CIMBRIA NEWS 2012



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By Karsten Larsen - CEO kla@cimbria.com

Cimbria is an international company with its headquarters in Thisted, Denmark. Based on in-house technology, Cimbria is a one-stop-shop and is today one of the world's leading suppliers of drying, conveying, storage, sorting and seed processing technology. Cimbria's mission is to contribute to the creation of a sustainable link between efficient production and optimum utilisation of agricultural crops with due consideration of man and the environment. We achieve maximum machine utilization with minimum environmental impact, and our equipment and projects play a significant role in securing the global food supply.

Our primary customers operate within the grain and seed business, although our equipment and plants are also used in e.g. breweries, malting houses, animal feed plants, fertiliser storage systems, biomass treatment plants, cement plants and for the handling of other bulk materials. Credibility, quality, efficiency and flexibility are among the criteria that have convinced an increasing number of customers throughout the world to invest in Cimbria technology.

Thousands of Cimbria plants are in operation in many parts of the world. Our plants operate under considerably different conditions and process a wide range of products, with such diversity being a result of our research and development over a period of more than 65 years. This is the best reference for our expertise and competitiveness in the global market.

In this magazine you can read about a selection of our new technologies and latest installations. We design, develop, manufacture and install customised solutions ranging from stand-alone equipment to complete processing lines and major turnkey projects, including advanced automation and information systems.

Cimbria's project competence provides our customers with a high degree of security, comfort and awareness in relation to their project and ensures qualified results in each and every aspect, as well as complete integration and coordination of functions and components. We excel in all disciplines and have a high level of expertise in research and development, knowledge of crops, engineering and production, as well as project management, consultancy, education and training, inspection of plants and design.

2012 was a very busy year at Cimbria. As was the case last year - and the year before that - we have managed to realise our best-ever result at Cimbria, which is highly satisfactory at a time when many sectors are still experiencing weak demand for their products. In order to keep up with current and future demand, 2012 was also the year in which we took the decision to begin the construction of a new - and thus second - production facility in the Czech Republic. Such remarkable results have been generated through the combined efforts of more than 700 committed Cimbria employees and local partners at our various locations throughout the world. They are always close at hand and ready to provide service to all our customers. Their dedication and capabilities are key factors in our success.

In 2012 a new member joined the Cimbria Group of Companies. With the acquisition of Italian SEA, our product range now includes electronic sorters based on optical and resonance technologies and complements our existing range of mechanical sorters. With more than 40 years of experience in the business, SEA machines offer performance that is second-to-none and the highest production capacities in today's market.

Our vision continues to be that Cimbria will maintain and further develop our position as a global, innovative and leading supplier of quality products and processing equipment for the treatment of crops, animal feed and other bulk goods.

The foundation of our future strategy is based on achieving organic growth through the further development of Cimbria's business areas and geographical market positions, as well as continued optimisation of our production machinery.

We produce solutions in an inter-play between nature and technology, between customers and Cimbria and between Cimbria's business areas. In essence we describe this in two words: "Solutions. Together"

The Cimbria Group of Companies in:

Denmark • Austria • Czech Rep. • India • Italy • Kenya • Egypt • Turkey • Malaysia • Russia • Thailand • Ukraine • United Kingdom • Germany • Kazakhstan • Russia

Agents and dealers in:

Argentina • Australia • Bangladesh • Belgium • Brazil • Bulgaria • Canada • Chile • China • Eritrea • Ethiopia • Finland • France • Greece • Hungary • Iraq • Ireland • Israel • Japan • Kazakhstan Lithuania
 Mexico
 Montenegro
 Netherlands
 Pakistan
 Peru • Philippines • Poland • Portugal • Romania • Switzerland Serbia • Slovakia • Slovenia • South Africa • South Korea • Spain • Sweden • Taiwan • United Kingdom • USA • Vietnam

CIMBRIA INTERNATIONAL SALES EVENT – CISE



By Lars Nørgaard - Ino@cimbria.com

Every second year Cimbria holds a seminar: Cimbria International Sales Event – CISE. Representatives from our extensive network of dealers and agents, in addition to employees from many of our companies, attend this seminar to see and hear about the latest developments and to exchange technical and commercial experience that cuts across different business areas and national borders.

This time the seminar took place in Vienna in Austria during the period 10-12 October. It was attended by more than 140 delegates with 40 companions from no less than 44 different countries, which represented a record number of participants. Each of the 3 days for which the seminar lasted had a headline theme. Under the headline "Competition", the first day began with a presentation and status of the results that Cimbria has achieved, expectations with respect to the future and the new strategies that are currently being implemented, in addition to which Cimbria's new corporate image was launched.

This was followed by the presentation of a large number of new products from Cimbria's six business areas, as well as case stories from selected orders and projects. Topics from the industry that are currently of great interest were also discussed, for example the issue of mycotoxins in maize and wheat, in addition to the risk of impacts on bee populations in connection with sowing seed corn that has been treated with pesticides.



CIMBRIA INTERNATIONAL SALES EVENT - CISE



By Lars Nørgaard - Ino@cimbria.com

Day 2 focused primarily on technology in products and processes and took place at Cimbria Heid GmbH in Stockerau. This offered a chance to participate in a number of different seminars within Cimbria's six business areas: Turnkey, Seed Processing, Drying, Conveying, Electronic Sorting and Storage. There was particular interest in the new business areas of "Electronic Sorting", which, following the acquisition of Italian SEA, is now a part of Cimbria's product range.

An exhibition was set up in which a cross-section of Cimbria's many products was displayed. A guided tour of the production facility and the impressive new and fully operational test facilities in Stockerau was also arranged, with the tour headed up by expert Cimbria personnel. The closing day on Friday went by the headline of Future Trends, which saw, among other things, the latest developments in Cimbria's electronic product configurator/pricelist – ESOP – being reviewed. In addition, Mr. Piero Sismondo, representing the world's leading industrial organisation within seed corn, ISF (International Seed Federation), held an extremely interesting speech on current and future developments in the seed corn industry.

There was plenty of opportunity on all three days for delegates to hold individual meetings. Such opportunities were exploited to the full and many exciting topics were discussed in meeting rooms, with a good deal of experience exchanged and a lot of deals concluded.



SEA SRL - LEADER IN ELECTRONIC SORTING

By Michela Pelliconi - mpelliconi@seasort.com

SEA SrI, THE NEW MEMBER OF THE CIMBRIA GROUP OF COMPANIES

In 2012, Cimbria has acquired the Italien company SEA Srl, one of the leading suppliers of state-of-the-art in-house technology in electronic sorting of grain and seed. Since 1970, the SEA brand has represented a mark of distinction in the field of optical sorting in various sectors.

The many years of experience, combined with relentless research and innovation applicable to optical-electronic sorting, have enabled SEA to become an internationally recognised symbol of excellent Italian technology. The acquisition of SEA is in tune with the activities and objectives of Cimbria, which for a long time has been looking to complete its range of products with an optical sorting technology that was able to offer the best characteristics of quality and reliability.

For over 40 years SEA sorters have been installed with the aim of improving the quality of cereals and seeds in various countries, and can be favourably compared with the high end of the market dominated by the English and Japanese competition.

SEA also focuses on the continuous research and development of new solutions in order to always be in a position to offer the most advanced sorting solutions with easy-to-use and functional sorters, and SEA is currently developing monochrome, bichrome, IR, UV, InGaAs, and other sorting machines.

SEA reliability, its outstanding technical results achieved thanks to its in-house technology and R&D, along with its versatile and precise sorters are represented by thousands of references worldwide in the food industry (grains, rice, seeds, legumes, nuts, etc.).



SEA SRL - LEADER IN ELECTRONIC SORTING

By Michela Pelliconi - mpelliconi@seasort.com

Advantages of electroning sorting

SEA sorters can be used for several kinds of products simply by setting specific sorting programs on its internal software. The sorters are also equipped with a remote control system, which enables the intervention of SEA in order to solve any machine anomalies in real time.

In fact, whereas in the past optical sorting technology was mainly used for high value food safety and cleaning, optical sorters have nowadays become increasingly popular. This also applies to the grain and seed cleaning process, since delivery of the highest quality grain is now a requirement.

SEA sorters provide excellent separation of all kinds of defective grains (colour and spot defects) and of any contaminants, thus assuring the best quality of the final product and improving the performance of mechanical cleaners by delivering better quality at reduced operational cost.

