



G R E I F  
V E L O X

SMARTER  
PACKAGING.  
SMARTER  
BUSINESS.



**BVP/BVPV - PNEUMATIC PACKER**



**RALF DREWS,**  
CHAIRMAN OF THE BOARD & CEO

### **DEAR CUSTOMERS, DEAR PARTNERS,**

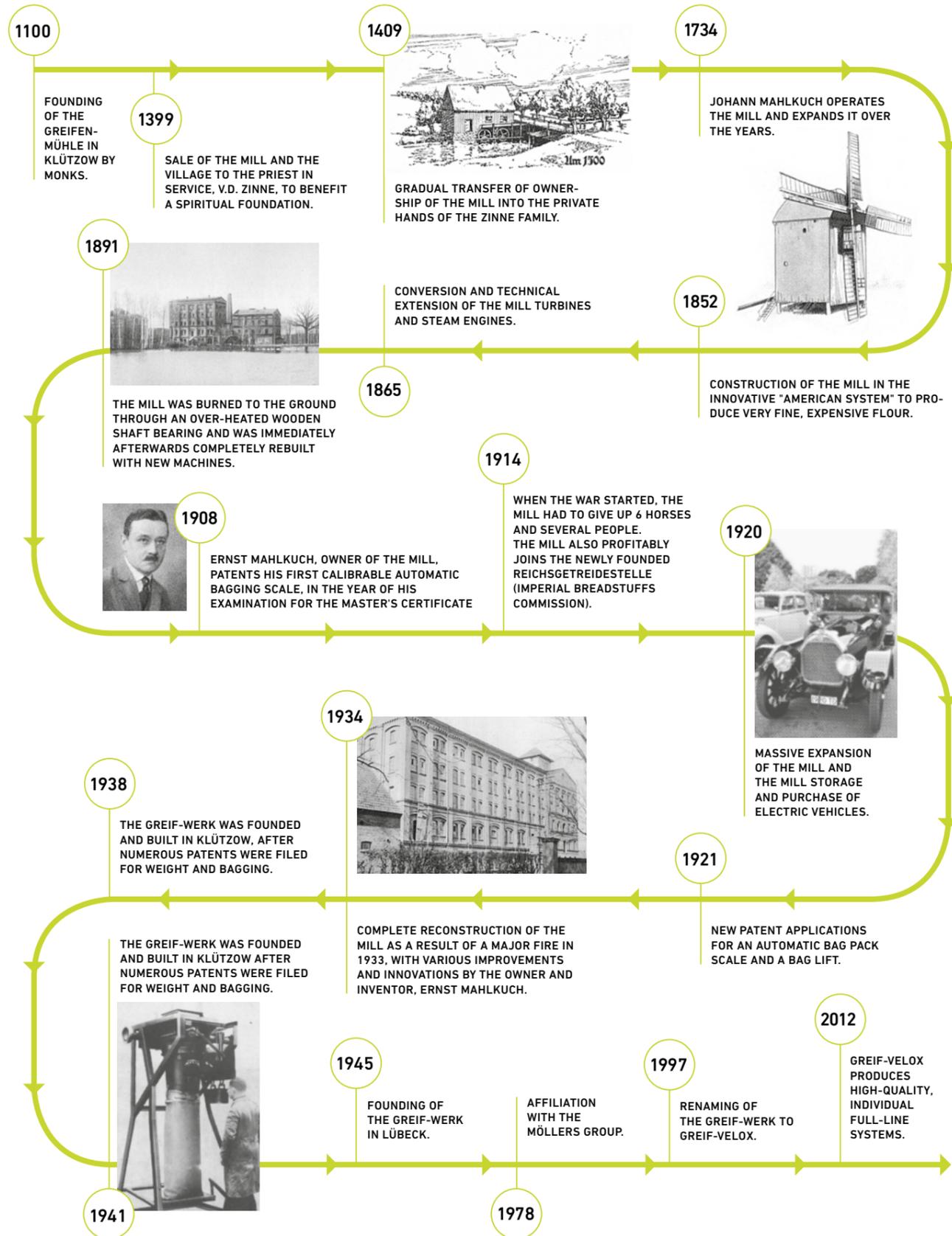
When we installed the first pneumatic air packer for our customers, we did not know that we were thus laying the foundation for an international quality benchmark a few upgrades later. The reason our pneumatic air packer is successfully used around the world today is not only thanks to the reliability and performance of the robust machines but also its flexibility, as it can be technically adjusted to best meet our customers' needs. On our website, you will find various customer cases of which both parties are proud and in this brochure, you will find all further information about our smart system. We look forward to an ongoing exchange with you.

Kind regards,

**RALF DREWS, CEO**

## A JOURNEY THROUGH TIME

GREIF-VELOX looks back on one of the longest corporate histories in the world. The development of GREIFEN Mühle to GREIF-VELOX took almost 1,000 years. A journey full of innovation and experiences which has truly paid off:



## GREIF-VELOX TODAY IN OUR HEARTS

A company without values is like a tree without roots. Our roots have grown over the centuries and have given us sufficient time to identify what has anchored us and what we can do really well. Convince yourself of the values we embody and experience our ...



# RELIABILITY

We know that machine downtime comes with high costs. Therefore, we are reliable when it comes to delivering our machines, we offer trustworthy machine quality, and guarantee safe, accessible and operational service.

# INNOVATION

Digitalization and constant mechanical optimization in turn lead to more process optimization and automation. Here, the focus is not placed on real innovation but rather on its benefits. A philosophy that has proved its worth with us for a thousand years.

