



Atilla Taş, the factory manager at Enka Süts' facility in Uşak, sees many benefits with Autopac, such as the high, hygienic standard, the automation and the easy switch between different kinds of bags.

## Major milk powder producer in Turkey chose Vebe

Enka Süt, one of Turkey's largest producers of whey and milk powder, uses Vebe's fully automatic bag filler Autopac EC 5.46.

"The high hygienic standard that Autopac maintains is a great advantage", says Atilla Taş, factory manager at Enka Süts' facility in the city of Uşak.

Enka Süt was founded in 1985 and originally produced Turkey's equivalent of feta cheese. Since then, it has progressed strongly and steadily. Today, the company has about 600 employees and produces milk powder, whey powder and dairy products such as milk, cheese and yogurt to Turkey. Enka Süt is the market leader in whey powder and exports its products to around 40 countries.

One of the company's production facilities, in the city of Uşak, has been using the bag filler Autopac EC 5.46 from Vebe since 2019. There are several reasons why they choose to use Vebe's bag filler. Among other things, they appreciate the high level of hygiene that Autopac maintains throughout the bag filling process.

"This machine helps us to meet the high hygiene requirements that exist in the food industry in Turkey", says Atilla Taş, factory manager at Enka Süt's plant in Uşak.

"Other advantages of Autopac are the automation, the easy switch between bags of different sizes, and its continuous operation. We are very satisfied", he continues.

Niclas Simonsson, sales manager for Vebe in Turkey, recounts that Enka Süt initially chose Autopac after hearing good reviews about Vebe. They were also attracted by the competitive price and the fact that Autopac is fully automatic.

"In Turkey, manual bag fillers are still common. But from a hygienic point of view, automatic is obviously better. Autopac's well-thought-out design, with separate spaces for bag handling and machinery, also makes the bag filling process fast and efficient", he says.

Niclas Simonsson also says that Turkey has become an important market for Vebe in recent years:

"We already have a number of machines running at various facilities in the country." ■

## "The personal connection is important here"

Niclas visit customers and build their trust in Vebe, which is an important part of his work.

"The personal connection is even more important in Turkey than in Sweden"

Niclas Simonsson has lived and worked in Turkey for many years. As a student, he spent an exchange year in Istanbul and enjoyed it so much that he decided to return. "For the past 10-15 years, I have worked in the food industry with a number of Scandinavian companies down here. Therefore, I know many of the companies that Vebe wants to reach", he says.

Niclas' title at Vebe is Area Sales Manager, and his job is very much about traveling around the country and meeting customers, both existing and potential.

"There is a big difference in business culture between Turkey and Sweden. Most people here prefer personal meetings, so that part takes quite a lot of time", he says.

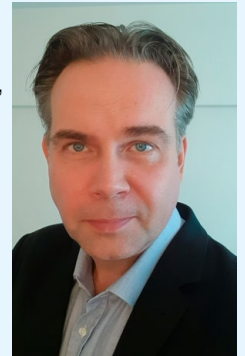
In addition to selling Vebe's products, Niclas also works with administering the service of Vebe's machines, and he

thinks the most fun part of the job is that he gets to travel and meet people.

"I know many from before, but of course there are new faces as well!"

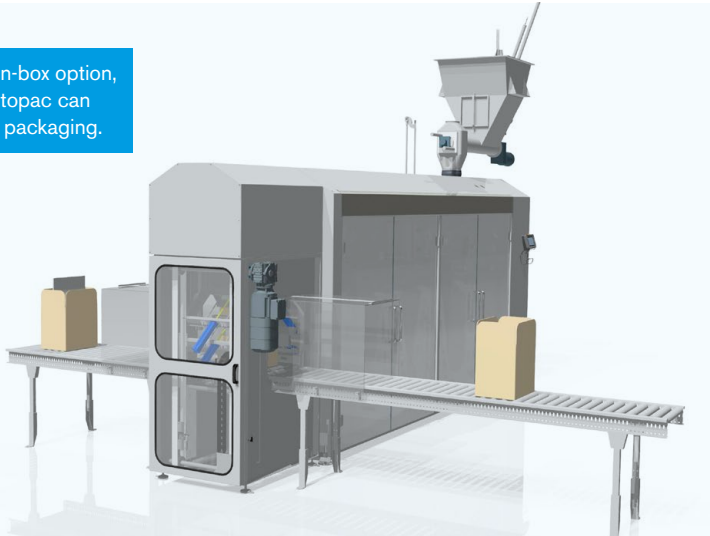
Niclas continues to thrive in Istanbul and currently has no plans to move back to Sweden.

