



Marilan, Brazil's second largest biscuit maker, gains operational efficiency with Cama packaging solutions



Founded 62 years ago, Marilan is the second largest biscuit maker in Brazil and the leading consumer brand in the country's market. In addition, its products reach more than 50 countries, including Uruguay, Colombia, Paraguay, Bolivia, the United States, Portugal, Japan, Angola and Mozambique.

With a 53 thousand square meter industrial park located in the city of Marília, and with important expansion projects, including another factory under construction in the municipality of Igarassu, Marilan uses increasingly modern production processes, including automated packaging systems. An example of these modernization investments is Cama Group's packaging solutions implemented at the company's Marília facility.

To date, three Cama Group lines have been purchased, which are geared towards biscuit packaging and boxing – one side loading and two higher Top loading. The three devices also have box guards (boxing) incorporated in the machines and one of them is still flexible, allowing the use of boxes in sizes for 20, 24 and 27 packages.

Marilan's packaging-system-modernization project was widely supported by Carlos Wanderley, responsible for marketing, delivery, installation and training, which, since the beginning of the projects, has proven to be an excellent partner.



Acquisition of Packaging System Machinery

In order to maximize the packaging system and gain increasing operational efficiency in its business, Marilan acquired two machines for the production lines of Maizena and Pit Stop biscuits, these being Cama Group's IT285 robotic loading units. A third machine, an IN218 Horizontal RSC for robotic loading, was purchased for the Cracker biscuit line.

Machine models and technical characteristics

The two IT285 machines are automatic, having a programmable logic controller (PLC) and a touch screen for loading RSC cardboard products (folding boxes). With a production speed of 10 boxes per minute, this model comes with a product-pick head and dual two-axis robots for top loading. It also features entry acceleration conveyor and an item counting and grouping devices through two multi-cradle conveyor belts and a space-filling box identification device. In addition, it seals the boxes with adhesive tape and automatically rejects unsealed packages.

The IN218, used for the Cracker biscuit line, deploys automatic horizontal boxing and closing of the boxes. It brings cardboard box guarding system and promotes the insertion of products in the packaging. Offering high flexibility flexible, this model can handle three different box formats and has a maximum feed speed of nine boxes per minute. The equipment has a conveyor belt with a three-to-one converging feature, and takes care of sealing the boxes by tape, automatically rejecting unsealed boxes.

Production at full steam

With 21 manufacturing lines and a production capacity of around 220,000 tons per year, Marilan produces approximately 1.4 million packages or 80 million units of biscuits daily. The company produces more than 100 items, including savory biscuits, sweet biscuits, butter biscuits, donuts, sandwich biscuits, children's rusk, wafers, special-molded, cookies and items such as toast, chocolates and snacks. With ever-increasing automation processes, the factory operates 24 hours a day, seven days a week.

Competitive Advantage with Automation and Production Expansion

With the acquisition of modern packaging solutions from the Cama Group, Marilan has gained competitiveness to support its strong phase of geographic expansion and extension



of its production volume to serve – with greater geographic proximity – the Northeast Brazilian market. In this sense, Marilan is building a new factory in Pernambuco, so that it can operate more



competitively in such an important market.

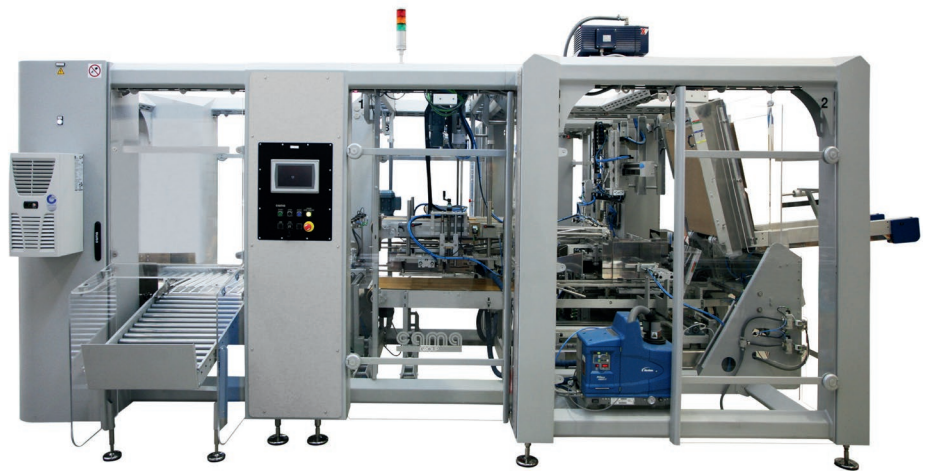
"The new factory in Igarassu will have the main objective of serving the Northeast region more efficiently. It's an important consumer market in the food segment, accounting for about 30% of the national consumption of biscuits," explains Ecio Vidotti Filho, Marilan's Industrial Director.

According to the executive, Cama Group solutions added value to the business by delivering greater operational efficiency to the packaging system and, as a consequence, gains in the national and international market, thanks to more uniform and standardized packaged products. "Proper and careful handling of sensitive products such as biscuits is an undisputed differential of Cama Group equipment."

Why Cama Group?

Cama Group's packaging machines were chosen due to their simplicity of use and operation, their safety features, their flexibility of operation with different box formats and their ability to treat the product very carefully, because biscuits are, by nature, extremely delicate.

According to Vlamir Barriento, Marilan's Occupational Safety and Maintenance Manager: "Cama's solutions are safe, intuitive, easy to use and operate and can provide greater product uniformity, as well as eliminate the risk of product rejections in the final production process – the packaging process."



Cama Group, since 1981, is an international leader in engineering and production of high-technology secondary packaging systems. We offer completely integrated packaging lines, from primary packages up to final packaging, ready for palletizing, serving the Food (Bakery, Confectionery, Coffee, Ice Cream, Dairy, Ready Meals, Grocery), Non Food (Personal, Health & Home Care) and Pet Food industries.

Via Como 9 - 23846 Garbagnate Monastero - LC - T. +39 031 879811
commerciale@camagroup.com - www.camagroup.com

