

# CIMBRIA NEWS



2021



An expert  
at your side.



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*Winning the race  
of our customer  
growth.*



Gary Rollinson

Leading a company is like heading-up a Formula 1 team. In the spotlight are the driver and the car running the race. But behind the scenes, a whole team adds a crucial contribution to the result.

At Cimbria, we formed a new organization by splitting the sales team into two "race cars", covering the grain and seed/food business segments, enabling us to have two focused teams that improve the customer experience.

Within these business areas, everyone - sales, engineers, technicians and those behind the scenes - is completely focused on the customer. The process started with a very careful analysis of our products and services and was supplemented by valuable customer feedback. Through a series of customer panels, we learned how to adapt our offerings by listening to the customer's voice and understanding the market development.

**At this crucial global moment, the Cimbria team works together to find new solutions to feed the world.**

**We think outside the box while thinking first of our customers. This is why we are like a Formula 1 team - focused on #growingintothe future. For us, the race is won when our customers grow.**

Cimbria has always been perceived as a market leader, delivering high-quality products and complete solutions to our customers. We are at their side, communicating openly and placing their needs first.



# Close To Our Customers With The Right Approach.



Ugo Balestrieri

Thomas Mohr

All companies look for the magic recipe to increase customer satisfaction and loyalty. At Cimbria, we already know it: putting the customer first in everything we do.

The sales process is our great opportunity to get closer to our customers by establishing a value-added dialogue for a sustainable revenue stream and a strong long-term connection.

How can we ensure such a valuable relationship with our customers?

First, by **INVESTING IN OUR NETWORK OF SALES, PARTNERS AND DEALERS AROUND THE WORLD.** All of them have embraced our corporate values, while sharing their culture and experience with our local customers.

Secondly, by **WORKING ON INTERNAL PROCEDURES TO MANAGE ORDERS** with an efficient structure. Our goals are to assemble a full set of equipment and provide timely, tailored solutions.

Finally, by **DELIVERING A LARGER VALUE PROPOSITION - FROM CONSULTING TO SERVICE - WE OFFER FULL SUPPORT TO OUR CUSTOMERS THROUGHOUT THE PROCESS.**

Understanding, discussing, evaluating and proposing are at the center of our sales approach, to ensure tailor-made solutions that help our customer's growth.

## You Have A Vision For Your Business. Cimbria can bring it to life.

We've been doing it for almost 75 years. With dedicated experts at your side from start to finish and beyond, Cimbria will help you grow with confidence. So you can look forward to a prosperous future.

**Do you have a unique grain or seed processing challenge?** From customized plant design to turnkey installations and expert support, Cimbria can help find the right solution for your success.

Cimbria.com





# Commercial Excellence To Drive Customer Satisfaction.



External effectiveness in the market is strongly connected with the internal organization efficiency, achieved when all the team is passionate and well trained on the customer's journey.

**THE COMMERCIAL EXCELLENCE TEAM IS OUR NEW CUSTOMER-CENTRIC ORGANIZATION, BUILT TO IMPROVE THE INFORMATION FLOW AND FACILITATE THE SALES PROCESS.**

We also focus on improving service after the sale, to increase customer success. By involving the entire sales and aftersales teams and dealer support, the customer's values are highlighted at every stage. We manage every situation in a structured, efficient and proactive way, thanks to a constant exchange of information. Commercial Excellence and other company functions are synergized and aligned with company strategic objectives to create effective sales support. That's why Commercial Excellence starts from structuring and harmonizing the information flow between teams and cross-functions, to build synergies within the organization.

Christian Dyckerhoff



This path begins with training people and sharing skills, including future training programs for our customers who, as they become more informed, will be able to communicate at a deeper level. On a practical matter, the goal of our new organization is to increase the efficiency of our customer service, through a fast and competent level of response. It is the assumption of a proactive attitude for the problems that may arise.

**WE ARE COMMITTED TO WORKING SHOULDER-TO-SHOULDER WITH OUR CUSTOMERS DURING IMPORTANT TIMES LIKE HARVEST, WHEN STARTING EQUIPMENT AND PERFORMING MAINTENANCE ARE CRITICAL.**

In this way, we make sure to prevent problems and to ensure the machines maximum efficiency, minimum consumption and increased lifetime. **PRIORITIZING COMMERCIAL EXCELLENCE MEANS UNDERSTANDING THE COMPETITIVE ENVIRONMENT, OPTIMIZING THE CUSTOMER EXPERIENCE AND CREATING VALUE IN LONG-TERM RELATIONSHIP.**



# Introducing The New Logo And Website.

In April 2021, we unveiled a refreshed Cimbria logo, which is a milestone in the ongoing evolution of the brand as part of the AGCO Grain & Protein business unit. Following the recent business growth and the transformation of our organization, the new logo reflects our longstanding values and the promise of the future. The changes are meant to reflect the brand's customer-focus and industry expertise, expressed with a more modern and more straightforward look.



The logo shape has changed but keeps its essence. It pays homage to the brand's history featuring the iconic dashed circle.

The circle symbolizes Cimbria's unique approach of working side-by-side with their customers to turn their vision into reality and beyond.

Today, the dashes are stretched into a more visible circle shape to highlight a deep connection with our customers throughout the entire process.

Each of the 8 dashes of the circle represents a critical step in the Cimbria Complete™ turnkey process. They highlight our approach and capability to offer the right solution for each client's unique requirements by truly understanding their business. The circle has forward momentum to illustrate the role the brand plays in helping customers grow into the future.

**THE BRAND AT THE CENTRE MARKS OUR CUSTOMER-CENTRIC VISION** and on the other side marks a customized customer-experience that is achieved through expertise and human touch.

Maddalena Scala



The new logo is clearer and easier to read. It expresses a contemporary style with a simple and functional approach. The design reflects our capability as a partner for our customers, an expert at their side who is easy to do business with.

At Cimbria, our attention to the needs of our customers and our commitment to constantly improving our solutions and processes is well-known. Today, more than ever, we have developed an organizational structure that enhances this mindset. It allows us to share the common goal of ensuring our customers are at the core of every activity. That's why we felt it was time for a change in the way we present ourselves to the market.

Not only the logo, but the entire company culture and communication program have been refreshed, becoming more coordinated and powerful.

**TODAY, WE ARE MORE READY THAN EVER TO BUILD A SOLID AND CONSISTENT IMAGE AROUND THE WORLD.**

In addition, the Cimbria.com website has been completely renovated and the customer experience has been completely revised to ensure easier navigation and prompt access to information. The website features the Cimbria Complete™ process that starts with customers' business goals to create solutions that are custom designed, manufactured, installed and maintained. It also showcases the complete portfolio of drying, material handling, storage, processing and optical sorting equipment.

