

KAESER report

A magazine for the production industry

Sandwiches, wraps, paninis and baguettes from QiZiNi

Where snacks meet compressed air – or do they?

When you decide to treat yourself to a sandwich at a service station, or when you are served a wrap or panini while cruising through the air at 32,000 feet, there is a good chance it originated in QiZiNi's creative kitchens. This Dutch company, which produces more than 200,000 fresh wraps, burritos, paninis and luxury sandwiches a day at two sites in the Netherlands, counts service station operators and several airlines among its customers. As you would expect, a clean supply of food-grade compressed air plays a key role in their production processes. So when it came to selecting the compressors for those two production facilities, it was only natural that they should turn to KAESER.



For its diverse selection of wraps, QiZiNi uses only the best, freshest ingredients.

QiZiNi was founded in the Netherlands in 2011 as a joint venture between Johma Sandwiches and Grencore Nederlande. Part of Germany's Natsu Foods Group since 2015, its specialties include freshly prepared wraps, sandwiches and baguettes for immediate consumption, as well as paninis and burritos to be warmed up later at home.

Customers include supermarket chains, gas stations, catering companies and airlines, principally in France, Germany and the Benelux countries – where their products can be found under both the QiZiNi and Natsu brand names, and others. The company's two Dutch production facilities in Alphen aan den Rijn and Losser provide jobs for more than 250 people.

Freshly handmade – every day

According to Head of Maintenance Henk Blankenstijn, responsible for all the production machines and technical systems in operation at QiZiNi's site in Losser, turning out such a wide variety of products quickly, efficiently and safely is a major challenge. "Despite the fact that a lot of our work has to be done manually, we are trying to automate as many stages as possible, because efficient production processes are an important factor for remaining competitive in this market," he explains. "But automation is a big challenge in this industry. We are working with fresh produce that varies enormously in shape, weight and individual characteristics. This makes it difficult to use robots or other machines for such pur-


poses as putting together rolls, or packaging. Things are easier when it comes to applying sauces or dressings, because here an automatic dosing system can be used."

Super-clean compressed air

QiZiNi's facility in Losser covers an area of almost 54,000 sq. ft. and contains a broad range of processing and packaging machines. Compressed air plays an important part in the production process – for controlling the machines by means of pneumatic cylinders, for example, and for cleaning the machines and processing tables.

"The compressed air never comes into direct contact with the product itself," explains Henk Blankenstijn. "But it is used to clean machines and surfaces that do, so we have to ensure that the air meets the strictest food-grade quality standards. In practice, this means it must comply with the specifications laid down in ISO 8573-1, which are 1.2.1".

Achieving this level of purity – which demands a pressure dew point of -40°F – requires the use of a desiccant dryer with oil/water separator and activated carbon filter, not to mention various other KAESER Filter products as well.



In the food industry, it is absolutely vital that compressed air meets the highest standards of quality and purity.

QiZiNi's smoky bacon and egg sandwiches are especially popular.

Energy-efficient

The machine room at QiZiNi is equipped with a frequency-controlled rotary screw compressor plus two ASD 50 fixed-speed rotary screw compressors from KAESER, all of which are controlled via a KAESER SIGMA AIR MANAGER master controller for maximum energy efficiency. The unique 3-D Advanced Control continuously analyzes the relationship between individual parameters (e.g. switching vs control efficiency) and predictively calculates the most energy-efficient operation from the many options available, while also taking into account the number of starts and stops, as well as idling and frequency converter losses and pressure flexibility. This serves to optimize

the pressure performance of the entire compressed air system and reduce the average pressure level, and guaranteeing the energy efficiency of the whole air system. "Because maximizing our energy savings is an issue close to our hearts, we opted for compressors equipped with a heat recovery system. We are planning a special project to determine how best to harness the potential this offers us."

Rapid service

Asked why both QiZiNi facilities chose to go with KAESER compressors, Henk Blankenstijn replies: "KAESER is a supplier we feel we can always depend on. Reliability is a hugely important factor for us; that's why we opted for a redundant



The production of sandwiches, paninis and wraps is principally a manual process and is difficult to automate.

compressor configuration, because it leaves us the option of expanding it further later on. We have always had positive experiences when it comes to dealing with KAESER. They offer a professional service organization and their products are extremely durable. All in all, we are very satisfied indeed."

On the right are the two ASD 50 rotary screw compressors from KAESER. To the left of each compressor (left side of image) stands a KAESER DC 50 desiccant dryer and ACT 50 activated carbon filter.



"Reliability and durability are important factors for us when it comes to purchasing new compressors," says Head of Maintenance Henk Blankenstijn.

Kaeser Compressors, Inc.

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