

Wienie-Pak: A Great Year for our Product Portfolio & Development.

Tailor-made products manufactured to customers' needs are one of ViskoTeepak's pillars, and the year 2023 was among the best. If we ever observe a slight drop in sales, we invest time, resources, and money into product development to closely align with our customers and fulfill all market demands. So, what did we achieve?

Long-shirred products



Demand for more feet in strands, larger inner bores and strand lengths that fit hopper sizes for specific stuffing machines forces us to invest money in modernizing and developing our shirring machines. Thanks to installed servo motors, new software, shirring head and many other mechanical improvements, we shirred 250 feet in a strand length of 50 cm and this is just the beginning of the project.

Machinery producers like Vemag or Handtmann are developing new machines the same way as we do product development, and the latest Vemag LPG238, with a hopper length of 60 cm, raised a new target to prolong strand length, added more feet and still has a good strand coherency and large inner bore. All the effort resulted in a new product of 20 x 210 with a large inner bore of 10.1 mm and the longest strands of 56 centimetres in the Wienie-Pak portfolio. It is not only about product development but also about new packaging configurations, defining new carton sizes, volume on pallets, etc.

Packaging optimization



One of the most successful projects was focused on sustainability and the cost of packaging and transport. The project required much effort and work to make the configuration for overseas transport more effective. Every product was calculated and redesigned separately, and the most benefit brought pallet recon-

figuration from L-pallet to US size pallet and optimizing space in the middle of pallets. Our oversee transport costs dropped by 64%.

Colored Wienie-Pak casing



We occasionally receive customer requests such as: "I need black window casing for our production." Our response to the customer: "Can we offer blue, green, or red?" The reply from the customer was negative, citing that blue belts are used in their production, and the visibility of blue and green casing would not be sufficient. "What about red?" we asked. Again, the response was negative because their sausage contains a lot of red pepper, and the visibility of red casing would not be sufficient either. There is never a show-stopper for our ViskoTeepak team. Consequently, we initiated the development of a new filtering system in the chemical department to filter small particles out of mixed black ink. The decision was made because small ink particles react faster with chemicals than clear viscose. Our team organized this successfully in Lommel, and we have initiated customer testing which will further continue in 2024 with darker shades to tailor-made product for a customer.

A similar request came from a customer in Germany: "I need a green stripe for our production." After ink calculation, casing size determination, and internal testing, including stuffing tests, we achieved successful development and sales.

"I am proud of all ViskoTeepak workers' efforts and work on moving our Wienie-Pak product portfolio forward and being one of the best casing suppliers in the world."

ViskoTeepak's fully equipped Innovation Center is used for preparing and cooking meat emulsion and liquid or traditional smoking. We can also closely focus on peeling development. We are already in the process of learning and innovating, and we believe this space will aid us in improving our current products and developing better ones in the future.

Logoprint



Logoprint means printed product where the logo/picture remains visible on the sausage surface after the casing is peeled off. The purpose of ink is to create non-permeable surface for water and smoke. Logoprint sales represented 19% of all printed orders in 2023.

At the start of the year, we received unwelcome news that the primary component for Logoprint was no longer permitted for production by ink producers. This threatened our ability to continue this business line. However, through the dedication of our team and the collaborative efforts with our ink supplier, Resino, we promptly embarked on developing a new ink composition. Despite numerous challenges and extensive testing, by year-end, we successfully formulated a new ink composition available in three colors: black, blue, and red, allowing us to sustain this business endeavor.

Dry peeling



Dry peeling occurs when a casing is removed from sausages without moisturizing them by showering or water bath. The trolley with sausages is transported from the fridge directly to the peeling area for immediate processing. In some applications, even steaming could be reduced or entirely skipped.

The demand for excellent peeling is perpetual, and the development of new peeling agents remains ongoing.

In November 2023, ViskoTeepak standardized the third peeling solution in our Wienie-Pak product portfolio. This peeling agent boasts numerous benefits, including reduced steam supply and the elimination of pre-peeling showering. Most importantly, we have successfully implemented this solution in customers' operations with the most demanding applications globally, receiving feedback such as: "It is the best peelable casing we have ever had in our production."

Innovation Center



Since 2021, our project has shown promising results. Our Innovation Center and meat stuffing tests have facilitated faster and more effective development. The Innovation Center is under the capable stewardship of our technical engineer, who has handled the responsibility in a highly professional manner.

A significant milestone was achieved in 2023 when ViskoTeepak initiated collaboration with Marel. Marel generously provided their latest stuffing machine, the LK450, for a 12-month period at no cost. This partnership signifies not only established cooperation but also grants us the opportunity to conduct tests using cutting-edge technology. This enables us to stay closely aligned with our customers and adapt our testing and development processes to the latest advancements available on the market.