The new brand identity has been presented worldwide to employees, dealers, and clients through an emotional video, which well represents our passion behind our promise:

An **Expert** At Your Side.



WATCH VIDEO



# Happy GROWING STORIES

## The Voices Of Those Who Cultivate The Passion For The Future.

Cimbria and our customers share beautiful stories; extraordinary and exciting stories about human collaboration and respect for nature, about a vision for industry which has been planted, watered and nurtured like a precious seed. With **Happy Growing Stories**, these experiences are shared through testimonies of entrepreneurs who have found an expert, serious, credible and tenacious partner in Cimbria. Together, we have improved processes, products and corporate culture. Because farming today – above all – means nurturing dreams and cultivating hope with those who can grow into the future.

### CIMBRIA & SUBA SEEDS



WATCH VIDEO

### CIMBRIA & SCANOLA



WATCH VIDEO

### CIMBRIA & DSV



WATCH VIDEO

FOLLOW THE STORIES ON [CIMBRIA.COM/STORIES](https://cimbria.com/stories)



# The 1<sup>st</sup> Compact Processing Plant

NEW



# In A Container.

Cimbria's Compact Processing Plant is the world's very first plug-and-play processing plant that is **fully pre-assembled and tested** in the factory before being shipped to clients around the globe. It becomes operable within a few days on-site and can be easily transported to another site, if needed. With this solution developed by the Cimbria R&D department, seed producers can minimize the risk of entering a new market without the risk of investing in a permanent plant and profit from a quick return on investment. The turnkey system includes conveying, seed processing, sorting and chemical treatment for a large variety of cereals and pulses to match current market demands.



DISCOVER

*«For decades, we've been thinking about and discussing standardized and compact seed plants built into containers. But discussions usually ended quickly as it was deemed impossible simply due to a container's assumed lack of space. Finally, with an inspired technological shift in August 2019, the feasibility of the project was proven. In the following weeks, the idea was expanded as we sought proper solutions for the right container's and appropriate conveying equipment. The neuralgic equipment was proven in our lab through a series of intensive and thorough tests. As we learned from this process, «Never let anyone tell you that you can't do it. Dream the impossible!» Through the hard work and determination of our team, the dream has become a reality.»*  
Mr. Andreas Fröhlich, Cluster Lead, reports.



FULLY  
PRE-ASSEMBLED



MACHINES  
TESTED BEFORE  
SHIPMENT



EASY  
INSTALLATION  
ON SITE

**ADVANTAGES** Complete, compact and clean, the solution meets a variety of needs and solves problems before they have a chance to arise. Installation is guided by a Cimbria supervisor to prevent unexpected issues during startup. The solution is portable, pre-assembled, and tested in-house. The entirely pre-wired system is CE certified, following the strictest European safety regulations. The package includes spare parts and user manuals for all equipment. A standard central vacuum system and housekeeping equipment are included for simple and quick cleaning of the entire plant. Building costs are minimized with an efficient layout occupying minimum space, and the only specific building requirement is an asphalt surface under a roof. The unique design creates an overall smart appearance.

**THE STRUCTURE** The compact plant arrives on-site pre-assembled in two tailor-made 40-feet high cube containers. A PLC-controlled switch board fully automates the plant, contains all equipment manuals and spare parts/service lists, and provides service warnings for equipment based on hours of operation. Online service to the PLC is possible through the internet. Additional screens and indented segments are stored safely in racks, offering optimal flexibility for processing multiple varieties. With large double door openings, access to each machine for daily work, service and maintenance is easier.

**CUSTOMIZED FINISHING** Small (10-50kg) bags are filled and stitched in the bagging line. Big bags can be filled with finished seed with a suitable platform scale and hanging frame. The chemical treater room is isolated and can be heated. Upon request, Cimbria can offer an in-house AGCO POWER diesel generator as the main source of electrical power - ideal for plants located in remote areas. Optional containerized filter plants for aspiration are available to fulfill any local requirements.



# The Plant In **Azerbaijan**.

Andreas Fröhlich



## The First Compact Processing Plant Has Come To Life.

With a hand sketch on white paper during talks with our client Agro Dairy Azerbaijan early 2020, the idea was presented externally for the very first time and the customer who ordered the 2 first compact processing plants 2 months later was amazed and enthusiastic right from the start. When project work and assembly of the plant started in spring 2020, the team in Stockerau, Austria, was performing to the edge shoulder to shoulder to materialize this ultimate novelty on the seed market and to make the prototype a full success. All the resulting new challenges in terms of internal logistics and design of tailor-made solutions were mastered in an extremely

professional and dedicated way by a team of idealistic and highly motivated technicians, never giving up on small obstacles that crossed our ways.

Beginning of September 2020, when we had an order board of 4 compact processing plants already, line Nr. 1 was going into an intensive test run, with the result that all the team had dreamed of: a 100% performing plant!

**LOTS OF CUSTOMERS CAME TO SEE THE PROTOTYPE AND WERE DEEPLY IMPRESSED WITH LOTS OF COMPLIMENTS TO THE TEAM.**



Meanwhile 4 compact processing plants, 2 for Seeds and 2 for Maize, have been assembled, fully tested, dispatched and successfully installed at our customers and the outlook for similar orders for 2021 is more than promising.

Thanks to the whole team involved, putting in fantasy, knowledge, heart and soul to this project. Thanks to the management of Cimbria and AGCO for their spirit to believe in this idea and to our clients who helped improving the solution, we have created an outstanding and unique new solution for the processing industry.



# New Line Of Moduflex Loading Chutes.

NEW



THE V6000 SERIES IS AVAILABLE IN A VARIETY OF STEEL TYPES INCLUDING AN ABRASIVE RESISTANT OPTION. AVAILABLE ACCESSORIES INCLUDE FILTER OUTLET, RADIAL TRIMMER AND CARDAN JOINT. THE MOTOR WINCH IS CONSTRUCTED TO HOIST 3800 KG AND 6000 KG RESPECTIVELY; THE EXISTING WINCH IS ABLE TO HOIST 2550 KG.



Henrik Frandsen

## 16.500 LOADING CHUTES DELIVERED WORLDWIDE BY CIMBRIA

Standard series ranges in inlet size from 150 mm to 1200 mm with the ability to handle capacities from 150 m<sup>3</sup>/h to 3500 m<sup>3</sup>/h and a wide number of custom solutions.

