

Fisker's preparatory legwork gave Akzo Nobel Salt the confidence to choose a new box packaging line

The specifications of a packaging line for salt are very stringent; for one thing, it is crucial that the salt is not crushed. Therefore, Akzo Nobel's decision was eased by Fisker arranging for the company's maintenance manager to see potentially suitable packaging lines in operation in both Sweden and Italy. This clinched the deal.

Akzo Nobel Salt A/S in the small town of Mariager in North Jutland is Europe's northernmost salt producer. The company produces a wide range of salts, ranging from gourmet salt to industrial salt and from road salt to pharmaceutical salt. Back in 2012, Akzo Nobel decided to upgrade its equipment for packing gourmet salts, among other things.

Visit to Sweden

Akzo Nobel collaborated with an external consultant to find prospective suppliers of its new packaging system. During this process, the company got in touch with Fisker Skanderborg A/S. The idea soon came about that it would be helpful to see a packaging line in operation, and Fisker arranged for Akzo Nobel's maintenance manager, Bjarne D. Jensen, to visit Hanson & Möhring, the salt producer in Halmstad, Sweden. Here was a packaging line similar to the one that Fisker was recommending to Akzo Nobel.

"It was a key factor in our decision to go with Fisker that we had the chance to visit Sweden and see the packaging line in operation," explains Bjarne D. Jensen. "We supply salt to Hanson & Möhring



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ourselves, so we know the company as a high-quality producer. As a consequence, it was an excellent recommendation to hear how satisfied they were with their packaging system."

Correct handling of salt

One of the products that would be packed on the new line was gourmet salt. The salt must not be crushed during the packaging process. This is one of the main reasons why Akzo Nobel decided to pack its gourmet salt in boxes rather than bags. Bjarne D. Jensen wanted to be absolutely sure that the packaging system recommended by Fisker could handle gourmet salt correctly. Fisker therefore organised a trip to a company in Italy where Bjarne D. Jensen could see a box packaging line which also packed gourmet salt. This visit convinced Akzo Nobel that the recommended packaging line was the right way to go.

New packaging line pre-tested

In June 2014, the new packaging line was ready to be installed at Akzo Nobel. Prior to this phase, a complete test of the system had been conducted at the Italian manufacturer. "We felt reassured that it had all been tested and found to be working perfectly before we started dismantling our existing equipment. There is no room for any unnecessary stoppage in our production," says Bjarne D. Jensen. Now, the new packaging line packs salt daily in boxes of 250, 500 and 800 grams as well as 1 kg.

Excellent advice and service

"There were a few issues during the running-in of the equipment, but Fisker was quick off the mark and worked out solutions," explains Bjarne D. Jensen. "All in all, I am very happy with our collaboration with Fisker." ■