# EFFICIENCY

Bagging and filling revolves around more than just effectiveness. Efficiency decisively sets companies apart from the competition. Therefore, we stage workshops with our customers to combine our shared skills and know-how to provide solutions that create long-term benefit for them.

## GREIF-VELOX

# TODAY IN NUMBERS

Informing and inspiring: Here, you will find some interesting facts and figures about us, for our 1000-year history has been quite eventful.



**+150**  
EMPLOYEES

WORKING FOR GREIF-VELOX  
AROUND THE WORLD.

**+3000**  
PROJECTS  
COMPLETED TO DATE.



**243,062**  
ARTICLES AND  
PARTS LISTS  
IN OUR ERP  
SYSTEM.



**840,000**  
OARS ARE  
PRODUCED  
ANNUALLY BY OUR  
GREIF-VELOX  
DRAGON BOATERS.

**60 KM**  
CABLE  
PROCESSED  
ANNUALLY.

**1,156,320**  
TONS

CAN BE BAGGED BY OUR PNEUMATIC  
PACKERS ANNUALLY. THIS IS  
EQUAL TO 2,753 A380 AIRPLANES.



**89**  
COUNTRIES  
SUPPLIED BY US  
TO DATE.  
A NUMBER THAT  
KEEPS GROWING.



**92 %**  
OF OUR  
CUSTOMERS  
SOLELY REQUEST  
FUTURE PROJECTS  
WITH US.

AVAILABLE  
**24/7**  
WORDWIDE.



WE ARE DIRECTLY  
REPRESENTED  
IN MORE THAN

**15**  
COUNTRIES.



# CONFIRMED WORLDWIDE

Our air packers are used efficiently worldwide by industry-leading companies. The air packers often play a significant role in setting our partners apart from the competition.



## CLEAN BUSINESS! VALVE BAGGING

Important to know: For mono products that must be packaged with extreme speed and where dust generation is not expected, open mouth bags are the better solution – select valve bags are best for virtually all other situations as they offer many advantages, such as low-dust bagging and secure closure options. Let us evaluate together what type of bag is best suited to your use.

LOOKS LIKE A MACHINE  
**BUT IS, IN FACT,  
PURE PASSION.**



## PNEUMATIC PACKER BVP & BVPV

Every machine is the result of the wonderful, efficient cooperation between our valued customers and our ambitious engineers. We are not just here to sell you something, we are also here to listen to you and foster high-performance, reliable developments and innovations that bring sustainable competitive advantages together.

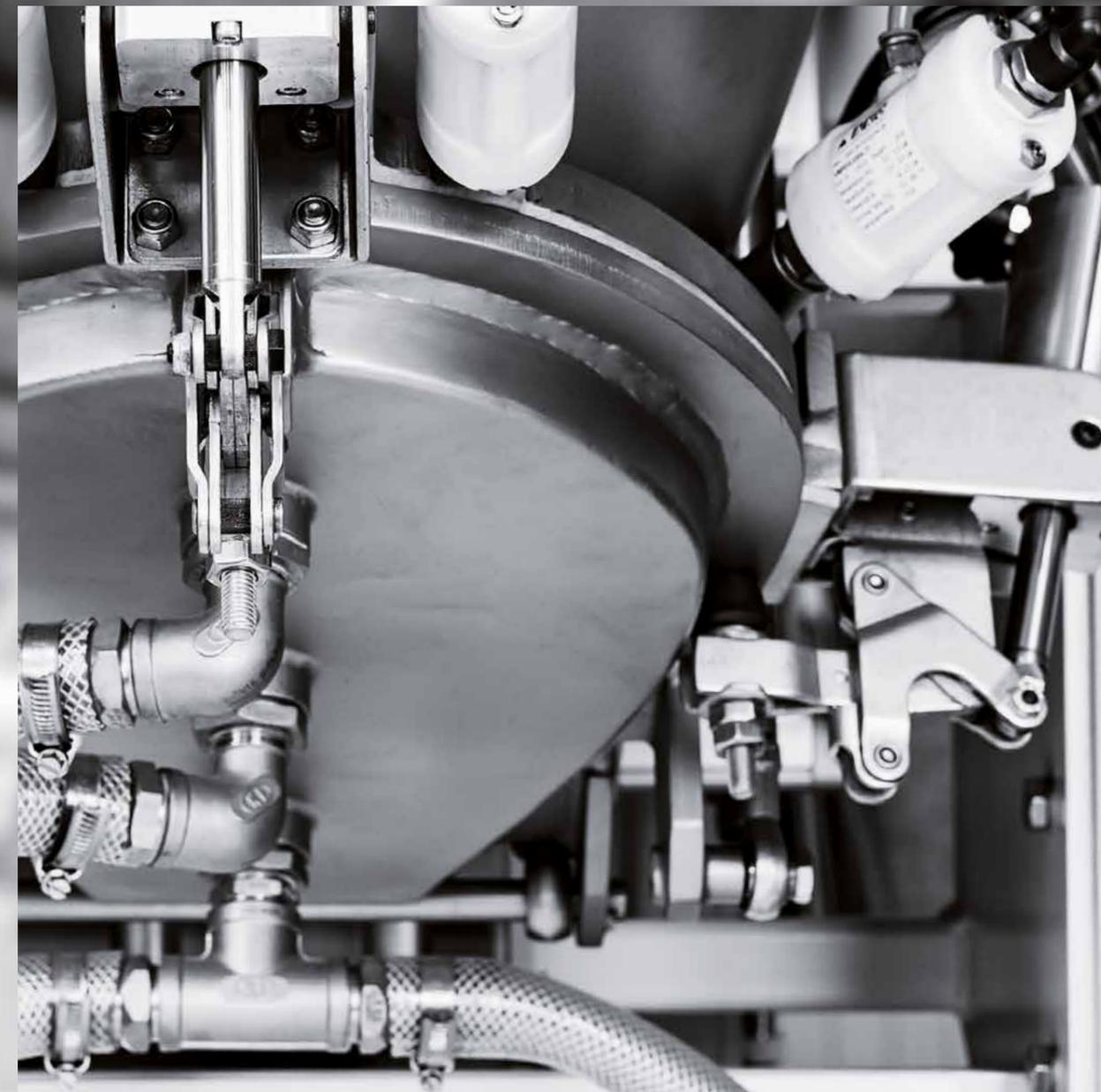
**"OUR  
MACHINES  
ARE VISIONS  
CAST IN MET-  
AL. VISIONS,  
WHICH WE  
DEVELOPED  
TOGETHER  
WITH OUR  
CUSTOMERS  
– A REWARD-  
ING JOB THROUGH  
AND THROUGH!"**

