

Meeting Point

 **SCHRÖTER**
LEADING QUALITY

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Delicious Delicacies Born from Tradition

SAUSAGE AND HAM SPECIALIST BEDFORD PLACES ITS TRUST IN SCHRÖTER

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When 1,000 Hands Produce Quality

Bedford Sausage and Ham

Bedford[®]
Delikat essen

”
I had a special request – to install additional side showers in the process chamber for specific products – which Schröter was able to do without a problem.

“

—
ANDRE WEHMHOF, Production Manager at Bedford



The sausage and ham manufacturer based in Osnabrück is completely committed to the fine craftsmanship of excellent taste. As such, owners Bert and Gabriele Mutsaers are continuing the tradition of their father Piet Mutsaers, for whom quality was the top priority of his work from the very beginning. Two things make this quality at Bedford possible: perfect mastery of the craft and a devotion to detail. Always present: Schröter Technologie equipment!

In line with Bedford's quality concept, Bedford products are only delivered to customers that have a service counter and can ensure professional advice. The value of this consistent approach is confirmed by the company's continuing success since 1909, when it was founded by the brothers Heinrich and Friedrich Bedford. Bedford products can now be found at the service counters of butcher shops, delis, and selected food retailers both in Germany and Europe. It should come as no surprise that a company that carefully considers each and every aspect of its operations also prioritizes sustainability. The company is committed, for example, to increasing its own energy efficiency as part of an ongoing improvement process. In fact, an energy management system was introduced on the basis of the DIN EN ISO 50001 standard. Bedford also procures 100 % of its energy from renewable sources.

No Need to Look Too Far ...

To make its production more sustainable, in 2020, the family-managed company went in search of an

air purification system for its hot-smoking systems that offers optimal heat recovery. Bedford didn't have to look very far, ultimately selecting the CLEENjet[®] TNV-3000 thermal oxidizer in combination with the WRG-3000 heat recovery system from Borgholzhausen, just 45 km away. "Schröter's solution is ideal for us, as it can be fully installed in an outdoor, weatherproof container," says Reinhard Rolf, Head of Technology at Bedford GmbH. "Thanks to heat recovery, we can put the TNV's waste heat to good use for heating water. The hot water is then pumped into a 5 m³ central process water storage tank."

The Perfect Interplay of Schröter Elements

Just a short time later, Bedford ordered five hot- and cold-smoking cooking systems THERMICjet[®] HR-4 with SMOKjet[®] RD steam smoke generators, which could be installed quickly, as the acquired air purification system was designed for the future connection of the hot- and cold-smoking cooking systems. "Schröter offers two designs for hot-smoking systems. The machine housing can be installed on or behind the process chamber. Because height is limited in the production environment, we were fortunately able to choose the second variant," says Andre Wehmhoff, Head of Production at Bedford. "I had a special request – to install additional side showers in the process chamber for specific products – which Schröter was able to do without a problem." Bedford CEO Ulrike Stelzner is also delighted with the hot-smoking systems from Borgholzhausen, as one of the systems is equipped with in-process energy monitoring.



— THERMICjet® AND SMOKjet®
The five hot- and cold-smoking cooking systems were integrated into the building with precision and complemented with side showers and an energy management unit.

— SALAMI
The interplay of ARCTICjet® and CLIMAJet® systems ensures the high quality of Salami at all times.

Facts and Figures

The sausage and ham manufacturer based in Osnabrück follows the motto “Delicious Delicacies” and supplies its products to the service counters of butcher shops, delis, and selected food retailers with a high-quality selection of sausages and hams.

- › **FOUNDED:** By Heinrich and Friedrich Bedford in 1909
- › **HEADQUARTERS:** Osnabrück, Germany
- › **EMPLOYEES:** 325
- › **SALES IN 2020:** €74 million
- › **EXPORT SHARE:** 14 percent
- › **PRODUCT RANGE:** Raw ham and sausage, boiled ham and sausage, cooked sausage, aspic, lard, and pâté as well as specialty poultry and various snacks
- › **PRODUCTION SPACE:** 20,000 m²
- › **PRODUCTION VOLUME:** 6,220 metric tons of specialty sausage and ham per year
- › **SALES:** Service counters of butcher shops, delis, and selected food retailers in Germany, Benelux, Austria, and Switzerland
- › **ANIMAL WELFARE:** As initiator of the open-pen association “Verein zur Förderung der Offenstallhaltung von Schweinen e.V.,” our owner Bert Mutsaers has prepared the path that Bedford will now consistently tread.

In other words, Bedford can record and analyze its consumption of steam, water, compressed air, and electricity with precision.

“Now I know exactly what a batch of sausage costs me,” says Ulrike Stelzner with delight.

