

# Ishida Insights

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 **ISHIDA**

# Message from Director Industrial of Sales Division

Looking back on the last couple of years, it was filled with many disruptions that we could not have foreseen or imagined. The spread of the coronavirus two years ago continued to restrict business activities, forcing us to postpone face-to-face sales, exhibitions, and other events. Coronavirus also caused a wave of supply problems, including a worldwide parts and container shortages in international maritime transportation.

In these circumstances, as a world-leading food manufacturing company, we are deeply aware that we are being questioned about our true value and how we can contribute to our customers. As contact with our customers is decreasing, every employee at Ishida is committed to the "customer first" principle. This is not simply a matter of responding to customer requests, but is aimed at becoming a company to solve environmental problems surrounding the customer.

For example, the SDGs have become a major global issue, and in response to this issue, Ishida is focusing its efforts on reducing food waste in the food industry, and on eliminating/reducing plastic usage. Specifically, we are developing "just the right size" packaging for bag-shaped products, with the aim of reducing the amount of plastic film used for packaging. We have also developed a gas displacement packaging machine to reduce food loss, and by packaging products in such a way that they can be kept for a longer expiration.

In addition, DX (Digital Transformation) has attracted attention as a trend in the food industry. Ishida, as a leading company, assisted in research and development of cloud IoT systems that enable improvement of the operation rate and early detection of equipment stoppage factors in production lines.

We believe that the era of automation/manpower saving will continue to advance. We would not just make things, but we will also take more steps toward our customers, and we will devote ourselves even more to providing solutions and proposals that suit every customer's need so that they will be impressed by our products and services.

At last, this year marks the 50th anniversary of our weighing machine (CCW). We would like to express our gratitude to the many customers who have placed their trust in ISHIDA. We will continue to take on the challenges of many social issues including the SDGs, in order to make a significant contribution to society.

**Minoru Takai**  
Director  
Industrial of Sales Division





# What is X-ray inspection?

X-ray inspection detects not only metal, but also plastics, stone, rubber, glass, bone and shell.

X-ray machine can inspect inside of metal cans and products wrapped in aluminum and more than just metal.

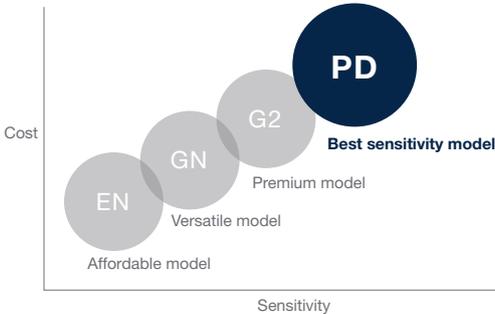
No product affect from salt, water or temperature.

# What are the merit of installing X-ray inspection?

- X-ray inspection machine can help preventing distribution of defective products to the market.
- Cost saving by preventing product recalls and customer complaints
- Protects your corporate brand

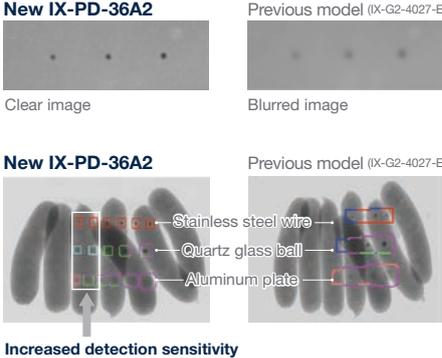
## Ishida X-ray inspection line-up

- IX-EN series**
  - Reducing power consumption by 60% than other models
  - Warranty period expands to 3 times longer as maximum 15,000 hours compared to other models
- IX-GN series**
  - High sensitivity performance for a wide range of products
  - High sensitivity performance by powerful voltage X-ray
- IX-G2 series**
  - Dual energy analysis for high sensitive detection
  - Capable of detecting the small non-metal foreign objects by combining dual energy analysis with GA technology.



## New X-ray inspection system "IX-PD"

- IX-PD (Best sensitivity model)**
  - New type of X-ray sensing technology used for obtaining ultra high-resolution and clearer image.
  - Dual-energy processing combined with new sensor achieves the highest sensitivity on both extra-small and low-density foreign objects.
  - Keeps high detection performance even if overlapping and uneven profile product





## Advanced automation and complete traceability from Ishida

### Customer description

Gastro Star AG produces 30 tons of fresh products every day, ranging from vegetables and salads to fruit, including ready to use salad mixes under the Betty Bossi and Weight Watchers brands.

### What was the Challenge?

The company was an early adopter of automation in salad packing, and the new line is part of a wider series of measures Gastro Star has taken to increase capacity and efficiency in the face of steady demand for its products.

### How Ishida helped the customer?

The new line has ensured that previously labour intensive elements to the weighing and packing of products have become more efficient. The stainless steel contact surfaces and sophisticated vibratory system of the 10-head Ishida RS-series weigher reduce the possibility of clumping or sticking of leaves, and the need to manually rectify potential product-in-seal problems is largely eliminated by a distribution system that delivers the leaves to the tray in a neat and discrete batch via a feeder tube and dipping funnel, that gently tamps them to below the tray edge.

The 30-40 packs per minute achieved with the new line is double that of the former fastest line at Gastro Star, with product giveaway as little as 1-2%, by comparison with 10%. Currently working no more than 2 shifts per day, Gastro Star calculates that the line will pay for itself within five years.





## Ishida do Brasil 30<sup>th</sup> anniversary

### **Current business situation in Brazil**

Ishida do Brasil (IdB) has been a trusted provider of industry-leading Multihead Weighers, Quality Control and Packaging Equipment for food and non-food applications in Brazil since our establishment. We have recently started manufacturing Multihead Weighers and Checkweighers locally, as well as selling a wide range of Ishida equipment made in Ishida Japan and from other Ishida subsidiaries.

Thanks to everybody's contribution, we have been recognised across multiple markets. Such as; snacks, poultry, petfood, pasta, biscuit, confectionery and healthcare. Our business continues to grow and has been steadily expanding.

### **The details of IdB journey**

Based on a market survey conducted in 1988, it predicted a high growth potential in the Brazilian market. Although there were many challenges due to the very strict import regulations, we established Ishida Brazil in April 1990 as a joint venture with another company.

In 2014, we dissolved the joint venture and re-established as a wholly owned subsidiary of the Ishida Corporation. Over the past 7 years, the number of employees has increased from 25 to 66.

### **How to contribute to the customer**

In the beginning, our business was centered on stand-alone sales, but recently we have been able to offer total-system solutions, including machine frame and ancillary equipment. We are also focusing on a service support program so our customers can feel the value that only Ishida can provide. As part of this program, we are actively working on the development of maintenance contracts such as a site visit support and instructions. This type of service hasn't been familiar in Brazil so we are excited that our customers are starting to use this type of service, allowing them to keep their operation running without any unexpected delays.

### **Future objectives**

We will continue to develop our geographical strength so that we can offer solutions with reliable quality and prices to match to any customers need.