**BENJAMIN JOHN,  
DIRECTOR OF ENGINEERING**



### **WHY NOT BAG 1,600 PER HOUR?**

A high-performance athlete must always deliver top quality at great speed! We take the same athletic approach to our valve bag bagging speed to meet your high-performance requirements. With the right technology and smart combinations, we achieve over 1,600 bags per hour. This leaves leeway for bagging that can be adapted flexibly to your production. If you wanted to speed up even more, our engineers would look forward to the challenge.



**THE MOST IMPORTANT**

## **FEATURES OF A MACHINE**

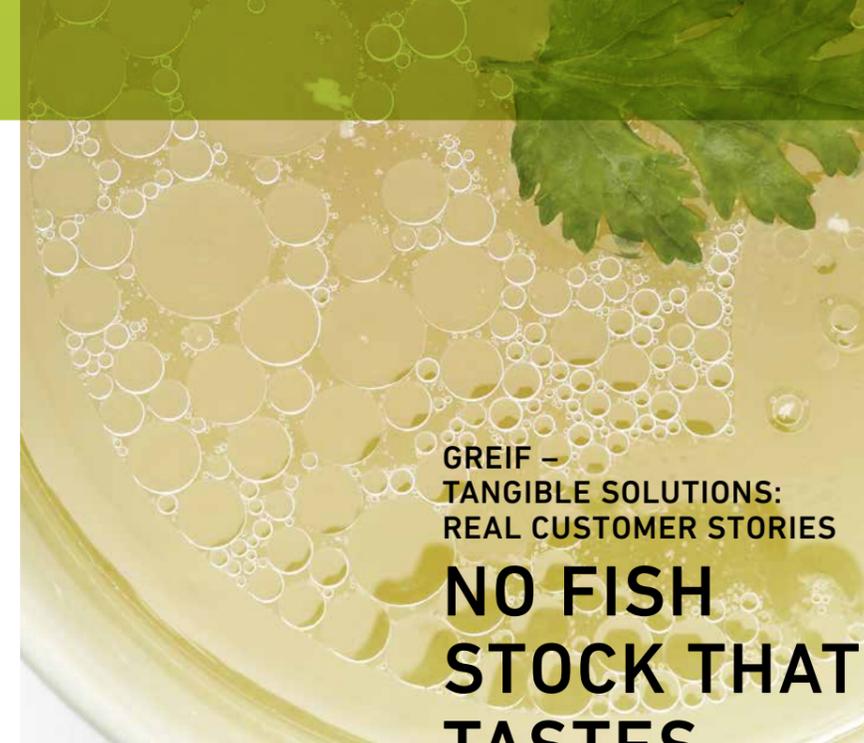
- EFFICIENCY
- RELIABILITY
- SUSTAINABILITY

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## THE BVP(V)- PNEUMATIC AIR PACKER. A STATEMENT IN ITSELF!

Reliable. Efficient. Innovative – thanks to its many upgrades. A product that fully reflects our values and anchors these into your daily business.

Here, the function of the complex technique is easily explained: Your product glides into the valve bags on a flow of air. Air flow is perfectly matched to the bulk density, grain size and flow properties of the product. The BVPV has a product chamber boiler geometry which demonstrably excludes product mixing, in contrast to the BVP, and is additionally equipped with a vibration motor.



GREIF –  
TANGIBLE SOLUTIONS:  
REAL CUSTOMER STORIES

## NO FISH STOCK THAT TASTES OF CHICKEN!

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### EVERYTHING YOU NEED WHEN YOU NEED IT

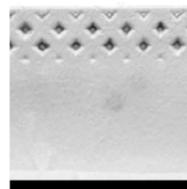
Empty bagging, valve welding for hermetic bag closures, a wide range of test components, samplers, metal detectors, check weighers and marking components, such as labelling or ink-jet systems and of course a wide range of digital upgrades. We would be happy to work with you to assess which functions and processes will support your bagging processes most efficiently and will provide you with a long-term advantage.

An international company from Scandinavia packed over 150 products with only one GREIF-VELOX high-performance bagging machine. Everything is included in different batch sizes, from fish bouillon powder to expensive spices and scrambled egg. A special challenge for a bagging machine as consumers would rather their fish bouillon didn't taste of chicken. When changing products, flavor-free cleanliness is the most important machine function. A function that the GREIF-VELOX technical solution guarantees, even when cleaning at high speed. Fast cleaning plays a crucial role for the customer, as faster product change means less scheduled downtimes and, therefore, increased system productivity. This offers a distinct competitive advantage in the industry. Thanks to the BVPs, the 30 minutes of cleaning time were reduced to only 5 by reducing the amount of residual product to less than 0.5% of the usual amount. Of course, all relevant food hygiene laws are respected.



