

# Meeting Point

**SCHRÖTER**  
LEADING QUALITY

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## Eskort & Schröter: from field test to success

LEADING QUALITY IN ACTION IN SOUTH AFRICA

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CUSTOMER REPORT

# Over 100 Years of Tradition Meets State-of-the-Art Thermal Technology

When South Africa's leading pork producer wants to raise its quality standards, it takes more than good intentions. What's needed is precise thermal technology, reliable partnerships, and the courage to trust an as yet unknown German manufacturer.

**A** century of pork expertise: From a cooperatively organized bacon curing operation founded in 1917, Eskort developed over 100 years into a central pillar of South Africa's meat industry with a fully integrated value chain.

Today, Eskort employs over 2,500 people at its two South African sites in Estcourt and Heidelberg, processing a broad product spectrum: bacon and sausages, ham, smoked and cooked meat products, marinated products, ready-to-eat specialties as well as fresh meat cuts. The consistently vertically oriented integration extends from genetics and modern agriculture through biosecurity systems, processing, curing, smoking, and cooking to packaging and distribution – ensuring complete traceability and quality control at the highest level.

#### The test run that changed everything

When Eskort installed its first Schröter system in

2013 – a THERMICjet® HR-8 hot smoke house with SMOKjet® RF smoke generator – it was initially a test: Could German technology meet the demanding requirements?

“We started with one Schröter unit to see whether it could deliver the product quality and consistency we needed – and the results exceeded every expectation. The quality, the yield, the reliability... it was clear we had found the right partner. With PHT's hands-on support and Schröter's engineering excellence, investing in more units became an easy decision”, states Arnold Prinsloo, CEO, Eskort (Pty) Ltd.

What began as a trial run quickly developed into a collaboration that paved the way for subsequent projects. “We are very proud of our long-standing partnership with this extremely agile and innovative company. Eskort is known for its product innovations, and we gladly take on these challenges and

develop customer-specific solutions”, adds Frank Lautenschläger, Sales Vice Director at Schröter Technologie. Currently, Eskort operates 14 Schröter systems distributed across both production sites. The entire thermal process chain has been systematically and strategically converted to Schröter and is equipped with a low-pressure foam cleaning station from PHT.

#### PHT as a bridge to Europe

A decisive success factor for this achievement is the collaboration with PHT South Africa. Since 2009, PHT has represented Schröter's interests in the South African market, combining global technology expertise with local know-how.

“PHT's commitment to Eskort extended beyond supply and service – we opened doors to leading European processing plants so Eskort could experience Schröter's performance first-hand. This internatio-

nal perspective has helped shape Eskort's strategic investment in technology that consistently delivers superior results", says Josef Meßmer, Owner, PHT.

#### Precision that pays off

Schröter systems excel in process reliability and repeatability. In the THERMICjet® hot smoke houses, precise temperature control ensures controlled thermal treatment, while the SMOKjet® RH09 and RF smoke generators deliver consistent smoking results. The ARCTICjet® intensive chilling houses rapidly cool products and enhance microbiological safety. The intuitive SIEMENS S7 control system combined with Schröter's adaptive programming and InTouch process visualization makes the operation and processes reliable and efficient.

Particularly noteworthy is the alternating air change system and the power of the THERMICjet® systems: they treat all products uniformly – regardless of their position in the truck. This air circulation with two coordinated fans delivers top results across all batches and minimizes waste.

#### Strategic expansion

In 2024, Eskort expanded at the Heidelberg site: 10,000 m² increased production capacity by 50 percent. The expansion included new cold rooms, larger carcass coolers, extended deboning lines, and Africa's largest continuous box freezer.

Such investments don't happen in a vacuum – they're based on established trust. This partnership clearly extends beyond project business and is evident on a personal level: Eskort (Pty) Ltd CEO Arnold Prinsloo has visited Schröter's production facility in Borgholzhausen multiple times and accompanied Dietrich Schröter on customer visits.

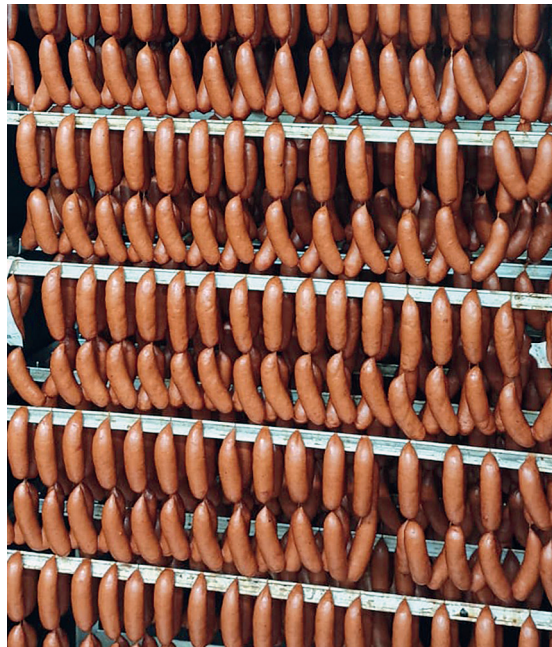


— **ARNOLD PRINSLOO**  
CEO, Eskort (Pty) Ltd

*“Our collaboration with Eskort demonstrates how trust, technical excellence, and continuous development lead to sustainable success. We look forward to further expanding this partnership in the coming years and supporting Eskort on its path to even higher quality standards.”*

— **DIETRICH SCHRÖTER**

Managing Director, Schröter Technologie



#### POPULAR SPECIALTY

For the processing of the “Russian Sausage” – one of the most popular South African smoked sausages – Eskort relies on THERMICjet® hot-smoking systems.

