



# Dutch Association of Manufacturers of Food Processing, Packaging and Bio-Based Systems

Ir. Jan Hak, president  
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## **Central platform for the food processing industry**

**Members cover a high percentage of total machinery production  
in all sectors of the industry:**

**Fruit, Vegetables, Feed, Meat, Fish, Dairy,  
Bio-Based products, etc.**



## The Netherlands as 'Food Technology Valley'

Home country of world leading companies in food technology  
 Turn-over 2011: EUR 3,5 billion in processing equipment and research

*(80% poultry, 70% cheese and > 50% potato processing systems)*



## The Netherlands as 'Food Valley'

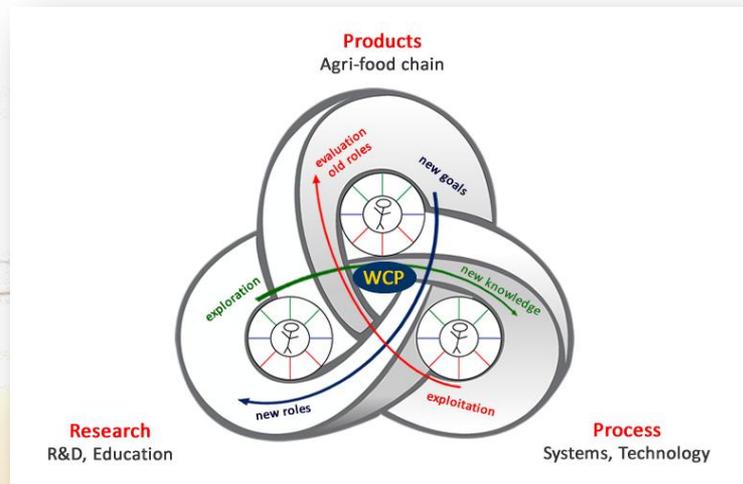
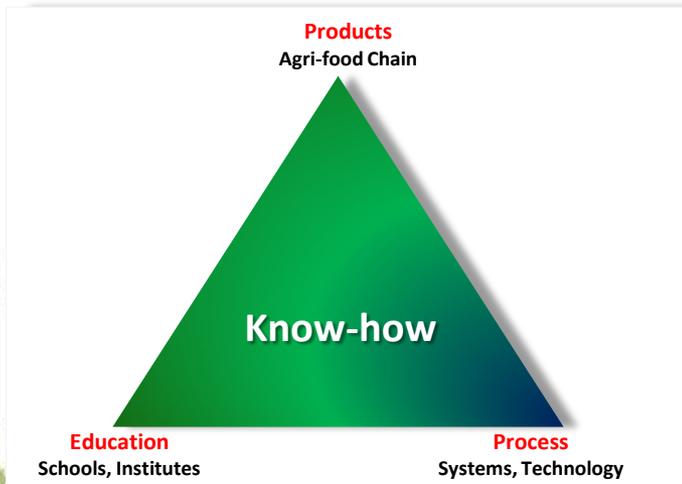
Home country of world leading food companies

Turnover 2011: EUR 70 billion in agri-food products;

