Meeting Point

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SCHRÖTER
LEADING QUALITY

BESNIK BAJRAMI
Metalworker in housing production at Schröter

Impressive quality and workmanship

SCHRÖTER SYSTEMS AT LUNCHEON MEAT SINCE 2017

CUSTOMER REPORT

Luncheon Meat: Customized smoking processes for the Greek market

When Luncheon Meat first began working with Schröter in 2017, one thing quickly became clear: It's not just the technology that matters, but also the understanding of individual requirements. The company is part of the Ifantis Food Group and produces a wide range of meat-based products in Alexandroupolis in northern Greece – from cooked and smoked meat products to salami and ham such as prosciutto.

At the time, the project involved the precise integration of a SMOKjet® RH09 wood chip smoke generator with a competitor's existing smokehouse – today, Luncheon Meat relies on Schröter systems for all its cooking and smoking processes. Production is carried out using several THERMICjet® hot-smoke cooking systems in various designs – carefully planned, implemented step-by-step and precisely tailored to the conditions on site.

Expansion with vision

Following the extremely positive experience with the SMOKjet® RH09, the collaboration increased in 2019 – Luncheon Meat decided to work with Schröter on its first major system project. Four THERMICjet® HR-6 double-row hot-smoke cooking systems, combined with four SMOKjet® RH09 wood chip smoke generators, have replaced existing systems and enable a significantly higher capacity in the same space.

Dimitris Svintridis, Quality Manager at Luncheon Meat, explains why the company from Borgholzhausen was chosen: "Schröter was able to implement our requirements in terms of performance, space requirements and operability in the best possible way. I was immediately impressed by the quality, the solid workmanship and the maintenance-friendly design."

The intuitive and tactile handling of the SIEMENS S7 controller, in combination with Schröter's adaptive programming and the InTouch process visualization, forms the basis for effective operability and process reliability.

Special added value: alternating air exchange system

One particularly impressive technical feature is the alternating air exchange system. By controlling the powerful recirculation fans via high-performance frequency converters, the air volume flows inside the process chamber is shifted to the left or right.

The infinitely variable control of the two frequency-controlled recirculation fans allows the air volume flows inside the processing chamber to be focused more to the left or right – even differentiated from top to bottom in the wagon and its product carrier levels. This enables targeted airflow at all levels and ensures more uniform drying of all product layers in the "drying" process step. This is a clear advantage over conventional systems, where lower levels often dry out more than upper ones.

–
WOOD CHIP SMOKE GENERATOR
SMOKjet® RH09 behind the systems

"Schröter systems have an alternating air exchange system that is generated by two frequency-controlled radial fans. This technology enables us to optimize our processes, which results in shorter process times and thus lower weight losses."

–
APOSTOLOS ATHANASOPOULOS
Managing Director of the Ifantis Food Group

Individually planned: Transit systems for more throughput

The next stage of expansion at Luncheon Meat followed in 2023. Once again, the focus was on integrating new systems – this time under much tighter spatial conditions. In order to make optimum use of the available space, Schröter cooperated with the Greek company to plan the use of three single-row THERMICjet® HR-8 smoking systems in transit design, each with SMOKjet® RH09 and two single-row THERMICjet® KA-8 cooking systems.

Technical sales representative Jürgen Brocke was on site as early as the quotation phase to record the conditions, take measurements and thus tailor the system planning precisely to the circumstances. Luncheon Meat explicitly praised this commitment.

The new arrangement, including turning the new systems 90° to the placement of the previous systems, now makes it possible to double the wagon capacity per passage from four to eight wagons – without requiring additional space. The safety door interlock, which only allows the process to start when the doors are fully closed, was also reliably implemented in the system control according to individual customer requirements. In addition, the automatic cleaning system ensures automated, labor-saving and consistently thorough cleaning of all system components. It is therefore no coincidence that Schröter was once again awarded the contract; rather, it's an expression of a long-standing corporate relationship. "Our decision to work with Schröter was based on the long and extremely satisfactory cooperation that the Ifantis Group has enjoyed with the company for decades," says Apostolos Athanasopoulos.