## VELOSTAR IS SAFE

If extremely dangerous dusts are involved or the ambient conditions are somewhat harsh, our VeloStar housing protects your machine and your employees.



### WE GIVE IT OUR SEAL OF APPROVAL

Our secure "waffle welding" is another company patent. The VALVOSEAL keeps all dust out via ultrasonic welding and does so directly after filling, even before dropping. This makes transport as safe as filling. And for a direct truncation of the valve excess, you can combine this solution with our ultra sound lab cutter VALVOCUT. Fully automatic.



### AT THE LOCATION WHERE YOU NEED YOUR SYSTEM

Bagging directly from your silos? Not a problem with a mobile system in which all components are mounted on a mobile wagon. This keeps your bagging mobile.



VALVOMAT

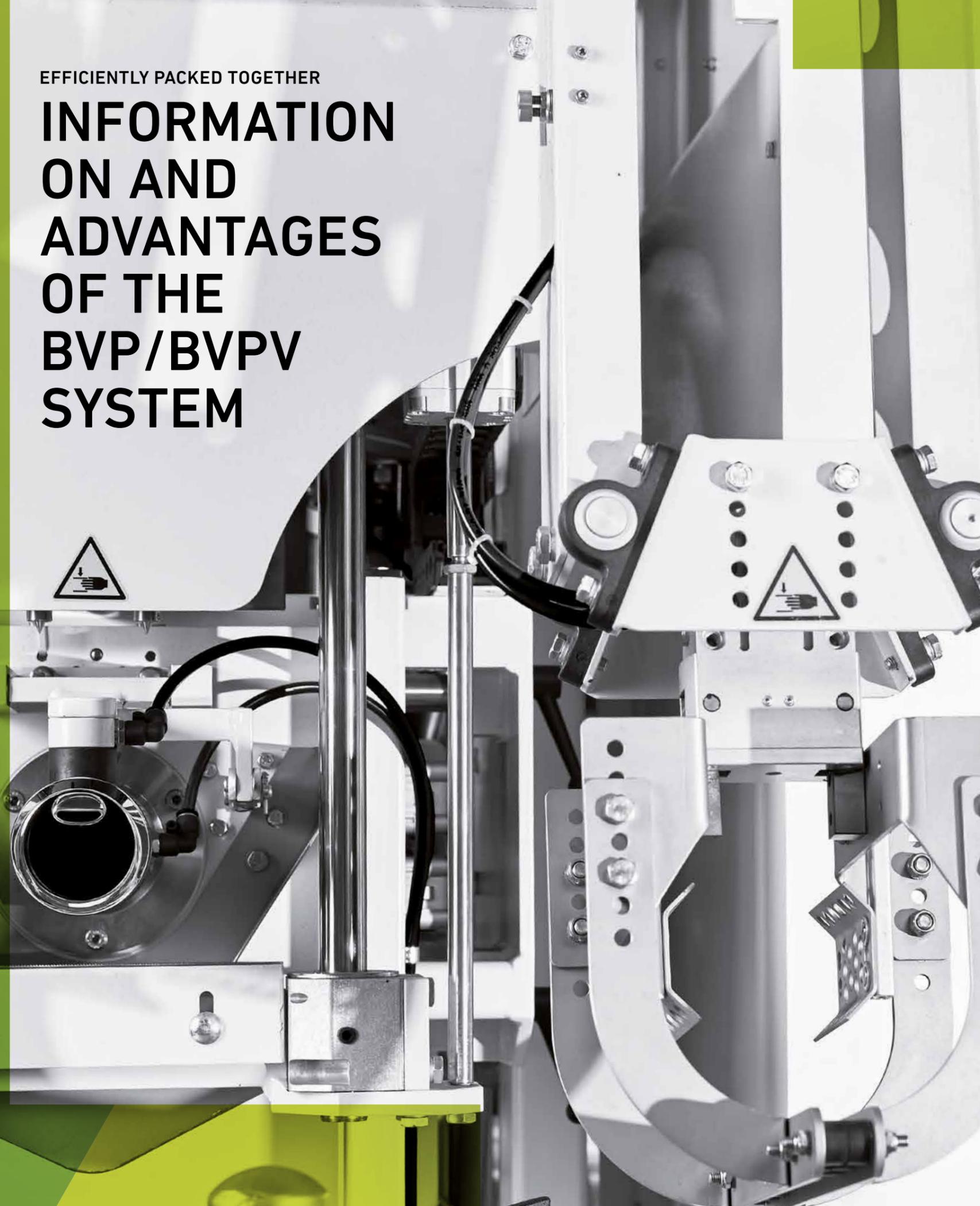
WITH A PLACING RATE OF 99.7% - OUR EMPTY BAGGING ATTACHMENT MACHINE

## VALVOMAT IV

With a bagging performance of up to 1,000 bags per hour for 1 to 4 filling columns, the VALVOMAT is a true champion! This bagging machine quickly and reliably processes and places bags made of various materials, with a bag length of between 380 and 900 mm and a bag width of between 380 mm and 700 mm. For empty bag provisioning, chain magazines or other magazine variations are, of course, always available for this system and can be delivered to our customers.

