



H&N Group

Tailor-made: original designs for hollow figure foils



Apart from printing high-quality seasonal foil wrapping for hollow figures, Haendler & Natermann offers its customers an exclusive service. H&N will translate customer requirements into individual drawings and designs ready for printing. And not only for Christmas!

All year round – with seasonal peaks before Easter and Christmas – H&N produces printed aluminium foils for hollow figures of every shape and size. The company's **combined design service and printing** is welcomed by customers who set store by **complete service and know-how from a single vendor**.

Professionals at work

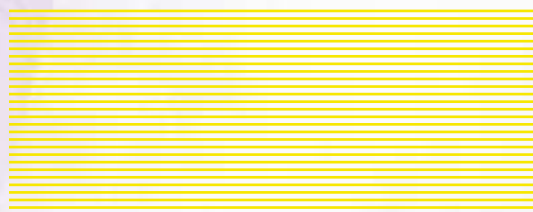
H&N has **extensive know-how** in creating a **2D graphic design to fit a three-dimensional figure**. Customers have the option of supplying a plaster-of-paris blank on which the H&N graphic designer will produce a handpainted design – based on a customer briefing or an original design.

Small sections of foil are then glued onto the painted figure and the designer transfers the design section by section to the foil.

Precision contours

One aspect of the design where know-how and experience play a huge role is **making allowance** for printing and foiling machine parameters. For a perfect result, the designer traces the different colour blocks with painstaking accuracy onto translucent vellum. When the figure is wrapped on a foiling machine, the design features must exactly match the contours of the chocolate.

Continued on page 2 ►



Continued from page 1 ►

Custom colour mixing

H&N mix printing inks in house. On average, 300 formulations are automatically compiled and mixed every day. The printed aluminium foil is sliced into narrow rolls ready for shipment to the chocolate factories.

H&N numbers around 100 international chocolate producers among its customers. 40% of its production is exported – mainly to Western and Eastern Europe, but also to the other side of the world, although Australian demand tends to dip around Christmas.

Who wants a melting chocolate Santa?

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Research & development

New at H&N: sleeves for wellness jam

Once again Haendler & Natermann has demonstrated its high level of expertise in the production of sleeves. The latest in a long line of successful products is a range of sleeve labels for the jars in which Schwartauer Werke is marketing its new line of jams.

The project got off the ground in September 2004 with a briefing from the customer. The first challenge for H&N was the technical adaptation of the sleeves for Schwartau Extra Wellness jams, an already established brand. Given H&N's long experience and **total competence in sleeve labels**, this task was soon successfully completed.

Sweet success with products and services

For H&N, a **technically perfect design** is only the first step. The company also

specializes in complete **logistics services**. Outstanding customization and flexibility make this a prime attraction. Delivery schedules, volumes and order processing are **closely matched to customer requirements**. Schwartau is one of the companies that are reaping the benefits of H&N's special combination of individual customer care, technical excellence and intelligent logistics.

More taste treats in 2005

At the moment, Schwartau is preparing to launch a **new product line**, which will add more flavours to its range of jams and marmalades. The planned market launch date is January 2005. H&N and Schwartau are relying on their proven ability to work together in an **effective partnership with clear communication channels** to make sure this becomes reality, despite the very tight timeframe.

The all-round competence that H&N showed in this project more than met Schwartau's expectations. H&N has proved itself to be a reliable supplier and partner – of the kind that it's a pleasure to do even more business with.



Current production volume is in the double-digit million range and growing fast.

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Packaging

Packaging System Carton und machine from one source

To execute any type of carton multi pack that may be required from the market: this is the challenge that Wanfried-Druck's has been facing for almost the last thirty years.

As a supplier of packaging systems for beverage and food industry, **Wanfried-Druck Kalden GmbH** provide **carton, packaging equipment and technical know-how** from one source.

For any kind of multi pack construction an appropriate packaging machine is

available on rental basis – technical service included.

Three top-packs by Wanfried

The below described three types of multi packs are part of the wide range of packaging options supplied by Wanfried-Druck. The multi packs shown below are available in a various kind of shape and size – depending on specification and requirements from the market.

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Advantages for customers:

- **Rent instead of purchase:**
No down investment is required to install a packaging machine.
- **Efficient packaging line:**
Optimised specification between carton and machine.
- **Technical back-up:**
Installation, training and set-up provided by own Service department.
- **One source-supplier:**
One contact only for carton and machine in case of disturbed production.

EURO-MAASTER



Traditional and proven wrap-around pack with open sides. Packs can be tailor-made according to meet individual customer's needs. The packs are bonded on bottom with hot-melt glue: tight and safe packs in transit.

EURO-Träger



Pre-glued multi pack for 2 to 8 bottles – according to weight and shape of bottle. Various kinds of Traeger are available such as with handle, with lateral flaps or with tamper evident device for twist-off closures. Stable and safe to carry, patented carton folding. No change of transport packaging is needed: EURO-Traeger can be dropped onto bottles in crates, carton pallets or boxes. To be applied by hand or by packaging machine.

EURO Basket



Very attractive multi pack for 2, 4, 6 or 8 bottles. To be used for promotional actions or for regular sale. With the half-open shape of this pack the bottles to be sold have the 'right' to present themselves.



Innovation

Pie in the sky with thermoformed tableware

A big catering company commissioned AVI to develop a range of special thermoformed tableware for in-flight meals. The range of different-sized dishes would replace existing tableware to serve hot and cold food for economy-class passengers.

"**Attractive design is a top priority**", the development team was told, "**Functionality is another, along with ease-of-use for all users** – the caterer, the flight attendants and the passengers". Meeting these criteria with very short lead times called for close cooperation between AVI and the customer. Within four weeks the job was done and designs for the customized range of products had been perfected and approved.

High tech on the ground ...

All the trays and dishes are manufactured in a thermoforming process, as are the plastic covers for the china dishes on which first-class passenger meals are served. AVI also produces the extruded

polystyrene films from which all the products are formed – from glass-clear, self-coloured or coextruded film to pre-decorated products.

... and ease-of-use in the air

The switch from conventional injection-moulded, reusable trays to the new, disposable thermoformed trays brings convincing benefits. **Manufacturing costs shrink thanks to far lower mould costs.** There are more cost savings in the sky, thanks to lower part weight and to the fact that used trays no longer have to be collected, handled and washed.



Passenger meals are already being served on the new dishes, trays and covers from AVI GmbH.



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PUBLISHING INFORMATION

Published by:

HAENDLER & NATERMANN GmbH
Kasseler Straße 2 · D-34346 Hann. Münden
Telefon-Sa.-Nr. 055 41/704-0 · Fax: 055 41/704277
E-Mail: sales@natermann.de · www.HN-group.de

Editorial content:

Kreativteam H&N

Concept and design:

Fassmer Marketing GmbH
Göttinger Chaussee 109 · 30459 Hannover
www.fassmer-marketing.de

Issue 4/2004

If you no longer wish to receive this newsletter, please send a brief letter by fax (055 41/704277) or E-Mail (info@natermann.de) to the editors.