

# Customer case: Toms Group A/S

Most Danes know Toms and their quality products such as Anthon Berg marzipan bread and their chocolate gold bars. Knowledge of the company goes all the way back to the year 1924, when the Toms factory was founded, and since then the company has been on an exciting journey. One of the latest news from Toms concerns that they have experimented with putting the Chinese brandy Baijiu in Toms' chocolate bottles. An invention that seems to be very popular in China.

It is not only in the foreign markets that Toms thinks in terms of innovation and new products. We have visited Toms in Hvidovre to talk about the company, its history, and their use of Nikodan's machines.

Over the past decades, there has been increasing automation at Toms. In addition, there have been increasing demands from the authorities for the traceability of the candy and chocolate that is produced. In this connection, it is an advantage for Toms that they have obtained an ISO certification. The company also sees the possibilities in meeting the increasing demands from the outside world, and this means, for example, that it is easier for Toms to get its goods into certain stores if they comply with the stores' requirements for traceability and documentation.

When consumers encounter Toms' products in the local supermarket, quality and good ingredients are a common thread throughout Toms' product ranges. In addition to the previously mentioned products, Galle & Jessen spread chocolate is one of the best you can find in that category. The two brands Hachez and Feodora are probably not known to many Danes. However, it is luxury chocolate that exists on the German market, but the products and the associated brands are owned by Toms. When suppliers are to be selected for raw materials, Toms makes sure that the suppliers have a sustainable profile. It has become a natural part of making quality products that this is also in place.

Producing e.g. chocolate and licorice from excellent raw materials is not the only focus at Toms with a view to producing the good products that consumers are used to. The company has modern and efficient production facilities that both meet high requirements for cleaning and ergonomics.



*Ergonomic conveyor from Nikodan Process Equipment A/S at the Toms Group A/S factory in Hvidovre.*

Nikodan has supplied several height-adjustable conveyors, with attached roller tracks, to Toms, which are used in several different places in their production. These conveyors are used, among other things, to receive candies from the production, which are then filled into boxes by the employees.

At Toms, production takes place in such a way that different production employees continuously replace each other, when a shift is over, after which the new employee who takes over the shift can then adjust the height of the ergonomic conveyor from Nikodan such that the conveyor is adapted to the height of the employee in question. At Toms, it has been experienced that employees are happier if they can lift at the correct working height from Nikodan's ergonomic conveyors.

Regarding the collaboration with Nikodan, Toms thinks that the mentioned ergonomic conveyor has been a good solution for their production environments. Toms also mentions that the dialogue with Nikodan has also been good, including the communication with Nikodan's construction department. Toms has also felt that Nikodan has listened to the wishes and preferences that people have had.

In a world with changing wishes from consumers, Toms continuously tries to produce new products that suit consumers' tastes and that also capture the trends of the time within confectionery products. This work takes place in their own development department where new products are tested and developed. Not all new products have equal global appeal. In Scandinavia, licorice is generally popular, but there are a number of other countries where people are not as fond of licorice - yet. In relation to the production conditions that will be necessary in the future, Toms expects that the future requirements for production machines will include an increasing focus on ease of cleaning, speed and more adaptable machines, such that you can produce your goods faster.

At Nikodan Process Equipment A/S, we are happy to have Toms as a customer, and we have delivered several different machines to Toms in addition to the mentioned ergonomic conveyors. We also hope that Toms will be successful with their existing and future confectionery products both in Denmark and abroad.



*Another ergonomic conveyor from Nikodan Process Equipment A/S elsewhere in the production area at Toms Group A/S in Hvidovre.*