

MEATINGPOINT

magazine

SUSTAINABLE TECHNOLOGY, PROCESSING & PACKAGING



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FOOD & FAMILY**

**TECHNOLOGY IS CRUCIAL TO
ENHANCED SUSTAINABILITY**

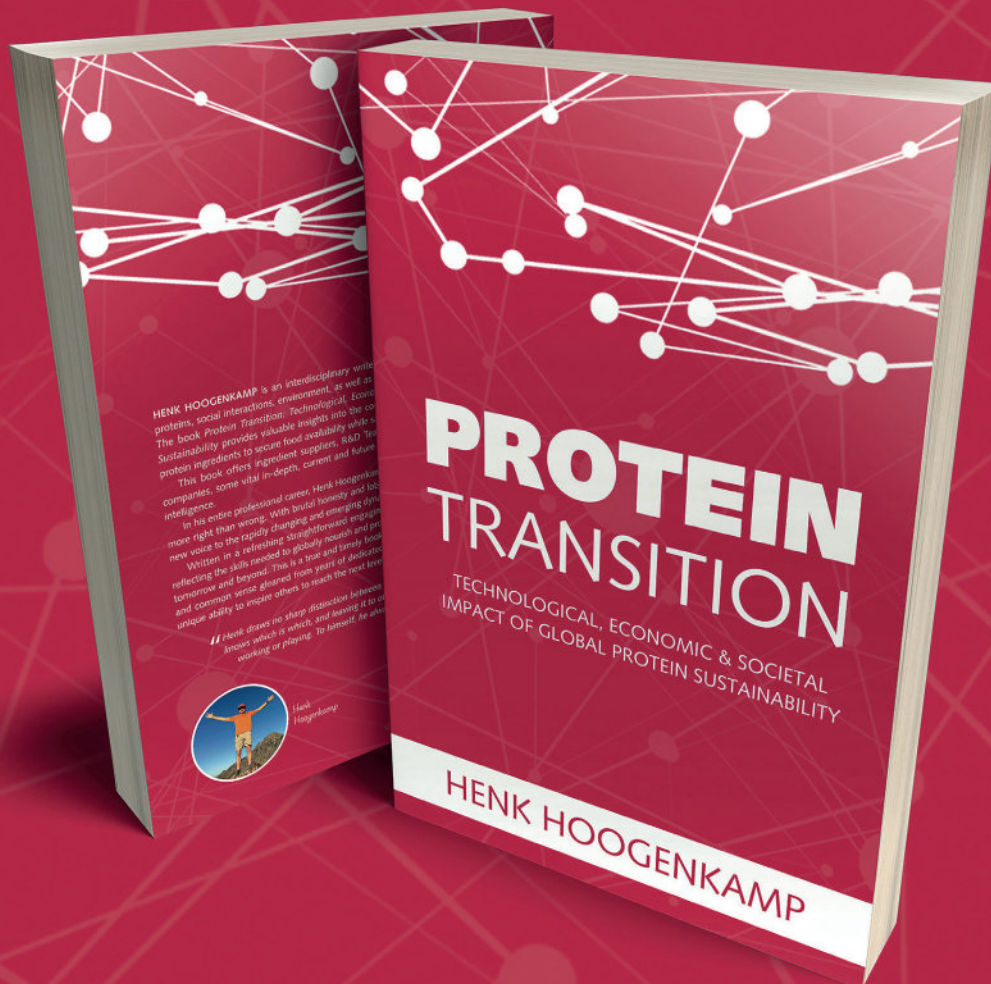
**SPLENDID FOODS
AND OPEN MINDS**

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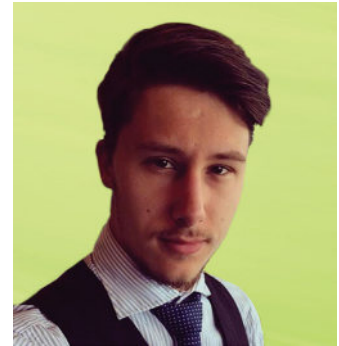
HENK HOOGENKAMP – A world renowned protein technology expert and globe-trotting, trusted advisor for food companies, academics and contributor to leading food journals. A powerful thinker and communicator about sustainable protein solutions. Henk Hoogenkamp has a worldwide reach designing and implementing strategic technologies to advance sustainable, nutritionally sound, tasty, and healthy food products. A Board member of public listed companies and also serves on the Advisory Boards of the world's leading food (ingredient & equipment) companies. Henk is probably the world's most referenced publicist in food technology, related to implementing animal and plant protein solutions, including sustainable and ecologically-sound hybrid and meat-free foods. Henk has pioneered and continues to be involved using transitional protein solutions in structured meat analog foods. Hoogenkamp's grand vision has clearly turned into reality now that world's largest food service companies are using plant protein solutions to provide wholesome and affordable nutrition to meet or exceed the consumer expectations. As evolving lifestyles, food choices and its related dynamic society diagnostics, continue to accelerate. Henk's latest work on plant protein solutions is timely and enlightening for the food and meat industry to better anticipate the world of tomorrow.

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Dear reader,

Rising raw material prices and a worldwide growing ecological awareness demand the friendly and efficient handling of natural resources. Thus, sustainability and environmental management play an important role in the food industry, which is constantly facing significant challenges throughout the supply chain to become more resource efficient. In this context, exploration of innovative ways to increase resource efficiency, is of utmost importance. There are three critical areas of focus - the reduction of energy and water consumption, as well as minimisation of food waste as far as possible at all processing chain levels: in primary production, in the industry, and at all consumer level.