Following the market demand for larger capacity chutes for bulk products, especially for ship loading, the new V6000 series is uniquely positioned with an **extended length up to 35 meters** and capacities exceeding 4500 m<sup>3</sup>/h.

The new Moduflex series boasts sturdy construction to operate in harsh environments and extreme climate conditions. It is **certified to work in hazardous areas**, i.e. ATEX zones. It can be shipped in standard containers or trucks to keep freight costs down.

The **compact design** of the motor winch is ideal for transport and keeps the total weight of the loading chute low, favorably impacting the cost of the supporting structure.



# Our Latest Projects Worldwide.





## Haarup Dosing Silo For Fabrication Of Concrete.

In 2020, Cimbria installed two large square silo plants in Sweden - one for storage of raw materials at a concrete mixing plant and the other for a new plant for developing mineral-based products for the construction industry.



## Concrete Mixing Plant.

This silo was delivered to our long-term partner, Haarup Maskinfabrik A/S.

Haarup designs, manufactures and supplies advanced full-line mixing plants for the concrete industry.

Due to the commodity type, the silo elements were especially designed for high-resistance with a higher load.

The silo consists of nine silo bins each with a volume of 95 m<sup>3</sup> with silo hoppers made of 6 mm steel. The silo is mounted on a steel structure with a height of 15 m.

There are three decks: one above the silos and two below. Batch dosing equipment is on the center deck. Two large (6000 liter) "counter current" concrete mixers are installed on the lowest deck. These mixers deliver the compacted concrete through four outlets to the Ready-Mix trucks underneath.



We also supplied stairways, roof frames, crane beams and catwalks that provide access throughout the plant.

Haarup installed the entire plant by Swerock in Malmö - one of the leading suppliers of ready mixed concrete in Sweden.



## A Silo For Mineral Based Products In Sweden.

Long-term business partner, Combimix, added a second facility in western Sweden near Gothenburg.

Combimix develops and produces - among other things - floor-levelling products, building products, plaster mortar and cementitious binder. Several raw materials are included in their recipes.

The new silo is mounted on a 16m high steel structure and consists of 24 mainly pneumatically-filled silo bins. The leak-free bins are fully-welded. Additional decks for the dosing process equipment are located under the silo bins.

Directly after bagging, the finished product bags are delivered to the warehouse where the silo block is installed and in one end of the building. The steel structure is extended on two sides to allow space for compressor, filters and fans as well as electrical and control rooms.



Niels Christensen





## Multi Crop Cleaning And Grading Line – Armania Agro Industries.

With growing demand of its various commodities, the family-run Armania Agro Industries of Gujarat, India installed its first processing unit in 2008 with a wheat capacity of 4TPH.

**WITHIN 13 YEARS, THE COMPANY HAD MADE ITS BRAND WITH A CUSTOMER-ORIENTED APPROACH, INCREASING ITS PROCESSING CAPACITY TO 39TPH, INCLUDING A CIMBRIA 15TPH WHEAT CLEANING AND GRADING FACILITY.**

This success bolstered their confidence to venture into other commodities, They explored vendor options to set up a processing plant in Madhya Pradesh for premium wheat (Sharbati variety), soybeans, pearl millet, white peas, lentils and more.

As a reliable B2B supplier in the Indian market, they searched for a vendor who could provide high capacity, efficient equipment with low power consumption that could process product at the high quality necessary for export, including into the UAE.

With equipment to fit the criteria, Cimbria was the perfect match.



Armania Agro was able to perform product trials with various crops at a Cimbria facility in India. After successful trials and approval from their internal quality audit team, the order was placed for a full range of equipment including Pre-Cleaner, Fine-Cleaner, Gravity Separator, Destoner and energy efficient super Cyclofan for a dust-free environment. Cimbria is proud to have added another processing line to the hundreds of processing equipment in India - one step further into the growing food segment of South Asia.



## Organic Oilseed Processing Line in India – Nature Bio Foods.



Michael Petzmann & Rajat Sabharwal

The pioneer of India's organic food industry, Nature Bio Foods (NBF) has grown over the nearly 30 years since its founding to include a presence across Europe, the Americas and as an exporter of its products worldwide.

NBF works with over 60,000 farming families across 80,000 hectares of certified organic land. It has processing facilities with a capacity of 100,000 tons per year of organic ingredients. With many organic certifications such as Demeter, Fairtrade Biosuisse and Naturland, NBF works on a sustainable business model with environmentally-friendly practices, firmly committed to supporting its associated farming families.

**NBF'S VAST PRODUCT PORTFOLIO FEATURES SUPERIOR QUALITY CEREALS, GRAIN PRODUCTS, OILS & FATS, AS WELL AS ORGANIC SYRUPS, RICE, PULSES, OILSEEDS, SWEETENERS AND OTHER CEREAL GRAINS AND MILLET.**

When NBF decided to set up a new cleaning and grading line for flax seed, sesame seed and amaranth, they chose to send a variety of products to Cimbria's laboratory in Austria where they could be tested by a full line of our processing equipment. When tests conducted to the strict quality standards of NBF proved successful, the order was placed for Cimbria's environmentally-friendly efficient cleaning system.

The entire cleaning line consists of Cimbria's unique Delta Super Cleaner 105, an HSR 8020 R-L Indent Cylinder, Gravity Separator GA 110 with full dust hood, a Destoner TS180 and a Super Cyclofan CF930 for efficient dust reduction. For optimum flexibility, a variety of screen sizes and decks were included.

Operations have just started, and the quality has been great. With 99,99% purity, the results live up to the expectations of Nature Bio Foods and their customers.





# Bratney Companies Going Mobile For Safety And Social Distancing During Covid.

Darin Stutler



As COVID-19 quickly shut down the USA market, **Bratney arranged for a mobile demonstration unit to provide interaction with clients** who found their travel restricted.

To visit clients on-site and highlight Cimbria technology face-to-face, we fitted a 6-meter curtain-side trailer with a generator, lighting and the necessary safety features. We understand the clients' desire to see, touch and evaluate the equipment before making a capital purchase decision. This is especially true with color sorter technology as design features can vary greatly.

**Taylor Seed Farms** of White Cloud, Kansas, an innovative, regional family-owned seed company providing corn and soybean seed, is one recent success story. Jason Taylor and his team were in the process choosing a replacement for their color sorter to improve sorting capability. With travel limited, they resorted to evaluating options online - a process which gave them few choices.

