

Newsletter Q2 2018

Record high quarterly turn-over

Q2 2018 saw two new turn-over records! May was 3% higher than previous record from February 2015, while June smashed the May record with an amazing 21%.

The turn-over record in June was achieved through big orders to our American dealer in retail segment, but also a big multi-booster project in food segment in Germany, and large orders in food segment in Spain and Australia, contributed to the record high turn-over. The pipeline for Q3 and Q4 looks very exciting with many pre-diluted projects on the table in China, Thailand, Vietnam, France and Germany.

Thank you all for your hard work and strong effort.

New pump technology in mini automatic main station

In order to become more competitive in the bottom end of the filler hygiene segment, it has been decided to implement a new pump technology in the upcoming mini automatic main station. The technology will come from German pump manufacturer KSB, and will be consisting of a non-frequency inverted pump that can provide 10 bar pressure + inlet while supplying 6 m³/h. The pump has been in field test in four sites throughout Europe and has shown remarkable durability.

Automatic cleaning push in Asia

We are experiencing great interest in our automatic cleaning solutions, especially in the SEA region where we recently visited a number of end-customers in Thailand and Vietnam. We also paid China and Korea a visit to introduce Hybrid Foamatic, and to conduct end-customer visits. The first orders for automatic cleaning have already been executed, boosting the sales in Asia region.

Cooperation with FOAM-iT

There has been made a worldwide distribution agreement between FOAM-iT and Nilfisk FOOD. As a result of this FOAM-iT will distribute Nilfisk FOOD solutions in North America and Nilfisk FOOD will distribute the FOAM-iT solutions in Europe and Asia & Pacific. The overall objective is to bring the most complete offering to the market, giving the end-user the benefit of both technologies. Furthermore, utilize the regional geographical strength of both companies, to make a true one stop shopping for foam cleaning equipment. This cooperation will be initiated by September 2018 after which all customers will be contacted with more detailed information regarding how the new setup will work.

Have a great summer.



Nilfisk FOOD

Blytaekkervej 2
9000 Aalborg
Denmark

For further information:
Phone: +45 29 69 51 00
E-mail: info@nilfiskfood.com

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