Tristan Bogaard

However, regardless of how efficiently the machines work and how resource-friendly they produce, the manufacturers are still faced with the question: What to do with the waste materials that are left over? Anuga FoodTec 2018 to be held between 20 March to 23 March in Cologne, Germany with the top theme Resource Efficiency holds answers in store for the visitors. Added value gained from waste products holds enormous potential for the food manufacturers. On the one hand, the upcycling of by-products that arise in partly large volumes while processing vegetable and animal-based raw materials is resource-friendly and ecological. Modern machinery and innovative methods for the recovery and upgrading of by-products are expected to be of particular interest at Anuga FoodTec, Cologne this year.

Around 1,700 exhibitors from more than 50 countries will be presenting their new products for the production and packing of all types of food on 140,000 square metres of exhibition space. The comprehensive range of exhibits will be accompanied by a multi-faceted event and congress programme. Target group-specific lectures, conferences, forums, guided tours, special events and networking events will thereby create additional impulses and added value for the exhibitors and visitors. There is a great potential for more resource efficient and sustainable production and consumption systems simply through improving dialogue between producers, retailers and consumers. Anuga FoodTec, Cologne is the most important driving force of the international food and beverage industry and provides an excellent opportunity for such constructive dialogues and discussions.

See you in Cologne!

Enjoy your read!

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- * Lubricants
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ADDING VALUE TO CHICKEN LEG MEAT

Legs and Thighs are Poultry's Unsung Heroes

Chicken leg products have so much more potential nowadays than one would think. And we're not just talking about drumsticks but also whole legs and thighs either bone-in or deboned. Worldwide, there's a growing market for these products, as the consumer begins to appreciate the tastiness of leg meat. As the global market leader in poultry processing solutions, Marel Poultry was timely aware of this trend. The company already developed exactly the right solutions for adding maximum value to leg processing and for making leg products highly profitable.

Around the world, there are plenty of markets which have always preferred leg meat, such as East Asia, Mexico, India, Russia, Morocco and even countries such as Greece and Hungary, where traditional dishes are based on chicken leg meat. Just think of Indian Tandoori, Moroccan chicken leg tagine or Hungarian Paprikás Csirke. Let's take East Asia as an example. Leg meat has long been the chicken meat of choice there. Thigh fillet is more than twice

as expensive as breast fillet in Japan. The region's tasty snacks such as sate from Indonesia and Malaysia and yakitori and karaage from Japan are based on leg meat. In Asia, it's the breasts that end up in bargain buckets.

Chefs Prefer Leg Meat

In the mature markets of the USA and Europe, however, breast meat has reigned supreme both for cooking at home and as an ingredient in further processed products. Leg meat, ground up and used either on its own or mixed with trimmings and MDM, is used mainly in nugget, pattie and sausage products. Things are, however, changing even in that bastion of white meat, the USA. Quite recently, a survey of professional chefs in the USA showed that they much preferred to work with leg meat when preparing chicken dishes. In Europe, the gap between the retail price per kilogram for breast and thigh fillet is narrowing and in some markets is now less than 10%. Other markets have just started to discover the potential for chicken leg products to overcome existing preferences for breast fillet. All this proves that leg meat is becoming increasingly popular with consumers. Given the popularity of leg meat in growing markets such as Asia and Africa, it is likely that leg meat products will account for a large share of the projected increase in global chicken consumption.

Flavour

Because chicken thighs have slightly darker meat (and sometimes skin), they are often seen as being less healthy and less attractive. Scientific evidence, however, proves that there is not much difference between breast and thigh meat as regards nutritional value, protein, carbohydrates, cholesterol, calories, sodium and iron. Just the fat content tends to be slightly higher in chicken thighs than in breast, due to leg meat's muscle structure. Leg meat is therefore more succulent and

WHY IS LEG MEAT DARKER?

Leg meat's brown color comes from a component called myoglobin, which aids oxygen transport to the muscles so that they function efficiently. Chickens spend most of their lives standing, so their legs contain plenty of myoglobin. As chickens don't fly, their breast muscles hold hardly any myoglobin, resulting in significantly lighter meat. Ducks and geese do fly. Their breast meat is therefore much darker.



The Stork Thigh Fillet System is capable of inline deboning at high speed, upgrading boneless thighs to A-class meat.

dries out less during cooking. It is an open secret that chicken legs have more flavor than the breast. That is convenient, as for most people flavor is most important of all meat characteristics. Drumsticks and whole legs are well known; thighs too are popular in a variety of different ways. They are sold on the bone with the skin on; off the bone with the skin on; or boneless and skinless. Chicken legs and thighs are poultry's unsung heroes – juicy, succulent, meaty and highly versatile.

Sustainable Production

Sustainability is leading to a greater appreciation of products made from leg meat. For more and more people using just the breast meat of carefully reared chicken and underrating the rest, perfectly edible food rich in

proteins, is not making sense. Given the increasing attention being paid to sustainable production and a growing world population to be fed, it is entirely logical to add as much value as possible to each and every part of the chicken, especially to such a tasty part as the leg.