Cooperation at eye level

In addition to technology and planning, communication was another success factor: Ilias Goulis, a Greek-speaking design engineer from the Schröter team, was on hand to support the project during every phase – from the coordination of technical details to the acceptance and handover to production on site. This was also valuable support for project manager Dorian Grabowski.

From project to process strategy

What began as a single system in Alexandroupolis in 2017 is now a mature partnership. Luncheon Meat operates optimized Schröter systems – efficient, flexible, future-proof. It's a development that shows how important it is not just to supply technology, but to think together.

Our THERMICjet® systems

SCAN THE QR CODE
and get more information about our THERMICjets®!

CUSTOMER INSIGHTS

Facts and figures

LUNCHEON MEAT EVROU S.A.

- **FOUNDED:** 1996
- **PRODUCTION FACILITIES:** Alexandroupolis, Greece
- **PRODUCTION:** 20,500 tons/year
- **EMPLOYEES:** 384
- **PRODUCT PORTFOLIO:** Cooked and smoked meat products, sausages, salami, ham products such as prosciutto

IFANTIS S.A.

- **FOUNDED:** 1979
- **PRODUCTION FACILITIES:** 3 in Greece
- **WEB:** https://ifantis.gr

SCHRÖTERS

Scope of delivery

AT THE ALEXANDROUPOLIS SITE

2017

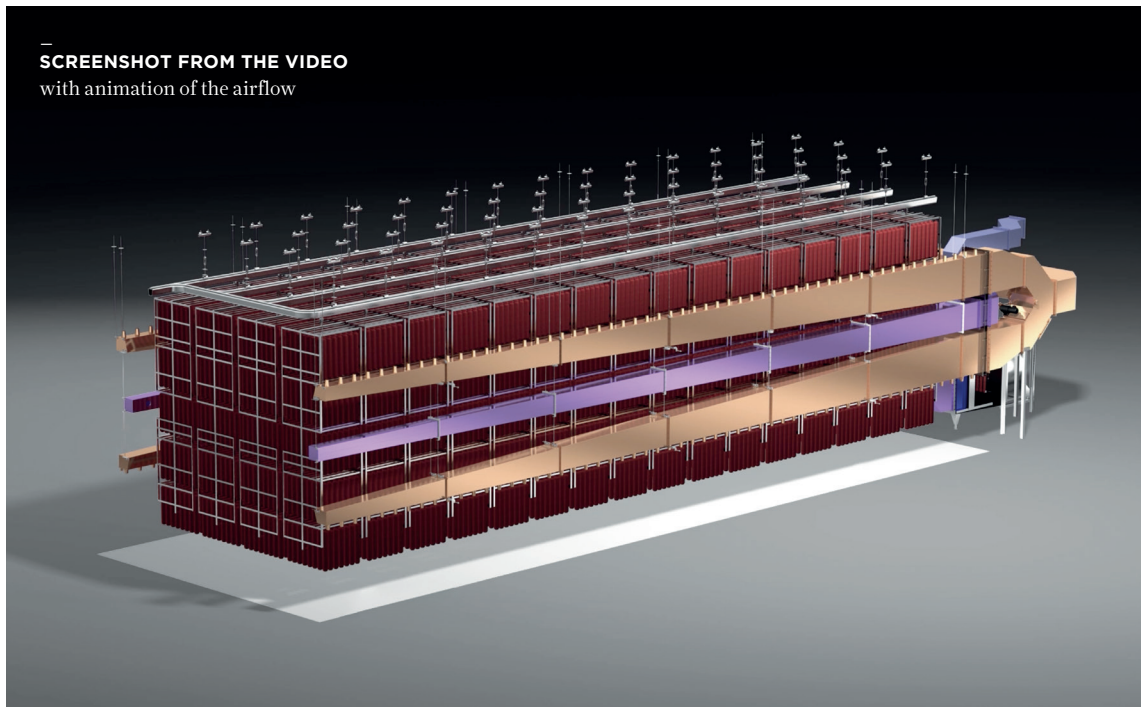
- **1 X SMOKjet® RH09**

2019

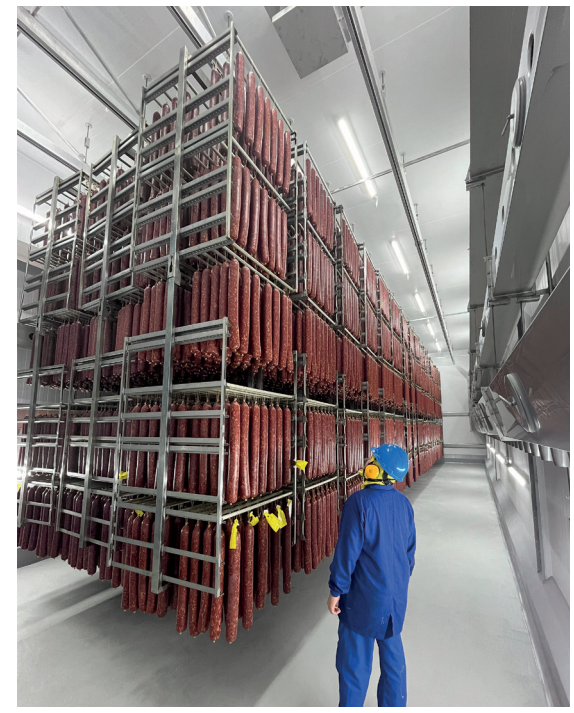
- **4 X THERMICjet® HR-6, 2-row**
- **4 X SMOKjet® RH09**
- **1 X Process control software InTouch**

2023

- **3 X THERMICjet® HR-8, 1-row**
- **2 X THERMICjet® KA-8, 1-row**
- **3 X SMOKjet® RH09**
- **1 X InTouch upgrade**



SCREENSHOT FROM THE VIDEO
with animation of the airflow



SOLUTIONS

Flexible maturing processes: CLIMAjet® NR Tower for high racks and overhead conveyors

To mature meat products such as salami or raw ham, Schröter has a wide variety of airflow systems available – depending on the size of the room and what quantities need to be produced. These include the classic vertical airflow with central return air, the MAS MultiAirFlow system for CLIMAjet® KR systems and the vertical airflow upwards and downwards with central return air.

This CLIMAjet® NR Tower is a post-maturing system and was specially developed for high transport units from a height of 5,000 mm – such as overhead rail systems, multi-stacked smoke wagons or high racks. The system has proven to be an efficient solution for large quantities of product in high rooms.

