise sizing at the first stage of the process, automated gravity table settings and contaminant removal that resulted in the highest quality final product.

With the added bonus of local service and support from the Bratney team just a few kilometres away, the project team determined that a top-notch team with exceptional service capabilities is the winning formula in the Argentine market.

The proficiency in utilising Cimbria equipment for grass seed application was outstanding. The local Bratney team boasts extensive experience with Cimbria coaters and their ability to deliver the desired product quality.

Darin Stutler
Bratney





The project involved the installation of a large Cimbia Centricoater.

Two drums with a 250 kg (wheat-based) capacity each, six single liquid dosing lines with volumetric flowmeters, and 4 Powder Feeder Model PD2000-V give the Cimbia CC-250 WG Duo system a high weight gain percentage and excellent coverage through the precise sequence and accuracy of liquids and solids application.

Expanding green coffee activities in South America

The South American coffee branch is one of the promising markets for Cimbria, who is currently focusing on expanding its activities in this region. Solutions for green coffee processing are important lines of business for Cimbria and have great potential for further expansion.

Cimbria has been present in South America to strengthen its position in the green coffee processing market for many years. This is a natural expansion of the establishment of Cimbria as a key player in the global green coffee market. Cimbria already has a market share of approximately 80 percent in Ethiopia, Africa's biggest producer of coffee, and experiences from this market are extremely valuable for the South American expansion

Specialty coffee processing is a very sensible process that requires no loss of beans and no change of taste or quality of the coffee. Cimbria has supported a strong development for local micro lot processors and specialty coffee exporters in recent years through our custom-made solutions.





We focus on helping our clients grow their green coffee businesses in the best possible way. We focus on high-volume plants for coffee exporters, larger coffee cooperatives, and specialty coffee processing lines. Our success is built on solid and long-term representatives and customer relations with local service teams as one of the most vital parts of our business and a main reason for success.



Stefan Lautner
Sales Manager
in South America

So far, Cimbria has carried out projects for various plants within green coffee processing in Central and South America, including a state-of-the-art processing plant for one of Mexico's top coffee exporting companies and the most modern coffee processing plant in Peru for Café Selva Norte.

For the Peruvian project, Cimbria built a dry mill for coffee cooperatives that collect coffee from small producers. This allows small producers access to high quality processing equipment, resulting in higher-quality coffee, reduced post-harvest loss, and improved traceability

Our machinery uses highly precise separation to guarantee a very high purity in the final product. When the cooperative or client finalizes their specifications for each coffee delivery, the machinery is calibrated to achieve the highest output of their desired quality specifications.

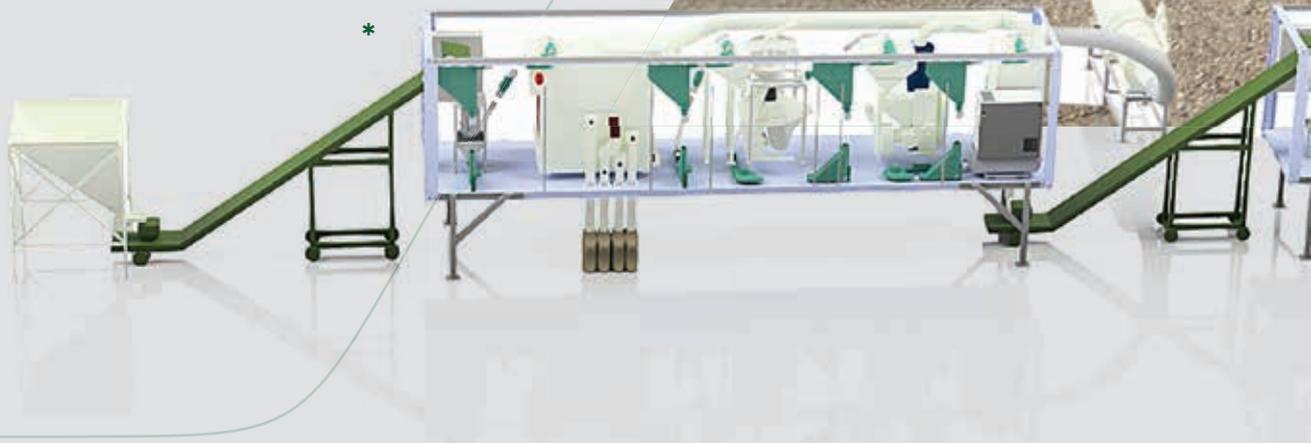
The Café Selva Norte dry mill has two processing lines. The processing flow includes pre-cleaning, destoning, hulling, gravity separation, and optical sorting, and in the end, the coffee beans are automatically being weighed and filled into bags.



