

GLIMEK FLEXIBLE BREADLINE

Efficient dough handling



This bread line is developed and manufactured with the intention to be a user-friendly and flexible bread line with high capacity and efficiency. The line, with a capacity of up to 1800 pcs/hour, handles a variety of dough types and bread sizes. An accurate and gentle dough treatment provides high quality on the bread products. All machines are produced in Sweden according to the CE-regulations.



The baker's best friend[®]
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With our reliable and user-friendly product range you will have every basis needed for a profitable bakery – high productivity at low operating and maintenance costs. With a complete service and support organisation we make sure your new oven always delivers and you can start baking the same day your new equipment arrives.

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Peer pressure

The importance of financial investors on the bakery market is increasing throughout the world; the strength of this trend is observable particularly in the so-called emerging markets, i.e. wherever the baked goods market had few industrial structures in the past but where a large demand, previously served by the households themselves or by small artisans, or rapid growth in the market is now to be expected because the population's consumption and purchasing behaviours are changing.

The way in which such investors view the baked goods market differs fundamentally from that of a traditional baker, regardless of whether they are artisan or industrial. A simplified description is that bakers think on the basis of the product, try to make it as good as possible, and then look for a market that will accept it. Investors think in terms of the market, calculate the opportunities for sales and profits, and then they look for a product that fits this model.

This has repercussions on investment decisions. For each individual machine that he buys, a baker will consider what it does with the dough or the product, and how and whether it could be better in any other way. Investors want to be certain that the product will finally emerge as they want it, and tend to be distinctly less interested in the individual steps of the production chain and even less interested in the technological refinements of the individual links in this chain.

This difference in mind set and the increase in the number of financial investors, have knock-on effects for the bakery machines and plant businesses. The keywords here are optionally complete systems, and general or turn-key bidders, which simply translated means that a machine constructor undertakes the entire order for a line or even the equipping of an entire factory, and then buys in the machines that he does not manufacture himself.

In principle this situation has always been in existence, but nowadays it is a segment that is growing strongly for the constructors of bakery machines, and with it the competitive struggle to occupy the top position in a supply cooperation is becoming correspondingly tougher. On the one hand, whoever takes on this job bears greater responsibility and risk, but on the other, also has distinctly more individual design freedom and strengthens their position amongst the competition because they are demonstrating that they are fully competent for the job.

This has now led to a situation in which suppliers to the market are no longer equally willing to collaborate with one another, because they have good reason to fear that as soon as they ask someone else to cooperate in a consortium, the other supplier will try to set up their own competitive consortium. The consequences are mistrust extending as far as a build-up of bad blood between suppliers.

Of course the client always has the last word, and if he wants to combine a make-up line from A with an oven from B, then ultimately neither A or B will put up any opposition to this scenario and risk losing the business. However, firstly, not all clients are knowledgeable enough or want to take on that decision (see above), and secondly the atmosphere in the collaboration is consequently poisoned if the baker chooses all the components himself. It is entirely possible that all this could have a boomerang effect on the machine constructors. It will be fascinating to watch how the situation develops.

Yours sincerely,



++ Hildegard Keil, Editor-in-Chief
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