EFFICIENTLY PACKED TOGETHER

# INFORMATION ON AND ADVANTAGES OF THE BVP/BVPV SYSTEM



## BVP

### APPLICATIONS

- **Bag types:** valve bags made of paper, PE or PP fabric
- **Medium:** powders and fine-grained products
- **Grain sizes** from 30  $\mu$  up to 5 mm
- **Industries:** chemicals, petrochemicals, food, building materials
- **Performance:** up to 350 bags/hr

### YOUR BENEFITS

- ideally suited for filling with sticky and very adhesive products
- fast and efficient product changes thanks to the storage of variety-related machine parameters
- practically free of residual emptying through innovative bag type outlet
- optimally suited for wet cleaning

### ACCESSORIES/ EXTENSIONS

- ultrasonic welding VALVOSEAL
- fully automatic conveying air regulation
- fully automatic bagging VALVOMAT
- a covered system VELOSTAR
- mobile version on transport frames
- up to eight spouts – inline packer
- easy access to system components
- flexible Inlet
- stainless-steel version
- full-line concept

## BVPV

### APPLICATIONS

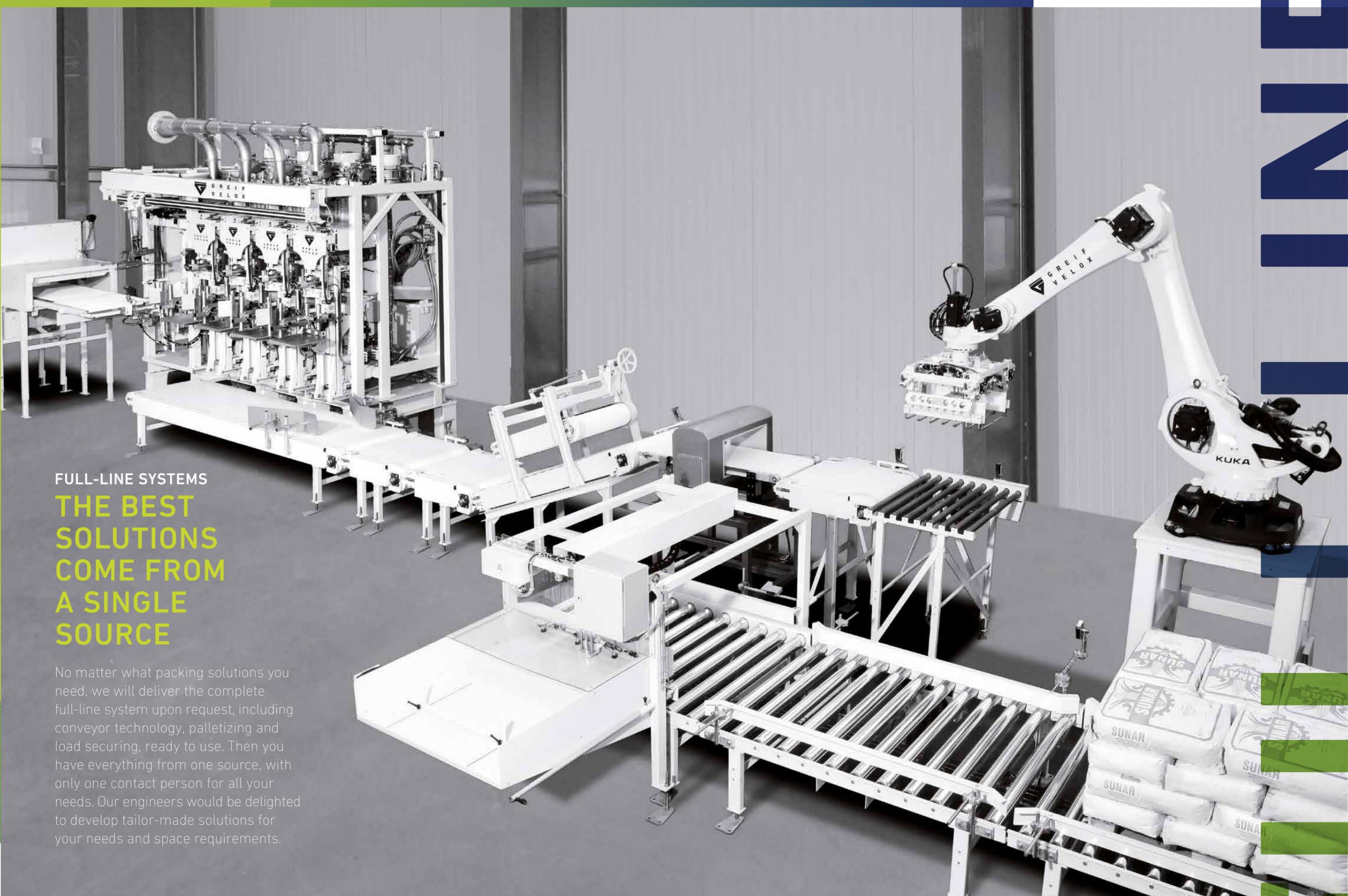
- **Bag types:** valve bags made of paper, PE, or PP fabric
- **Medium:** powders, granulates, pellets, and product mixes
- **Grain sizes:** from 50  $\mu$  up to 12 mm
- **Industries:** chemicals, petrochemicals, food, building materials
- **Performance:** up to 400 bags/hr

### YOUR BENEFITS

- one filling machine for a wide range of product types
- no mixing of products thanks to the special kettle shape
- very little cleaning necessary thanks to the practically residue-free emptying of the container
- fast and efficient product changes thanks to the storage of variety-related machine parameters
- easy access to system components

### ACCESSORIES/ EXTENSIONS

- ultrasonic welding VALVOSEAL
- fully automatic conveying air regulation
- fully automatic bagging VALVOSEAL
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- mobile version on transport frames
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- full-line concept



FULL-LINE SYSTEMS  
**THE BEST SOLUTIONS  
COME FROM  
A SINGLE SOURCE**

No matter what packing solutions you need, we will deliver the complete full-line system upon request, including conveyor technology, palletizing and load securing, ready to use. Then you have everything from one source, with only one contact person for all your needs. Our engineers would be delighted to develop tailor-made solutions for your needs and space requirements.