Thanks to the optional automatic overhead rail transport system or the use of automatic guided vehicles (AGVs), the system can be loaded and unloaded easily and economically – ideal for high capacity utilization with minimal personnel deployment.

Multi-row operation with intelligent air routing
The tower can be operated in two, three or four rows and utilizes an impressive intelligent interchangeable flap principle, whereby the air is alternately directed upwards and downwards at the sides and returned in the middle. In addition, a third interchangeable flap enables a diagonal airflow – for optimum uniformity in drying. This is because the air distribution and its flow within the processing chamber are decisive factors for the quality of the end product – especially in the case of sensitive dry-cured sausage and ham products. The duct design is individually adapted to the room size and height, ensuring even air distribution across all levels in the process room.

Air conditioning can be independent of the outdoor climate
Like all CLIMAjet® NR solutions, the CLIMAjet® NR Tower also works with efficient air conditioning – consisting of an air circulation fan, air cooler, droplet separator and air heater. Every post-maturing system is based on the same proven dehumidification principle: The humid air is passed over the air cooler, evaporated water is condensed on the cold coils and any residual water droplets carried by the airflow are captured by the droplet separator. The recirculated air is then reheated via the air heater and returned to the chamber. In certain very humid climatic regions, air conditioning can be completely independent of the outside climate. Temperature and humidity in the process room can be controlled precisely and digitally, with or without the use of outside air and humidity.

Schröter takes into account legal requirements such as the EU F-Gas Regulation and utilizes alternative refrigerants and regenerative heat sources such as heat recovery.

With the CLIMAjet® NR Tower, Schröter offers a high-performance solution for high rack and wagon concepts – flexible, efficient and precisely tailored to the requirements of modern maturing processes.

Our CLIMAjet® NR Tower

SCAN THE QR CODE
and get more information about our system!