"Istanbul is a nice city, the climate is good and there are plenty of flights to Sweden..." ■



# Bag-in-box: New solution for double packaging

With the new Bag-in-box option, Vebe's bag filler Autopac can now handle double packaging.



Vebe is now launching "Bag-in-Box"—an addition to the bag filler Autopac.

"This is a new opportunity for customers who use double packaging and want control over the entire packaging process", says Joel Tapper, salesman.

With the new Bag-in-box option, Vebe's bag filler Autopac can now handle double packaging. When the carton arrives pre-folded, the machine automatically inserts the filled plastic bag in the carton.

"With this system, our customers can take

advantage of all the benefits of Autopac, such as dust-free filling, air evacuation, refilling of nitrogen gas in the bag and controlled welding heat sealine. The whole process is controlled with no need to release the bag until it is in the box", says Joel Tapper, salesman.

The option works in all of Vebe's production lines and the system is now on the market in production.

"The product is popular among our customers in both the food and pharmaceutical industries", says Joel Tapper. ■

## How the sacks get the right shape

Before palletizing, it is important that the bags get the right shape. Vebe's two systems for forming sacks are the vibrating bag conveyor and the bag mangle.

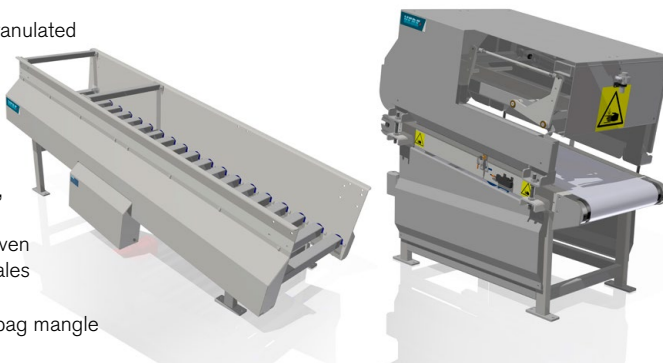
In order to get nice pallet patterns and thus good transport economy, the sacks must be shaped right before palletizing. The systems Vebe offer for bag shanping are the vibrating bag conveyor and the bag mangle.

"Those who work with granulated material should use a vibrating belt conveyor. It is a two-meter long belt conveyor with square rollers. When the bag is transported over the rollers, automatic vibrations cause the material in the bag to even out", says Mats Lindgren, sales manager at Vebe.

For powder materials, a bag mangle

is used instead. With the help of pressing and vibration, the air is forced out of the bag while the material is formed to fit on the pallet.

"Sometimes a combination of both systems can be good; for example, for customers who work with several different types of materials. Of course, this is something our customers have the opportunity to decide in consultation with us", says Mats Lindgren. ■



## Your Contacts

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## Jenny is our new finance manager

Jenny Geijersson is the new finance manager at Vebe. She is responsible for daily financial operations and handles everything from invoices to reconciliations, group reporting and financial statements.

"The best thing is that my job is so varied. I get to work with the entire financial flow and really get to know the business in depth", she says.

Jenny most recently came from a finance position at Hall Media. She lives in a 1930s house in Eksjö with her husband, two children and a cat and likes to spend her free time with her family, exercising and cooking. ■