Tailored Solutions for a Special Product

In May 2021, the company invested in four systems, each for one smoking trolley. The aim is to cool Bedford’s salami to -5°C at the core – with a room temperature as low as -10°C. These unique conditions proved to be quite a challenge for Schröter project engineer Reza Boozari, as the system needs to operate reliably at very low ambient temperatures. The doors must open and close effortlessly without freezing to the frame, an issue solved by Boozari with a heated door frame. The systems were also equipped with a safety flap to compensate for negative pressure at low temperatures. Even the floor had to be updated to accommodate future forklift traffic.

Consistent, High-Quality Product Results

In the meantime, the maturing process of high-quality salami specialties has been taken over by a Schröter climatic raw sausage system. In June 2021, the company opted for the multichannel system with four rows, which holds 32 smoking trolleys. “The best thing about this system is the fact that it’s heated with hot water, which means we can

effectively utilize the surplus heat of the TNV thermal oxidizer by means of hot water heat recovery,” explains Helmut Lange, Deputy Workshop Manager at Bedford. The CLIMAJet® system operates with horizontal and vertical airflow (MAS), allowing delicacies to mature gently and evenly. The user can choose from a wide variety of airflow variants to ensure optimal results. It was important to the Bedford staff that the new process produces uniform, identical product results, and that’s precisely what the multiple airflow channel system (MAS) guarantees. This successful collaboration is a prime example of the tailored support our team provides, the engineers’ outstanding problem-solving expertise, and optimization of entire production processes on behalf of our customers. “We are very happy with the service and support we receive from the company Schröter,” explains Helmut Lange, Deputy Workshop Manager at Bedford. We’re already looking forward to the next project with Bedford.

SCHRÖTER

Scope of Delivery

- › 1 X CLEENjet® TNV-3000
- › 1 X CLEENjet® WRG-3000
- › 5 X THERMICjet® HR-4
- › 5 X SMOKjet® RD
- › 1 X ENERGYMONITORING
- › 4 X ARCTICjet®
- › 1 X CLIMAJet® KR-32 MAS

Leading Trade Fair, Visitor Magnet, and International Industry Event

More than 1,000 exhibitors present their extended product portfolios in an expanded space

From May 14 to 19, Frankfurt will be opening its trade fair doors to IFFA, the leading trade fair dedicated to meat and alternative proteins. Held every three years, the trade fair is always a popular industry event. But this year, IFFA is generating even more buzz.

And there are two reasons: The first is that the long absence of in-person events makes the trade fair even more appealing and necessary, as emphasized by Klaus Schröter, Managing Partner of Schröter Technologie and Chairman of the IFFA Advisory Board: “There’s a tremendous need for personal exchange in the industry.” Now more than ever, IFFA represents a powerful, international platform for introducing new products and maintaining dialogue with customers and manufacturers.

Another Key Focus of the Trade Fair:

Plant-Based Proteins Are Booming

The second reason is the fact that IFFA is now also targeting additional industry players with its new focus on ingredients and the production of

plant-based proteins. The meat industry’s leading trade fair is thus seizing on the global trend of meat alternatives and accommodating those interested in plant-based proteins and cultured meat as well as companies that process fish and seafood, dairy products, and pet food, all of whom can learn more about automation, digitalization, food safety, sustainability, food trends, and individualization.

IFFA Reaches Record Level Again

With this new focus, IFFA has further reinforced its status as a leading trade fair, visitor magnet, and international industry event. Despite the pandemic, more than 1,000 exhibitors from 49 different countries are expected again this year, meaning the event finds itself at the record level of 2019. The audience also promises to be international, with 70 percent of visitors coming from abroad.

IFFA SAFETY:

Hygiene concept:

- › Admission checks based on the current regulation (at least 3G: proof of vaccination, recovery, or a negative test)
- › Modern ventilation systems and large open spaces guarantee dilution and removal of aerosol.
- › Distancing and hygiene measures
- › Current regulations and hygiene concept: www.iffa.com/hygiene





TECHNOLOGY

Our Experimentation Space: the Schröter Technical Center

Try out our thermal treatment systems with your own products

Equipped with the current selection of machines and systems in the Schröter portfolio, the Schröter Technical Center boasts a separate cold store/freezer as well as processes and tests that are documented and evaluated via panel computer.

This bundle of technology is an experimentation lab for customers and anyone else who's interested.

Here, process and product staff have the opportunity to test the systems with their own products, conduct experiments, provide their products with the final touch, and learn about options for optimizing their own processes – all before a potential investment.

The Technical Center is thus a true gem for food engineers, food technicians, and butchers, as it allows them to determine whether the investment is worthwhile, if the equipment is compatible with their products, or if Schröter can bring them forward (which is Schröter's objective) and help them achieve the highest quality standards for their product. Leading Quality.