Staff 2011: 10% of labour force is dedicated to the Agro & Food Section



# World-Class Performance (WCP)





**Market/Chain**

**Operations/Packaging**

**Pressure**

**Requirements**

**Pressure**

**Requirements**

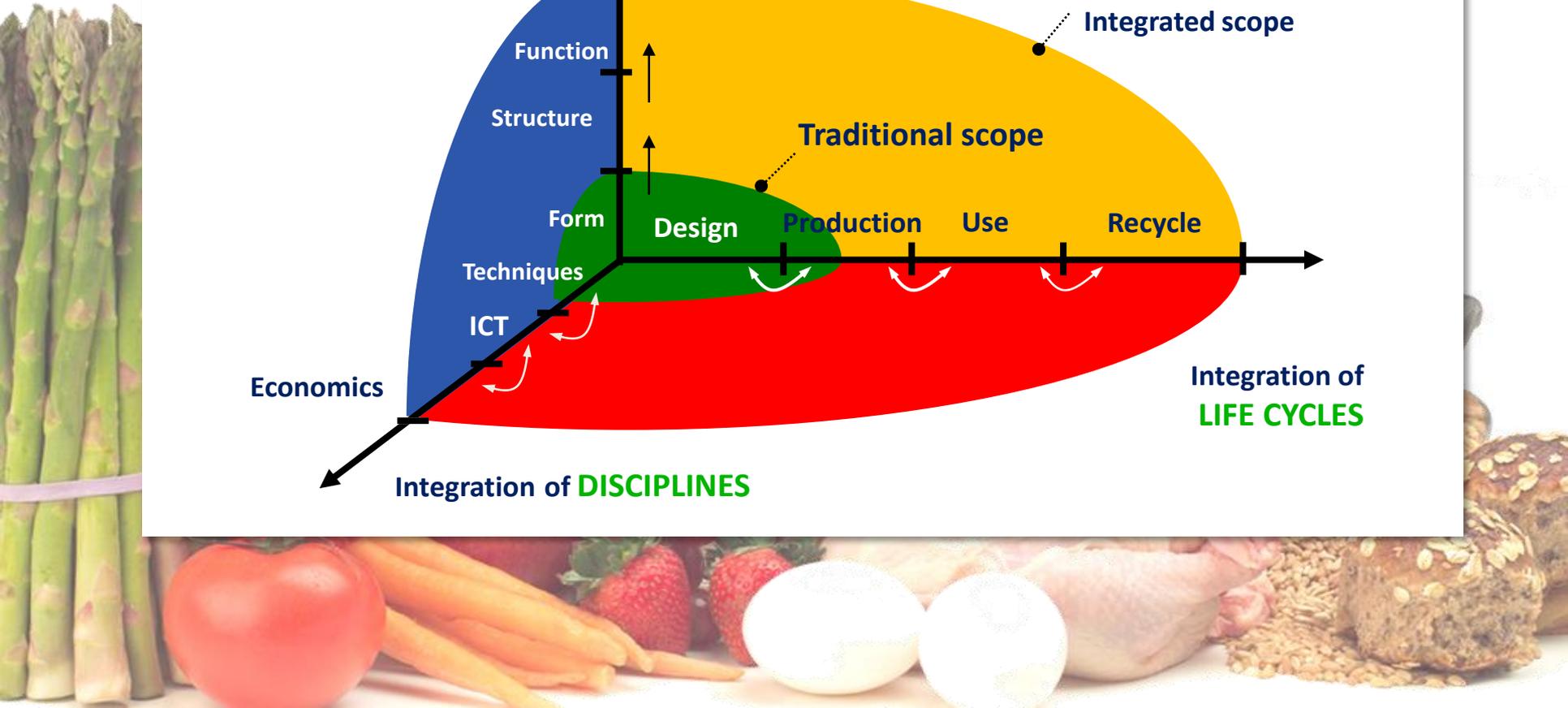
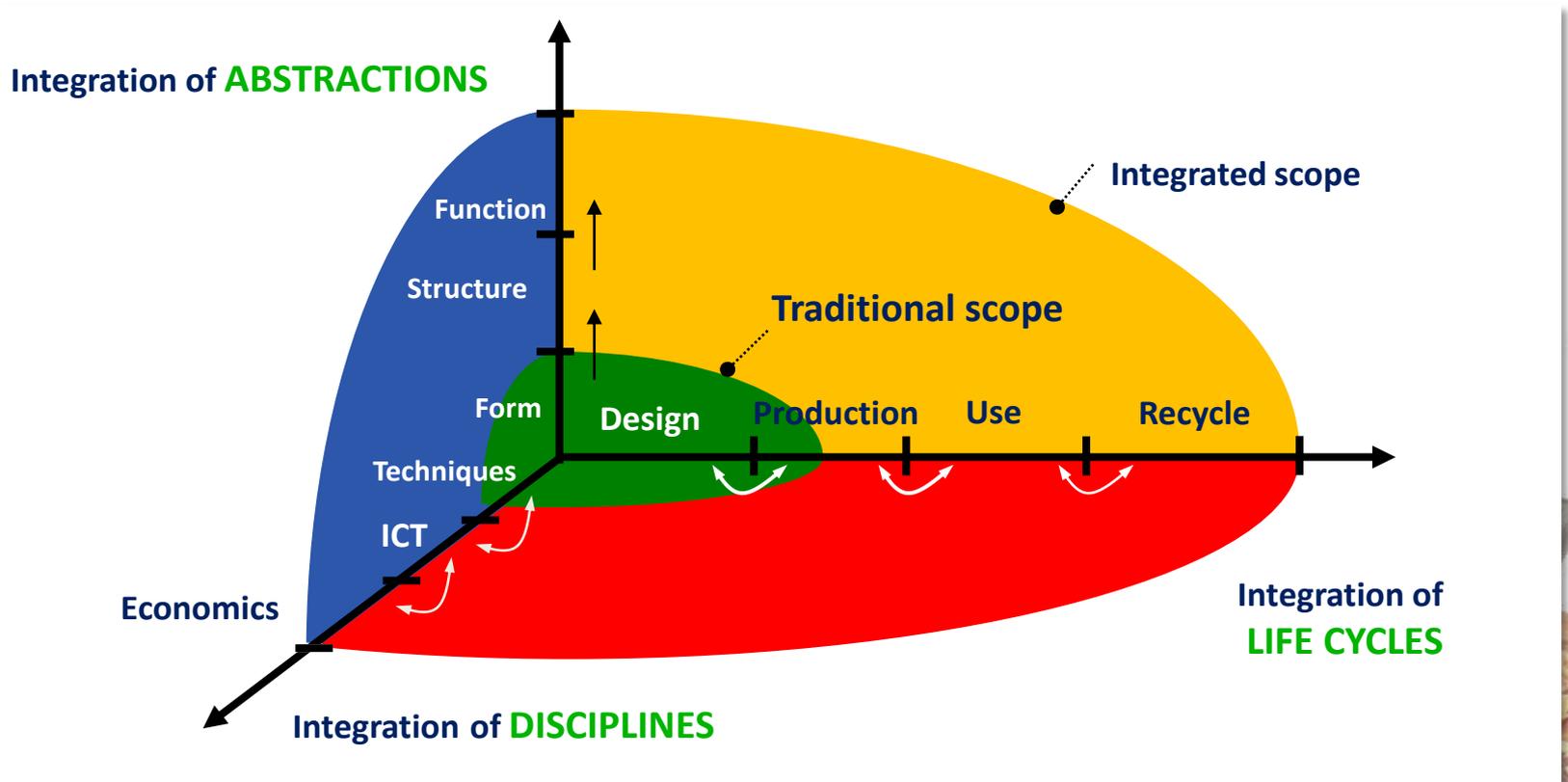
**Purchasing power of retailers**  
**Very short lead times**  
**High service levels**  
**7 day supply**  
**Quality / food standards**  
**Competition**