**HAVING THE OPPORTUNITY TO SEE THE CIMBRIA CHROMEX IN-PERSON AND TEST THE PRODUCT ON-SITE WITH THEIR PLANT PERSONNEL SEALED THE DEAL. WITHIN ONE WEEK, THEY CHOSE TO PROCEED WITH THE PURCHASE OF A CIMBRIA CHROMEX.**

"Thanks to the mobile demonstration," Jason stated, "I was able to see and purchase the best technology available on the market for corn and soybean needs. The Cimbria Chromex is the best performing technology with user-friendly controls, and easy access to all areas of the machine for kernel-clean and serviceability."

Family-owned **McKillip Seed** was established in Wabash, Indiana, USA in 1934. As part of AG Venture Group, a network of independent dealers, they have access to some of the top performing seed genetics, including corn, soybeans, wheat, and alfalfa. They approached Bratney Companies in 2019 to develop a turnkey design of a new seed line.

We set goals together and the final decision was a combination of Delta Super Cleaner (with high screening efficiency and bottom air positive lifting fans for low density product) and Chromex color sorter (with high resolution cameras and a special design flow).

This innovative concept allowed the client to proceed with the project and meet their harvest deadline.



## Increased Demand for Food Applications.

Cimbria's product line continues to evolve and expand to include end-users further downstream. One example is the Centricoater, designed and implemented for food processors that need to mix and blend unique ingredients while maintaining required cleanliness and sanitation.

Innovative features include carbide steel liners, an automated cleaning system, a heating system for maximizing drum temperature as product is added, and a larger drive system for higher-density bulk product. The design of this food-grade coater system has led to multiple orders for the upcoming year.





## Bratney Companies Argentina Growing Opportunities.

Jorge Garcia



With the unprecedented challenges of the past year in Argentina, the Bratney team adapted and helped clients design, engineer and move forward with technical details, securing project orders via remote on-line meetings.

### ONE LARGER PROJECT CONSISTED OF MULTIPLE LINES, INCLUDING:

- CIMBRIA DELTA SUPER CLEANERS
- CIMBRIA COATING SYSTEMS
- CIMBRIA INDENTED CYLINDERS

A large part of this project included start-up, education and training - even more critical with restrictions in international travel. Our strong Bratney team, coupled with Cimbria global support, met this need and was a driving force in the client's purchase decision.



## Østfold Kornmagasin New Grain Plant In Norway.

Willy Jensen



Completed during the last summer, the Østfold Kornmagasin new plant in Sandesund deals with the grain intake, processing and shipping. The installation is particularly strategic, as the south-eastern Østlandet area in Norway is very suitable for wheat growing.

### THE PLANT IS LOCATED IN A GREAT POSITION FOR EFFICIENT LOADING OPERATIONS.

Østfold Kornmagasin A/S was created thanks to the partnership between Østfoldkorn and Felleskjøpet, two leading cooperatives in the Norwegian product supply, with a long-term collaboration to **FACE THE MAJOR AGRICULTURE CHANGES IN THE COMING YEARS.**

Norwegian farmers should take advantage of the technological changes affecting the entire industry to reach self-sufficiency in wheat production, keep pace with population growth, and foster a more sustainable environment.

This plant represents an intermediary step in processing flow between local producers and millers, boasting the latest generation of Cimbria grain processing technologies.

The intake capacity of 200 t/h includes weighing and pre-cleaning, with a drying capacity of 60 t/h. Round hopper silos of various sizes hold up to 26,000 tons of barley, oats, wheat, rye and oil seeds.

Cimbria's solution includes a large grain warehouse - one of the biggest new plants erected in recent history.



WATCH THE TIME LAPSE:





## Success in Egypt In The Time Of Covid-19.

Sami Salah El Din



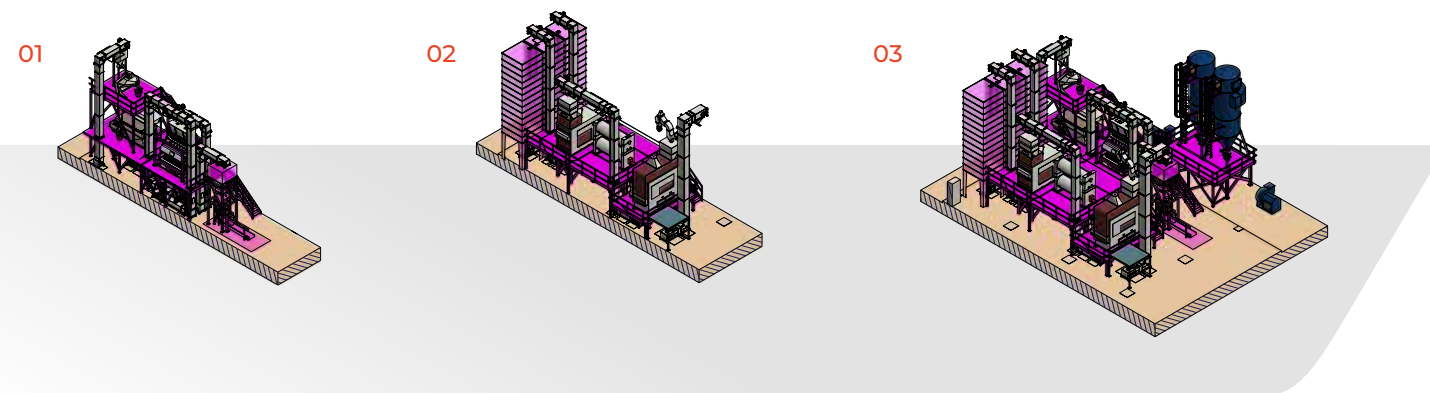
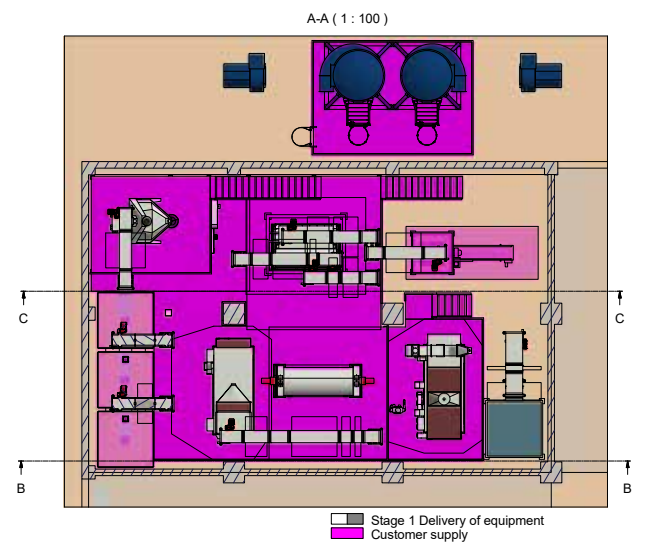
Through years of successful operation in Egypt, Cimbria has established its niche market in the field of design, supply, construction, management, training & commissioning for private entities specializing in cleaning lines for herbs, spices, and beans. These companies target exports to Europe and the U.S., and often favor Cimbria cleaning equipment which is known for quality, durability and service after the sale. Cimbria delivered the first offshore unit in the world in Egypt, serving the chain of 48 grain complexes, adding 2.5 million tons of modern storage, and cleaning lines.

