

*Zipperle*

Securing the best.



# We are at home in South Tyrol, and well known around the world. This is the story of our company.

Meran, the second largest city in South Tyrol, is the home of Hans Zipperle AG. Our headquarters and production facility are in the area of this well known spa town and it is here that fruit juice, fruit pulp and concentrates are produced and distributed. Our aim is to provide the best materials for top quality juices and drinks, building on the foundations laid by the family company in the early 50's. Our success – 100,000 tonnes of semi-finished goods for the international market and around 6.5 million returnable glass bottles a year for the regional market – has justified the firm's philosophy.





It all started in 1951, as a filling company with a staff of three. Zipperle soon recognised the signs of the times and the demands from the market. Specialising initially in the production of juice and juice concentrate, production has steadily increased; in the 70's with the start of fruit pulp production and in the 80's with organic fruit processing.

Today there are about 170 permanent and 30 seasonal workers providing the highest quality, guaranteeing comprehensive customer service and ensuring product safety. Zipperle is now a more effective partner than ever for the entire fruit industry after expanding its range and introducing new technology, as well as a state-of-the-art processing lines.

Zipperle is situated in one of the most beautiful regions of the Alps, and in the middle of the largest continuous apple-growing area in Europe.



In Meran and the surrounding area, people live in harmony with nature. That is why Zipperle has always linked its economic goals to environmental concerns.



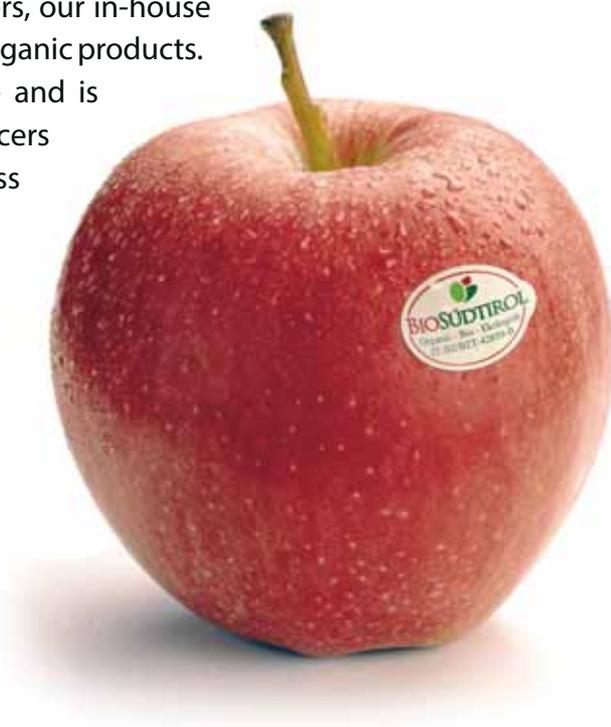
# The Ingredients.

## Quality all the way from cultivation to certification.

The quality of the end product – fruit juices, fruit pulp and concentrates – is very largely determined by the quality of the basic ingredients. This doesn't just mean carefully selected suppliers, but also accurate and careful checking of the fruit before and after harvest, as well as rigorous incoming goods inspection and scrupulous, quality-oriented processing and storage. Precise recording and in-house checks for all procedures guarantee Zipperle seamless traceability and the best quality. These benefits are valued by our customers.

### **Contract growing and organic produce**

To offer products of the very highest quality for nectars, fruit juices and infant food from organic sources, Zipperle has set up fruit cultivation with selected farmers. In close co-operation with the producers, our in-house agricultural experts lay the basis for organic products. Zipperle has decades of experience and is one of the most sought after producers for baby food manufacturers across Europe.



The fruit is harvested with care. Even in conventional agriculture, we aim for the highest quality and in organic farming we achieve even higher performance.

A box filled with apples can weigh up to 350 kg. Zipperle processes 200,000 tonnes of fruit with pips and stones, berries and tomatoes, every year, which would fill a goods train 180 km long if you put it all end to end.

At harvest time the farmers deliver the full boxes to collection points and fruit associations. From there it goes by truck to Zipperle, where the fruit is processed into high-end products for the global food and beverages sector.



At the unloading station, the fruit rolls directly from the truck into the water bath and is carefully transported on. When stone fruits are delivered they are also washed and transported through internal running water channels. An ingenious water management system ensures that not a drop of water is wasted. With this system Zipperle safeguards natural resources and reduces the strain on the environment, while also working more efficiently and economically.



# From Quantity to Quality. Technology and manpower make it possible.

Finding the very best fruit and processing it as soon as it is delivered is the only way to achieve the best results, and that is exactly how Zipperle does it. It is a task that requires real expertise. Every day during the harvest season Zipperle processes 2,500 tonnes of fruit for juice and juice concentrate and 1,200 tonnes of fruit for puree – at the same time. Not everyone could manage it. Innovative technology and around 200 staff, working in three shifts 24 hours a day, 7 days a week from June to October make it possible. This is the only way to guarantee the fruit is processed immediately, and to guarantee Zipperle's normal quality.