Meet The Trend

In meeting this trend towards high value leg products, Marel Poultry is able to offer the appropriate hardware, software and services, such as the Stork JLR anatomic leg cutter, LegPositioner, Thigh Fillet System and many more. Numerous solutions are available for adding value to leg products and for harvesting the maximum quantity of meat from the product. These start at cut-up. Legs offer so much potential that



Batching and packing of leg products becomes easy with the help of LegPositioner.

it is illogical to condemn them to second-rate status. A good alternative to shipments of deep-frozen legs is to use Marel Poultry's solutions to upgrade them into delicious fresh products. This goes to show that many opportunities are available for adding value to leg products.

www.marel.com

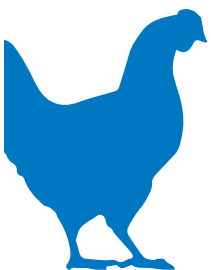


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NEW ERP SYSTEM IMPROVES PRODUCTIVITY AND EFFICIENCY



Factory ERP software from CSB-System is helping to deliver higher speed and efficiency and full traceability both up- and downstream at the new meat processing facility of leading Belgium producer the Colruyt Group.

The Factory ERP solution from CSB provides centralised control of all the processes at the plant in Halle while also providing full connectivity to Colruyt's Group ERP system (SAP). This provides a more homogeneous and easy-to-manage IT landscape, where stand-alone solutions are eliminated and the number of interfaces minimised. Equally important, all processes and resources at the factory can be controlled

consistently in accordance with industry-specific requirements.

The result is a system that enables company groups to manage their various factories in a decentralised manner, without having to make time-consuming, complex and expensive adaptations in the Group ERP.

As part of the new system, 75 software-aided control points have been installed for the coordination and control of purchasing, cutting, batch management, production, nutritional value management, quality management and traceability. This helps to ensure optimum planning functionality for the 500,000 burgers and 340,000 schnitzels produced each year.

"Today, our overall productivity is much higher," confirms Colruyt's Project Manager Bart Boelen.

The adoption of the CSB Factory ERP

marked a move from the development of in-house IT by Colruyt.

"We were aware that several legal changes were pending in the long term, and we would not have been able to implement those with our own solution," explains Jan Dewitte, the company's Head of Logistics & Transformation.

The new software was first introduced for testing in the poultry department. "The system went live without problems," says Dewitte. "The experience we gained during that stage was very helpful for the subsequent roll-out in Halle."

Colruyt established a team with members from IT and production to support the project. These key users were trained extensively by CSB's consultants, in order that they could later train and support other Colruyt employees themselves.

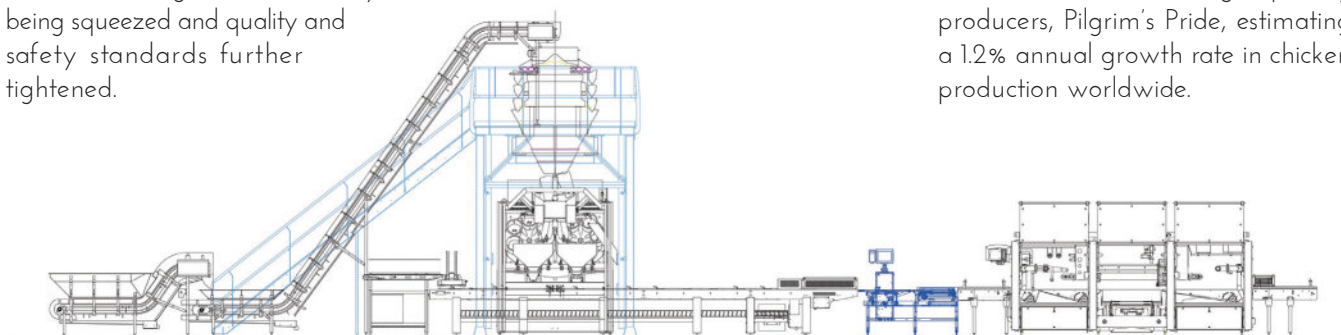
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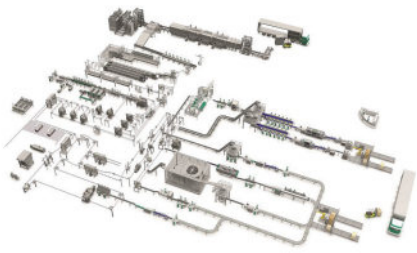
GUIDE REVEALS OPPORTUNITIES FOR IMPROVED PROFITS FOR POULTRY PROCESSORS

A new white paper from Ishida Europe explains how increased automation and in-line processing can help poultry suppliers improve profitability at a time when margins are continually being squeezed and quality and safety standards further tightened.

The Poultry Processing Blueprint highlights the increased pressures on the food supply chain fuelled by global

population growth, in particular the emergence of a new middle class in developing economies. This is leading to further demand for poultry products, with one of America's largest poultry producers, Pilgrim's Pride, estimating a 1.2% annual growth rate in chicken production worldwide.





However, although this offers opportunities for the poultry sector, both consumers and retailers are also seeking more responsible and sustainable practices throughout the food chain while not expecting this to have a significant impact on the final shelf price. Poultry processors therefore have to balance cost increases in meeting new standards with further efficiencies elsewhere in their operations.