Despite the negative impact of COVID-19 on new private-sector investments, particularly in the Egyptian market, **CIMBRIA MANAGED TO FINALIZE SEVERAL NEW ORDERS EXPECTED TO BE OPERATIONAL EARLY IN 2021.** The Cimbria Egypt sales team enjoyed the full support of the collaborative Thisted team.

With the strength of Cimbria's capabilities and extensive sales, Cimbria Egypt also secured two new contracts for white rice storage plants for

**El Doha Company**, a dominant leader in the local market.

New collaborations with herb and spice companies **El Seba** and **Royal Herbs S.A.E.** will result in a total of seven Cimbria-supplied production plants. These two companies export their products to Europe and the U.S. where they are EU accredited and FDA certified.



## Asolo Dolce, Where Italian Traditions Meet An Industrial Process.

Lorenzo Tinti



For over 50 years, Italian company Asolo Dolce has supplied the pastry industry with amaretti and cantuccini cookies.

Their version of Cantuccini includes a variety of nuts in addition to traditional almonds. Asolo Dolce asked Cimbria to provide a sorting installation for nut processing, aiming for the highest quality sorting.

A Hypersort optical sorter which uses a multi-spectral device to separate a wide range of foreign bodies was installed. The wide variety of raw materials processed by Asolo (**pistachios, almonds, apricot kernels, hazelnuts**, etc.) makes this the perfect sorting machine. Fragments of shells, stones, metal, glass, wood and plastic are removed with an absolute precision, which is higher than ever.

The Hypersort is also equipped with color cameras which sort out any unripened or moldy product.

Following Cimbria's advice, the machine was positioned strategically to ensure efficient operation and sorting performance of 2.000 kg/h in two passes.

**ASOLO DOLCE IS A GREAT EXAMPLE OF EXCELLENCE BEING THE RESULT OF PASSION AND QUALITY - BUT IT ALL BEGINS BY SELECTING THE FINEST RAW MATERIALS.**

The "cantuccino" is a traditional Italian cookie. Today it's produced through an industrial process carried out with the most modern technologies, but also preserves the tradition of its ancient recipe, made with love by Italian pastry chefs, who have passed down the recipe secrets for generations.





# Chromex Sorting Machines, World Leader In The **Gluten Free Industry.**

Alberto Zaccaria



A brand-new milling plant has been built in northern Germany by Bauckhof, one of Europe's most important gluten-free cereal production companies. Raised awareness of gluten-free dietary options has increased demand for these products especially in Europe and North America. While gluten-free products are difficult to process, it is a matter of health for those who suffer digestive issues like celiacs disease.

**THE MOST IMPORTANT COMPONENT OF THE GLUTEN-FREE PRODUCT MANUFACTURING PROCESS IS GRAIN SELECTION, WHICH REQUIRES GREAT ATTENTION AND EXPERIENCE.**



That's why Cimbria supplied the most advanced optical sorter. Chromex is the only model able to carry out precise work beyond the standards required by gluten-free legislation. These sorters are equipped with InGaAs cameras - indium, gallium and arsenide are the three chemical elements that comprise the camera's sensor - capable of identifying the smallest color difference between cereals with and without gluten, even when shape is similar. In the case of the new Bauckhof production plant, our consultancy has allowed the client to insert two Chromex 7, the largest in their category, positioning them in series to perform two distinct but complementary jobs.

**THE FIRST CHROMEX SEPARATES THE RAW IN-SHELL CEREALS COMING FROM THE HARVEST,** which arrives already very clean with impurities equal to 25 grains per 10 kg of product. In this phase, the machine removes any wheat, barley and rye which infiltrated the cereal during harvest or transport.

**THE SECOND CHROMEX SEPARATES THE SHELLED CEREAL PIECE-BY-PIECE WITH A DIMENSIONAL FILTER, ELIMINATING THE NON-COMPLIANT GRAINS.**

At the end of the cycle, the gluten-free product is completely pure which is a result of the Cimbria's laboratory testing protocol and higher-than-required quality standards.

Cimbria's technical ability, gluten-free production experience and ability to provide timely and efficient sales and service not only helped us win this important milling project but strengthen our position as a leader in this sector at a global level.



# Growing Into Performance.

## CHROMEX • TRUER

### INNOVATIVE SORTING SOLUTIONS FOR THE SEED AND GRAIN INDUSTRY

Better than the human eye, Cimbria sorting technology is the most advanced and reliable solution to meet the high quality standard of the grain and seed processing industry.

The use of the ultimate Full-Color and infrared high-resolution cameras ensures the total removal of any foreign body like stones, wood and glass, as well as the best separation of non-conforming or unwanted grains.

Great purity, optimized yield and food safety are so granted by CHROMEX and TRUER sorters.

Growing into performance is easy and effective, thanks to the extraordinary technology signed by Cimbria.



**Full-Color & Multispectrum**

**Intuitive and Fast Program Setting**

[Cimbria.com](http://Cimbria.com)





## Hybro Saatzeit, Top Breeder In Hybrid Rye.

Mattias Zank



HYBRO Saatzeit GmbH & Co. KG is one of the leading seed breeding companies in the field of hybrid and population rye in Germany and Europe. They invested in a complete Cimbria processing line for their breeding station in Wulfsode, an area of outstanding natural beauty known as the "Lüneburger Heide" agricultural area.

The Wulfsode breeding station is located in a typical rye cultivation area in Northern Germany. In addition to selective cultivation, performance tests, isolation plots and seed multiplication, official tests are also carried out for the federal office for plant varieties and the crop farming consultancy. In their demo parcels, HYBRO is presenting all types of crops, from grain to maize.



In the modern germination laboratory, the team from Wulfsode examines up to 150 samples daily from breeding and seed multiplication during the main season.