In wheat, maize, barley, rye, oats, buckwheat, corn, millet, rice and any other type of grain cleaning, any kind of contaminant (stones, sticks, hulls, husk, ergot, debris vetch, weed seeds and others) and defective grains can be detected by SEA sorters through visible and infrared technologies, and rejected with a high degree of accuracy. The possibility of identifying imperfect grains and of recovering the very few good ones while checking the rejects (in a simultaneous run) makes the SEA sorter a flexible, versatile and operator-friendly sorting system.

In the milling industry, many SEA sorters have been installed at major durum and soft wheat mills for the removal of foreign seeds, diseased and defective grains – for example, mottled or shrivelled – that are the cause of brown/black tips in flour. Excellent end-product appearance for products like flour and pasta and semolina is thus guaranteed.

A very important application is the insertion of SEA sorters at a strategic position in the cleaning process with the aim of simplifying and optimising the process. Discards in the cleaning phase are also limited by the recovery of the broken grains that remain in the sorted flow.

SEA SRL - LEADER IN ELECTRONIC SORTING



By Michela Pelliconi - mpelliconi@seasort.com

Pixel NEXT series: STATE-OF-THE-ART-TECHNOLOGY

Today the latest generation of optical sorters provides the best possible performance, production capacity and reliability, thereby meeting the most demanding requirements of the top international markets such as grains, rice, seeds and nuts, as well as various other food and non-food applications.

Pixel NEXT generation is equipped with an optical system using very high resolution CCD cameras, extremely precise customised ejectors and a user-friendly operational mechanical structure. Its intuitive software allows remote control from our headquarters by means of an internet connection.

Through technical experience gained in processing a wide variety of commodities, coupled with continuous research and development, SEA has stayed abreast of technological advances to produce reliable, flexible and highly competitive machines. There are eight models available to handle commodities at capacities ranging from 0.5 to 45 t/h, and SEA currently offers the highest capacity on a single sorter in the market, realised on its 7-chute model which accepts up to twenty-eight 2048 pixel CCD cameras used to ensure optimum resolution. Main Pixel NEXT electronic sorter characteristics are:

- High-Res CCD cameras (up to 0.1mm). The sorter's optical system
 automatically rejects out-of-spec product with maximum precision
- Dimensional check of the non-conformity
- NIR, InGaAs and UV technologies available
- The optical system with digital control and management software is uniquely designed by SEA
- Special ejectors allow highly concentrated rejects to be collected, thus ensuring minimum rejection of good product
- Any model can be configured with a resorting section according to customer needs (reject repass, reverse sorting and re-resorting)
- Pressurized and conditioned optical boxes
- Any model is equipped with a cooling system in the optical boxes
- Optimized mechanics for high-production capacities
- Tilting rotating boxes for easy maintenance
- Interactive remote service

Pixel NEXT sorters have immediately gained the trust of a large number of operators, who have recognized it as being the best optical sorter available on the market today. Today Pixel NEXT boasts references in many countries and in all major applications.



CIMBRIA AWARDS

By Lars Nørgaard - Ino@cimbria.com

CISE was once again the venue of the "Cimbria Awards", which celebrate some of the many excellent results and efforts that have been generated in sales departments throughout the group. The Cimbria Awards are divided into 3 categories:

Cimbria Sales of the Year

This award is presented to a person or organisation which has secured an important order. This may mean, for example, a particularly big order, an order which is highly significant in terms of its reference value or an order from a new customer or customer segment.

The nominees in this category were Cimbria Egypt (Egypt), Impex (Russia), Arne Mose Sørensen (Cimbria Unigrain, DK) and Cimbria Kazakhstan (Kazakhstan). For the sale of several record-breaking and crucial orders to a number of multinational companies, the deserved winner of this year's award was Arne Mose Sørensen.

Cimbria Dealer of the Year

Dealer of the Year is awarded to a dealer or agent that has generated noteworthy results and development in sales and collaboration with Cimbria. The nominees in this category were SETS (Ethiopia), Nexeed (Canada), Attrisem (France) C-Sort (Russia) and Techmach (South Africa). Thanks to a large number of orders in sesame seeds, seed corn and coffee, the winner in this category was SETS, run by Mame Feleka and Tadele Dargie Dalle.

Cimbria Honourable Award

This award is in recognition of prolonged and unique efforts with regard to sales of Cimbria products and technologies. The nominees in this category remained a secret this year, but the award itself very deservedly went to David Thompson (Cimbria UK) for his considerable and tireless efforts on behalf of Cimbria on the British market.

The final evaluation of the seminar by the participants revealed a very high degree of satisfaction with the seminar as a whole, in addition to which plenty of good, constructive input was received which helps point the way to what we can further improve on in the future.

Such a major event requires a tremendous amount of effort from a large number of people, both with respect to planning and dealing with the numerous practical details that need to be in place for the event as a whole to be such a success, as well as in connection with the work involving preparation of the many speeches and presentations, which are of course a crucial part of such a conference.

Most important of all, however, is the participation of motivated delegates, who bring enthusiasm and interest in learning something new and passing on their input. To be inspired is great - to inspire is incredible.

Thank you to everyone for all your efforts.



Cimbria Sales of the Year: Arne Mose Sørenser



Cimbria Dealer of the Year. Mame Feleka and Tadele Dargie Dalle from SETS



Cimbria Honourable Award: David Thompson

SUNFLOWER PEELING PLANT

By Andreas Fröhlich - afr@cimbria.at

Recently, Cimbria has been facing an extraordinary demand for sunflower peeling plants, especially in Bulgaria.

A number of quotations were given to various companies from Bulgaria, which then submitted applications for subsidy from the European Union, some of which were granted.

One of these companies, Nik Sot Group in Krumovo village, which is close to Bulgaria's famous Gold coast on the Black Sea, has now invested in the first complete turnkey sunflower peeling line from Cimbria. The peeled sunflower will be sold as premium product to bakeries and for snack production.

3 Mega cleaners, namely one D168 and two D162s, pre-clean and pre-grade 60 t/h of incoming sunflower seed. Only the bigger kernels will go to the peeling line. Any kernels smaller than 2.6 mm will be conveyed to the customer's oil pressing plant.

The fine-cleaning and peeling section has an input capacity of up to 4 t/h, thus giving an output of around 2 t/h of peeled kernels. The waste products from the peeling process are used for pellet pressing and for oil pressing. The following machines are utilised in the plant: Delta 106, TS 360, HSR 12010-L, ZS 500 VI PS, four impact hullers, Aspirator CR163.4, Delta 116, GA 210 and SEA Colour sorter Pixel 4FH.

All conveying equipment is of course also supplied exclusively by Cimbria, including EC5s, GT 400s and PBEs. The aspiration system, which is composed of tube filters, will allow the return air to go back into the building, thus enabling the customer to heat the building during the winter months.

The plant is scheduled to go into full operation in December this year.









SEED CO. ZAMBIA



By Andreas Fröhlich - afr@cimbria.at

Cimbria's strong partnership with southern Africa's no. 1 seed producer.

Seed Co. develops and markets certified crop seeds: mainly hybrid maize seed, but also cotton seed, wheat, soya bean, barley, sorghum and ground nut seed.

In 1997 Seed Co. established its own operations in Zambia and in the same year acquired a 51% share in the Mozambican seed company, SEMOC (Sementes de Mocambique). In 2000 Seed Co. International Limited was founded in Botswana, and Seed Co. Malawi was established in the same year in order to assist with development in Malawi. In 2001 a joint seed business, Syngenta Seed Co., was established in South Africa with Syngenta seeds. A year later an office was opened in Kenya to spearhead business development in East Africa.

Thus Seed Co. became the no. 1 player in the seed sector in the southern region of Africa within a relatively short period of time.

The number of Cimbria installations for Seed Co. has been

Shiny happy people: SCZ MD – Mrs. Grace Bwanali Zambian Minister of Agriculture Emmanuel Chanda further increased this year by 3 complete seed processing lines for Seed Co. Zambia. In close cooperation with GST (Grain and Seed Tech), Cimbria installed 3 fully automatic processing lines, including Delta cleaners, gravity separators and Centricoaters, along with chemical mixing systems. All conveying equipment is of course exclusively Cimbria made.

The resulting plant, which can easily compete with installations all over the world – both in terms of quality and capacity – is a source of great pride to both Seed Co. and Cimbria.

