

a **TNA** case study

**76%** increase in snacks production output

TNA has helped Preziosi significantly boost production capacity from 17 to 30 million kilos of product per year, thanks to the installation and upgrade of two state-of-the-art snacks processing and packaging equipment lines.



## savoury snacks

Based in Melfi, Southern Italy, Preziosi Food is a leading manufacturer of potato chips and savoury snacks. The company offers a range of products marketed under their own brand (Preziosi), as well as manufacturing private label products for major retailers across Italy.

With the Italian savoury snacks market accelerating – and hikes in inflation driving cost-conscious customers towards budget-friendly private label snacks – increasing capacity was crucial for Preziosi to remain competitive in this fast-growing market, while continuing to meet the demands for their own products.

## challenge 1.

### increase production capacity

Preziosi wanted to upgrade their outdated technology with cutting-edge systems and streamline the factory's production and packaging processes to improve capacity and respond more quickly to market demands.

The company set a 12-month time frame to install new processing, packaging, seasoning, and distribution systems. Meanwhile, the demands from the private label sector, known for its strict delivery timelines, meant that it was crucial to keep production going and keep downtime and disruption to a minimum during the project.

Finding a reliable partner capable of delivering an end-to-end solution within strict time frames was a top priority. Having previously worked with TNA on a batch fryer line, Preziosi turned to the expertise of TNA once more to manufacture the equipment and manage the project.

**“Our requirements were not only cutting-edge technology – we also wanted to manage the installation and improve the plant within a strict 12-month period, without stopping or slowing production. It was an intensive project, which required a lot of creative thinking and expertise from both Preziosi and TNA.”**

– Lorenzo Caporaletti, President and CEO of Preziosi Food

## solution 1.

### fully integrated solution from a single-source partner

The main installation in 2022 focused on improving the potato chip frying line to enhance capacity and production efficiency. Partnering with a complete solutions partner like TNA meant a single point of contact and access to a much broader portfolio of technology, services and expertise. TNA's customer-centric view, and project management capabilities supported the implementation of a fully-integrated potato chip line, from start to finish.

TNA's high-performance potato chip line seamlessly integrates processing and packaging equipment – including washing, cutting, frying, distribution, seasoning, and high-speed packaging – enabling the company to operate at an impressive output of 1500kg/hour. Additionally, TNA upgraded Preziosi's existing pellet fryer line with the installation of a state-of-the-art pellet frying system, doubling the capacity of the line to achieve outputs of 600kg/hour.

These installations, alongside fully automating the factory's distribution process, enabled Preziosi to achieve its primary goal of boosting production capacity, while also fuelling company growth.

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In the past year, the company has substantially grown its production capacity by 76% - from 17 million to an impressive 30 million kilos of product per year.

Tapping into complete solutions from a single supplier allowed Preziosi to leverage TNA's expertise at every step of the production line, from processing to distribution and packaging. Using a single supplier also brought a holistic perspective to the entire production process, ensuring a smooth and efficient installation. This was crucial for meeting tight time frames and minimising disruptions.

## challenge 2.

### **maintain high product quality**

The Preziosi factory produces over 300 SKUs of snacks in a wide range of shapes, sizes and flavours - including potato chips, extruded products and pellets. Maintaining their commitment to delivering high-quality, safe, and controlled products was critical.

## solution 2.

### **high-performance equipment from TNA**

TNA's cutting-edge technologies ensure that Preziosi's products meet the highest standards and consumer expectations consistently.

As part of the potato chip line, Preziosi opted for a TNA high-performance continuous frying system. Innovative features, including the system's patented opti-flow® technology - which optimises both oil and product flow - ensures consistently fried potato chips with each batch, helping the company to minimise reject product. Preziosi also opted for a double heat exchanger that lowers the outfeed temperature of oil inside the fryer to 150°C during the final frying step to reduce the formation of acrylamides and colour intensity, and to ensure a crunchier continuous fry chip.

The team worked closely with TNA's Food Technology Centre, led by application engineer, Arnaud Jansse. With over 30 years of experience in product development and quality assurance, Arnaud helped Preziosi fine-tune the frying equipment processes. Arnaud's wealth of expertise played a pivotal role in helping the team to perfect recipes in terms of bite, colour and texture, ensuring an end product of impeccable quality.

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**"Despite a number of challenges - including the need to keep production going while navigating a complex installation process - with help from TNA, we managed to overcome these hurdles while also achieving steady growth of over 20%."**

- Lorenzo Caporaletti, President and CEO of Preziosi Food

**"Preziosi had a very short amount of time to plan and execute the project. Any delays would have impacted the company's private label contracts, however working with one solution partner greatly minimised the risk during the installation phase. Our objective was to ensure that each machine delivers to its promise, from the highest output level to the lowest downtime."**

- Steve Burgess, General Manager Europe, TNA solutions



Preziosi's shift to an automated distribution line - replacing traditional belt conveyors - also brought numerous benefits. Utilising a combination of tna roflo® vibratory and horizontal motion conveyor systems the company have increased distribution speeds while simultaneously minimising product breakages, thanks to gentle handling technology, leading to a significant reduction of potato chip fragments in the final product.

Preziosi has also harnessed newfound flexibility in seasoning, thanks to TNA's advanced on-machine seasoning (OMS) systems. The introduction of TNA's patented flavouring technology offers seamless changeovers and easy operation through its innovative design. With multiple OMS units in place, Preziosi can now season and pack various flavours simultaneously.

The installation also involved replacing the old packaging equipment with five new state-of-the-art robag packaging systems. The robag is the industry standard, thanks to its patented features which provide the ultimate reliability, low operator stress, low maintenance requirements and low waste. Owing to its very small footprint and easy access features, the new machines offer an efficient and compact solution to address the challenge of limited space in Preziosi's plant, keeping the packaging area a safe and open environment for operators.

This fully integrated distribution, seasoning and packaging system enables the Preziosi team to easily optimise product flow through each piece of equipment and deliver a consistently high end-product quality.



**“TNA’s state-of-the-art equipment has allowed us to increase our output while minimising product damage and rejects. The equipment is exceptionally easy to operate and has helped us streamline our packaging process and enhance overall efficiency.”**

– Vincenzo Bove, Technical Director of Preziosi Food

**“Thanks to the success of our collaboration with TNA, we now have 30-35% extra capacity which can accommodate further growth – and that is definitely a guarantee for the future of the business.”**

– Lorenzo Caporaletti, President and CEO of Preziosi Food



Watch the TNA complete potato chip line in action here



Watch the TNA pellet line in action here

TNA solutions is a global leader in food processing and packaging solutions, committed to helping people succeed responsibly in a changing world. With over 40 years of experience, TNA's global team of experts have installed more than 14,000 systems in over 120 countries. The company creates and sustains solutions that help customers realise goals and exceed their expectations, with performance, responsibility, and a customer-centric approach at the core of the business. A collaborative, consultative approach ensures measurable results and lasting success, with solutions designed to evolve and perform over time.

As an inclusive partner, TNA supports a growth agenda that goes beyond business, emphasising its commitment to people, prosperity and the planet in harmony. TNA is a powerful advocate of social justice, and aims to support children in disadvantaged communities through education, healthcare, and social enterprise programmes, through the humanitarian initiatives undertaken by the Nadia and Alf Taylor Foundation.