## MECHANICAL + ELECTRIC = EFFICIENT SERVICE

Our service technicians are double experts as they are well acquainted with both mechanical and electrical support. In this way, our team can provide comprehensive support on site. You will clearly notice the difference as this will not only make service more efficient but also your systems, as our professionals recognize correlations and approach them holistically.

**"SERVICE DETERMINES WHETHER A CUSTOMER BECOMES A REGULAR CUSTOMER. THIS IS WHY EACH SUPPORT REQUEST IS OF PERSONAL CONCERN TO US!"**

CARSTEN DIETRICH,  
DIRECTOR OF CUSTOMER SERVICE



## OUR GOOD SERVICE: VERY GOOD SERVICE

Our service team already proves itself a reliable and efficient partner for you during system construction as well as implementation. We are your true professional partner at eye level! Rediscover what service is all about in an ocean of service possibilities. We would be delighted to offer you the best services that fit your requirements and would gladly develop tailored solutions as well. We ensure that your users can quickly and efficiently learn to operate the machine, and we reliably guarantee a high level of machine availability:

- Helpdesk: direct contact person, immediate support
- Special remote assistance team
- 95% of all incidents can be resolved via teleservice and video communication
- Modem, Ethernet and VPN support for remote troubleshooting
- Mobilization of technical personnel within 12 hours
- General assistance with questions about operation or maintenance
- Average response time after receiving your message < 60 minutes