On Monday 12th November the grand opening of the plant took place and was attended by:

Guest of Honour, Minister of Agriculture Emmanuel Chanda.

- SCZ MD Mrs. Grace Bwanali
- Seedco Board of Directors
- Senior Management and Staff



and Seedco Board of Directors.

Seed Co. premises in Zambia, a green oasis



RUSSIAN INSTALLATIONS



By Arne Jensen - aje@cimbria.com

New seed processing complex in Russia

In 2012 Cimbria built a silo and seed processing complex in the Republic of Tatarstan for ZAO Agroforce Group.

The complex includes a 40,000 T silo plant and two 20 t/h seed processing lines, which make this facility probably the biggest seed processing plant in Russia.

The shipment of goods started in January 2012 and erection work commenced in February 2012.

The silo plant has already completed its first season as we managed to have the plant ready for the harvest, in addition to which both seed processing lines have been put into operation.

The silo plant has three 80 t/h intakes and pre-cleaning lines and three Cimbria Double Column dryers type DMG-20 42 t/h (19-14% wheat).

The storage section consists of twelve 2,000 T, six 1,500 T and six 1,000 T hopper silos. The silos are equipped with a Cimbria Unitest system for monitoring the grain and seed quality during storage.

There are two complete seed processing lines with fine cleaner, indented cylinders and gravity tables. For the seed lines Pendulum bucket elevators have been used for gentle handling of the seed. Seed treatment is performed on two CC-250DUO CentriCoaters $(2 \times 30 \text{ t/h})$ – the treated seed will be transferred either to the bulk silo or big bags.

The complete facility is operated from a Cimbria PLC and PC control and automation system.

Sodrugestvo expands in Kaliningrad, Russia

Sodrugestvo Group was founded in 1994 and is today the largest oilseed crusher in Russia. The group's main activities are in Russia and the former Soviet Union, the Baltic Region and Brazil.

A huge extension of their facility in Kaliningrad is ongoing and in 2012 Cimbria has supplied:

36 x RM12 chain conveyors - capacity 300 T/h soya beans 19 x RM14 chain conveyors – capacity 600 T/h soya beans 1 x RM16 chain conveyor – capacity 600 T/h soya meal 20 x F300TSYJ/2 Moduflex loading chutes with built-in filter – capacity 100 T/h soya meal

Furthermore, Cimbria has supplied a Q-piping system including piping, two-way valves, and shutters in sizes of Q40, Q45 and Q55, all with hot-dip galvanized finish.



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Sodrugestvo RM14 drive station with 75kW gearmotor on site

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NEW INSTALLATIONS IN LITHUANIA



By Arne Jensen - aje@cimbria.com

Cimbria's dealer in the Baltic States "Dotnuvos Projektai", has also enjoyed high levels of activity in 2012.

Karcemos KB

UAB Dotnuvos Projektai secured an order for a 15,000 T silo plant. The plant includes two road intakes, 6 x 300 T wet bins, Delta 146 pre-cleaner, AMG-28 dryer (55 t/h of wheat based on moisture reduction from 18-14%).

There are 6 x 2,500 T flat bottom steel silos for storage of 15,000 T of wheat. The silos are equipped with Cimbria Unitest temperature monitoring system. Cimbria RL-7 & RL-8 Chain Conveyors and ED-10 & ED-12 Bucket Elevators are used for handling 100 t/h & 150 t/h wheat.

Farmer E.Guzevicius

New farm plant complete with 60 t/h intake and pre-cleaning (Delta 145), ALG-14 dryer (28 t/h 18-14%) with one 185 t wet bin, four 1,000 T silos and one 50 t outloading bin. For this installation Cimbria RL-5 Chain Conveyors and EC-8 Bucket Elevators have been used for handling 60 t/h.

UAB Zvalguva

New AMG-25 dryer (50 t/h from 18 to 14 % in wheat) with three 400 T wet bins and Cimbria RL-7 Chain Conveyors and ED-10 Bucket Elevators.

E.Guzevicius





CONVEYING SOLUTIONS

By Børge H. Svendsen - bhs@cimbria.com

FROM "WASTE" TO USEFUL PRODUCTS

Earlier, used glass packaging was regarded as a waste product, but today it is a useful raw material in its own right, as there really is no limit to how many times it can be melted down.

Of the 65,000 t of glass packaging used in Norway, the return rate is around 90 percent. This large quantity is recycled and used in the production of new glass or different types of insulation material.

At Syklus in Fredrikstad, Norway, Cimbria has supplied equipment for conveying crushed glass to the process ovens, where the crushed and ground glass is converted to Glasopor foam glass, a material that has heat-insulating and soundproofing properties and can thus be used as an insulation material.

The order includes screw conveyors, elevators, chain conveyors, belt conveyors, silo, steel constructions, walkways, filters and ducting.

UNLOADING DRY AND DUSTY LIME PRODUCTS

In 1991 Cimbria delivered a ship loading plant with a loading chute without extraction to Faxe Kalk, Denmark.

Due to today's stricter standards demanded by the environmental authorities, in 2011 Cimbria was awarded the task of converting the facility such that dust emission would be practically eliminated when unloading dry and fine-grained lime products. The job was completed at the beginning of 2012.

Cimbria chose a solution with a large dust skirt fitted on the outlet. Sensors installed in the outlet control the lifting sequence such that the skirt remains in contact with the heap of material in the ship, thus minimising the amount of dust produced.

In order to ensure negative pressure in the system, a new fan was fitted. The extracted air is led to an existing filter system which Cimbria delivered with the ship loading facility in 1991.

EXTENSION OF PRODUCTION CAPACITY

By Niels Ulrik Bliksted - nub@cimbria.com

Extension of production capacity

Cimbria has been working for some time on a project concerning the erection of a new production platform in the Czech Republic. The aim is to expand Cimbria's overall production capacity in accordance with Cimbria's vision of becoming a global innovative and leading supplier of quality products and processing equipment for the treatment of crops, animal feed and other bulk goods.

At the end of January 2013, the 5,000 square metre factory buildings are due to be commissioned in Litomysl in the Czech Republic. This underlines our confidence in the factory in the

Czech Republic and in its employees' skills and culture. We have great expectations with regard to the employees, and the factory is a key element in the future production strategy of the group.

Furthermore, several productive initiatives aimed at meeting rising demand are in the pipeline. These currently include a project to revise and optimise the flow at the factory in Thisted in relation to our growth strategy, with the aim of boosting production capacity and improving quality control. This will apply from the point at which the material arrives at the factory until the time when the fully assembled machines leave the factory.

The primary focus in this case is on the "World Class Performance" business model.

MACHINERY FOR CONTACT WITH FOODSTUFFS

By Carsten Hembo - che@cimbria.com

From 27 October 2006 products that come into contact with food must comply with the requirements in regulation 1935/2004 of 27 October 2004 on materials and articles intended to come into contact with food.

The Regulation covers all materials for contact with foodstuffs, including production equipment, and lays down requirements for traceability and other.

Regulation 1935/2004 contains minimum requirements that are applicable to all EU member states, including requirements concerning implementation in national legislation.

This means that an American FDA approval is no longer sufficient for products that are intended to come into contact with foodstuffs and which are to be used within the European Union.

Regulation 178/2002 laying down the general principles and requirements in food law contains a definition of when a product is foodstuffs in Chapter 1, Article 2, Definition of "foodstuffs".

This definition is interpreted differently in individual member states and it is therefore crucial that the equipment manufacturer, in addition to being aware of the requirements in 1935/2004, is also aware of the national interpretation before beginning production of equipment intended to come into contact with foodstuffs.

The enquiries that Cimbria receives concerning equipment and machines intended to come into contact with foodstuffs come from many different countries, each of which has its own interpretation, and therefore a decision has been taken internally to regard each machine as a separate, non-standard machine in its own right.

Cimbria has to document that it complies with the requirements concerning contact with foodstuffs, it is therefore important that attention is drawn to this fact before the specifications of the machine in question are drawn up. The procedure for a machine intended to come into contact with foodstuffs is that a standard machine will undergo an HACCP (risk assessment) based on the data that the customer provides for the products that are to be handled and the requirements laid down by the local authorities. In relation to standard machines, there may be a requirement that other components are used, in some cases a modified design or construction may be required and in all cases there must be traceability on the components on machines that come into contact with foodstuffs.

