

Meeting Point

 **SCHRÖTER**
LEADING QUALITY

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Managing Director
at Schröter

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CUSTOMER REPORT

Long-Term Success Story of Schröter and Multivac Turkey

Despite Tense Economic Situation: With its economic center Istanbul, Turkey's strategic location has always made it a key player in the world economy. Located between Europe and Asia, Turkey acts as a trading center and transit point for goods from different regions. Over the centuries, Turkey's rich trading history has made it a major player on the international market.

As the country's largest city, Istanbul remains a bridge between East and West, connecting different cultures and markets. Its long-standing role as a trading hub has made Turkey a key player on the international stage.

Our involvement in the Turkish market spans a long period of time and reflects our continued interest in the region. We were able to successfully kick-start our activities in Turkey in the early 1990s. In 2007, our representative office in Turkey, Multivac Ambalaj Makineleri Sanayi ve Ticaret A.S., was founded. Our partnership started in 2009 with the joint project at Fa. EBK in Ankara.

Multivac Turkey is based in Istanbul and is responsible for sales and technical customer service in all regions of Turkey. The employees are located in the regions of Izmir and Ankara as well as in the headquarters in Istanbul to ensure comprehensive support for all customers.

The company offers its clients unique project consulting services, customized packaging and process solutions, a technology network, and global partnerships. In addition, Multivac sets great store by its first-class technical after-sales service, supported by the rapid delivery of original spare parts and consumables.

The sales team under Head of Sales Selcuk Bostanci and Key Account Manager Onur Çelik comprises eight dedicated and successful employees who form efficient synergies together with the expertise from Borgholzhausen. The staff is enhanced by a highly qualified 14-strong customer service team that provides the best on-site support. The branch is headed by Managing Director Ali Suat Öz, Financial Director Özden Eralp, and Technical Director and COO Tolga Ünal.

"Turkey is a large market for meat products with a variety of traditional products such as sucuk, pastirma, sosis, salami, and smoked fish. Thanks to its broad portfolio of equipment, Schröter can serve the

KADIRCAN ÇAKICI

in front of a THERMICjet® at Eren Et



“To summarize our partnership in a few words: trust, quality, customer and solution orientation, fast response, and close teamwork. It is both a pleasure and a great honor to work with Schröter.”

ALI SUAT ÖZ
Managing Director



MULTIVAC BUILDING
office building in Istanbul

entire product range – from climatic systems to hot-smoking and cooking systems, and intensive chillers.” explains Frank Mack, sales director at Schröter.

In spite of the tense economic situation in Turkey in recent years, important projects have been realized, in particular those with a high degree of automation. Several customers have chosen our semicontinuous SEMIjet® systems, whose strengths lie in their versatility, ease of use, first-class quality, and high durability. “An additional SEMIjet® HRIK-12 is currently being planned for a new customer,” says Sales Director Frank Mack, who has been looking after the Turkish market from the outset.

“We are very happy to have this motivated team on-site. It strengthens our presence in the Turkish market and contributes significantly to the success of Multivac and Schröter in Turkey.”

FRANK MACK
Sales director at Schröter

And he adds: “We are happy about our shared success, even in these times. With our many years of experience, qualified teams, and pioneering technologies, we are excellently positioned to continue to be successful on the Turkish market.”

CUSTOMER INSIGHTS

Facts and Figures

MULTIVAC Turkey was founded in Istanbul in 2007 and has maintained a cooperative relationship with its customers ever since. The company provides technical customer support to all regions of Turkey.

- › **LOCATIONS:** Istanbul (headquarters), Izmir, Ankara
- › **EMPLOYEES:** 34
- › **PRODUCT PORTFOLIO:** technical customer support, project consulting, packaging and processing equipment, procurement and replacement of original spare parts, and packaging consumables
- › **WEB:** www.multivac.com

SCHRÖTERS

Scope of Delivery

VAHDET

- › 1 X THERMICjet® HR-6
HOT SMOKE HOUSE

NAMET

- › 2 X THERMICjet® HR-6
HOT SMOKE HOUSE
- › 1 X CLIMAJet® KR-16
SPECIAL SUCUK FERMENTATION ROOM

ABALIOGLU

- › 1 X SEMIjet® HRIK-12
HOT SMOKE-INTENSIVE CHILLING HOUSE
- › 1 X THERMICjet® HR-4
HOT SMOKE HOUSE
- › 1X PROCESS CONTROL SOFTWARE

EREN ET

- › 1 X THERMICjet® HR-2
HOT-COLDSMOKE HOUSE
- › 1 X THERMICjet® HR-4
HOT-COLDSMOKE HOUSE
- › 1 X CLIMAJet® NR-9
POST MATURING ROOM
- › 1 X CLIMAJet® KR-8
FERMENTATION ROOM

PINAR ET

- › 2 X SEMIjet® HRIK-12
HOT SMOKE-INTENSIVE CHILLING HOUSE
- › 1X PROCESS CONTROL SOFTWARE

BANVIT

- › 1 X SEMIjet® HRIK-12
HOT SMOKE-INTENSIVE CHILLING HOUSE
- › 1 X ARCTICjet® IK-4
INTENSIVE CHILLING HOUSE
- › 1X PROCESS CONTROL SOFTWARE

Efficient Energy Management at Bedford

Interview with Christian Westing, Technical Director at Bedford GmbH & Co. KG
Bedford is an Osnabrück family-run business that has been producing premium-class sausage and ham since 1909.