The Ishida white paper outlines ways these efficiencies can be achieved. In particular, it points out the cost implications of any unnecessary handling or storage of meat during processing as well the risk of compromising hygiene. By comparison, the adoption of in-line processing, a philosophy derived from lean manufacturing where product is kept on the move at all times, offers the potential to save time, money and factory space, as well as improving the quality of the final product.

Effective in-line processing enables automated technologies, optimised plant design and flexibility of resource to come together to deliver higher speeds, improved accuracy, maximum yield and superior quality. Equally important, it has the flexibility to be adapted to the varying requirements of different sized businesses.

The white paper also includes practical examples of companies where the installation of such systems have made a noticeable difference, and showcases the emergence of a new automated technology for the marinating of products as an ideal example of the effectiveness of in-line processing.

"The poultry industry is already well-regulated and highly scrutinised for its standards of manufacturing, while competition is driving prices down," comments Ulrich Nielsen, Director of Business Solutions at Ishida Europe.

"This means processors are continually

seeking ways to boost profitability. The smarter and more efficient use of resources and raw materials can make a significant contribution and offers a major opportunity for processors in a market where marginal gains can make a huge difference."

www.ishidaeurope.com

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THE RFIDICK RFID SYSTEM: TRACING, TOOL TRACKING, TOOL AND QUALITY MANAGEMENT

In the food processing industry, you need to ensure seamless tracking all the way from incoming raw materials to the finished product. The chain of production and processing operations must be monitored at all times. The aim of traceability is to create transparency and a rapid flow of information remove right along the chain of production and manufacturing, with a view to preventing damaging incidences or limiting their consequences when they occur.

Above all in the meat and food processing industries, quality and safety are top priorities. One aspect of this is that tools, like knives, need to be traceable. It is essential that the product can be unambiguously associated with a specific person and division. The tools must be completely traceable and constantly subjected to monitoring in an operational context. Every year high costs are incurred as a result of lost knives. This can lead to mechanical damage, the loss of entire production batches, contamination of food products and in the worst case scenario, to personal injuries. When damaging incidents have occurred in the past, it has not always been possible to track down the cause beyond reasonable doubt.

So remove already today it is imperative that the tools and knives that are used should be clearly labelled and identified, and linked to the origin of their distribution.

In some firms, individual labelling is provided on the handle or on the blade. It takes quite a lot of work to maintain the manual lists or PC tables, and accurately track all the pertinent data. The individual labelling is also

subject to wear and tear. Apart from the hygienic problems that frequently arise, over the course of time it often becomes difficult to read or remove wholly illegible.

In the MasterGrip RFID and the ExpertGrip 2K RFID knife series with integrated RFID transponder, Friedr. Dick offers the perfect answer to the problem – in association with its subsidiary company RFIDICK GmbH and a systematically developed hardware and software solution.

It is no longer necessary to go to the lengths of marking tools manually. As a result of the built-in and unambiguous coding, the system supports the seamless



monitoring of the knives. These can be definitively associated with specific persons, groups and divisions, remove so guaranteeing one hundred percent traceability. The coding cannot be tampered with, and remains embodied in the tool for the entire lifecycle. Each knife acquires a unique identity. This ensures the highest standards of safety, as the tools can be associated with their point of origin. Other tools used in the meat industry – such as sharpening steels, honing accessories and puncture-resistant gloves – can also be fitted with an RFID transponder.

The complete solution that comes with the knife series is an all-round

system consisting of hardware and software, and is obtainable from RFIDICK GmbH. RFIDICK GmbH is a 100% wholly owned subsidiary of Friedr. Dick, and is responsible for marketing the RFID system.

The aim of the RFID system is to guarantee the quality of working processes, by providing automatic contactless documentation without any additional effort. This provides users a complete system for the seamless and fully automated tracking of the tools and protective clothing that are used in the workplace, allowing for quality guidelines to be observed and documented. Manual testing and lengthy monitoring procedures can thus be dispensed with. The system forms a basis for the control and optimization of tool tracking and tool and quality management.

User-defined test stations equipped with an RFID reader can be set up on a modular basis. In this manner the individual requirements of the given criteria can be achieved. The integrated chip makes it possible for knives and tools to be identified instantly. The reader has no problem, even from a distance with scanning several knives and tools simultaneously. The powerful KnifelnInspector Professional software comes with a database solution offering various query options, statistics and evaluations, guaranteeing process optimization and complete operational transparency.

The database handles data on articles, persons and divisions, and registers the issuance and allocation of the knife to the individual. Users have the capability at any time of bringing up an overview of the knives issued to

a specific employee or division and can see, at the end of a shift, which knives have remained in the workplace and whether any have changed places. The history of the individual tools can be viewed at the click of a mouse. All the master data of Dick knives and tools are provided for inspection. The complicated management of knives and tools by means of manual records, lists and PC tables is no longer required.

Another option is offered by the mobile handheld device, which may be used by an attending foreman. Without interrupting operations, this makes it possible to establish in a matter of seconds that no unauthorized tools are in use. Tools can be blocked, and quality documented at any time. The early detection of defects in the handling of the tools helps cut costs and reduce accidents.

With this future-oriented technology, RFIDICK is setting new standards of quality assurance in the food processing industry. Use of this innovative technology forms the basis for the safe processing of food products. The awareness of employees can be



elevated, losses from theft minimized and standards of health and safety in the workplace improved. Damaging incidences leading to the loss of a complete production batch or resulting in destruction of equipment can be considerably reduced.