In Denmark a company must be registered with the Danish Veterinary and Food Administration in order to be able to produce machines and equipment intended to come into contact with foodstuffs.

Cimbria received approval from the Danish Veterinary and Food Administration on 25 November 2010 and was inspected on 4 October 2012 without any remarks.

Control report in Danish

GRASS SEED LINE IN KAZAKHSTAN

By Nurlan Sadvakassov - nsv@cimbria.com, and Franz Franer - ffr@cimbria.at

Besides typical wheat seed and grain storage plants, we can now also add a grass seed plant to our Kazakhstan reference list. TOO LOGOS TREID was founded in 2000. Its main location is the area around Akmola in Kazakhstan. The annual export of grain is about 200,000–400,000 t.

To support its growth, Too Logos Treid devotes a lot of resources to expanding its operational capability. It thus decided to go for a universally applicable plant this year. The specification for the new plant was to perform grass processing at a capacity of 1 t/h. In the wheat harvesting high season the client also needs to process wheat at the same plant at a capacity of 10 t/h. The seed plant is connected to a flat storage building by a GT400 Belt Conveyor with discharge car.

We began working out concepts to enable both processes when implementing the main components for wheat processing (Pre-Cleaner D145, Fine Cleaner D107, Indent Cylinder 12020 R-L and finally a GA210).

To enable the plant to process grass seed we analysed the different kinds of grass seeds and clover (in our lab) which TOO LOGOS TREID wants to handle and added a Brushing machine

Delta 181.2 between the two cleaners and Velvet Rollers at the end (of course equipped with bypass systems for the wheat process).

We had to pay great attention to the inclination of grain piping, as well as ensuring correct execution in order to avoid jams. Installation is almost complete and final work on the electrical components is almost finished.

Kazakhstan is also an important meat producer. As a result, grass as animal feed has a certain importance, which of course means a potential requirement for grass seed processing lines in the future. Thus in addition to grass seed lines that we have already established in Denmark, we can now also demonstrate our capabilities in this field in Kazakhstan.

TOO LOGOS TREID – During installation of the 1 t/h grass seed plant, as well 10 t/h wheat seed processing plant.

NEW TESTING STATION AND LABORATORY

By Andreas Fröhlich - afr@cimbria.at

CIMBRIA HEID – REBUILDING THE TESTING STATION AND LABORATORY IN STOCKERAU - AUSTRIA

Research and Development are among the absolute core factors for the success of a company like Cimbria, keeping us ahead of the competition. Good reference plants are another important argument in order to convince our customers of Cimbria's quality.

With the above in mind, Cimbria Heid decided in spring of this year to completely rebuild the testing station and laboratory in Stockerau. The old installaton had served its time due to many years of working and innumerable completed tests, and it was time to introduce a new line of equipment and present a new set of modern technologies.

Dismantling of the old plants started in week 24. The aim was to completely empty the rooms, retaining only the steel platform, which we also redesigned and painted. After that, all the walls were renovated and repainted. Subsequently, new machinery and parts have been installed. In addition, all the electrics have been renewed, thus ensuring safe operation and ease of use.

During CISE II in October, Cimbria Heid proudly presented the new facilities to the international audience. We very much look forward to welcoming visitors and carrying out testing at our plants in the future.

The following machines and parts are now permanently installed in our testing station and laboratory:

- Belt conveyor GT 400
- Jog conveyors Z-0
- Pendulum bucket elevators PBE 20 C
- Gravity separators GA 31, 71, 110, 210 and 310
- Destoners TS 90 and 180
- Delta 101
- Colour sorter Pixel Next, 3 Channels
- Elevator EC 8
- Delta 143.1
- Indent cylinder HSR 16010
- Centricoater CC 50
- Centricoater CC 20 Light
- Jog conveyor dryer JCD 625/3+1

- Continuous treater KB 10
- Belt separator BS I
- Laboratory velvet roller SRM Lab
- Spiral Separator
- Zig-Zag Sifter
- Moduflex loading chute H300
- Screw conveyor SU200
- Multi crusher
- New aspiration system with tube filter and air recirculation
- Laboratory machines
- Lab Windsifter
- Lab hand screens + shaker
- GA Lab gravity separator
- HSR Lab indent cylinder
- ZS Lab cylindrical screener
- CC 2 Lab Centricoater

STORAGE AND SEED PROCESSING IN UKRAINE

By Henning Roslev Bukh - hrb@cimbria.com

Cimbria Unigrain has delivered and commissioned a complete, fully automated storage and seed project to the Ukrainian company Swarog. This plant will be used to store and process wheat, soya, rapeseed, barley and other grain crops.

After pre-cleaning at a capacity of 40 t/h, 8 storage silos have been built, each with a capacity of 500 t. Fine cleaning and processing takes place at a capacity of 15 t/h, with product lifted gently by Cimbria PBE 20 Z elevators to chemical treatment on a Cimbria Centricoater CC 150. The treated seed is then loaded into big bags.

The scope of supply includes a Cimbria Unitronic Automated control system by means of remote operation of settings of all cleaning adjustments. All adjustable points can be stored in a database as a recipe. In this plant the client has approx. 150 different kinds of information in the database for a single recipe. All information, air flap positions, motor speeds, screen types, date, operator ID, etc., are stored by simply pushing a few buttons on the monitor.

The line can be started by selecting the desired recipe and pressing the line start button. Within 1–2 minutes, the line will be running at full production with all machinery pre-adjusted.

When the whole line is up and running, the operator can finely adjust the machinery by means of buttons or touch panels mounted on the machinery.

The system is prepared for remote internet connection, which makes it possible for Cimbria engineers in Denmark to assist in case of problems on site.

Advantages of the automated control system:

- Process know-how remains in the company
- Less waste product
- Less downtime
- Quick changes to new seed type
- Fewer mistakes in production

GRAIN STORAGE FACILITIES

By Henning Roslev Bukh - hrb@cimbria.com

100,000 t silo plant in Ukraine

The Ukrainian company Mriya Agro, based in Western Ukraine, is amongst the biggest players in the farming sector in the country, with land resources of some 300,000 ha.

In 2008 Cimbria built a 20 t/h seed plant and in 2011 a 70,000 t seed silo complex was completed for the same company. A new contract was signed in 2012 for a 100,000 t silo plant.

The new silo plant has two 200 t/h intake lines, each with a Delta 167 Mega cleaner, two Cimbria double dryers model DMG30R ECO-Master with recirculating air system, each with a capacity of 118 t/h, and storage by means of 8 silos with a capacity of 12,500 t each.

Furthermore, the plant has been equipped with Cimbria Unitest temperature monitoring system with integrated aeration control, as well as level measuring system with indication of the grain level in each silo.

For control, monitoring and operation of the plant, Cimbria has supplied a complete MCC and control system with PLC and SCADA system for operating the plant on a PC.

The intake, cleaning and drying system were put into operation for drying 35% wet maize crop in November 2012.

Silo projects in Egypt

During 2012 Cimbria completed a 30,000 t silo project in Karf El Sheikh in Egypt.

Transport capacities are 200 t/h on conveyors and elevators with a Delta 167 cleaning plant, JKF aspiration, Unitest temperature measurement and Unitronic MCC with PC and SCADA control system.

During 2012 Cimbria also signed two new contracts in Egypt for two 45,000 t silo projects with similar specifications to the latest project. Cimbria silo construction work in Egypt is a more or less ongoing process. Since 1988 Cimbria has always been busy with some sort of construction work for either the milling industry, seed or grain storage.

Cimbria established its own sales office in Egypt in 2012 in order to strengthen its position in the country, as well as enabling other countries in the Middle East to be serviced from this Cairo office.

60,000 t silo complex for Avangard at Khmelnitskiy, Ukraine

TURNKEY INSTALLATIONS IN UKRAINE

By Henning Roslev Bukh - hrb@cimbria.com

New 60,000 t silo plant in Ukraine

Avangard Co. IPL, the largest egg producer in Ukraine, which has more than 20 million laying hens, is expanding its storage facilities.

Cimbria has built a new 60,000 t silo complex for Avangard located in the Khmelnitskiy region in the western part of Ukraine as a buffer for a feed mill.

The new silo plant has been built with ten silos, each with a capacity of 6,000 t, and equipped with Cimbria Unitest temperature monitoring system with integrated aeration control, as well as a level measuring system with indication of the grain level in each silo.