To satisfy the resulting demand for high-quality seed processing, HYBRO chose to invest in a Cimbria processing line in late 2019. Final talks were held during Agritechnica in Hannover - one of the last events held prior to the COVID-19 crisis.

**CIMBRIA MASTERED THE INSTALLATION WITHOUT ANY PROBLEMS AND IN PERFECT COOPERATION WITH HYBRO, RESULTING IN A PROCESSING LINE THAT**

**WILL BE A ROLE MODEL IN THE GERMAN MARKET IN FUTURE. GREAT ATTENTION WAS PAID TO THE WIDE RANGE OF CROPS PRODUCED BY HYBRO, TO KEEP THE PLANT FLEXIBLE FOR VARIOUS DIFFERENT KINDS OF SEEDS.**

The line starts with a precleaner Delta 142.1, followed by the finecleaning section that consists of finecleaner Delta 115, round- and longgrain indented cylinder battery HSR 6020 R-L and a gravity separator GA 110. Cleaning section is rounded up by a colour sorter Chromex 2 TN + TR with additional NIR and InGaAs cameras to remove any other impurities even with slightest differences in colour.



A sophisticated Centricoater CC150 with a double-inlet system is used for chemical treatment, supported by an upstream silo battery and additional intakes from big bags or boxes for different grades.

A semi-automatic bagging line with stations for sewing and filling completes the installation.

We thank HYBRO and the team in Wulfsode for their trust and cooperation, and look very much forward to an excellent collaboration in the future.

## Excellence And Cost-Effectiveness For Italian Fodder Processing.

Simone Malaguti



Mediterranea Sementi is one of the first Italian producers of legume and grass seeds for animal fodder, a strategic product for farmers around the world with carbohydrates, proteins, vitamins, and minerals for livestock.

Thanks to the selection of the best areas for seed cultivation and to the R&D team, working to preserve the seed genetic purity, **MEDITERRANEA SEMENTI IS ABLE TO OFFER MORE THAN 60 SEED VARIETIES, INCLUDING RYEGRASS, IMPORTANT FOR DRY HAY AND SILAGE PRODUCTION IN EUROPEAN MARKETS.**

Cimbria and Mediterranea Sementi finalized an agreement about a turnkey installation of a ryegrass cleaning line for the production facility in Teramo, Italy. The processing line was initially set up for 2 ton/h throughput, but Cimbria exceeded the expectations, achieving up to 3 ton/h.

**THIS GREAT RESULT GIVES US THE ABILITY TO PROVIDE EXPERT ADVICE ABOUT RYEGRASS, WHICH OFTEN REQUIRES SPECIAL HANDLING.**

The Cimbria production line includes:

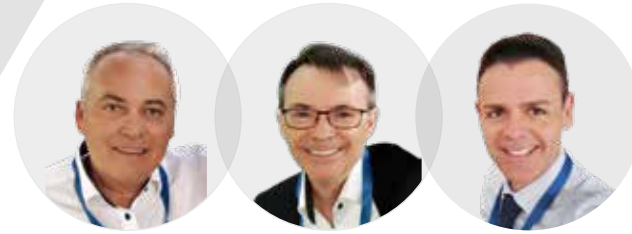
- Delta 184 de-awner to remove rasps from the seed kernels
- Delta 118 fine cleaner separates residual chaff and light waste
- HSR 16020 RL indent cylinder divides round and broken seeds, as well as longer sticks
- GA210 gravity table to separate straw

The main feature of this brand-new cleaning line is its tailor-made design, allowing a single operator to manage the full process from loading to bagging.





## Agrosemillas, A Young And Future Oriented Reality In Spain.



Jose Sancho Gonzalez

Manuel Galdón

Salvador Ferragud

Bolstered by a strong business relationship, Agrosemillas asked Cimbria to build a turnkey cleaning plant in Cuenca, in Castiglia-La Mancha area.

The production facility mainly processes wheat, barley and oats for the national certified seed production market.

**AGROSEMILLAS IS WELL-KNOWN IN THE WORLD OF CERTIFIED SEEDS, AND IS CLEARLY COMMITTED TO TECHNOLOGICAL AND GENETIC INNOVATIONS IN THE SEED INDUSTRY.**

The new production plant is one of the most complete in Spain, and includes a state-of-the-art seed processing center.

It features a full processing line with all the cleaning and sorting stages, including our Delta cleaner, indented cylinder, gravity table and color sorter, to

achieve a wheat intake capacity of 10-12 ton/h. Considering the broad variety of treated seeds, the plant was designed to ensure great flexibility in product management, responding to an increasing demand in genetics-matching volume. A dedicated storage area is already stocking several seed varieties and will be enlarged in the coming months.



## Giant Bucket Elevator Supplied In Ukraine.



Andrii Diakov

Agriculture is not only the most dynamically developing industry in Ukraine, but it is also becoming more and more export oriented. According to the latest statistics, Ukraine ranked first in the world for the export of sunflower oil, and sixth for the export of grain and oilseed. The rapid increase in transshipment operations determined the need to increase storage capacities in port terminals and the productivity of transshipment equipment.

**IN RECENT YEARS, CIMBRIA WAS AMONG THE FIRST COMPANIES ON THE UKRAINIAN MARKET WITH THE CAPABILITY TO OFFER HIGH PERFORMANCE SOLUTIONS.**

**CIMBRIA HAS RECENTLY SET TWO RECORDS: WE MANUFACTURED, SUPPLIED AND INSTALLED A BUCKET ELEVATOR WITH A HIGH CAPACITY OF 1200 T/H AND A HEIGHT OF 30 M.**

The largest capacity previously supplied to Ukraine was 1000 t/h. The customer also required the elevator to be self-supporting and as energy efficient as possible.

As a result, completely new technologies were developed and applied in the design of this equipment, namely:

- buckets from PEHD, stronger and lighter than metal, was used to reduce energy consumption;
- the bucket elevator was installed in a windy port but the client required a self-supporting structure. Cimbria strengthened the elevator body and - rather than using one typical 180 kW gear motor - used two 90 kW gear motors. Mounted on one drive shaft from opposite sides with synchronous start-up, this solution made it possible to balance and evenly distribute the load.

We were aware from the beginning that these solutions carried risk. However, the project was implemented successfully and the customer is satisfied with the bucket elevator's operation. In fact, he plans on purchasing 20 more similar elevators in the near future.