The harvest is a particularly busy time. Every hour countless lorries deliver fruit, which must be unloaded immediately and taken to the relevant processing station. Depending on the type of fruit and the product, the procedures vary for processing.

The fruit floats to the individual stations in washing channels, which protect it and partially clean it. Small leaves and stems are sieved out.

Then the fruit is washed repeatedly and unripe, crushed or rotten fruit is taken from the sorting belts by hand. Only then does the fruit reach the presses and straining systems.



The latest technology is used everywhere at Zipperle. In the ultra-filtration system, for example, all particles are filtered out of the fruit juices. All that is left at the end is the purest clear juice with the best flavour.



# The Blend and the Recipe. The know-how for constant quality.

A particular benefit for our customers is the consistency of flavour. Tank by tank, barrel by barrel, container by container. Few suppliers offer this, but with Zipperle it is set down in the contract that taste and quality remain constant throughout the year. Zipperle's special expertise is crucial for this and this makes it possible to tailor the product characteristics to customer requirements and wishes. You can see the difference in the constant quality of taste and in the customer satisfaction.



The maximum time between receiving an order and shipping is 72 hours. Within this time the products will be taken from tank storage and mixed. Product samples from the mixture are analysed at our in-house laboratory, checked with sensors and documented. Only then is the product dispatched to be enjoyed somewhere in Europe or another part of the world.

Zipperle delivers its products mainly in sterile containers, barrels and tank trucks. Because of the broad range of products and flexible product preparation and mixing, various products can be transported in the different chambers of the tank trucks, and various customers can be served at the same time.

In addition to a valid cleaning certificate, strict in-house checks are performed on the tank trucks and they are disinfected for safety. Our own 1,000 litre sterile containers are dismantled into their single component parts, washed, cleaned, steamed, cooled down and prepared for refilling. The reconditioned single-use barrels are all equipped with a double inner bag for safety.



◀ Over 62 million litres of juices, concentrates and fruit pulp are appropriately stored here. Vertical or horizontal, the rows of tanks here line up endlessly. Juices and fruit purees are stored in sterile conditions, sometimes at a controlled temperature, and concentrates and aromas are stored at a constantly cooled temperature. The delicate products await preparation and just-in-time delivery under precisely controlled conditions.

▶ The products stored in sterile conditions are cooled to 0° C and prepared for loading in isolated mixing tanks



## Quality and the Environment are Important to Us. Up to 100% or more.

On questions of quality and the environment Zipperle does not compromise. To reach the desired quality the basic ingredients must go through strict incoming goods inspections. Processing only starts after they have been authorised, so at the optimum time for the fruit and to prevent waste accumulating, 100% of it is recycled at Zipperle. Fruit remnants are burnt, the energy gained is used to make steam and the ashes are sent to a brick factory. These are just two examples of many, which demonstrate that Zipperle does everything to deliver the best quality and to place as little burden on the environment as possible in the process.





Only seamless checking, to the smallest detail, guarantees qualitatively flawless products, which can satisfy our customers.

Trust is good, checks are better. This is the only way that all the systems can work perfectly all the time and it is also the only way to guarantee optimum production during pressing and the highest quality.

Zipperle has SGF, ISO and Bio certification among others. Zipperle has also received the eco-audit and releases a related environmental statement, which is examined every three years and re-published. It is also updated every year, and made available for download as a PDF file.



To guarantee the same taste value along with constant product quality every delivery is tasted before loading. This allows Zipperle to adjust the recipe at any time so that each product is of consistently high quality throughout the year.



#### **From juice to juice concentrate**

The water is removed from fresh juice by careful heating in a vacuum. The concentrate produced can be easily stored and transported over long distances. High technology, a well planned process, precise laboratory analysis and painstaking cleanliness are the requirements for a top quality concentrate, which can then be used to produce quality juices or juice mixtures from various fruits.

#### **From fruit to fruit pulp**

To produce fruit pulp at Zipperle, the ripeness of the fruit is controlled, the fruit is washed and sorted, then it is milled and strained, to eliminate stalks and pips. The mash produced is carefully heated, quickly blanched, cooled down lightly and finely strained. Right at the end the fruit pulp is degassed, pasteurised and stored at a constant cool temperature until collection.

#### **From fruit pulp to fruit pulp concentrate**

The fruit pulp is concentrated carefully to 20° or 30° Brix in a down draught evaporator using a special low temperature procedure and the aroma of the fruit goes straight back into the concentrate during the process.



#### **From fruit to juice**

The fruit is washed thoroughly several times, checked again by hand and then crushed. The precious juice is extracted from the mash using 16 modern pneumatic presses. In the next steps the juices are carefully processed, pasteurised and placed in storage.



# Contact with our customers is a personal relationship.

At Zipperle we particularly focus on personal contact and individual treatment of our clients, because this is the only way we can ensure that we can fulfil all their wishes and needs to their full satisfaction. If you would like to find out more about Zipperle, please contact us and if you are looking for a business partner, we are here for you.



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