There is an intake system from both rail and truck, and two DS 1250 Drum Scalpers and two Delta 167 Mega cleaners. Moreover, a Cimbria ECO-Master dryer model DMG 22R with a capacity of 100 t/h has been supplied.

For control, monitoring and operation of the plant, Cimbria has supplied a complete MCC and control system with PLC and SCADA system for operating the plant on a PC.

New record-size steam-heated dryer in Ukraine

Bandursky Vegetable Oil Extraction Plant LLC, which is part of the Kernel Group, has placed an order with Cimbria for a large steam-heated dryer for installation in the Nikolajev region.

Bandursky processes a very large quantity of sunflower into vegetable oil for human consumption and uses sunflower husks for thermal energy production and thereby the generation of steam for this huge new Cimbria dryer.

The new ECO-Master DDG40 dryer has been equipped with 60 hot-dip galvanized steam radiators, generating a total of 8400 kW/h at 2.5 bar steam supply pressure.

The capacity of the dryer is 70 t/h when drying sunflower from 14% down to 7% moisture content.

For control, monitoring and operation of the dryer, Cimbria has supplied a complete MCC and control system with PLC and SCADA system for operating the dryer from a PC.

CIMBRIA EAST AFRICA LTD.

By Losey Wamutitu - losey@cimbria.co.ke

Cimbria East Africa Ltd. and Cimbria Unigrain enter into a partnership for sustainable business development

SUSBIZ Kenya is a multi-stakeholder initiative for the promotion of sustainable business practices in Kenyan companies with Danish business relations. A total of 10 Kenyan and 10 Danish companies are participating in the programme, which is designed and run by the Danish Federation of SMEs, the Danish Ministry of Business and Growth and the Federation of Kenya employers. The programme is supported by the Danish Ministry of Foreign affairs and runs from July 2011 to July 2013.

A Kenyan Objective

The objective of the programme is to practically demonstrate the link between improved social and environmental conditions and business performance in Kenyan companies.

The programme seeks to strengthen Kenyan companies' interest, ability and potential to link CSR implementation to strategic business development. This is achieved through developing the capacity of the Kenyan participants by means of workshops,

Purpose

The aim of the Cimbria A/S – Cimbria East Africa Ltd (CEA) business collaboration was to create win-win situations that benefit both partners. CEA is expected to benefit from an internationally recognized CSR standard that has a positive impact on production, productivity, attrition rates, cost savings and new market opportunities, while Cimbria A/S is expected to benefit from improved global value chain management and improved stakeholder relations.

The programme encompasses four main activities: **Needs Assessment**

An on-site needs assessment of Cimbria East Africa Ltd was carried out to determine specific improvement potentials in terms of social and environmental issues and business performance. These specific improvement potentials comprise labour standards, occupational health and safety, community involvement, management procedures and business growth.

Action Plan

On the basis of the needs assessment, a CEA action plan was developed for implementation of strategic CSR initiatives. The action plan specifies concrete initiatives, objectives, targets and dates, and was developed in collaboration between CEA and Cimbria A/S and the SUSBIZ team. The plan also outlines roles, responsibilities and implementation status. The action plan functions as a guiding document for implementation and is continually revised throughout the programme.

Implementation of Action Plans

To support the implementation of action plans, CEA has participated in a series of workshops in Kenya and Denmark involving relevant experts. The workshops have addressed those topics which the needs assessment revealed as being of high relevance across partner companies.

Company In-House Assistance

In order to assist the Kenyan companies in implementing their action plans, in-house assistance is also provided. This assistance consists of visits to companies conducted by the SUSBIZ team. During the visits, different issues are addressed such as implementation status, revision of action plans and challenges in the implementation process.

For more information on the Susbiz Kenya programme, please visit www.susbizkenya.org

HIGH CAPACITY EQUIPMENT

ndean htr@cimbria.com

By Henrik Frandsen - hfr@cimbria.com

High capacity screw conveyors and loading chutes

Over the last couple of years Cimbria Bulk Equipment has been met with an ever-increasing demand for screw conveyors and loading chutes that are able to handle higher and higher capacities.

These market demands have resulted in the development of three new sizes of screw conveyors and one new size of ship-loading chute. The new screw conveyors are designated SU/SUH 600, 700, 800 and SO/SOH 600, 700 and 800. The new screw conveyor series will have the following capacities and lengths (capacities are calculated on the basis of grain):

- SU/SUH/SO/SOH 600: 235 t/hour, max. length 45 m
- SU/SUH/SO/SOH 700: 345 t/hour, max. length 22.5 m
- SU/SUH/SO/SOH 800: 475 t/hour, max. length 22 m

All models can be supplied in normal steel and AISI304, and are available with full approval and certificates for location in ATEX zone 22/21. The models in stainless steel can be supplied in a version approved for contact with food.

The new loading chute is designated the V1200, and has the following capacity and dimensions:

- Inlet diameter: 1200 mm
- Outlet diameter: 2300 mm
- Loading capacity: 3500 m3/h

In spite of its size, the V1200 loading chute is constructed with the same characteristics as the rest of the loading chute range, modular design, etc. Furthermore, the model can be supplied in normal steel and AISI304, and is available with full approval and certificates for location in ATEX zone 22/21. As with the rest of the range of loading chutes, there are almost no conditions under which you cannot install this type of chute. The chute can be delivered in both a low-temperature and a high-temperature version, and with options for hot dipped galvanized or corrosion-class painted surface treatment, the chute is capable of withstanding harsh outdoor and coastal environments.

As we are sure that the demand for higher capacities will continue to grow, this V1200 chute will pave the way for even bigger loading chutes in the future.

NEW HARVEST COMPLEX AT MOLLERUP

By Frode Kirkegaard - FKI@cimbria.com

Intake, dryer, cleaner, silo and conveying equipment installed at Mollerup Moelle in Denmark

During summer 2012 Mollerup Moelle established a complete, new drying plant for grain. The decision to construct this plant was taken as a result of the recent wet summers in Denmark, the fact that the older dryer was coming to the end of its life, the wish to realise lower drying costs and a wish for greater capacity. The installation consists of a 200 t/h intake, four 720 m3 pre-silos, a Cimbria DELTA Combi Cleaner type 159 and a 100 t/h ECO-master type DMG - 22R Dryer. The facility is equipped with Cimbria's latest Cimbria DELTA Combi Cleaner type 159 with a pre-cleaner capacity of 200 t/h and a capacity of 40-45 t/h when cleaning malt. The dryer chosen was a Cimbria ECO-Master, which is equipped with an integrated recirculation system that provides energy savings of up to 15%.

The ECO-Master dryer also saves up to 45% in terms of electricity consumption due to the fan and control system.

The plant has now been in operation during the 2012 harvest, where it has dried approximately 40-50,000 t.

The new cleaning and drying plant provides the following benefits:

- Greater cleaning and drying capacity
- Option of cleaning at malt quality
- Economic savings by replacing oil with gas as heat source
- Lower handling costs of the grain from the point at which it is received from the farmer

With the establishment of the plant at Mollerup Moelle, Cimbria now has a reference plant just 30 km from Thisted. The installation has already been visited by customers from many different countries.

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NEW SILO AND DRYING PLANT AT MOLLERUP IN DENMARK

C.P. VIETNAM - ANOTHER NEW EXPANSION

By Chanin Banjerdkunakorn - manage@cimbria-thai.com

C.P. Foods is the world's biggest feed mill manufacturer. In Vietnam alone, the company has 4 plants with a total production of some 2.0 million t annually. A plan is in the pipeline to add another plant in Binh Dinh in the central part of Vietnam. This new plant will initially manufacture some 200,000 t/year. However, after one year a doubling of the capacity is anticipated.

Seen in the picture from the left are: Preben Nesgaard, Cimbria Denmark, Mr. Jittisart Jittiloetsakulchai / Factory Manager of C.P. Vietnam, Mr. Chaiwut Mekhora / Vice President of C.P. Vietnam & standing is our Mr. Chanin B. from Cimbria (Thailand). The group is looking at how Cimbria's dryer can minimize dust emission, which is a critical problem in maize drying.

SEED PROCESSING PLANT IN SHANGHAI, CHINA

By Bjarne Svendsen - bjs@cimbria.com

Yangtze River Farm Paddy Seed Processing Plant, Shanghai- China

In 2012 we have delivered, installed and well commissioned two Dryers for this Company, in the Yangtze River Delta in Shanghai- China. Together with the Dryers, a high capacity Seed Plant, for Paddy and Wheat Seeds, was installed with Cimbria key Machines.