## Smart Handling of Toxic Waste in Finland.

Arne Bank



In January 2020, Cimbria and Finnish dealer Oriplan, visited a well-known producer of minerals. From their production of high-value metals, around 200.000 tonnes annually of residue/waste products remain. Considered hazardous due to the presence and the mobility of metals (including iron, sulphur, zinc, calcium, lead, cadmium and aluminum), the waste is safely and sustainably disposed of or can be used as filler in concrete, mixed with lime and cement for use in road embankments, airfields etc.

The waste material is transported from various production facilities via chain conveyors to a large warehouse where it is stored before being removed from the site by an excavator. This powder-heavy product is a very dusty and corrosive but non-abrasive. By outloading and stacking the material, the warehouse air is quickly filled with dust and all equipment was covered by a thick brown layer, creating an unsustainable situation. The owner began a search for a dustless warehouse outloading solution where a Moduflex chute would fit.

**AT CIBRIA IN HERNING, DENMARK, WE CONFIGURED A MODUFLEX A650 LOADING CHUTE OF 15 MODULES MORE THAN 11 METERS EXPANDED (THE A-SERIES IS TAILOR-MADE FOR OUTLOADING IN WAREHOUSES). ALL METAL PARTS WERE CONFIGURED IN AISI 316, DUE TO THE CORROSIVE CHARACTERISTICS OF THE PRODUCT.**

To save some lifting weight, we integrated an AISI 316-inliner in the inlet. To adapt to the very cold climate of the site, the entire chute was made for low temperatures with a special sensor, black NPG chute modules, and heating in the junction box.

Our quotation and drawings were sent to Oriplan for quoting to the client. Following a 3-party



negotiation made more challenging by COVID-19 lockdowns, the loading chute was ordered.

Travel restrictions associated with COVID-19 prevented Cimbria from performing the on-site start-up and commissioning process. Again, Oriplan proved to us the great value of having a skillful importer in the country. After an introduction from our technicians, the engineer from Oriplan drove the long inland distance from Turku to the site, where he successfully performed the commissioning of the chute.

The A650-chute now runs continuously for the client, minimizing dangerous dust significantly.

# Growing Into Performance.

## Full range of dry bulk solutions.

The Moduflex loading chutes are designed to grant high capacity, great performance and long-term reliability. The Moduflex sturdy structure allows its installation in heavy duty environments, like ship loading, rail and road transport and warehousing. Cimbria is a global leading manufacturer of conveying equipment, covering a wide range of dry bulk applications from agricultural products to industrial commodities, cement, fertilizers and other raw materials. Our broad experience ensures our clients receive the customized solutions they need to grow their business.



**Dust Free Outloading**

**Clean and Safe Work**

**Modular and Flexible**

[Cimbria.com](https://cimbria.com)





## Repeated Orders Of Moduflex Loading Chutes With Filter For Germany.

Henrik Frandsen



In 2018 our dealer Agrichema GmbH received an order of 16 pc of K300 loading chutes for PVC powder loading into tanker trucks. In 2020 Agrichema was approached by the same customer, this time for two different projects.

For use in the chemical industry, the chutes were constructed of stainless steel as required and explosion-proof according to ATEX directives.

**THE CHUTES WERE ALSO EQUIPPED WITH WHITE ANTI-STATIC CHUTE MODULES AND A CLOSING CONE WHICH BOTH PREVENTS SPILLAGE AFTER LOADING AND INFILTRATION OF FOREIGN OBJECTS WHEN NOT IN OPERATION.**

**THE CHUTES WERE DELIVERED WITH FULL CONTROLS AS WELL AS A REMOTE CONTROL FOR EACH UNIT. THE LOADING CAPACITY IS 80 M3/H. FOR THE SECOND PROJECT, N300 CHUTES WERE SELECTED. THE ORDER INCLUDED 12 LOADING CHUTES, USED TO LOAD PVC POWDER INTO TANKER TRUCKS.**

The chutes required the same stainless steel construction and explosion-proof configuration but utilize yellow anti-static modules. The loading capacity ranges from 40 to 80 m3/h.

For each project, customer favored integrated filters (rather than connecting to a central filter system) and securing complete loading of this high-value product. The chutes are equipped with a side-mounted filter with 9m2 filter area and configured to work within the ATEX zones. The filters were developed, manufactured and supplied by Agrichema GmbH.

The K300 Moduflex loading chute with side-mounted filter has the advantage of the integrated filter and low overall height.

K and N series have grown in popularity and are now at the top of the loading chute assortment.



## Malting Barley Drying In Scotland.

David Thomson



Scotland produces around three million tonnes of grain every year, of which around two million tonnes of wheat and barley is for use in the malting and distilling industry.

Grain merchants, A Inglis and Son based in Southern Scotland, are a valued customer of Cimbria and handle approx. 250,000 ton/year.

They insist that all of their dryers handle grain gently and economically; damage to the barley is unacceptable. With Scotland's varied climate, they often dry their barley from 18% down to 12% moisture content, ensuring the quality of grain germination, which is essential in the malting process.

**A INGLIS NOW OPERATES 12 CIMBRIA DRYERS AT THEIR SITES. WHEN ASKED WHY THEY SELECTED CIMBRIA AS THEIR DRYER OF CHOICE, THEY SAID, "THE CIMBRIA DRYER IS A HIGH-QUALITY, TRIED-AND-TESTED MACHINE THAT DOES EXACTLY WHAT IT IS QUOTED TO DO. WE HAVE NEVER HAD PROBLEMS ACHIEVING CAPACITY. WE HAVE EVERY CONFIDENCE IN CIMBRIA MACHINES, AND THEY SUIT OUR BUSINESS."**





## High-Performance Cleaning Solutions At Agrii Moreton.

Alex Castle



In recent years, Cimbria has been very successful in the UK seed sector. By offering a complete range of equipment, we have forged relationships with major seed houses, establishing Cimbria as the “go-to” supplier for seed processing machinery. One customer we have worked closely with over the last 15 years is AGRII. They recently installed a new 25tph seed line at their Moreton facility in Essex. They now have a Cimbria processing line in each of their facilities.

Included in the Moreton facility is a combination of Delta cleaning technology, separation technology and the site's second full colour sorter from the new Truer range. These machines were selected by AGRII to provide complete cleaning solutions. AGRII site and production manager, Mark Bass said, **“THE DECISION THAT CIMBRIA WOULD BE A GOOD LONG-TERM PARTNER, BOTH FOR CLEANING AND OPTICAL**

### **SORTING, WAS BASED ON HISTORICAL DEALINGS AND KNOWLEDGE GAINED FROM OTHER PLANTS WITHIN AND OUTSIDE OF THE AGRII NETWORK”.**

Testing was conducted at Cimbria's labs in Thisted and Imola, and confirmed leading master seed standards. This gave AGRII the confidence that they were buying the most advanced equipment available on the market. “This equipment will future-proof our cleaning operations for the long-term”, Mark explained.