RFIDICK offers the ideal solution for all firms that need to maintain high standards of quality and certification. The system is particularly attractive for certified companies, or companies aiming to achieve certification, as it not only meets but actually goes beyond the current requirements of the International Food Standard (IFS).

With this program you can find out at any time where, on what shift and in what quantity knives or tools are currently dispersed in your operation. Without any additional labour being involved, you have control and seamless monitoring of the individual knives and tools and of the employees and divisions using them – remove so guaranteeing maximum standards of safety and complete traceability.

www.rfidick.de

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www.tichytrading.at

MICVAC BOOSTS SALES EXPERTISE IN EUROPE



Micvac, which developed an innovative method of producing chilled ready meals, markets this method to the food and food service industries. Following the recent appointment of a Country Manager France, the new Country Manager Germany will lend his support to the company's solid growth in Europe.

"I am fascinated by Micvac's concept, which, despite using innovative technology, is extraordinarily straightforward and simple," says Guido Kassel. "It stands for future-oriented quality, flavour and natural wholesomeness." His stated objective is to broaden the availability of products created using the Micvac process among food retailers throughout Germany. Guido Kassel's background in mechanical engineering and business administration puts him in a unique position to fulfil this purpose. His professional career has included positions such as CEO of a midmarket food producer, Director of German Sales at a French food producer,

and from 2006 onwards, Head of Sales & Product Development/New Business Development at renowned food producers with a focus on convenience food.

This wide-ranging experience has also enabled him to build an extensive personal network within the industry. "We are very happy to have Guido Kassel working for us in Germany," says Christina Frohm Kramer, Regional Sales & Marketing Director at Micvac. "It allows us to intensify our efforts in the growing German market for chilled ready meals."

www.micvac.com

ACCLES & SHELVOKE ADOPT NEW OWNER'S NAME INTO THEIR BRAND

Following the acquisition by FRONTMATEC last year, Accles & Shelvoke have announced a change of their corporate identity to FRONTMATEC Accles & Shelvoke, thereby assimilating the company firmly into the leading food production equipment manufacturing group.

The new identity for Accles & Shelvoke has been introduced as part of the process of merging the company into the FRONTMATEC group.

The new brand incorporates a refreshed logo which has been designed to reflect the new approach and ideas that the Danish group has brought into the Birmingham based company.

By retaining their historic name and combining it with the leading equipment manufacturer, Accles & Shelvoke's new brand reflects its bigger and stronger

position in the captive bolt stunning market as part of the world-leading customized solution provider for the food production industry.



Jesper Gade

Jesper Gade, Global Marketing Director for FRONTMATEC explained that the new brand for Accles & Shelvoke reflects the evolving focus and standards of the group. He said: "By combining Frontmatec and Accles & Shelvoke we are bridging our strategy for creating a strong global corporate identity under the Frontmatec name

and utilizing our global presence to further develop the captive stunning business with the name that for more than a century has been synonymous with captive stunning tools.

"The new brand sends a clear signal of fully incorporating the Accles & Shelvoke business into the Frontmatec group while retaining the unique heritage of Accles & Shelvoke for the captive stunning program."

Accles & Shelvoke was acquired by FRONTMATEC in May 2017, as the Danish company looked to offer a full product and service solution to the red meat industry. The addition of Accles & Shelvoke to the group has given FRONTMATEC a large share of the global captive bolt equipment market.

For over 100 years, Accles & Shelvoke have sold their CASH® branded

captive bolt stunners across the world to businesses involved in meat production - from large and small meat plants to on-farm dispatch requirements.

The CASH® range of cartridge powered captive bolt stunners are the pioneering tools for the humane stunning of animals before slaughter that has contributed immensely in improving animal welfare practices in the meat industry.

The company will continue to sell their stunning tools under the CASH® brand, a name synonymous with quality and reliability, trusted by abattoirs and meat processing plants across the world, and is the leading cartridge powered stunning equipment in use today.



Joe Holland

Joe Holland, General Manager of Accles & Shelvocke expressed excitement about the new identity and stressed that all the good things about the business - world leading precision manufacturing and excellence customer service will continue under the new name. He added: *"Following the acquisition, Accles & Shelvocke is aligning its core identity with that of the new owners FRONTMATEC by incorporating the corporate identity of the group."*

"Under the new leadership, we are looking to introduce new products and improve on our existing range, while maintaining the high standards

of manufacturing that our customers have come to expect from us.

"The refreshed identity has brought

a new vigor to our business which will give us the impetus to strive for more."

www.acclesandshelvocke.co.uk



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PROSEAL APPOINTS NEW DISTRIBUTOR IN FRANCE

Leading heat sealing specialist Proseal has extended its European reach with the appointment of a new distributor in France. France Food Packaging, Proseal's first ever distributor in the country, will sell the full range of Proseal equipment, as well as offering customers Proseal's technical support.



and are looking forward to a successful partnership with them," says Bruno Botelho, Director at France Food Packaging. "While Proseal will gain more convenient access to an important market through our long-established industry connections, we will benefit from working with such a leading global brand."

The appointment further lengthens Proseal's global reach, which includes subsidiary companies in the United States and Australia, as well as agents in Holland, Chile, Dubai, Turkey, Spain, South Africa, Malaysia, Thailand, India and Ireland. This drive into overseas

markets is meeting the ongoing growth in demand for convenience foods, for which fast and efficient packing solutions are necessary.