Schröter Products for Testing and Experimentation

Multiple Schröter products are always available at the Technical Center for testing and experimentation. The THERMICjet® Jetsmoker for hot-smoking, cold-smoking, baking and cooking processes with vertical airflow and the BAKEjet® CrossBack baking and cooking system with integrated smoker function are just two of the technical highlights available at Schröter's main production facility in Borgholzhausen. An ARCTICjet® intensive chilling system for cooling with process water and cold air is also available for testing purposes.

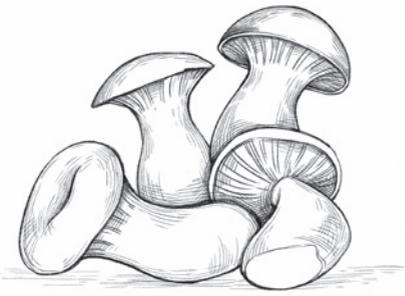
The center also features state-of-the-art process visualization that documents all of the processes for comprehensive analysis.

That's what transparency looks like at Schröter, which also benefits users.

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Schröter Technologie at IFFA 2022: What to Expect



You can find us in Frankfurt from May 14 to 19, when our IFFA exhibition stand will serve as an actual Meeting Point. We look forward to seeing you there!

We can tell you now that a visit to the Schröter stand (A 30 in Hall 12) will be well worth your while. Schröter's range of solutions has expanded significantly since the last trade fair, so experts in industry, retail, and trade can look forward to innovative and sustainable ideas.

In addition to new and efficient approaches to thermal treatment, we'll also be showcasing digital solutions.

The Schröter team's exceptional strength lies in its solutions tailored to customer requirements – for example, in the area of automatic transport systems for SEMIjet® lines – and ultra-tall product racks for CLIMAJet® applications.

“At IFFA, we'll be demonstrating what makes Schröter so strong, which is the combination of

continuously developed, market-oriented systems and perfected service, from the initial conversation and process commissioning to customer support,” explains Frank Mack, Director of Sales.

A Focus on Technical Development

Schröter's trade fair team will be acquainting curious visitors with a variety of applications, including the THERMICjet® and ARCTICjet® solutions in ready-to-go design with tailored construction features. Case studies will also demonstrate how effectively Schröter merges technology and service into a single unit like nothing else in the market.

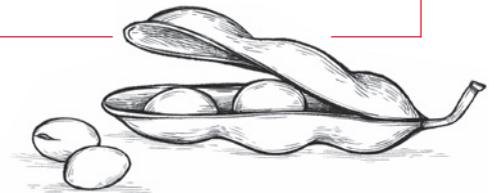
The team will also be introducing new SMOKjet® smoke generators for small and medium smoke-houses as well as BAKEjet® CrossBack systems. One of the special highlights is the innovative airflow for the ultra-tall process racks used for CLIMAJet® cold-smoking and maturing applications. The latest control systems by Allen Bradley and Siemens as well as updated process visualization systems will also be available for viewing at the 400 m² exhibition stand.

IFFA 2022: Well Worth a Visit

All signs point to success. The trade fair is fully booked, with the number of exhibitors at the record level of 2019. What's new this year is the fact that the trade fair is opening its doors to meat alternatives and plant-based proteins. Schröter wishes the trade fair and its international audience a seamless event despite the pandemic, as no digital technology is a substitute for personal exchange. As always, a highly motivated team will be welcoming trade fair guests to the Schröter stand – this year in line with the motto “Reliable. Open. Honest.”

AT A GLANCE

- › **May 14-19, 2022**, Frankfurt am Main, Germany
- › **Schröter stand: A 30 in Hall 12**
- › Additional information on IFFA is available at www.iffa.com



RELAUNCH

Our New Website: Find Just the Right Systems!

Leading Quality – on the Web, Too

Schröter Technologie's new website boasts a clear, straightforward, and user-friendly design. As far as Managing Partner Klaus Schröter was concerned, the usability alone was reason enough for a relaunch. “We'd like to make it as simple as possible for customers and anyone else who's interested to learn more on our website – with shorter loading times, simplified use on devices, and eye-catching elements.”

The “Applications” section is new and enables interested users to find applications – for processing meat, fish, meat alternatives, cheese, bread,

vegetables, fruit, and pet food – without any knowledge of Schröter products. “This allows us to simplify the search function for those users who are unfamiliar or less familiar with our portfolio,” explains the Managing Partner. The Schröter portfolio consists of systems for a whole host of applications in the food industry, which the new website presents in a straightforward, transparent format.

Employee Statements for Increased Authenticity
Managing partners, sales managers, customer service technicians, and engineers get a chance to

speak in the header section, talking about the customer solutions they're proud of. This enthusiasm is reflected in their portraits. Klaus Schröter: “That's just the way we are. We're down-to-earth and don't pretend to be anything we're not. I think it's this approach, in particular, that our customers appreciate.” The response to the new website developed by the TMC_The Marketing Company agency based in Paderborn has been overwhelmingly positive. Feel free to explore the new website yourself:

WWW.SCHROETER-TECHNOLOGIE.DE

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