Yangtze River Farm is part of the State owned Group named "Bright Food Co. Ltd ."

CENTRICOATER NEWS

By Michael Augustin - mau@cimbria.at

((MBR)) CEED

At the CISE II meeting in Vienna, Cimbria Heid presented a detailed overview of the latest innovations in the field of CENTRICOATERS, introducing their latest state-of-the-art development, the CENTRICOATER CC50 light. This new model has been developed to meet special market demands.

The CENTRICOATER CC50 light model is simply operated by means of a hardwired electrical panel, containing pushbuttons, switches, relays and timers, without any electronic items such as PLC or HMI display, etc. The design takes into account the basic and sometimes poorly developed infrastructures out in the field in some areas of the world. These "light" CENTRICOATERS are less sensitive to voltage fluctuations compared to PLC-operated CENTRICOATERS, and operating faults and problems can be easily solved by local operators and electricians.

In addition to this information concerning the new range of CENTRICOATERS, the latest technical features were reviewed. These include the multiple options of using the new LAN modem, focusing on improved remote access and maintenance using LAN or analogue telephone/GSM, sending coating reports via LAN and remote viewer via LAN. Furthermore, the option of

operating the CENTRICOATERS in different languages, i.e. both operator language and English language, was presented, as well as information concerning additional hardware features such as slidable scale and double spout filling for the scale.

DRYER AND STORAGE SYSTEM TO SWEDEN

By Niels Christensen - nch@cimbria.com

New ECO Master Dryer delivered to Vallberga Lantmän

In winter 2012 we signed an agreement with Vallberga Lantmän for the supply of a new dryer and storage system for grain for the facility in Hov in Southern Sweden.

The supplied dryer and storage system made up an extension to the existing plant which handles about 40,000 t of grain per year. Including this delivery, a total of approx. 10 million euro has been invested in the project. The grain is used for the feed mill at the site or sold as malt barley. The scope of supply includes an ECO Master CMG-26R dryer for 50 t/h at 4%. The dryer is heated by natural gas. Next to the dryer two new silos were installed, each with a volume of 6,700 m³, with sweep augers, aeration fans and Unitest temperature monitoring system. In addition, several conveyors have been supplied for connection to the existing system.

The plant was delivered as a turnkey system without civil works, but with site management, installation and commissioning.

ECO MASTER DRYER DELIVERED TO ATR

By Niels Christensen - nch@cimbria.com

New ECO Master Dryer delivered to ATR – Landhandel Sollerup

In summer 2012 we installed a new ECO Master Dryer at ATR's premises in Sollerup in northern Germany.

ATR Landhandel GmbH & Co KG is an important partner in the agricultural and industrial sector in Germany, Poland and Denmark. ATR has several grain terminals to which Cimbria has delivered a larger number of dryers during recent years.

In Sollerup it was decided to invest in new dryer technology as the demand for drying is growing. At the same location, ATR has a bigger feed mill which supplies feed to a huge geographical area.

Cimbria won the contract in competition with other internationally experienced companies primarily because of the dryer's lower energy consumption, lower emission and because available space was limited and it was possible to install the ECO Master dryer in this area without causing problems for internal logistics.

The scope of supply includes an ECO Master CDG 32 dryer with control system and MCC, as well as conveyors for connecting the dryer to the existing intake and to storage facilities. The dryer is heated by steam supplied from a biogas plant.

NEW CONVEYING EQUIPMENT

By Henrik Frandsen - hfr@cimbria.com

At the recent CISE 2 held in Vienna, Austria, news and developments regarding conveying equipment from Cimbria Manufacturing were presented, in particular:

- New types of bucket elevator
- News and development chain conveyor
- News and development Q-pipes

These developments follow the general trends in the market that point towards equipment having to be able to handle higher and higher capacities, and machines constructed for more intensive use.

Bucket Elevator

With regard to the new types of bucket elevator, the heavy duty model (also called the industry type) is now available from EE8 to EE14. The industry model is designated the EF type.

A comparison between the standard model and the "industry"

Features	Standard	Industrial model
Sizes	EC8 to EE14	EF8 to EF14
Bearing in Elevator top	Flange bearings	Pillow block bearings
Thickness in material	The same	The same
Width of piping/spouting	The same	The same
Assembly (maintenance access)	One piece	Two piece split
Galvanized	All parts standard galvanized	All parts standard galvanized Top hot dip galvanized
Wear materiel in the top	PEHD1000	Hardox replaceable
Flanges	Bend	Welded
Outlet hopper	Hot dip galvanized	Hardox replaceable
Inlet hopper	Hot dip galvanized	Hardox replaceable
Platform	The same	The same
Elevator boot	The same	The same
Boot frame(extra support)	Not available	Available in ESOP
Vertical explosion relief	Avaiable	Avaiable

Chain conveyor

With regard to chain conveyors, the RM14 and RM16 are now regarded as standard equipment.

This means that it is now possible to handle capacities from 30 t/h to 1000 t/h. The standard features and accessories consist of the following:

Standard features:

- Galvanised / hot dip galvanised / painted in RAL 9010
- Type RL 2 3 mm sheets; Type RM 4 6 mm sheets
- Drive terminal with hollow gear shaft
- SEW motor and gearbox
- Motor/drives will be energy class IE2 and IE3 from 1 January
- Assembled tension, drive and intermediate sections L = 490, 990, 1990 or 2990
- 10 mm wear plate on the bottom plate
- Easily assembled intermediate sections with fishplates
- Chain supplied with PEHD scrapers to ensure emptying

Accessories:

- Explosion relief panels
- ATEX zone approved parts
- Dual-sided inlet, 50 dg. L = 990
- Intermediate bottom with raised lid and capacity shutter
- Shutter manual pneumatic or with spindle motor
- Aspiration points
- Speed guard 24 or 220 V
- Chain with return buckets to empty conveyor
- Plough by chain wheel to prevent blockage
- Curved plate at drive to prevent build-up of material
- Reversible
- Reversible with centre drive

Thanks to new production techniques, the chain conveyor sections are now available in lengths of 3 m, which has been a wish for some time. The primary advantage will be shorter assembly time

Q-pipe system

After a period of transition, from early 2013 it will be possible to deliver the entire Q-pipe system in galvanized execution. To date it has only been possible to deliver the straight pipes, but new production methods make it possible to manufacture the bends as well.

There is also a greater need for larger dimension piping in the Q-pipe system. This has driven the development of Q40 and Q55 sizes, and moved these from special to standard equipment.

Furthermore, a recent focus on the bends has spawned the development of a twist connection.

This twist connection is completely versatile and has a couple of advantages:

- Replaces 14 different twist bends
- Flexible 360-degree position

This flexible twist connection means, among other things, that onsite installation will be much easier, whilst the risk of choosing a wrong bend is eliminated.

AN EXTRAORDINARY YEAR IN TURKEY

By Mustafa Esensoy - m.esensoy@cimbria.com.tr

Cimbria Turkey delivered a huge number of machines and lines in the year 2011/2012, thus actually making Turkey one of Cimbria's most promising markets.

The planning, installation and commissioning of the 1st DMG-30R dryer was done this year to one of Turkey's biggest sunflower and corn oil producer SUNAR GROUP.

Some of the other lines installed are as follows:

TOROS Tarim A.S.:

Wheat seed processing line, 25 t/h (Delta 108 / HSR 16030 / GA310 / KB25)

MARO Tarim A.S.:

Wheat seed processing line, 10 t/h (Delta106 / HSR 12020 / KB10)

MAY Agro:

Processing machines for maize and sunflower seed (Delta 107 / ZS 500 VI-P / ZS 500 IV-P / HSR 16020 / GA310 / 2 x GA110)

YAYLA Agro:

Processing machines for legumes. (Delta 108 / 2 x Delta 128 / TS360 / GA310)

KOZA Agro:

Processing line for legumes. (Delta 142.2 / Delta 128 / TS360 / GA310)

Cimbria Turkey also made the planning of a maize seed processing line in Iran and the order was delivered in September. The line consists of following machines:

MR20 / Delta 191.2 / Delta 106 / ZS 500 VI-PS / 3 x ZS 500 II-PS / GA110 / CC50.