Cimbria and Café Selva Norte are working closely together to ensure quality and to adapt capacity to the continuously increasing demands.

Compact Processing Plants.

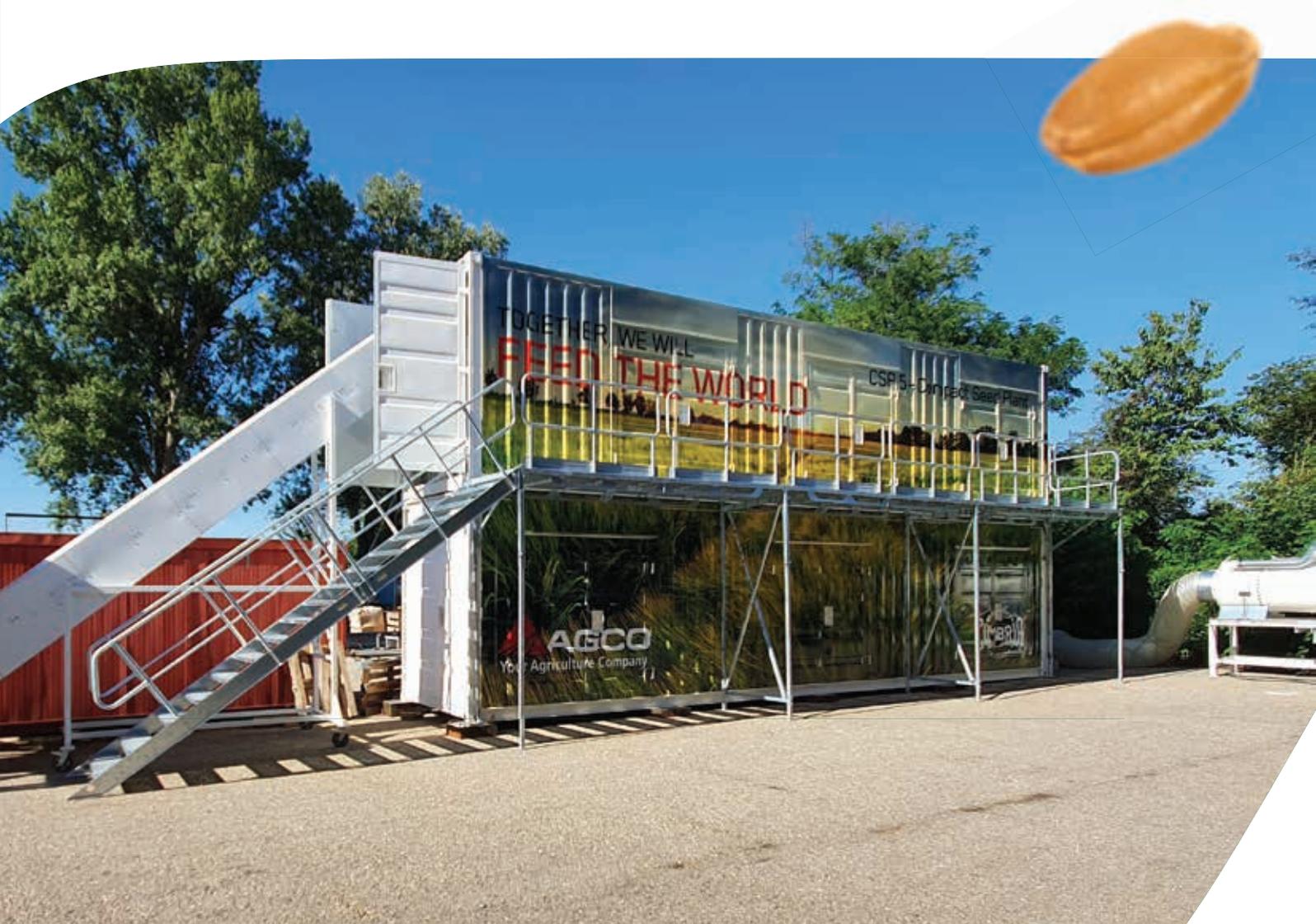
A Complete Solution in a Container.