**Increased use of EDI**  
**Support wide range of products**  
**Shorter shelf life products**  
**Reduction in additives**  
**Bio & Green**  
**Product traceability**

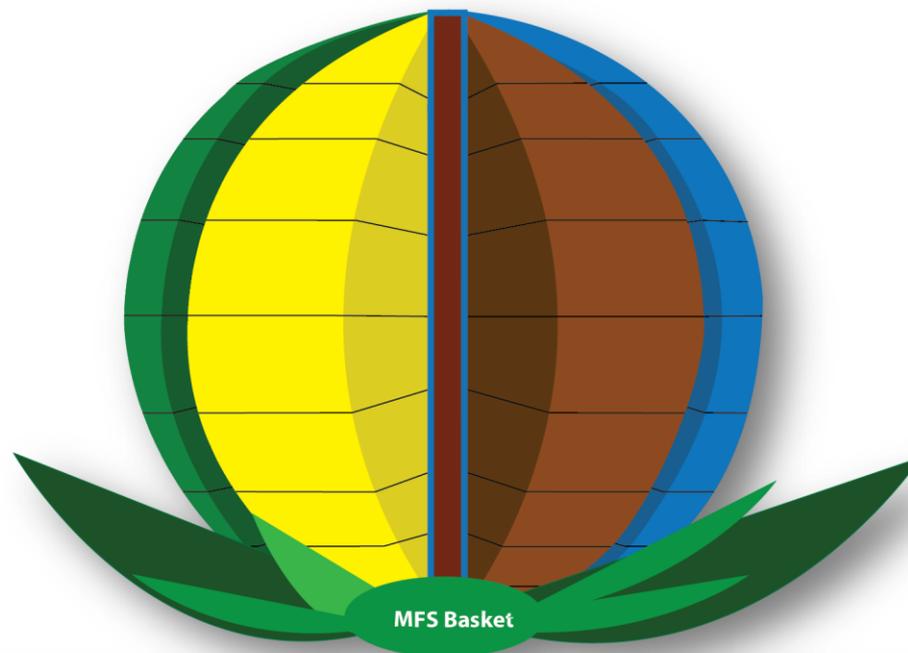
**Integrated systems structure**  
**Variable batch sizes**  
**Effluent / waste reduction**  
**Lowest cost production**  
**Just in time operation**