KOZA AGRO PROCESSING LINE FOR LEGUMES

COMEBACK YEAR IN ROMANIA

By Dorel Tibrea - dorel.tibrea@cimbria.ro, and Franz Franer - ffr@cimbria.at

This year SC Jurex LV srl in the lasi region (NE of Romania) invested more than 1 million Euro in a maize seed processing plant. With the new line they are able to process maize seed in 6 different sizes, 4 of them in a single pass (the other 2 being brought back later on the gravity separators).

The plant includes one Delta cleaner 143.2, one cylindrical screen separator ZS 500 VI PS, two cylindrical screen separators ZS 500 IV P, four gravity separators GA71, one batch treater CC50, EC8 LS elevators, PBE 20 elevators, other conveyors and complete automation. The quality of the seed is of the highest standard, and the end-customer, Monsanto, is very satisfied. The investment is the second of its kind for this customer. In 2006, another turnkey sunflower seed plant was delivered and the quality of the machines resulted in the customer ordering the second plant this year.

In fact, 2012 could be christened the "comeback" year for other customers in Romania: SC Saaten Union Romania srl (multi seed plant delivered in 2007; extension delivered in 2012), SC Quality Crops Agro srl (complete sunflower seed plant delivered in 2007; complete maize seed treatment and packing plant in 2012), SC Ciproma Sem srl (complete multi seed plant delivered in 2011; extension delivered in 2012). The Cimbria Heid team in Romania is regarded as a reliable supplier, and its customers, who are very satisfied, customarily make new enquiries for high-standard projects, as evidenced by the long reference list in Romania.

CIMBRIA AND COFFEE

By Wieland Bogdan - wbo@cimbria.com

Coffee Projects 2012/2013

Coffee is one of the world's most widely traded commodities, and is produced in over 60 countries. Many of these countries are heavily dependent on coffee, which can account for over 50% of their total export earnings. It provides a livelihood for over 125 million people around the world and is particularly important for smallholder farmers who produce most of the world's coffee. Among consumers, coffee is a universally popular drink, with over 600 billion cups consumed each year.

In the twelve month period ending January 2012 the International Coffee Organization reported that global exports of Arabica Coffee reached 65.96 million 60-kilo bags compared to 66.18 million the previous year. Robusta Coffee exports totalled 37.53 million bags compared to 31.98 million previously. This small jump in production will do little to alleviate the world's ever increasing demand for coffee.

CENTRAL AMERICA AND SOUTH AMERICA

In recent years Cimbria Heid GmbH has made big efforts to establish the Cimbria brand in the coffee market. Due to the positive situation in the market, we have been able to position ourselves with respect to several projects, such as the one for Louis Dreyfus in Mexico, several cooperatives and other major coffee traders who are looking into industrial solutions, away from local and low-tech equipment providers.

Coagricsal, Honduras

COAGRICSAL cooperative was founded in 1995 with a vision to improve the quality of life in the community. Today, Coagricsal and two other cooperatives have merged; they call themselves "BEA" and now include more than 2,000 active members/ farmers. Their coffee is exported to speciality markets reaching a variety of consumers on a global scale.

The premiums they earn on their coffee have allowed them to invest in community projects, as well as recently in one of our coffee processing plants with a capacity of 5 t/h green coffee. Commissioning and start-up will take place in December 2012.

ASIA

Kapal Api, Indonesia

Producer of coffee and candy products sold throughout Asia, and the largest supplier of coffee to the Indonesian market. After a successful second project in 2008, we have just received our third order for a 24 t/h green coffee cleaning plant. We were also able to deliver our first Delta 142 for their wheat operations.

CIMBRIA AND COFFEE

Ethiopian Market

2012 was a very successful year and we delivered several coffee and sesame seed processing lines, as well as stand-alone equipment. In collaboration with Mr. Tadele Dargie, Cimbria Ethiopia, and Mrs. Mame Tshay from Sets, we are able to provide our customers with the necessary technical and sales support. We would also like to point out the excellent work of our Project Manager, Mr. Ernst Halper, Cimbria Heid GmbH, and in particular Mr. Tadele Dargie and his team, Cimbria Ethiopia, for the successful performance of various projects.

Horra Trading

Horra Trading are exporters of Ethiopian green coffee, beeswax and sesame seeds, and were established in 2005. Mr. Adem Kedir is the owner of the company and has 15 years of experience as a supplier of unwashed and washed coffee to major coffee exporters around the world. Horra Trading owns a warehouse with a complete, new coffee processing plant featuring CIMBRIA HEID equipment which is located in Addis Ababa, Ethiopia. This newly-built 3 t/h green coffee processing mill is among the most automated in the world and includes the latest Cimbria equipment and advanced technologies.

COFFEE - ONE OF THE WORLD'S MOST TRADED COMMODITIES

Horra Trading

Coagricsal, Honduras

DOING BUSINESS IN SCANDINAVIA

By Willy Jensen - wje@cimbria.com

Cooperative at Rindsem Moelle, Verdal, Norway

Cimbria has signed a contract to supply a major extension of the plant at Rindsem Moelle. The order was secured following a process involving the preparation of a couple of proposals and quotations for extension of the silo capacity and, not least, the drying capacity.

The installation is designed such that conveying capacities are generally 120 t/h, and two wet silos are equipped with screw conveyors for removing the product to the ECO® Master dryer, which has 18 sections and a capacity of approx. 30 t/h when drying to 4% moisture content at a drying air temperature of 90°C. The dryer is heated by means of propane gas.

The installation has also been extended with 2 round steel silos, each with a diameter of 11.45 m and a volume of approx. 2,207 m3. Both silos are equipped with sweep augers and conveyors which are connected to the existing conveying system. The silos are also equipped with a UNITEST temperature measurement system.

During this year's harvest, the plant received 3,000 t more than "normal" due to a particularly wet harvest with up to 40% water content in much of the grain, which was harvested late.

MAJOR EXTENSION OF THE PLANT AT RINDSEM MOELLE, IN NORWAY

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DOING BUSINESS IN SCANDINAVIA

By Willy Jensen - wje@cimbria.com

Macks Ølbryggeri AS, Tromsø (Northern Norway)

The world's northernmost commercial brewery!!

Mack decided some time ago that a brand new brewery needed to be built, and after studying the options available, it was decided to build the new brewery at Nordkjosbotten, just south of Tromsø. Cimbria was chosen as one of the suppliers for the new brewery.

Cimbria has supplied the new malt plant, which consists of a silo with 7 cells: 3 cells of 45 m3 and 4 cells of 90 m3. The silos are used for both storage and as dosing silos immediately prior to the brewery itself. The malt is delivered by road tanker which blows the malt into a cyclone, after which it passes through an Aspirator CR 163 via a sluice in order to remove as much dust and other impurities as possible before it is conveyed up into the silos via an EC-8 elevator and RL-3 chain conveyor, which distributes the malt between the silos. The conveying capacity in the silo installation is 30 t/h.

Sluices are located beneath the silos. These control the amount of product fed out onto a chain conveyor, from where the malt is conveyed via an EC-8 elevator up to a weighing device which checks the weight of the product before it is transferred via a Heid stoner TS 180 into the brewery itself for grinding. The plant is also equipped with an aspiration system with filter. Historically, Mack has had strong links with Tromsø, and the company will retain part of its administration and sales office in the town, and not least the "Beer hall", which is a visitors' centre where both tourists and local citizens can taste the excellent products between 10.00 a.m. and 6.00 p.m. every day. Cimbria first established contact with Mack several years ago. About a year ago a closer business relationship was developed, which has in turn led to Cimbria being chosen as the supplier of the malt plant.

Finnprotein Oy, Uusikaupunki, Finland

Finnprotein Oy is a protein factory which processes soya to produce both oil and soya protein. The factory is currently still under construction and is due to be commissioned during 2013. Cimbria has been chosen as supplier for some of the equipment. An ECO® Master type CDD 32 dryer has been supplied. This dryer has a single column with 32 sections and is equipped with calorifiers for heating with steam. The capacity is 40 t/h when drying from 14% to 9% water content at a drying air temperature of 90 degrees Celsius. The dryer is insulated due to the fact that it is located outside, and as it is a process dryer it will operate in very low temperatures during the winter. One of our supervisors has managed the installation of the dryer. The contract also specifies a number of chain conveyors – both RL-3 and RL-5 – and ED-10 bucket elevators for conveying soya beans, soya flour and soya husks.