At Cimbría, we are proud compact processing plant pioneers. Our innovative approach includes fully pre-assembling and testing the structure in the factory before shipping it to customers worldwide.

We design our plug & play solutions to give customers maximum flexibility and portability, with four versions available — each dedicated to a specific product and equipped with the necessary machines. Experience the power of Cimbría: unlock new markets and production with our advanced compact plants.





CSP.

Compact Seed Plant

Up to 5 ton/h wheat input

CMP.

Compact Maize Plant

Up to 2-3 ton/h maize input

*** CCP.**

Compact Coffee Plant

Up to 2 ton/h coffee input

CFP.

Compact Food Plant

Up to 4 ton/h legumes input



Discover the benefits of this market-changing solution



Agro Dairy, A Customer Perspective

Established in 2014, Agrodairy has cultivated approximately 60,000 hectares of land in Azerbaijan, of which 15,000 hectares use pivot irrigation systems, and the rest relies on rain.

Over the years, the company has achieved excellent wheat and barley yields and produced seeds for its use and third-party sales. In 2020, Agrodairy decided to build a seed processing facility in Azerbaijan, and Cimbria was chosen as its partner.

With a desire to enter the seed market as soon as possible and Cimbria's dedication to providing the best processing solutions, the company opted for the compact processing plant solution, rather than the 20-ton/h plant, due to the longer construction time.



How did the compact processing plant come to life?

The idea for the compact processing plant came from Cimbria's team as a solution to save time with the construction building in Azerbaijan. We initially aimed for 20-ton/h production and had seen the complexity of creating a similar infrastructure. When Cimbria presented the idea, we saw the sketches and knew it was a new, amazing solution. We had full dedication from Cimbria during the technical discussions, and a mutual understanding drove us to go for it.



02

Did the system help you achieve your financial goals?

The financial aspect was a key factor in our decision to choose the Cimbria solution. Its scalability allowed us to start with a 10-ton/h production, spread out the financial burden and experiment with the first plant, meeting our internal demand. Our goal was to increase our business volume gradually, and the Cimbria solution helped us achieve it.



03

How do you forecast the future in terms of growth?

One of our strategic targets is increasing food security, not only by raising the production areas but also by raising the efficiency of the land. This is one of the reasons why high quality and performance are important. We can achieve this target only by applying state-of-the-art technology. That's why I'm very confident about the future for Agrodairy because we are constantly learning about ourselves, what we do, and setting up growing goals.



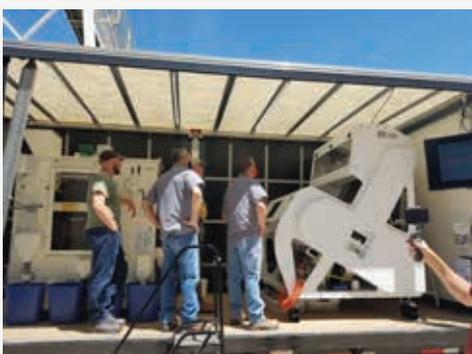
Mr Vahid Hajiyev
Managing Director
Agro Dairy



PARTNERS in SUCCESS

BRATNEY, USA

The remarkable approach to use a mobile trailer for product demonstrations enables our dealer Bratney to efficiently showcase its products to customers, while also providing hands-on training on-site. This is a great way to streamline the sales process and enhances the customer experience.



Partnering with our dealers worldwide strengthens our global presence and helps us deliver superior service to our customers worldwide. We remain a consistent force in the market through close cooperation and exchanging experiences whilst sharing a relentless focus on customer centricity, subsequently growing together with our dealers and enabling their success.

We are excited to showcase some of our latest partnerships and be the valuable link between them.

BRATNEY, ARGENTINA

We were thrilled to learn that Bratney, our Argentina-based dealer, recently relocated to a new office. This move marks a great new milestone, and we can't wait to see what the future holds in terms of growth in the market



MOMESSO, BRAZIL

We were pleased that our dealer, Momesso, attended Brazil's Congresso Brasileiro de Sementes in September 2022. This important congress is a place to stay up-to-date on the latest trends and introduce our innovative seed-processing solutions.



