



## Strategic Cooperation between Multivac and Ishida

# Packing Line Solutions from Two World Leaders

**Two of the world's leading companies in the packaging industry, Multivac and Ishida, have agreed upon a strategic cooperation to provide Customers with fully integrated, best-in-class packing line solutions.**

Multivac will distribute Ishida Quality Centre equipment, together with its own thermoformers, traysealers and labellers, under Multivac group branding in all countries in Europe, the Middle East and Africa. Thus Customers in the Fresh Food Industry (Meat, Poultry, Fish and Dairy) are provided with complete line solutions, which combine the strengths of both suppliers.

Ishida will continue to sell its own products and line solutions to its extensive Customer base in snacks, confectionery, biscuits, cereals, frozen foods, salads, ready meals, fresh food and value-added products, again in all countries in EMEA, other than the exceptions stated below.

In the UK, Ireland, Netherlands, Belgium, and Denmark, Multivac will exclusively distribute Ishida traysealers to its core Meat, Poultry and Fish markets as expansion to its own traysealer range.

Finally, in Croatia, Albania, Slovenia, Algeria, Morocco, Tunisia, Sweden, Norway and Finland, Multivac will distribute exclusively the full range of Ishida products, together with its own range of equipment to all customers in all food sectors.

"The cooperation enriches both our companies and offers big advantages to our Customers", Hans-Joachim Boekstegers, Managing Director of the Multivac group, points out. "Being a world-leading supplier of packaging solutions, Multivac has a comprehensive network of subsidiaries on all continents. Ishida,

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in turn, has a world-leading market position in the field of Multihead Weighing, Quality Control Technology, complete lines and project management. The joint commercialisation of our solutions enables Customers to profit from a high-capacity packaging line, consisting of a packaging machine tailored to their individual requirements, and compatible quality centre systems – offered through one single sales and service contact.”

Graham Clements, Managing Director of Ishida Europe, adds “The two companies have a hugely synergistic product and distribution fit. We are very excited about the start of this relationship as it allows both companies to offer their Customer bases Total Line Solutions, to the overall benefit of our Customers.”

More information: [www.multivac.com](http://www.multivac.com)

Multivac is a world leading supplier of solutions for packaging food, sterile medical products and various industrial articles. The extensive product range consists of thermoforming machines, traysealers, vacuum chamber machines and labellers. The corporate motto “Better packaging” reflects the company’s mission to supply every customer the best possible packaging solution: Multivac tailors the industrial machines systematically to meet the individual production and product requirements of each customer. The Multivac Group has more than 2 400 employees around the world. About 35 subsidiaries and sales offices and more than 40 agents on all continents provide a comprehensive service and sales network for customers.

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