Schröter supports new FoodLab at Flensburg University of Applied Sciences

Modern food technology needs modern places of learning. The new FoodLab at Flensburg University of Applied Sciences (UAS) is just such a place – an interdisciplinary research laboratory that provides food technology students with practical insights into industrial processes. Schröter is involved – and brings technology from Borgholzhausen to the far north.

Specifically, Schröter is supporting the new FoodLab with two systems: a THERMICjet® HR-1 hot-smoke/cold-smoke cooking system and a SMOKjet® RH Compact wood chip smoke generator. Both systems are linked to a process visualization system, meaning they document a realistic representation of thermal processes in food processing – from cooking and smoking to the precise control of different temperature zones.

A lecture by Klaus Schröter in Flensburg

Klaus Schröter was also there in person for the official opening of the FoodLab. As well as taking part in the accompanying symposium, he gave a lecture on the importance of modern smoking and cooking systems in industrial food production and praised the university's commitment:

"With the opening of the FoodLab, Flensburg University of Applied Sciences is setting a milestone in the education of students and creating completely practical conditions in food processing."

–
KLAUS SCHRÖTER
Managing Director at Schröter

For Schröter, participation in the FoodLab is not only a contribution to the education of future generations, but also a clear commitment to the close integration of research, development and practice in Germany as a business location. Getting to the heart of the matter, Klaus Schröter said: "We are delighted to be part of this forward-looking project – and to be actively involved in shaping the close integration of science and practice together with the teaching staff and students at Flensburg University of Applied Sciences."

–
TO THE OPENING
Presentations by the partner companies

–
ABOVE: Full technical equipment of the FoodLab

–
LEFT: Opening and first insights into the new FoodLab

WATCH THE VIDEO NOW!

FoodLab at Flensburg UAS

SCAN THE QR CODE
and get more information and impressions!

Our THERMICjet® systems

SCAN THE QR CODE
and get more information about our THERMICjets®!

Our SMOKjet® RH Compact

SCAN THE QR CODE
and get more information about our system!

COMPANY

Scoring a strike for the partnership with Kanematsu

The partnership personally initiated in the 1980s by Max Schröter has developed into a mainstay of our international business: The close cooperation with our Japanese representative continues to this day – stable, trusting and extremely successful. Schröter has been supplying systems to Japan ever since – from THERMICjet® to CONTIjet® systems. Numerous meat processing factories throughout the country rely on technology from Borgholzhausen.

Managing Director Dietrich Schröter sums up just how valuable this collaboration is for Schröter: "We greatly appreciate the professional, competent, detailed and perfect cooperation with our representative Kanematsu and the Japanese customers. This is characterized by great hospitality as well as mutual respect and trust. This is the basis for our decades of success in Japan."

Bowling evenings boost business ties

In addition to successful business cooperation, personal exchange has long been a living tradition – and, over the years, business partners have become friends. One particularly appreciated ritual is the joint nine-pin bowling evening – like the one held here at IFFA. The atmosphere is cheerful, the exchange is open and cordial, people laugh together. Ultimately, it's not who hits the most pins that counts, but the pleasant feeling of being out and about with real partners and friends. We look forward to many more joint projects – and to just as many bowling evenings that put the focus on togetherness.

COMPANY

New Partnership in Brazil: Metal Marc

Brazil has been an important market for Schröter for many years – numerous projects in the areas of hot smoke, intensive chilling and air conditioned maturing systems have already been successfully implemented. In order to further expand its customer proximity and strengthen its market presence in South America, Schröter has now gained an experienced and well-connected sales partner in the form of Metal Marc.

The company, based in Guaporé, was founded in 1997 and currently employs around 200 people. With its own assembly halls and warehouses, a fleet of vehicles and many years of industry expertise, Metal Marc has a broad base – and has been a contact for Schröter solutions since the middle of the year.

To kick off the partnership, Klaus Schröter and André Teixeira Gomes traveled to Brazil in person to train the Metal Marc team. "To us, the close cooperation on site is an important building block for continuing our success in Brazil," says Klaus Schröter. Metal Marc itself is enthusiastic, as is Commercial Director, Dani Marcolina: "This week, our sales team completed important training with Schröter solutions, which underlines our commitment to excellence and continuous development." With the new representative, Schröter aims to impress its customers with customized system solutions and personal on-site support.

METAL MARC

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