"We are very happy to have become Proseal's new distributor for France,

Based in Vendargues near Montpellier, France Food Packaging is a company specialising in packaging and labelling machinery, maintenance, training, spare parts, providing technical support for the whole of France.

www.proseal.com

UK MACHINERY MANUFACTURER DANTECH ENTERS A NEW ERA OF EXPANDING US SALES THROUGH ANCO EAGLIN INCORPORATED

ANCO president Peter Kurzyna and DanTech managing director Colin Turner recently signed an MOU handing over exclusive sales, marketing and service for the USA and Canada. This is a fantastic opportunity for both firms as DanTech has already had enormous success with a number of installations in four US States.



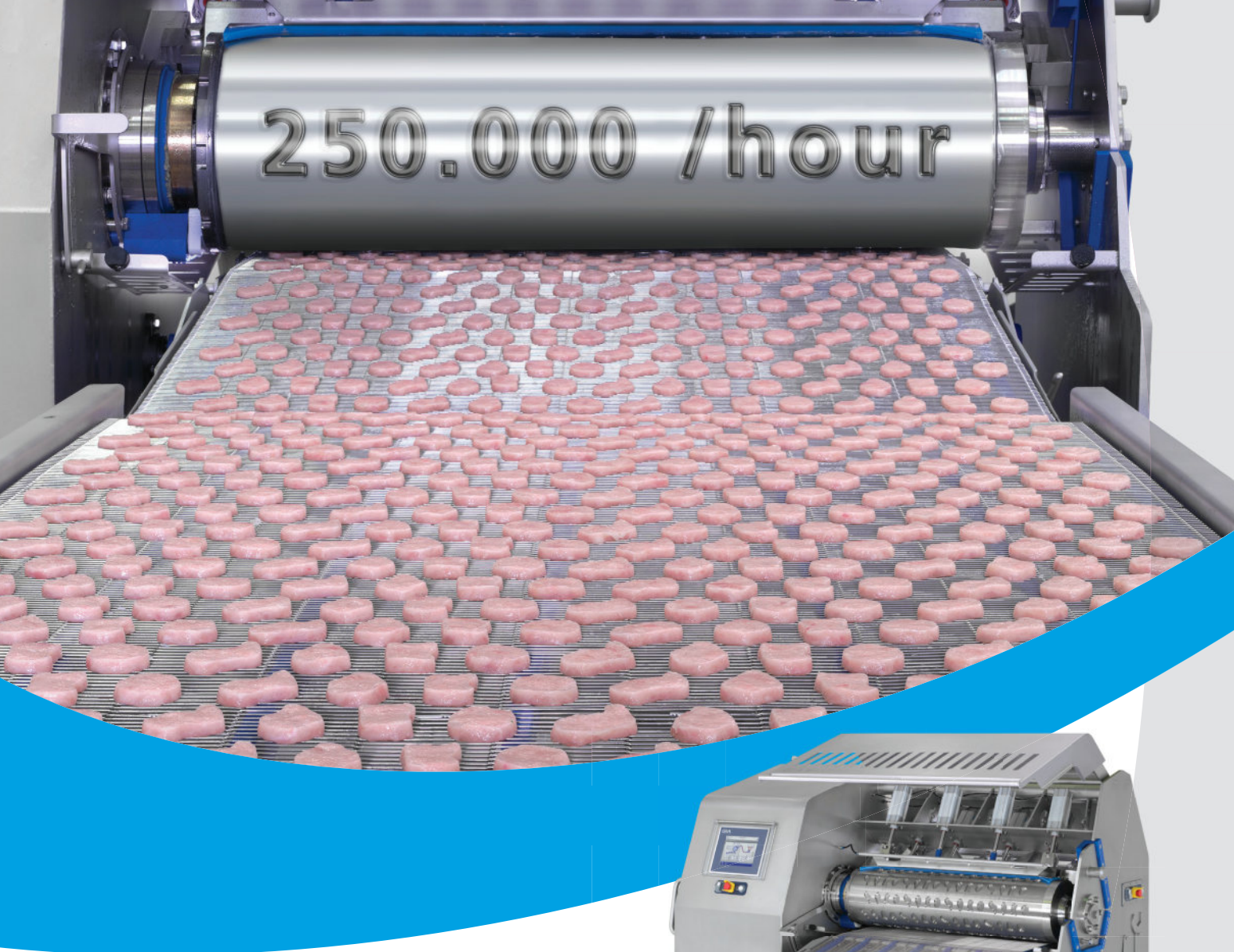
Since a complete re-engineering programme starting in 2012 for international technical compliance and following the AMI 10 Principles of Hygiene and Sanitation guidelines, the DanTech press has been installed in Europe, South Africa, China and South-East Asia as well of course in the UK and USA.

The name ANCO is a well-respected global business in the field of forming and slicing of bacon which goes back over 100 years. ANCO is based in High Point, North Carolina with branches and service staff across the USA, whilst DanTech is located in Lancashire for sales, marketing and R&D and Norfolk for production in the UK.

The DanTech press is a unique bacon forming machine that uses less than 1/3rd of the energy of its closest rival which it does by adapting mechanical advantage through its hydraulic system to amplify the power exerted on the meat. In 2016 DanTech was awarded a US patent for its technology which demonstrates great confidence in the press.