ALR, PORTUGAL

We recently signed an important agreement with our valued partner and local dealer ALR. With this agreement, we've strengthened our presence in Portugal and expanded our food processing solutions range to customers across the region.



GST, ZIMBABWE

Revitalising Zimbabwe's seed production! 40% waste reduction.

In partnership with GST Zimbabwe, we're changing the face of Zimbabwe's seed production with SeedCo's brand-new corn cob dryer facility. The facility comprises a complete range of Cimbria's advanced seed production equipment, helping SeedCo boost production speed, increase processing efficiency, reduce waste by 40% and enable farmers to begin harvesting three months earlier than usual.



NAVZAS, CZECH REPUBLIC

NAVZAS recently unveiled its brand-new Cimbria-built pilot plant in the Czech Republic city of Hunstenovice. After two years of hard work and dedication, this plant is home to Cimbria's complete seed processing and production line and serves as NAVZAS's own test lab and showroom.



NTS, TURKEY

Cimbria dealer in Turkey Nts is active in industries where a high level of precision and quality are required, including pistachios, hazelnuts, legumes, grains and also mining. One of the most widely acclaimed machines in Turkey is the Cimbria Hypersort, with the ability to identify different elements not only by color but also by chemical properties.

PARTNERS I

NEW DIRECT OFFICE, POLAND

To be closer to our Polish customers, we recently opened a new office in the Polish capital Warszawa. The new office will offer great services with a special focus on port terminal and seed processing customers. Both industries are growing in Poland, and we are dedicated to offering our trusted as well as new Polish customers an expert at their side.



EVS GROUP, KAZAKHSTAN

For 50 years, EVS Group has earned a strong reputation and distributed renowned agricultural equipment, gathering domestic and international companies under its umbrella. Already partnering with our sister company GSI, it recently joined forces with Cimbría to deliver comprehensive solutions combining seed processing equipment with high-volume storage solutions.



BRYAN HERRERA, CENTRAL AMERICA

Black gold, better blends and the desire to support Central America's coffee market for the better. Bryan Herrera has leveraged the experience he gained from his father's company in Colombia to create a spin-off of his family business to support customers in Central America. He's committed to helping customers in Honduras, Guatemala, El Salvador and other countries take advantage of the region's coffee production potential – often referred to as 'black gold' – driving a steady increase in demand for quality products.



N SUCCESS

CHH, MŰSZAKI KFT HUNGARY

To showcase superior corn processing solutions, Cimbria and our long-time partner CHH Technologies Limited attended Hungary's National Miller Days, organised by the Hungarian Food Science and Technology Association.



IP GLOBAL, MEXICO

IP Global is the trusted Cimbria dealer for the bean and grain-rich Mexican market. Our dedicated experts ensure you get the most out of Cimbria's customised solutions for your business requirements. With IP Global's quality guarantee, you get a product that improves your operations and makes your business thrive.



CHH's sales representative József Kelemen presented Cimbria's gravity separator and optical sorting solutions, demonstrating their ability accurately identify, clean and separate defective corn kernels for superior corn product quality.



AGRICHEMA, GERMANY

Thanks to exceptional service, our partnership with our longest-standing dealer in the sale of Moduflex continues to thrive and grow in the German market. Our dealer puts in the extra effort and dedication to ensure that our customers have the best Moduflex shopping experience possible. We are proud to remain in partnership with them and look forward to more success in the future.

