



Ultrasonic experts for the food industry

Ultrasonic technology enables us to see things the human eye is not able to see. Therefore, it is used in many different industries. SONIMAT SAS, based in Lencloître, France, is a national leader in the manufacture of digital ultrasonic machine components. Uniting technological and machine building know-how, the company is a demanded partner of the food and beverages industry. In the coming years, the dynamic business aims to multiply its turnover.

"Accounting for almost half of our business volume, the food and beverage industry is our key account," explains Eric Violleau. "Here, our machines are used for welding and cutting. For example, they are employed to cut cheese and sausages and to seal packages. An advantage of our machines is that they can be integrated into the complete production line. Often, we supply the distribution component, which is directly connected to the cutting process."

Closely cooperating with its customers, SONIMAT has its ear on the market and knows about new

trends and demands early. As a result, the company is at the forefront of technology and innovation. Pack Sonic, a vertical form fill machine is the latest innovation from SONIMAT and attests to the company's technological excellence.

"We develop and produce the ultrasonic technology as well as the machines," says Mr. Violleau. "This distinguishes us from competitors and gives us a competitive edge. We are experts in the machines and are able to adapt them precisely to the respective requirements. Thanks to our high digitalization level, our machines

are polyvalent and can be adjusted to new forms and formats quickly. There are many automation processes. Last but not least, we excel in service. We believe in partnership-oriented customer relationships at eye level and closely listen to our clients. We respond to their needs and requirements individually."



The Osiris slicer



Packsonic is the latest innovation from SONIMAT

SONIMAT has set ambitious goals for the future. "We aim to triple our annual turnover in the next five years," says Mr. Violleau. "Against this background, we will develop new machines for the packaging sector. We believe that this is a realistic goal as we have been able to double our revenues in the last years several times. In general, we would like to enhance our international market position. At present, we generate around 12% of our turnover through export activities, mainly in the packaging sector. We are active in the USA, Poland,

Italy, Spain and Germany. We have not even started to exploit our potential to the fullest yet. Currently, we are searching for new agents for the packaging industry."

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