The AGRII brand represents the unification of several businesses over the last 30 years, and continues to expand, driven and supported by parent business Origin Enterprises plc. AGRII supplies seed, agrochemicals, fertiliser and digital services across the UK, Ireland, Poland, Ukraine and Romania.



## Sunflower And Corn Seed Processing At Lidea.

Arne Mose Sørensen



Born from a former alliance between Euralis Semences and Caussade Semences, the Lidea company has become one of the top ten field seeds companies at a global scale.

With 2.000 employees, 350 million Euro turnover, 8 production sites in France, Romania, Ukraine, Spain and Russia and 17 research stations throughout Europe, Lidea processes maize, sunflower, rapeseed, straw cereals, fodder crops, soya, sorghum, pulses, owning 45.000 field hectares in 5 countries.

With the aim to become the leader in Russia and Ukraine, they invested on a production plant in Russia with state-of-the-art Cimbria technology.

The first stage of the plant was completed in 2020. Despite the limits imposed by Covid-19, we installed the first part of the sunflower seed processing line in just two months. It includes:

- Big Bag Unloading
- Z-Elevators for gentle seed handling
- CC 250 Seed Treater with liquid and powder dosing application
- Slurry formulation mixing and transfer system
- MCC PLC SCADA Control System for slurry mixing
- Red Dust Filter System including waste handling

The second phase is scheduled for completion in June 2021 and will include:

- Sunflower receiving system with belt conveyors and pre-cleaner
- Large bulk storage facility and conveyor handling system
- Ear Corn conveying to sheller
- Sheller line with shellers and pre-cleaner
- Transfer system to the big bagging stations
- White Dust Filter system, including waste handling to waste bin
- Seed Conditioning line with Big Bag Unloading stations
- Installation of processing lines, with Fine cleaner, Sizers, Graders, Colour sorter, and sized seed big bagging
- White Dust Filter system, including waste handling to waste big bags, etc.

The new plant represents the next step in the client's strategic development, beginning from the great focus in R&D, genetics and breeding technologies, up to investment in Cimbria technology to ensure optimum processing of the region's harvests and to grow the business of farmers across Europe.





# Strategic Installation For The “Africa Improved Foods” In Rwanda.

Simiyu Wamalwa



Priority crops like wheat, corn and soybeans are the main focus of Rwandan seed production. Local small-scale farmers provide harvested crops to seed processing plants for treatment.

So far, the problem has been the lack of post-harvest equipment which has driven investments from the Rwanda government and private investors, who joined forces in the **“AFRICA IMPROVED FOODS” PROJECT - A PUBLIC/PRIVATE PARTNERSHIP WITH A MISSION OF PRODUCING HIGH QUALITY AND NUTRITIOUS FOOD FOR THE AFRICAN POPULATION.**

This project aims to stave off malnutrition by providing food to the most at-risk, like young children, old people and pregnant women.

The supply chain for food processing is crucial, not only for the selection of high-quality raw materials, but also to add vitamins and minerals to get more nutritious food.

**CIMBRIA IS PROVIDING DELTA CLEANERS, ELEVATORS AND DRYERS IN A NEW PLANT BASED IN KIGALI, A GROWING POINT OF REFERENCE WITHIN THE AFRICA IMPROVED FOODS SUPPLY CHAIN.**

In this plant several pieces of Cimbria equipment are going to be installed to ensure the best cleaning and drying of grain. The drying phase is very important in this region of high humidity. A good drying process can avoid the typical aflatoxin infestation, capable of destroying half of the crop if the grain is not stored properly.

Our commitment, as machine manufacturers and engineering consultants, is always to achieve perfect drying levels, so that aflatoxins cannot develop in the grain.

The last stage of the processing line is storage, which prevents the grain from being exposed to climate and infestation conditions.

The Cimbria contribution to this project represents a positive step forward in the food supply chain development in Africa and, for Africans, the chance to increase farmers' growth and improve the wellbeing of the population.



# New Oat Cleaning Line for Avena Foods Canada.

Mark Metcalfe



Avena's Rowatt facility is reaping the benefits of a new oat cleaning line as freshly harvested Purity Protocol oats arrive to be readied for winter storage.

Avena's Mike Gallais, General Manager, Rowatt, and Director of Procurement, reports that the new line, featuring equipment from Cimbria is performing well.



**“MY TEAM AND I NEEDED TO ENSURE CONSISTENT QUALITY IN THE CLEAN GRAIN,” SAYS GALLAIS. “THE NEW FACILITY IS MEETING OUR EXPECTATIONS AND PROVING TO BE RELIABLE AT DELIVERING WELL FOR US.”**

The oat line is the latest expansion in a series of upgrades to Avena's Rowatt facility, which began six years ago with rebuilding the pulse splitting plant, warehouse and office.

Gallais said he selected Cimbria Delta Super Cleaners for two reasons. He had used them successfully at a previous facility and they met Avena's specific equipment needs. “The performance of the air separations was a major consideration,” Gallais says, adding that the model 107 was chosen for the desired 9 TPH planned incoming capacity.

Cimbria HSR 10020 Indented Cylinders were chosen as a good match for the length grading. A Cimbria GA310 was selected for density separations. “I had experience with gravity separators and favoured the Cimbria for the high degree of flexibility offered to the operator, allowing for precise quality,” Gallais says.

As for the destoner, “The TS360 Rocks!”, quips Gallais. An added benefit is the enclosed deck, which contains dust and helps to keep the plant environment clean.

A Cimbria Chromex 5 T+TR optical sorter is the final piece of major cleaning equipment. Mike says he found the combination of performance and value to be compelling and the machine has been performing as expected.

Two Cimbria Cyclofans are dedicated to the air separations – specifically the Delta 107 Cleaner and the TS400 Destoner, along with the dust hood for the GA310 Gravity Separator. This allows Avena to use a separate system for small dust control points in the plant without compromising air separations on the cleaning equipment.

Based in Western Canada, Avena is a specialty miller that provides food, pet food, and nutraceutical manufacturers with sustainably grown and milled Purity Protocol Oat and functional gluten-free pulse ingredients. Avena has three locations on the Canadian prairies where they mill four ranges of ingredients, all of which are non-GMO and available conventional, gluten-free and certified-organic.







[www.cimbria.com](http://www.cimbria.com)

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