#### CUSTOMER INSIGHTS

## Facts and figures

- > **FOUNDED:** 1917
- > **CEO:** Arnold Prinsloo
- > **EMPLOYEES:** approx. 2,500  
(1,300 Heidelberg, 700 Estcourt, 500 Retail)
- > **PRODUCTION AREA:** Heidelberg: 30,000 m² | Estcourt: 20,000 m²
- > **PRODUCT PORTFOLIO:** Bacon, sausages, ham, smoked and cooked meat products, ribs, marinated products, ready-meal products, seasonal specialties, fresh products

#### PHT SOUTH AFRICA

## Local Partner with global network

PHT Trading International was founded in 2007 in Centurion and is a leading provider of integrated hygiene and process technology in hygiene-sensitive production environments. The company combines European premium technology with deep understanding of local requirements. The portfolio ranges from hygiene entrance systems and industrial washing systems, as well as the process technologies and thermal treatment systems delivered by Schröter. PHT offers complete project support – from consultation and layout planning through installation to long-term after-sales service.

#### SCHRÖTERS

## Scope of delivery

LOCATION: ESTCOURT

2013

- > 1 X THERMICjet® HR-8, 2-row
- > 1 X SMOKjet® RF

2016

- > 2 X THERMICjet® HR-8, 2-row
- > 2 X SMOKjet® RH09
- > 1 X Process control software

2017

- > 3 X THERMICjet® HR-8, 2-row
- > 3 X SMOKjet® RH09

2018

- > 1 X THERMICjet® HR-12, 2-row
- > 1 X SMOKjet® RH09

LOCATION: HEIDELBERG

2013

- > 1 X THERMICjet® HR-8, 2-row
- > 1 X SMOKjet® RF

2016

- > 1 X THERMICjet® HR-8, 2-row
- > 1 X SMOKjet® RH09
- > 1 X ARCTICjet® IK-8, 2-row
- > 1 X Process control software

2017

- > 2 X THERMICjet® HR-8, 2-row
- > 2 X SMOKjet® RH09
- > 1 X ARCTICjet® IK-8, 2-row

2019

- > 1 X CLIMAJet® AT-18

# Practical testing in the Technology Center: “We simulate our customers’ ideas”

Whether product development or process optimization: service consultant and trained master butcher Günter Spreen explains how customers test their product ideas in Schröter’s technology center.

**Mr. Spreen, Schröter has been operating its own technology center at the company headquarters in Borgholzhausen for many years. How do customers actually carry out tests here in practice?**

Günter Spreen: Test requests are usually sent to us via the sales department. When a customer is planning a new product, they ask themselves: Is the existing machinery sufficient, or is an investment necessary? What process conditions can be expected? To provide certainty in this respect, we conduct tests in advance under real-world conditions.

**The requirements are certainly complex. How do you prepare for this?**

Günter Spreen: The requirements vary greatly. In order to assess these requirements, we clarify the entire test process in advance: from the product class – whether meat, fish, cheese, vegetarian products, or pet food – to the question of whether the product is transported lying down, hanging, or in molds. The procurement and supply of raw materials are also planned. Does the raw product arrive fresh or frozen? The question of whether we are optimizing an existing product or supporting a completely new development is particularly exciting for us. Only when we know these details and any special equipment required can we prepare the test series perfectly.

**What exactly can be simulated?**

Günter Spreen: Basically, our entire portfolio. We have THERMICjet® systems with vertical and horizontal airflow as well as the ARCTICjet® IK for intensive cooling. We can also simulate complex climatic processes for raw sausage, ham, and dried meat. With our CLIMAJet® system, we test everything from defrosting and climate smoking to maturing and post-maturing. We can simulate a wide variety of air circulation concepts and machine positions in order to perfectly prepare the subsequent integration into the customer’s production environment. We are also flexible when it comes to smoke generation and can integrate glow, friction, or liquid smoke as required.

**What data do you provide to customers as a final result?**

Günter Spreen: We take a very targeted approach to identifying the precise nature of each test request. That’s why we first determine the critical product-specific parameters – such as weight loss, aw value, pH value, smoke flavor, or process time. We use this information, together with the pure system parameters, to create a precise analysis that provides the customer with real answers.