RALPH ARNDT, SALES ENGINEER  
SPARE PARTS AND RETROFIT

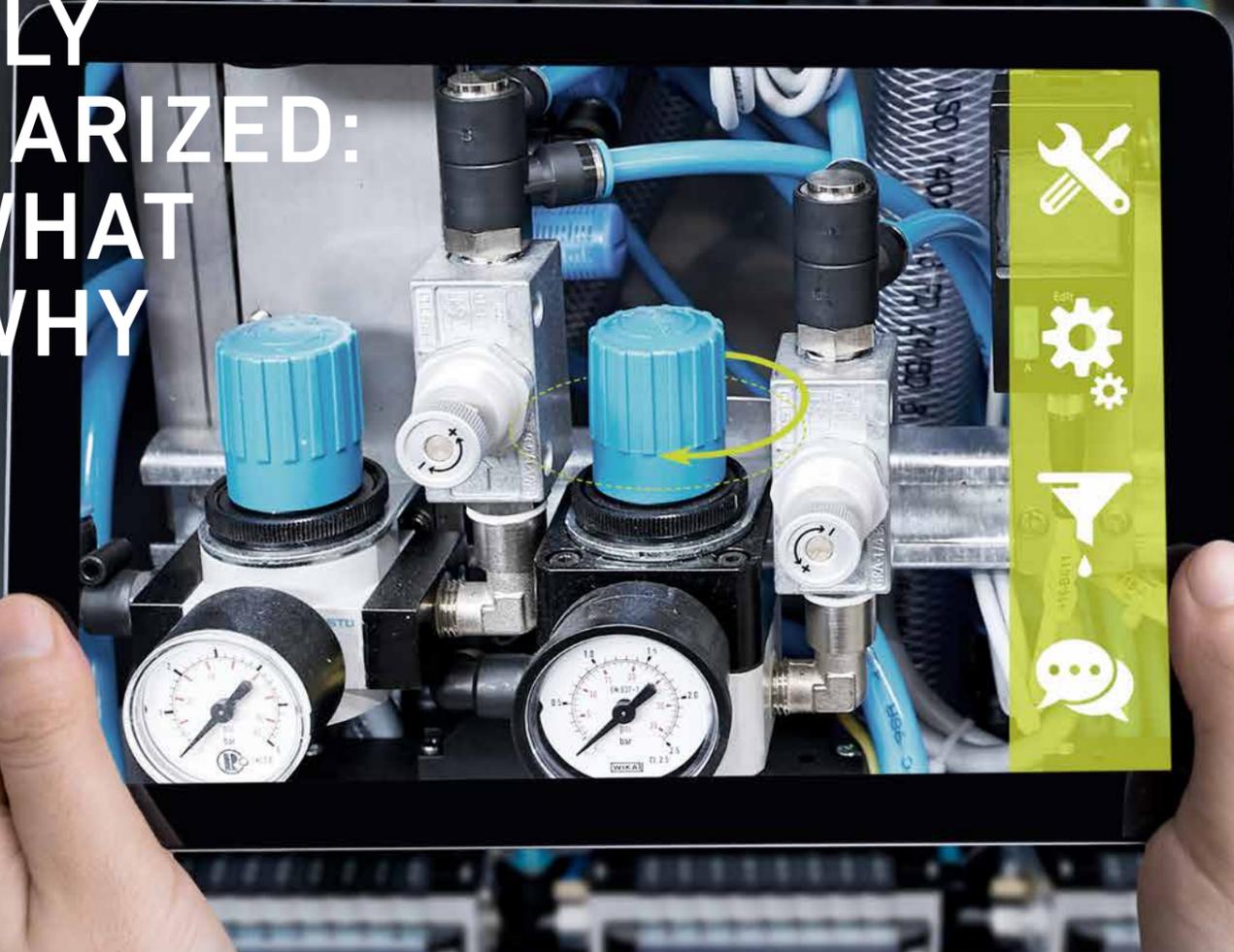
## BREAKING NEWS: OUR WIKI

### FINDING THE RIGHT PARTNER

Good service lies at the base of every good business relationship, as with every system that we deliver to you we also make a promise to provide you with solutions that function reliably and are highly economical from day one! The service component is a decisive criterion, particularly when purchasing a machine. In this brochure, our colleague Henrik Johns reveals in our wiki "GREIF: tangible solutions" what to be aware of when buying machinery and equipment. In our service brochure, however, our service team provide you with tips on the meaning of good service and what you should focus on here. Are you interested but unable to visit us at a trade fair? You can, of course, also find the brochure online on our website under the NEWS section.

INTERNET  
OF THINGS/  
INDUSTRY 4.0

# BRIEFLY SUMMARIZED: THE WHAT AND WHY



Digitalization has now arrived in every part of our lives and, quite honestly, our lives are easier and enriched as a result! In the industrial sector, the digital revolution is also making waves, improving production and efficiency in a comprehensive way. In future, "Industry 4.0" will decide how competitive companies are. Only if you are at least as good as your international colleagues in networking, tracking and optimizing your production processes, will you be able to find the best offers with the best margins. The great advantages of such digitalization processes are often easy to calculate and you can clearly determine what to expect directly and indirectly in terms of added value and whether an investment is worthwhile. We would be pleased to advise you and support you with our expertise during our vibrant "GREIF: tangible solutions" workshops.



DR. ALEXANDER MILDNER,  
DIRECTOR OF RESEARCH AND  
DEVELOPMENT

GREIF –  
TANGIBLE SOLUTIONS:  
REAL CUSTOMER STORIES

## MEASURABLE BENEFITS

A large food manufacturer wanted to achieve impressive bagging speed with a complex full-line installation using our BVP systems. Since "Formula 1" solutions are not provided off the peg, our engineers put their heads together with our R&D department. As the specifications went beyond the maximum speeds available on the market, small and large optimizations were necessary to ensure that the resulting system met the reliability and sustainability standards we set for our solutions. Here too, Industry 4.0 played a decisive part in meeting the customer's demands: We structurally monitor compliance with various process parameters using sensors and compare this data with MES as well as system and sensor data from various installation locations. All systems immediately readjust to any deviation that might occur to directly correct for it. This not only resulted in a surprised and delighted customer but also in a significantly reduced rejection rate as well as clear competitive advantage thanks to unique bagging speed.

Kind regards,

Dr. Alexander Mildner



CARSTEN DIETRICH,  
DIRECTOR OF CUSTOMER SERVICE



KAI LAUGSCH,  
HEAD OF ELECTRICAL  
OPERATIONS



STEFAN HOFFMANN,  
SENIOR DESIGN ENGINEER



RALF DREWS,  
CHAIRMAN OF THE  
BOARD & CEO

RALPH ARNDT,  
SALES ENGINEER  
SPARE PARTS AND RETROFIT



## INSIGHTS FOR OUTLOOKS

# THIS COULD BE YOUR TEAM



BENJAMIN JOHN,  
DIRECTOR  
OF ENGINEERING

TILMANN FRANKSEN,  
DIRECTOR OF PROJECT ENGINEERING



VOLKER MARKS,  
DIRECTOR OF  
MANUFACTURING



DR. ALEXANDER  
MILDNER,  
DIRECTOR OF  
RESEARCH AND  
DEVELOPMENT

## GREIF— TANGIBLE SOLUTIONS!

Our Sales Engineer Henrik Johns offers real insider tips that you should keep in mind when buying a machine – regardless of what you buy and where you buy it.



HENRIK JOHNS,  
SALES ENGINEER

### DEAR READERS AND PERHAPS EVEN POTENTIAL CUSTOMERS,

It is time, a machine purchase is just around the corner. This may not be your first purchase but, unless you have already ordered and installed the same system numerous times, it is always an important job, which I would like to make easier and more valuable for you using my 25 years of experience.

### YOUR BRIEFING FOR POTENTIAL PARTNERS

Before purchasing a machine, it is worth roughly planning "the journey" – a metaphor we like to use here at Greif-VELOX. When planning, use the following three phases:

- **The Horizon phase:** First, if possible, roughly define the target that you already have in mind – what kind of system do you need and what functions should it have?
- **The Cloud phase:** Let your imagination run wild and, without a care in the world, express what you would like your system to be able to do if there weren't any limitations or rules. This phase still plays an important role in partner selection.
- **The Ground Floor phase:** You then return to the solid ground of the facts and first define a rough possible budget framework and a schedule. You can also divide these points into any number of levels between maximum/minimum to be able to differentiate limits and scenarios for yourself.

Now you have a rough but inspiring briefing that you can use to inspire engineers

and system builders. You should select them in the next phase so that you can work together with them to create a realistic budget.

### PARTNER SELECTION

If you have already had a very good experience with existing partners and are satisfied with the value for money, you already have a clear favorite! Of course, there are always cheaper options in today's globalized economy, but this could also result in much worse results and production losses due to non-confined delivery times. Machine defects usually cost far more money than initial savings and in any case are a considerable source of stress and take up your precious time. If you involve other providers, although your standard supplier is still a clear favorite, be fair and open. Share all the information and allow new impulses, visions and potential.