ANCO with its expert understanding of engineering and the meat industry are a natural partner for DanTech. It is anticipated that many elderly ANCO presses will soon be replaced by the dynamic Titan T35 presses across the USA and Canada.

www.dantechuk.com



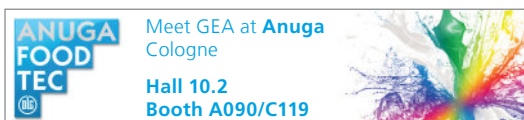
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CUINATS JOTRI AND SEALPAC: TRUE CRAFTSMANSHIP IN CONVENIENCE FOODS

By Marcel Veenstra

Around the world, the demand for convenience foods and ready meals is continuously on the rise. In Spain, Cuinats Jotri (www.cuinatsjotri.com) addresses this growing segment with a mixture of products that stand out due to the craftsmanship with which they are made. This craftsmanship is also reflected in their packaging. We spoke with Mr. Josep Soler, Chief Executive Officer at Cuinats Jotri, about the company's strategy and how SEALPAC equipment assists in achieving its image of high-quality, home-made convenience foods.

Family Company

Cuinats Jotri was officially founded in 2001 by its current CEO, Mr. Josep Soler, and can be regarded as a true family company. Both his son (production) and daughter (finance) are active in the company today. However, the history of the company actually goes back to 1982, when the family first started a butchery. In 2001, due to the



Josep Soler, CEO at Cuinats Jotri, proudly shows a ready meal tray in front of his SEALPAC A5 tray sealer.

growing demand for convenience foods, the butcher's activities were ceased and focus was shifted to ready meals. What started with supplying to acquainted partners slowly turned into a full service manufacturer delivering convenience foods to deli stores, butchers and catering companies.

of frozen product (which are sold under the brand name Origen) and 500 tons of fresh product (sold under the brand name Jotri). All these products are supplied to customers by means of Cuinats Jotri's own vans.



Products are supplied to deli stores, butchers and the catering sector with Cuinats Jotri's own vans.

To be able to keep up with the growth, in November 2013 Cuinats Jotri moved to its current facility in Juià, close to the city of Girona. Nowadays, Cuinats Jotri employs 50 people and achieves a production volume of approximately 700 tons per year. This is divided in around 200 tons



Cuinats Jotri's convenience foods are made with top-quality products and highest craftsmanship.

Pure Craftsmanship

Regardless whether fresh or frozen, what characterizes Cuinats Jotri's



The space-saving and flexible SEALPAC PRO14 thermoformer at Cuinats Jotri.

products is the craftsmanship with which they are made. Where do you still see employees manually cutting, preparing and mashing tomatoes to make the best pasta sauce around? Josep Soler explains: "We are strongly known for our craftsmanship. Sometimes we try to modify our products, but customers somehow always ask us to stick with the original. For example, we thought it would be more convenient if we sold our pasta sauce in bottles. But as soon as we started supplying them, sales went down dramatically and we were asked to go back to our traditional thermoformer packs. We even have

customers that ask us to supply packs without labels, so they can tell their customers the product was hand made in the store!"

Space-Saving and Flexible

Cuinats Jotri's product portfolio consists of a large variety of convenience foods, such as risottos, lasagnes, soups, pastas and croquettes with different types of filling. In all cases, no additives or preservatives are used. In 2011, Cuinats Jotri acquired a SEALPAC A5 traysealer for packaging its ready meals, which was placed in its previous production facility. After moving to the new site in 2013, the company went looking for a thermoformer. Based

Fully automated dosing of pasta sauce into the formed packs.





A so-called EF labeller allows Cuinats Jotri to label the top film before sealing

on the excellent experience with the SEALPAC A5, Cuinats Jotri purchased an additional SEALPAC PRO14 thermoformer. This relatively new machine fit the company's demands in terms of footprint and flexibility.

Due to the space in the new factory in Juià, Cuinats Jotri searched for a thermoformer with a small footprint yet sufficient loading area. They were advised by EMO S.A., distributor for SEALPAC traysealers and thermoformers in Spain and Portugal, to take a look at the PRO-series, which have been designed with exactly that in mind. Cuinats Jotri also wanted to be able to run both rigid film modified atmosphere packaging and flexible film vacuum packaging, with the option of switching to a different pack height in as little

downtime as possible. This is where SEALPAC's quick exchange system from the side, available on all of its PRO-series thermoformers, proved beneficial. It allows the operators to change to a new pack format in just minutes.

Next to footprint and flexibility, the thermoformer also had to be synchronized with auxiliary equipment. A so-called EF labeller from ELS (European Labelling System) was built on top of the PRO14 thermoformer, which allows Cuinats Jotri to label the top film before sealing. In addition, depending on the type of product, a Dosimaq filling system is available for fully automated dosing of for example pasta sauce or soup into the formed packs. This filling system was placed on wheels and can easily be positioned over the thermoformer.



Optimal Shelf Life, More Market Reach

As no additives or preservatives are used, Cuinats Jotri's fresh products have a shelf life of between 12 to 25 days. Most products are packaged under vacuum or by means of sealing only, although the company's delicious croquettes are packaged under modified atmosphere, meaning that normal air is replaced by a gas mixture. As such, these products will have a shelf life of approximately 15 days. Cuinats Jotri primarily supplies its products to customers in the area. As Josep Soler concludes: "Further expansion to other regions in Spain, or even abroad, is in the back of our minds, but we will see how it goes in the coming years. In the meantime, we are planning to replace two older, locally produced traysealers, for which we will most likely turn to EMO and SEALPAC again!"