Further agreements concerning the delivery of more conveying equipment, RL-5 chain conveyors and ED-10 bucket elevators, for conveying soya flour and soya husks have also been signed. A number of two-way valves, shutters and pipe components for connection to the machines are also included in these agreements. Finally, agreement has been reached concerning a Delta 157 cleaner, which will be located immediately prior to the dryer such that the product that is dried is transferred to the next stage of the process in as clean and uncontaminated a state as possible. This equipment is scheduled to be delivered immediately before Christmas.

SILO COMPLEX DELIVERED TO NORWAY

By Niels Christensen - nch@cimbria.com

In collaboration with GRAINTEC A/S, which is one of the world's leading suppliers of state-of-the-art production plants and lines for the manufacture of extruded fish feed and dry pet food, we have supplied a new silo for raw materials to BioMar fish feed factory on the island of Karmøy in Norway.

The BioMar Group is well-known as a supplier of high performance fish feed to the aquaculture industry in many different locations, in particular in Norway, the United Kingdom and Chile, as well as feed for trout, eel, sea bass and sea bream in Continental Europe.

The new silo delivered to Norway is primarily used as a dosing silo which is integrated into the existing facility. It is placed in a corner of a former warehouse and is thus very close to the production facility.

The silo consists of 18 cells all constructed with smooth walls mounted on a steel construction. The hoppers are all mounted with bin activators to prevent bridges occurring inside the silo. The silo is also equipped with Unitest temperature control.

Along with the silo we supplied a 30-m-long suspended bridge for conveyors from the silo deck to the production tower.

LAUNCH OF A NEW MODUFLEX LOADING CHUTE MODEL

By Henrik Frandsen - hfr@cimbria.com

Cimbria Bulk Equipment has recently launched a new loading chute series, designated the A-series. The series has been developed as a result of requests from our dealers to meet demands in the market. The A-series combines the versatility and light construction of the standard series with the capacity and durability of the ship-loading series, thus filling a gap between the two series. The new series will be an obvious choice in situations such as when stockpiling coal or wood pellets in warehouses or for less demanding ship-loading tasks. We believe this newly developed series of chutes will complete our product range and that the market potential will be even greater in the future.

The A-series is available in four models with the following capacities:

- A400: 440 m³/hour
- A500: 700 m³/hour
- A650: 1200 m³/hour
- A800: 1800 m³/hour

All models can be supplied in normal steel, AISI304 and in Hardox 400, and are available with full approval and certificates for location

in ATEX zone 22/20. The models in stainless steel can be supplied in a version approved for contact with food.

One of the design criteria for this new type of chute involved the inlet and motor winch. It was decided very early in the design phase that the design of the motor winch should have the same visual expression as the standard chutes, thereby trying to follow the same design line and differentiating the A-chutes from the V-series.

At the same time, it was decided that it must be possible to install the A-chutes directly in the inlet flange, thus making it ideal for applications where mounting on a frame like the V-chute is difficult and also to keep the built-in height as low as possible. However, this also means that there are some limitations concerning adding, for example, a platform to the inlet frame; hence, if this is a requirement, the V-type chute must be chosen.

As with the rest of the range of loading chutes, there are almost no conditions under which you cannot install an A-type chute.

The chutes can be delivered in both a low-temperature and a high-temperature version, and with options for hot dipped galvanized or corrosion-class painted surface treatment, the chutes are capable of withstanding harsh outdoor and coastal environments.

NEW CHUTE MODEL LAUNCHED WITH GREAT SUCCESS

Moduflex (

By Line Nielsen - lin@cimbria.com

Cimbria was contacted by Dong Energy, the Danish Power Supply Group, with an enquiry concerning the Asnaesvaerket power plant in Kalundborg, Denmark. The plant is Denmark's largest power plant, and coal is the primary fuel. At the plant an existing loading chute had served its time and had to be replaced. The equipment needed was for dust-free loading of fly ash into tanker ships. Based on Dong's specific needs and technical requirements, an A800 was offered, and the order followed earlier this year.

In order to be able to fit the loading chute to the existing conveyor, it was fitted with an adaptor piece at the inlet flange. Inside the chute, it was equipped with overlapping steel cones to ensure separation of the product falling through the chute and the dust-laden air being extracted. This chute was equipped with two aspiration hoses for connection to a central filter system. As standard, A-chutes have one exhaust connection. The outlet of the chute was designed specifically for Dong Energy, as they wished to be able to fasten the outlet to the tanker ships when loading. Furthermore, the outlet was produced with a built-in wave compensation system that makes the chute follow the movement of the ship.

Dong Energy required a "full package deal" from Cimbria, meaning supply of the new chute and adaptor piece, dismantling of the old chute, installation and commissioning of the new chute. The chute is currently operating smoothly and to the customer's full satisfaction.

NEW DRYING PLANT FOR EAST OF SCOTLAND FARMERS

By David Thompson - dth@cimbria.com

Cimbria UK and Edwards Engineering (Perth) Ltd have together secured an order to supply East of Scotland Farmers with a new grain plant, which is due to be completed in time for the 2013 harvest. Cimbria UK, in conjunction with Edwards Engineering and East of Scotland Farmers, has carried out the design work for the project, and installation will be handled by Edwards Engineering.

Formed in 1959, East of Scotland Farmers Ltd is a co-operative of more than 300 members.

The main purpose of the co-operative is to provide drying, storage, market security and competitive prices for malting barley and other grain for their members.

The rationale behind the expansion and modernisation of their facilities is largely due to the fact that over the last 10 years they have seen a 50% increase in the annual tonnage of grain handled, most of which has been handled through third-party grain stores.

Planning permission has now been secured to build:

- Two 15,000 t grain stores and silos
- Two new grain driers and associated cleaning, dressing and conveying equipment.

Construction will be in two phases, and phase 1 of the project is now underway with the first 15,000 t grain store currently under construction.

Following a visit to Thisted with ESF and Edwards Engineering to discuss the drying, cleaning and control technology that we were able to offer, Cimbria was chosen as the supplier.

Early in 2013 Cimbria will deliver the first EEG-26R Triple Column EcoMaster Drier along with a type DS1250 Drum Scalper Pre Cleaner, 162 Mega Cleaner 2 x 184 De-Awners, associated conveying equipment and the complete plant electrical control panel.

The other factors which contributed to Cimbria winning this order were largely due to the excellent track record we have in the malting barley industry, with many grain driers having being sold in Scotland purely for handling barley.

The standard features of the ECOmaster drier were also a major factor in the choice of drier: heat recovery/air recirculation, low power consumption when compared to the well-known Cylofans, safe access into the plenum chambers via the inbuilt service platforms and Scada control system, to name but a few.

CONVINCED OF CIMBRIA EQUIPMENT

By Nurlan Sadvakassov - nsv@cimbria.com, and Franz Franer - ffr@cimbria.at

HARD-FOUGHT VICTORY – KAZAKHSTAN CLIENT FINALLY CONVINCED OF CIMBRIA EQUIPMENT

A large number of visits, presentations and extensive persuasion finally enabled an 8 t/h wheat seed processing line and update to an existing plant to be delivered to the Kazakhstan company TOO AGROFIRMA TNK.

TOO AGROFIRMA TNK has been working in the agricultural sector in Kazakhstan for the last 11 years. Today TOO AGROFIRMA TNK combines large agricultural farms representing a total of 200,000 ha. Apart from farming, the company is also busy in meat and milk production carried out by more than 2,300 employees.

This year TOO AGROFIRMA TNK finally decided to go for a full Cimbria line of 8 t/h wheat intake capacity and a modernisation package for an existing plant. The seed plant is equipped with a Combi Cleaner Delta 146, HSR 12020 R-L and a GA210, of course connected with Cimbria conveyors. The Delta 146 can either be used as a pre-cleaner to feed their silos or used with altered screen inclination as a seed cleaner for the seed plant. The existing seed plant was updated with a Delta 146, as well as a gravity separator (GA210). The plant installation was completed recently and positive trial runs took place. The client is satisfied with the results. Of course, the existing plant also provides much better output and results than before.

The client is very happy and does not regret his decision to go for Cimbria equipment. Subsequently a delegation of 8 people (including the director and owner of TOO AGROFIRMA TNK) visited Cimbria in Thisted in order to see our company for themselves. Fortunately, our determined efforts will thus continue and with the good results of recent installations behind us, we are in good position to continue our fruitful partnership with TOO AGROFIRMA TNK.

A/S CIMBRIA

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