**How do the logistics work – who provides the test material?**

Günter Spreen: Either the customer delivers directly, or we procure the raw materials locally according to exact specifications. Depending on the product and treatment time, a test can take between one and several days.

**Do customers personally supervise the tests?**

Günter Spreen: We very much welcome this! If the customer is present, we can immediately adapt the process in real time. This creates a deeper understanding of our technology and strengthens cooperation. In addition, customers usually receive a complete tour of the company and time for intensive discussions in the evenings.

**Mr. Spreen, thank you very much for the interview and your insightful remarks!**



TOP: Günter Spreen’s ingredients in the technology center are experience, expertise, and curiosity.

LEFT: Meat and sausage products, fish products, cheese, pet food, and alternative proteins – we refine food.



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SCHRÖTER WORLDWIDE

# Schröter strengthens market presence in the Middle East at GULFOOD 2025

Together with its sales partner PHT, Schröter was represented at GULFOOD Manufacturing 2025 – one of the world’s leading trade fairs for the food and beverage industry. With around 2,500 exhibitors from 79 countries and over 55,000 trade visitors, it is a central meeting point at the Dubai World Trade Centre for technological innovations and international business development.

Schröter presented a broad portfolio at the PHT booth – ranging from smoking and cooking systems to intensive cooling technology and innovative defrosting solutions. Discussions with trade visitors clearly showed that demand for reliable and energy-efficient processing technology continues to grow in Saudi Arabia, the neighboring Gulf states, Africa, and India, underlining the relevance of high-performance processing technology in these markets.

Close cooperation with PHT in South Africa has been an important part of Schröter’s international activities for many years. With the establishment of the PHT UAE branch in Dubai in 2024, the joint sales and service activities received an additional strategic boost – a decisive step toward tapping into the region’s growing market potential more effectively.

### Strong demand for Schröter Technology

A look at the specific market requirements quickly made it clear which Schröter systems were in the spotlight, with THERMICjet® hot smoking and cooking systems and ARCTICjet® intensive cooling systems attracting particular interest. Schröter’s defrosting systems and solutions for the fish proces-

sing industry also gained attention – a segment that is becoming increasingly relevant in the region.

The discussions at the booth were notable for their high level of technical detail and clearly showed how important custom solutions are for Middle Eastern markets. Sales Manager Frank Mack summarizes the reaction as follows:

*“The energy level at GULFOOD was extraordinary. Not only did we receive many new inquiries, but we also got a clear sense of how strongly demand for our reliable, energy-efficient, and robust systems is growing in this region.”*

### Outlook

The next GULFOOD Manufacturing, from 3 to 5 November 2026, is already firmly scheduled in Schröter’s trade fair calendar.



### GREAT ATMOSPHERE AT THE PHT BOOTH

From left to right: Frank Mack, Mike Varpins, Viola Kiden, Rudolf Tripold, and Kumar Domee.



**GULFOOD  
MANUFACTURING**

COMPANY

# Schröter's sporting presence

Running connects people – especially when colleagues line up together. Schröter took part in company runs and showcased what the company stands for: cohesion, commitment, and the joy of visibly being part of a team.

Whether at the “Night of Borgholzhausen” city run or at the company runs in Gütersloh and Melle: Schröter was represented on multiple occasions by teams of running enthusiasts in branded outfits. In Borgholzhausen, the mixed team finished in the top half of the field, while in Melle, the “Schröters Schweißperlen” team came 14th out of 26 teams. The emphasis was

not on finishing times, but on coming together to support Schröter – as a visible sign of commitment and the joy of representing the company outside everyday working life. The runs impressively demonstrated how powerful a sense of identification can be when commitment, support, and the enjoyment of shared activities come together.



COMPANY

# Honoring 300 years of loyalty

In a celebratory atmosphere, Schröter Technologie invited its long-serving employees and colleagues who have since retired to a special event in the fireside lounge of “Ristorante Rossini”. A total of 16 employees were honored for their impressive combined 300 years of service with the company.

Senior management and division heads praised the achievements of each individual with a few personal words. There was a palpable sense of the loyalty, expertise, and experience behind these anniversaries. These are values that drive projects and shape cooperation within the company over the long term.

Our heartfelt thanks go to all employees celebrating their anniversaries and those bidding farewell: for their reliability, their contribution to the corporate culture, and their role in shaping Schröter Technologie over many years.



#### 45 (!) years of service:

- › Udo Milke

#### 40 (!) years of service:

- › Joachim Glaser

#### 25 years of service:

- › Jürgen Besginow, Andreas Hempel, Hans-Ulrich Kleine, Jens Kottemann, Bernhard Pawlitzki

#### 10 years of service:

- › Besnik Bajrami, Christian Dupré, Herbert Janzen, Mario Korn, Jean Claude Renouf, Christina Rullkötter, Eugen Scheling, Dustin Wienker, Jens Wittig

#### Retiring employees:

- › Bernhard Pawlitzki, Ute Schütter, Udo Weßler, Hans Wolf, Osman Yürekli soy

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