OUR FAIRS AND CONGRESSES WORLDWIDE



Follow us on ,  or scan
the qr-code to keep you updated



2023

MAR	NSAI SEED CONGRESS	NEW DELHI	INDIA
MAR	AUSTRALIAN SUMMER GRAINS CONFERENCE	BENOWA	AUSTRALIA
APR	SPECIALTY COFFEE EXPO	PORTLAND	USA
MAY	INTERPACK	DÜSSELDORF	GERMANY
MAY	BVO SAATGUT HANDELSTAG	MAGDEBURG	GERMANY
MAY	PRS EUROPE	AMSTERDAM	NETHERLANDS
MAY	PLASTTEKNIK NORDIC	MALMO	SWEDEN
MAY	NOVI SAD AGRICULTURAL FAIR	NOVI SAD	SERBIA
MAY	INC WORLD NUT AND DRIED FRUIT CONGRESS	LONDON	UNITED KINGDOM
MAY	EQUIPLAST	BARCELONA	SPAIN
JUN	ISF WORLD SEED CONGRESS	CAPE TOWN	SOUTH AFRICA
JUN	AGROFOOD ETHIOPIA	ADDIS ABABA	ETHIOPIA
JUN	PLASTIC PACKAGING & RECYCLING FORUM	ARESE	ITALY
AUG	GRAIN TECH INDIA	BANGALORE	INDIA
AUG	AUSTRALIAN SEED FEDERATION CONFERENCE	BRISBANE	AUSTRALIA
SEP	PLAST	MILAN	ITALY
SEP	AGRO SHOW	BEDNARY	POLAND
SEP	ALIHANKINTA	TEMPERE	FINLAND
OCT	SOLIDS ROTTERDAM	ROTTERDAM	NETHERLANDS
OCT	HOST	MILAN	ITALY
OCT	EUROPEAN SEED CONGRESS	ST. JULIAN	MALTA
OCT	SYMAS	KRAKOW	POLAND
OCT	CAFES DE COLOMBIA	BOGOTÀ	COLOMBIA
OCT	INDAGRA	BUCHAREST	ROMANIA
NOV	ECOMONDO	RIMINI	ITALY
NOV	AGRITECHNICA	HANNOVER	GERMANY
NOV	APSA ASIAN SEED CONGRESS	CHRISTCHURCH	NEW ZEALAND



ERP. Changing the Future of Cimbria's Enterprise Software

AGCO's multimillion investment in Cimbria's global digital transformation project promises to streamline operations and align production processes across the EAME region.

This move will connect procurement, finance, manufacturing, engineering, aftersales and sales into a single template, providing our customers with various benefits, including:

- **QUICKER ASSISTANCE**
- **IMPROVED INVENTORY MANAGEMENT**
- **EFFICIENT ORDER FULFILMENT**
- **REDUCED DELIVERY TIMES**

Highly skilled IT technicians will ensure a carefully-planned, systemic transition, making this investment crucial for growth and reinforcing our customer-centric approach.

This modern solution will increase efficiency and effectiveness, driving consistency throughout the organisation. Dedicated to improving the customer experience, we commit to becoming a leading player in the industry.



ENHANCING THE CUSTOMER EXPERIENCE

Virtual Presentations Take You on a Visual Journey, Showcasing Solutions Step-By-Step

In recent years, the shift towards more digital interactions in business has accelerated, leading us to invest heavily in enhancing customer experiences through digital experiences.

We've accelerated the shift to digital interactions in business and invested heavily in our virtual processing plant presentations to provide an immersive, convenient, interactive customer experience.

Ugo Balestrieri
Sales Director Seed & Food
Cimbria

Specifically, we offer convenient, immersive virtual presentations of our processing plants to showcase our solutions and their opportunities for customers. They provide insight into machinery connections and optimal plant design, serving as a tool for investigating your specific needs and customising plant design, improving the discovery process for customers, partners, and suppliers.

Our state-of-the-art equipment and plant design expertise help customers, partners, and suppliers quickly identify

and investigate opportunities so that they can get the most out of their investments.



Cultivating a Farmer First Culture

We recognise company culture as the heartbeat of any organisation. Our passion for creating an inclusive, collaborative and innovative that aligns with AGCO's vision fuels our commitment to a robust, sustainable set of cultural values.

Integrating different cultures is a challenging opportunity to unify our corporate environment, bringing all our global employees together as one family.

To ensure that we deliver on our promises, we establish three essential pillars to direct our behaviours: being the partner of choice, the employer of choice and the investment of choice. Each pillar strengthens our cultural environment and makes Cimbria an inviting, prosperous workplace for all.



Three values shape our culture and embody AGCO's core principles: Farmer First, Speak Up, and Team Up.

Farmer First

is a reminder that our ultimate goal is to serve farmers and help them to be more productive and successful.

Speak Up

encourages open communication and respectful debate, creating a safe space for employees to express their opinions.

Team Up

emphasises cooperation and togetherness to reach our goals through unified efforts.

AGCO's Culture Team brings our beliefs to life. This dynamic group of employees from different countries and positions is responsible for upholding and promoting our cultural values, working closely with managers and employees worldwide to reinforce our culture at all levels.



Farmer First, Speak Up and Team Up and our management initiatives help us create a solid, unified corporate culture that drives results, ensures our success, and positively impacts our communities.

Cimbria.com

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