Dietrich Schröter, managing director, and Harald Gürtler, sales representative at Schröter Technology, spoke with Bedford's Technical Director, Christian Westing, about avoiding consumption peaks.



— **CHRISTIAN WESTING**
Technical Director
at Bedford

Dietrich Schröter:

Mr. Westing, could you give us an insight into the measures your traditional company has taken to optimize energy consumption?

Christian Westing:

At Bedford, we have come to realize that in times of crisis, we need to optimize our resource and energy consumption and be more flexible. Triggered by the feared gas shortage in 2022, we conducted a comprehensive analysis to understand our consumption in production and administration.

Prior to the actual analysis, it was first investigated where energy meters were available and where others needed to be retrofitted. We already proactively had Schröter install an in-process energy monitoring system for one of four new THERMICjet® hot-smoking systems as part of an investment in 2020.

Harald Gürtler:

How did you approach this analysis?

Christian Westing:

Over a period of four weeks, we operated our machines and systems in three shifts around the clock, measuring the consumption of electricity, gas, refrigeration, and water. A software for process data acquisition helped us to keep track of all data. The effort and dedication of our employees in this process was enormous, but appropriate. The effort was definitely worth it! Now we know where the savings potential lies and where energy-guzzlers are hiding.

Dietrich Schröter:

Did you identify any particular challenges?

Christian Westing:

Yes. Especially in the summer months, our cold stores need a lot of energy. However, the chillers also emit a considerable amount of heat energy, which we can use with the help of a heat recovery system or heat pump. With this equipment, we now produce hot water, which not only heats our post-maturing systems, but also supplies part of administration, such as the heating and kitchen.

Dietrich Schröter:

That sounds like an efficient solution. Were there any other measures?

Christian Westing:

Absolutely. At a time of energy crisis, our electricity and gas suppliers made it clear that in 2022 there may not be enough energy available. Therefore, we decided to position ourselves more independently for the future and built a 642 kW photovoltaic system on a large employee parking lot. It went into operation in August 2023. The covered parking lots not only serve to generate electricity, but also provide weather protection for our employees' vehicles. The covered area is even used for outdoor sports.

Harald Gürtler:

How successful is the PV system?

Christian Westing:

According to initial experience, it covers a good 8% of our annual electricity consumption. Since 100% of the solar energy generated is used immediately at the plant, we decided not to have an electricity storage system. Investing in a storage system would not have been worthwhile. Recently, our CEO Ulrike Stelzner told me that several companies had inquired about the PV system on-site. This really makes us a role model, which we're of course extremely happy about.

Dietrich Schröter:

How did your employees react to these sustainability measures?

Christian Westing:

Our employees provided extremely positive support to the entire analysis and the measures derived from it. The themes of sustainability and security are part of all our daily lives. It was nice to see how much our team identified with the changes.

Dietrich Schröter:

Thank you very much for these insights into the sustainability initiatives at Bedford, Mr. Westing. It seems that our meters have been installed in the right place.



— **SCAN THE QR CODE**
and watch the
interview video!



— **PHOTOVOLTAIC SYSTEM**
on the employee car park:
Shading and protection for cars

Customized Maturing for Every Room Size

In the world of industrial food processing, the SCHRÖTER brand is synonymous with versatility and quality. In particular the CLIMAJet® NR sets new standards for the maturing, drying, and storage of raw and cured sausage and ham products.

The impressive range of our post-maturing systems extends from compact rooms with a floor space of less than 10 m² to impressive large-scale concepts with a floor space of more than 800 m². Our facilities can accommodate between two and more than 600 wagons, although the size of the facilities is not usually measured in the number of wagons, but in square meters.

We Can Do Small. We Can Do Large.

What distinguishes us is the ability to meet both small and large requirements with flying colors. Gerd Moes, Head of Technology, sums it up: "Whether large or small, we do it accurately – exactly in line with our 'Leading Quality' standard!" Put into practice, this means that the uniform air circulation within the processing chamber is crucial for the quality of the final product. Our proven duct system plays a key role here. The routing of the supply and return ducts is individually adapted to the geometry of the room. Whether large or small, we guarantee precise airflow for the uniform drying of the raw sausage products.

Air Conditioning, Both Large and Small

The machine unit with recirculation fan, air cooler, and air heater is responsible for the conditioning of the air, although both the small and the large units work according to the same principle of dehumidification. The 3D diagram shows the airflow through the air cooler, followed by the droplet separator and the air heater to heat the air.