**Forecasts of requirements**  
**Reduced dependency on people**  
**Plant flexibility**  
**High speed changeovers**  
**Scheduling production and maintenance**  
**Product recovery systems**  
**Detailed records of operations**

# Integrated approach to product and process development



# Supply Chain Approach



**AAPT: Applied Animal Protein Technology**



**AVPT: Applied Vegetable Protein Technology**



**AWT: Applied Water Technology**



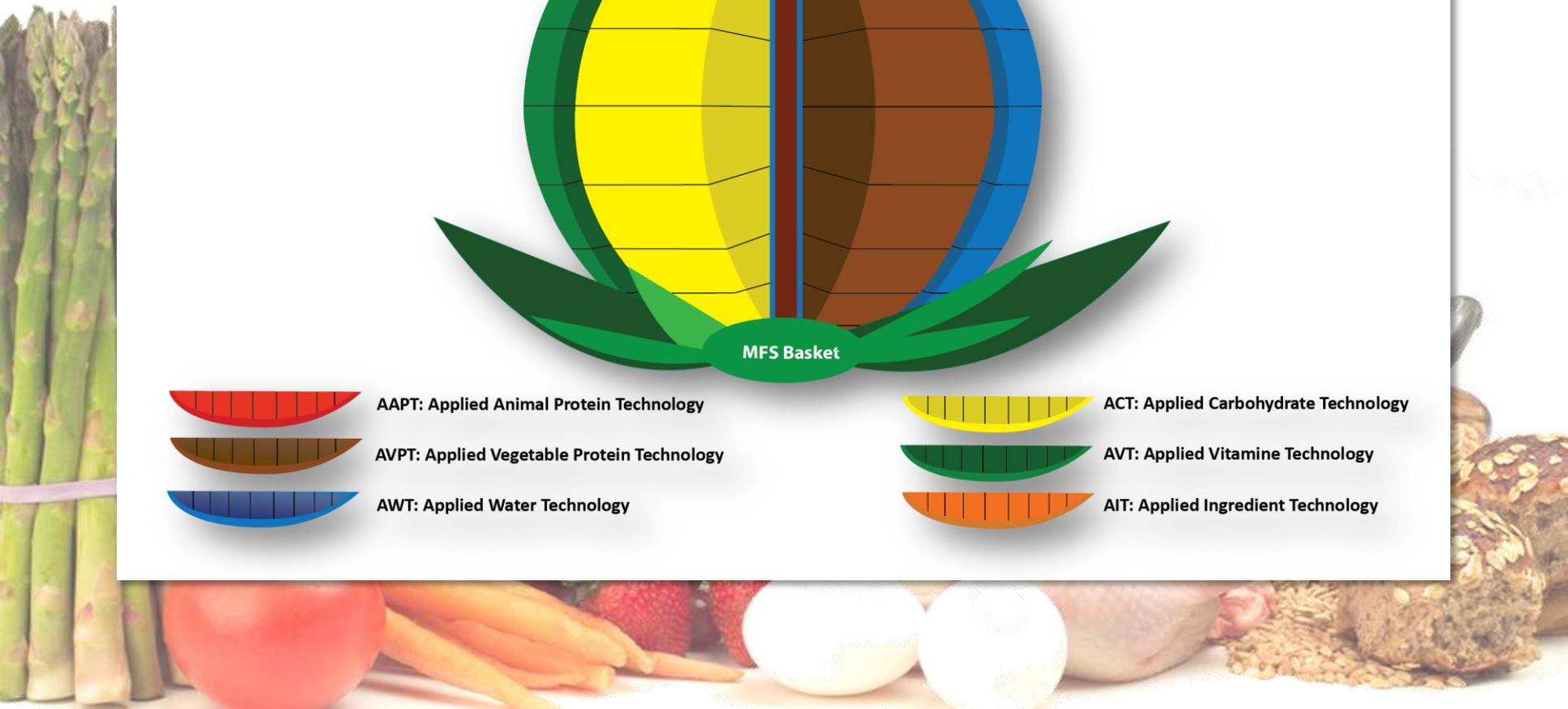
**ACT: Applied Carbohydrate Technology**