If you leave your standard supplier or need a new partner, such differentiation investments are not determined by prices – as long as they are somewhat comparable – but rather by your gut feeling, reinforced by corresponding references, customer recommendations and provider cases. It is also important that you are confident that your partner has honest intentions. Consider the following:



- Does the seller just want to sell you something or does he really want to find the best solution for you?
- Do you know the team behind the seller, with whom you will have to work later?
- Do you understand the project?
- Do you trust the senior designers?

Team charts in presentations already provide you with a first important impression.

How your contact persons react to your briefing components from your "cloud phase" is especially important. If your contact persons or essential team members are thinking in problems and not in solutions, then beware! Even the best engineers cannot solve every challenge, but they can be inspired to find alternatives. Partners work with you on how to make the impossible possible through creative ideas. Non-partners will only inform you in detail why things are not working. Such people are inflexible later on in the project and likely to miss important market trends.

However, priorities must be set to develop a realistic budget. And even if everything is technically possible, budgeting leaves little room for creativity and passion. In budgeting, a realistic figure for all involved is literally "worth its weight in gold".

As a further tip, I can share with you that, for major projects, it helps to stage workshops with potential partners to deal with challenging requirements. This could also be a fee-based workshop, if there has not yet been an assignment and several important persons must attend. This will still pay off. Here, you will not only get to know the team but also learn how the team works:

- How prepared are the participants?
- How is the workshop conducted?
- How do they work together?
- Is the chemistry in the team right?
- Are skill synergies being used?

- And, above all:
  - Will you and your needs be addressed?
  - Does the team really listen to you?

Such workshops are performance-oriented "chemistry meetings", which should always result in specific ideas leading to realistic budget frameworks.

#### THE PURCHASE

After the budget has been released internally, the shopping part follows. In this part, prices and technical details will be negotiated and clarified. Think of all contingencies, especially the requirements for further cooperation after delivery. Many system deliveries are preceded by a partnership that can extend over a period of 15-20 years. This is why you personally assist in the purchasing negotiations, as bargains cost a lot of time and money and cause a great deal of stress – as we already learned during partner selection. If the prices are in your budget and in a similar range, a reliable, efficient partner with sustainable solutions justifies a reasonable but higher price.

You are not only purchasing a machine but also acquiring a long-term partnership with many hours of intensive contact and collaborative work.

If you would like to gain further insight, for example into what you should be aware of regarding services and how order processing works, you will find further insider reports from my colleagues on our website's Blog section, "GREIF: tangible solutions!".

If you have any questions about this report, my colleagues and I look forward to hearing from you and assisting you with any challenges and upcoming projects.

Kind regards,

HENRIK JOHNS, SALES ENGINEER

**IN THE KNOW-HOW SERIES ON OUR WEBSITE, EXPERTS OFFER YOU FURTHER VALUABLE ADVICE ON HOW TO MAKE SURE YOUR PROFESSIONAL LIFE IS MORE EFFICIENT AND INNOVATIVE.**

GREIF-VELOX.DE

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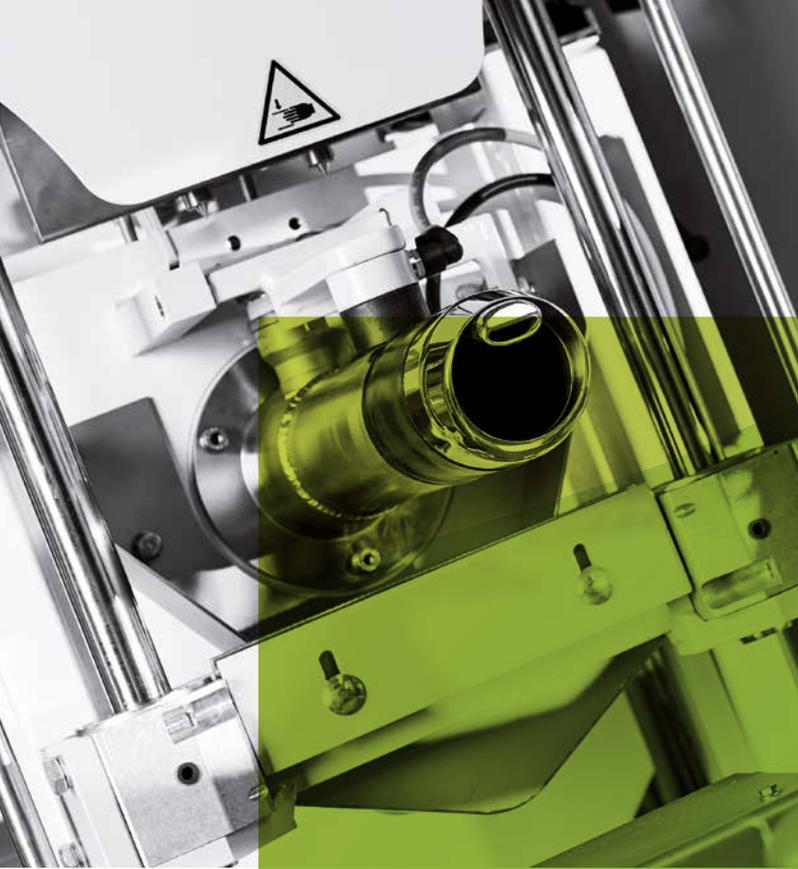
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