

**NAARMANN**

... immer „Erste Sahne“

**Company:**

Naarmann, a German private dairy

**Application:**

Switch

**Challenge:**

To install a switching device in a limited space

**Results:**

A low-maintenance, compact switching solution to accommodate a new filling machine

# Intralox Helps Naarmann Increase Flexibility and Reduce Maintenance



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***“We have made the right decision; this technology is much better than the solutions we had in place previously.”***

Lars Köster,  
Technical manager

**Background**

The Naarmann private dairy was founded on September 3, 1903, when Theodor Naarmann, born in the Westphalian town of Wadersloh, Germany, purchased a plot of land on the road between Neuenkirchen and Wettringen. He constructed a dairy on the site, which remains there today and is more successful than ever. Annual sales at the dairy have grown to EUR 70 million, and 350,000 kg of milk/cream are processed every day, equaling more than 100,000 tons each year.

The Naarmann dairy is open five days a week, operating on a three-shift rotation with ninety employees. Products are packed on six filling lines and transported to six palletizers.

Various product lines carry different packaging and container formats:

- Cream
- Condensed milk
- Sauces
- Desserts/ice cream
- Yogurt
- Mixed milk drinks
- Yogurt drinks
- UHT milk
- Super packs [for commercial and catering customers]

**Problem**

Following the first acquisition in 2001, a second bag-in-box filling machine was purchased in 2008 to allow the dairy to produce cream products for the commercial sector in more cost-effective package sizes. The bag-in-box packages are currently



**Success Stories**

available in five-liter and ten-liter sizes. These new container formats and the capacity utilization of the palletizers required the dairy to use a switch to help sort products. The switch system provided the flexibility that was required to transport products to various palletizers depending upon capacity. The switch also enabled packages without a barcode or with an illegible barcode to be discharged for post-processing.

Naarmann had previously gained operating experience with two different switch solutions—pusher arm and roller transfer systems. The pusher arm system required a very costly safety enclosure, while the

roller transfer system proved to be very high-maintenance and also had performance limitations. The entire mechanism had to be replaced and fitted with new pneumatic cylinders, valves, and rollers, etc., every four months. Another key issue was space restrictions. As the packaging and delivery division has grown over the years, there was no room to house the additional conveyance technology and switch.

### Solution

The company charged with planning and implementation of the bag-in-box filling machine had to employ all of its expertise to meet these tough

requirements. An Intralox switch turned out to be the perfect solution for the lack of floor space; the system was installed from overhead at a height of 2.5 meters. This low-maintenance and simple technology ensures even difficult installation sites can be accessed.

### Result

Naarmann is very pleased with the decision to use this new technology. Technical manager, Lars Köster, says: “We have had no problems whatsoever with this new technology. We have made the right decision; this technology is much better than the solutions we had in place previously.”



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