

Case study: Food & Beverage



Mantiqueira Alimentos, Brazil

first-hand experience with Caljan Telescopic conveyors. Mr. Estiliano was convinced »It was good to discuss our challenges with people who are also handling unusual cargo. The equipment was practical and robust. From that point on, we were ready to negotiate.«

Moving 7500 boxes of eggs daily. Two Telescopic conveyors were delivered and installed in February 2013. With a total extended length in excess of 21 metres, the conveyors can reach into the very back of the truck. Using simple joystick operation, the conveyor can be extended and elevated to an appropriate height. Every box travelling along the belt is counted as a final check, before the eggs are transported to all parts of Brazil.

The process of loading the trucks has become so easy that the operators relish the challenge of placing the top layer of boxes. Despite the aids provided, they continue to position these by hand - throwing them up with the aplomb and precision of professional basketball players.

Situated in the Mantiqueira mountains, surrounded by protected areas of natural beauty, this Brazilian producer of high quality food is extremely conscious of it's responsibility towards the environment. Mantiqueira employees enjoy picturesque surroundings, characterised by gardens and courtyards – and tip-top working conditions.

Finding the right partner. Mantiqueira was one of the first companies in the poultry industry to automate its farms. In 2012, it decided to automate the logistics process too. Technical staff from the production department suggested the idea of installing conveyor equipment. The Internet was used to research possible solutions. Due to the fragile nature of the cargo, Mantiqueira discarded the idea of

a roller loader in favour of the smoother journey along a belt conveyor. Caljan's BeltTrack Classic was considered to be by far the most robust telescopic conveyor on the market, so the Plant Manager, Nadário Estiliano, contacted Caljan in São Paulo.

Validating performance prior to purchase. When making a capital investment, validating equipment performance is often part of the selection process. Many Caljan customers are willing to accommodate this need, opening their doors to companies who want insight from a neutral source. The Mantiqueira team were invited to Três Lagoas in the neighbouring county, where they had the opportunity to speak to management & operators and gain



The difference between CARING and cherishing is CALJAN

Nadário Estiliano, Plant Manager



»We are always looking for ways to make the manual work easier. Having devices that help employees work more ergonomically in a safer environment is paramount.

The Caljan Telescopic conveyors are easy to use with excellent safety features. The operators were able to handle the equipment with ease after minimal training. The staff are very happy with the boom conveyors as they minimize the effort required and remove a good deal of the repeat movements associated with manual loading. The risk of repetitive strain injuries is significantly reduced.

In addition to improving working conditions, the equipment makes the loading process much faster. Since installing, we have experienced no problems at all.«



Scan the QR code to see the conveyor in action on site at Mantiqueira.

Mantiqueira Alimentos

Handling around three million eggs a day, Mantiqueira Alimentos is one of the major players in the world poultry industry. The company was founded in 1999 in the state of Minas Gerais close to the Mantiqueira mountain range just north of São Paulo.

Bold and determined, the company was one of the first in the poultry industry to introduce automated country farming.

Today the company employs 1900 people in three facilities, the newest of which was built in 2008 in the state of Mato Grosso.

Customers in Brazil are served by the company's own fleet of trucks. Mantiqueira exports egg and other produce to Asia and parts of the Middle East.

The company's ethos is to provide good quality food at a fair price.



Handling loose-loaded cargo with ease

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