

Dear Reader,

We are happy that even in these turbulent times we see a lot of demand for our products. The strategy of BMA Nederland since 2006 to invest into product development, to focus on fewer core products and to internationalize our operations has paid off. The local offices in the USA, in China and in Tunisia provide a strong backbone to our worldwide operations in which also our local agents play a major role to provide our customers with excellent services over the whole life-cycle of our products. Higher efficiency by lowering the production costs are buzzwords for our customers, especially in these difficult times. We respond to this need with some new developments, such as the Plastomatic Economic II and our services in energy recuperation.

In March we will be present at the Anuga exhibition, from 10 to 13 March 2009 in Cologne, Germany. We are happy to welcome you at our stand to inform you about our new developments.

If you have any remarks or recommendations, please feel free to contact us.

Best regards,  
Marcel Kloesmeijer

Vice President Sales  
BMA Nederland BV



**Ongoing product development**

As market leader in treatment systems for naturally ripened cheese with more than 100 installations in the field, we still aim to further improve our machines: higher productivity, lower usage of consumables and a higher level of operational safety. Our programme of progressive product development ensures that our equipment is continuously updated and that our machines will also meet the requirements of our customers in the future.

**Improved version of the Plastomatic Economic**

The latest development in the area of cheese treatment and ripening is the improved version of the successful Plastomatic Economic II. This machine is used for the plastic coating of cheeses and can apply wet coating on both the top and on the sides of cheese. Close to 50 machines of the earlier versions of the Plastomatic Economic have been supplied to our customers so far. The first machines of the new series are already in operation.

*Plastomatic Economic II*



Advantages at a glance:

- Short ROI due to significantly less usage of plastic coating material
- Easier to clean
- Able to process larger cheeses than before
- Processing parameters can be pre-set in the PLC for different cheeses
- Short delivery time due to series production
- High degree of standardization

## Heat recovery system

### Heat recovery system

BMA Nederland BV designs, builds and supplies steam peelers, blanchers, cookers, dryers, fryers and freezers for potato processing lines for customers worldwide. Rising energy costs, stricter regulations on emissions and environment issues are getting more and more important for many of these customers. BMA Nederland BV responds to these concerns and has set up a program of ongoing product development, which has resulted in different solutions to reduce the energy consumption for existing and new installations.

### Optimization of energy consumption

The first step in the process of reducing energy has been taken several years ago with the steam condensate system for steam peelers of BMA Nederland BV.

This installation is already widely accepted in the market and some of our customers are in need for the next step, to optimize the whole energy balance of their existing plants.

To reach this objective, it is necessary to study and carry out concrete measures that are able to lower the energy consumption in one or more process steps of the production line. BMA Nederland BV has recently developed and standardized a calculation model that can be used to simulate the heat consumption of both complete processing lines and individual sections.

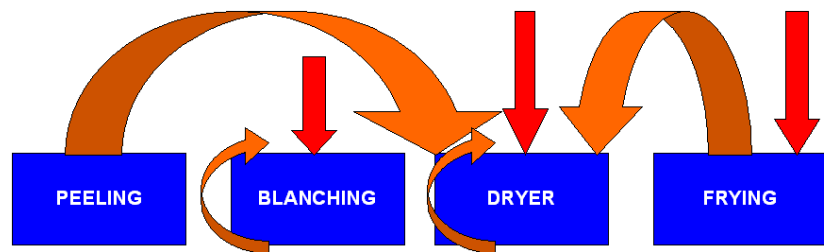
This model has been developed primarily for French Fries factories, but can also be used to identify energy problems in the "wet" section of other potato processing factories, such as

### A modular program for optimum energy savings

The heat recovery system of BMA Nederland BV is a modular upgrade program for individual machines or processing lines. Based on the actual situation of the individual machines, several measures can be taken to lower the energy consumption.

