



KIWIS FLY HIGH IN GERMANY

The stats for Anuga FoodTec were impressive and equivalent to my feet's 'ache scale' - which was off the chart - with more than 1700 exhibitors at the Cologne show spanning some 500,000 cubic feet in space.

But more important to me than the 50,000 attendees from 152 countries was the number '2'; the number of Kiwi companies who made the trek at serious expense to show their wares at the German show.

Yes, Milmeq and Cuddon Freeze Dry did the Kiwi flag proud and they took their companies' offerings to the world and European stages (Nb: Cuddon Freeze Dry is a division of Cuddon Limited that also includes 80-year-old-this-year Cuddon Engineering – congratulations from all of Engineering News' staff to a great Kiwi company).

You may wonder, 'why?', perhaps thinking about your own business operation and how the addition of an international show of this magnitude on your own agenda might be simply too much effort. But, as Milmeq's Mike Lee and Cuddon's John Cuddon explain, opportunity is plenty, that's why.

Milmeq specialises in automatic carton chilling and freezing systems for meat, poultry and dairy processors around the world.

"Forty years ago Milmeq pioneered the introduction of automatic chilling and freezing tunnels to the meat and dairy industries, and today our tunnels are recognised worldwide for their performance and reliability. In the 1980s we introduced large scale plate freezers to the meat industry. With the ability to halve freezing times, our plate freezers have revolutionised freezing operations for processors in Australasia and we are now seeing interest in them around the world," explains Mr Lee.

Mr Lee says that from a Milmeq perspective, "in Australia, New Zealand and other regions we have seen automation happening particularly in the chilling and freezing space.

"We operate in both the meat and dairy sector. In dairy, we have clearly seen automation progressively occur over the past 20 years, backed by some major investment, and we see meat progressively moving through an automation process too."

Mr Lee says the move to automation is being driven by significant labour shortages that are restricting abilities to grow and run business, as well as the obvious return on capital when you have streamlined a business.

"So, I guess if you look at Europe, that's what is happening there, just like the dairy industry in New Zealand. And these early adopters are now picking up from this transition and entering the next phase (from a very manual operation that involved labour challenges, product damage, multiple handling and product consistency challenges).

"We have nine installations in Europe now in the two sectors – these companies are finding changes in their operations as they are putting in automatic chilling and freezing systems – the next evolution will be going into automated storage and retrieval.

Milmeq was at Anuga because the company recognises opportunity.

Cuddon has been a trade show 'junkie' for the past 20 years, and in

that time has gained significant business internationally by attending more than 40 shows.

With over 300 freeze dryers installed worldwide and more than 40 years' experience, Cuddon's freeze drying equipment is used in a wide range of industries across the world.

Engineering News will feature this company later this year. John, as promised, we agree you guys have an awesome story to tell.

Cuddon and Milmeq are great examples of Kiwi companies getting among it and experiencing growth beyond our shores.

What's your excuse?

Greg Robertson
Publisher

Milmeq has taken its products to the world