Our Systems Seamlessly Integrate Current Trends and Innovations

Key elements include: EU F-gases regulation: We take into account the F-gases regulation in our planning and concepts because it is legally regulated and in line with the EU's environmental objectives. There is a clear trend toward alternative refrigerants, such as propylene glycol, NH₃, or CO₂, which are used instead of conventional refrigerants such as R404 (fluorinated greenhouse gases).

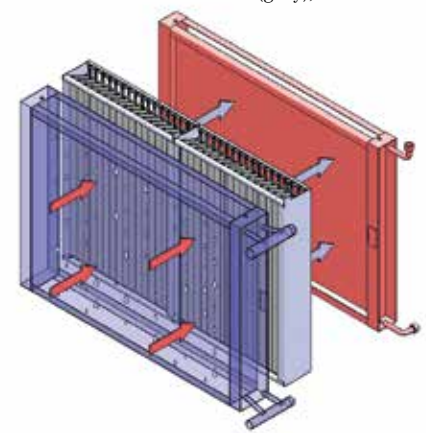
Use of Alternative Heat Sources

The use of renewable heat sources (e.g., from heat recovery) is a key development. Our systems operate at relatively low temperatures up to +20 °C. This also means that heating with hot water is possible.

Vertical Product Racks

With the growing demand for high-quality products, our customers think and plan vertically. By stacking product racks higher than 2 meters above each other or using hanging racks higher than 4 meters, they enable more efficient use of the available floor space for more products. Project Manager Andreas Klaucke therefore summarizes: "Our mission remains unchanged: quality in every design. CLIMAJet® NR sets standards by responding flexibly to the individual needs of our customers – whether in small craft businesses or large-scale industrial production!" Regardless of size, we always strive for excellence!

DIAGRAMS
of air cooler (blue), droplet separator
(gray), and air heater (red)



GERD MOES, HEAD OF TECHNOLOGY,
in front of the duct sections of a post-maturing system for large-scale concepts



PROJECT MANAGER ANDREAS KLAUCKE
shows two machine units for post-maturing systems; one CLIMAJet®
system for a large-scale concept as well as one for small spaces



SCAN THE QR CODE
and find out more!

COMPANY

Schröter celebrates company anniversaries

In a constantly changing working environment, consistency is a value that has a significant impact on a company's success. Precisely this consistency is lived at Schröter: many employees have been with us for years, often decades.

This year, as many as ten employees once again celebrated a special anniversary. Whether 10 years, 25 years or even 40 years of service – what makes us successful as a company are the people who work here!

Uwe Galen, Managing Director of Schröter, is proud of his employees: "The esteem for our long standing employees is deeply rooted in our company. Your commitment has shaped our corporate culture. Moreover, it is an indispensable part of our success." It is therefore a nice and wonderful tradition at Schröter to honor the employees celebrating work anniversaries and thank them with a small celebration.

At the same time, we would like to say goodbye to Gudrun Strothjohann, who has dedicated her entire energy to Schröter's purchasing department for 28 years and has always ensured a relaxed atmosphere in the entire office.

We would like to thank everyone for their long and positive time at Schröter! We would like to say a proud and heartfelt THANK YOU and are looking forward to further productive years with our employees!



OUR SPECIAL THANKS

Anniversaries

40 YEARS

STEFAN SCHLÜTER,
SIEGFRIED MEYER AUF DER HEIDE

25 YEARS

MARTINA HÖCKER, ALEXANDER DICK,
BURKHARDT FRANK

10 YEARS

DANIELA GROSPITZ, DANIEL FREI,
DARIUS MEYER, JULIAN DÖRMANN,
ERNST-AUGUST FREY

COMPANY

Schröter Goes proALPHA: ERP Software in Use

Many mechanical engineering companies are familiar with the challenges of seamlessly mapping business processes while maintaining a consistent flow of information from optimized and automated processes.

They affect all areas of the company – from production to finance, purchasing, and service.

At Schröter too, increased requirements led to the transition to digital transformation in order to present growth and expanded business segments more effectively and transparently. Schröter relies on the ERP solution for SMEs from proALPHA. Its goal is to make the entire company more productive.

At the beginning of 2024, the transition to the new system took place with the active support of a highly motivated key user team. Its task in recent months was to analyze and transform data, complete integration tests, simulate test runs, and train users. We would like to thank all those involved for this achievement! Particularly challenging was that

the whole thing took place during ongoing operations of one of our highest top-selling years in the company's history!

In addition to the Project Manager Dirk Otten, we would like to thank the key user team comprising: Christian Düfelmeyer, Christian Blömke, Harald Gürtler, Sven Peisker, Jochen Ramforth, Joachim Gödeke, Thorsten Gerding, Volker Kramme, Fritz Ostmeyer and Marco Wolf. Thank you for taking on and initializing these pioneering tasks.



KEYUSER-TEAM
Schröter

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