**AVT: Applied Vitamine Technology**

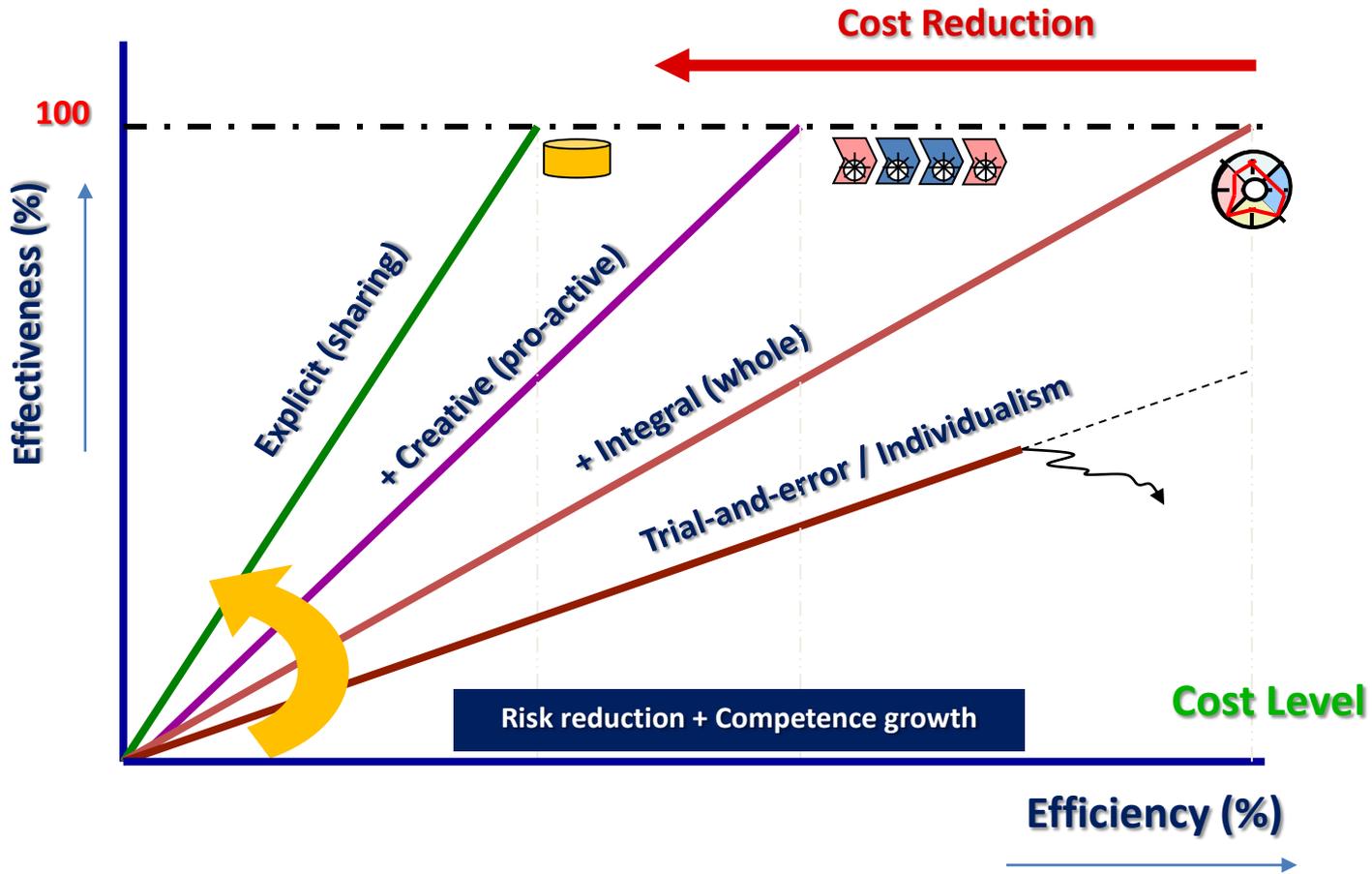


**AIT: Applied Ingredient Technology**



# Result Orientation

Result Level



## 7 P's Strategy:



1. **People**
2. **Professionals**
3. **Plan**
4. **Pro-active**
5. **Performance**
6. **Planet**
7. **Prosperity**



**Gracias!**

**Más información:  
[www.gmv-fme.nl](http://www.gmv-fme.nl) / [www.quaternes.nl](http://www.quaternes.nl)**