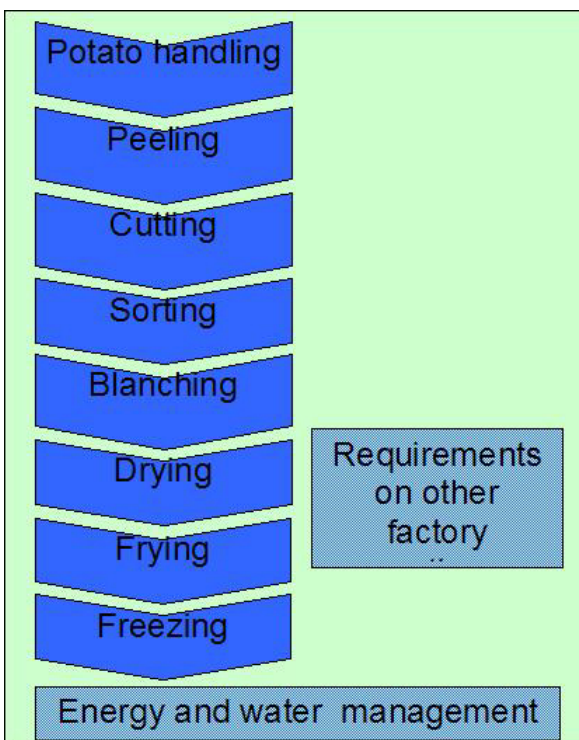
### Improved dryers for a better energy balance

A major role in the energy balance of a French Fries factory is played by the pre-dryer. This equipment has already undergone many improvements as part of our ongoing product development programme. Several features have increased the performance of the dryer and have lowered its energy consumption: a new belt construction, the internal re-use of hot exhaust air and other measures such as the use of frying vapour and steam peeler exhaust to heat the dryer. Many existing dryers can also be improved by integrating some features that have been introduced in the construction of new dryers.



### Study and analysis of heat consumption in the processing line or in the individual section of the line

- The results of the study can be used to give a recommendation about the best possible solution in relation to energy saving and return on investment.
- Internal re-use of energy in specific sections of the processing line, such as the pre-heater, the blancher and the dryer.
- Re-use of heat. Heat energy, such as steam peeler exhaust and frying vapours can be collected in a separate "hot water section" and be distributed to process sections such as the pre-heater, blancher and the dryer.
- Reduction of adherent water of fries by mechanical dewatering or by a suck-and-blow-system upstream of the dryer.



**BMA Nederland B.V. is pleased to announce the appointment of Marcel Kloesmeijer as Commercieel directeur/ Vice President Sales**

Marcel's appointment will further strengthen the company's position as a leading provider of food processing technologies and solutions for manufacturers of potato, snack and cheese products across the world.



He takes over this function from Bernd Stolte, who returns to Germany to become managing Director of BMA Schaltanlagen GmbH, the BMA group's center of expertise for automation and drive technology.

Marcel has extensive international commercial experience gained in more than 20 years in the industry. He is an MBA graduate from the European University in Antwerp, has lived in several Asian and European countries. He has a strong understanding of and affinity with automated food processing systems. Marcel spent the first two years of his professional career as the Academic Director at the Indonesian European University in Surabaya, Indonesia. He was then introduced into the interesting and exciting world of poultry processing technology. Marcel spent over 12 years managing Asian and European offices for leading poultry processing system manufacturers. Marcel then spent 4 years setting up and managing a world-wide network of agents and distributors in the wind energy industry. Although he enjoyed the renewables industry very much, his love for the food processing industry made him decide to re-enter this industry and we are glad that he has chosen to join the BMA family.

"I'm pleased and excited to be a part of BMA Nederland," says Marcel, "the company has an impressively long and successful history in this industry and I look forward to being part of the team that builds on that in the years to come".

**Exhibitions 2009**

BMA Nederland BV will be present at the following events:

Anuga FoodTec  
Cologne, Germany  
March 10-13, 2009  
<http://www.anugafoodtec.com>

SNAXPO 2009  
Orlando, USA  
March 29-April 1, 2009  
<http://www.snaxpo.com>

SNACKEX 2009  
Berlin, Germany  
June 7-9, 2009  
<http://www.esa.org.uk>

**E-newsletter BMA Nederland BV**

In our previous newsletter, we informed you that this newsletter will soon be sent out by email instead of by regular mail. You can still register for this e-newsletter by visiting our website and completing the contact form.

► Register now for the e-newsletter at our website (<http://www.bma-nl.com>), select «contact» in the left menu, then «contact form» and fill in the registration form.

**More information**

All items in this newsletter can be found on our company website. You can download the leaflets with information about our products there as well. It is also possible to contact the sales department of BMA Nederland BV for more information.

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