About the author:



Marcel Veenstra,
Marketing & Communications
Manager, Sealpac
International bv
www.sealpacinternational.com

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TECHNOLOGY IS CRUCIAL TO ENHANCED SUSTAINABILITY

By Bjorn Thumas

With a rapidly expanding global population and limited food supply, it's vital for food businesses to work more sustainably and stay profitable. We must be more effective with our resources to provide food for everyone, so every crop matters and, in the bigger picture, every piece of produce counts.

Until now, inefficient processes happened throughout the whole food supply chain at farms, factories, processing plants and stores across the world, with produce being lost and wasted unnecessarily.

While you may think you know what the word 'sustainability' means for your business, in reality it isn't just about introducing environmental initiatives nor is it about standalone Corporate Social Responsibility (CSR) programmes.

So, what is sustainability? In short, sustainability is the efficient use of resources, which is vital for ensuring food supply for future generations. And technology is the answer to making the food sector more sustainable, efficient and profitable.

The Sustainability Challenge

The global economy is facing huge resource challenges in the next 40 years. The global population is expected to grow 30 percent by 2050 and the majority of these people will live in cities. In fact, urbanisation is increasing at such a rate that by 2050 around 70 percent of the population will live in cities: in 1960, it was the opposite way around.

At the same time, the land available for us to grow food is very limited and only 20 percent more land can be brought into productive use, according to the UN Food and Agriculture Organisation.

When you consider that resource productivity in the 27 EU countries has only increased by one percent per year for the past seven years, you see how big the challenge is.

The impact of this in the long term comes back to the old economic rule that the cost of ingredients will increase due to scarcity, putting economic pressure onto the food and drink markets.

Food Waste From Farm To Fork

Food waste happens throughout the supply chain. Food crops can be spoilt before harvest, such as in April 2017 where at least 80 percent of central European fruit crops were lost due to late frost.

Then good produce is sometimes rejected during processing due to inefficient sorting. Finally, supermarkets

and stores often throw out food that is beyond its best, while consumers end up disposing of some food straight from the fridge. Importantly, food shortages like the vegetable shortage in Europe in early 2017 lead to higher prices for processors and consumers.

Of course, there is an imbalance in food efficiency between developed and developing countries. The issues mentioned above are common in developed countries and, with 70 million people entering the middle class globally every year, they will only grow. But while consumer-led waste is not such an issue in developing countries, they often have inefficient processes upstream in the supply chain which lead to greater waste during harvesting and processing.

It is up to all of us as businesses and individuals to use resources more efficiently and live more sustainably, and there is increasing social pressure to do so. From



the 'ugly food' trend that sees stores and consumers accepting misshapen but quality produce, to multinational companies setting sustainability requirements for their suppliers and sourcing food locally, some progress is being made.

Many businesses including PepsiCo, McCain Foods, Mondelez and Nestlé are setting ambitious commitments to send zero food waste to landfill from their own direct operations, as part of a UK Food and Drink Federation (FDF) campaign. To help tackle the problem, TOMRA Sorting Food also launched its own White Paper on why 'It's time to end food waste'.

Costs and Savings for Business

There is a common misconception among businesses that being sustainable will cost money. In fact, sustainability and profitability are linked, as both rely on the most efficient use of resources, and taking action to prevent food waste could save businesses 341 million a year, according to the Waste and Resources Action Programme (WRAP).

These businesses may face some upfront costs when evolving to become more sustainable, but even small changes can have a large impact. Most companies that have transformed their business say that they had to make an initial investment and now are seeing long-term financial benefits.

So, what can food processors do to work more sustainably and increase their profitability at the same time? Many are looking to the latest in advanced sensor-based sorting solutions for the answer.

Using Technology To Increase Resource Efficiency

Automating food processing lines with the right technology can improve sustainability in many ways, according to the European Parliament's report 'Technology options for feeding 10 billion

people', such as "optimizing product quality, reducing quality losses and defects, and decreasing energy and water consumption."

It is worth looking at each of these benefits in more detail:

* Reducing food loss and waste – In-line sensor-based sorting machines are very effective at optimising product yield, ensuring quality and maximising profits.

Previously, when bad weather conditions damaged a crop, it would go to waste. For example, following a potato blight or hail damage to blueberries, the food producers would decide not to recover any of the crop at all. Now, food producers who partner with us can recover a small percentage of the crop through 'reverse sorting', removing the majority of bad input and recovering the one or two percent of good product available. In the past, this would have all gone to waste.

These technologies and platforms are inspiring companies to think outside of the box. Whereas in the past waste was waste, now processors have multiple waste streams depending on the quality of product: a misshapen carrot can be diced or juiced, a lower-grade one will be used for cattle feed, and only truly defective ones will be rejected.

* Reducing energy consumption and emissions – Some machines such as peelers can reduce energy use through recycling and reusing. For example, TOMRA's Eco steam peeler uses 28 percent less steam than similar machines, making it the most efficient steam peeler in the industry, simply by reusing hot air. This reduces emissions, increases efficiency and brings down energy bills for the business.

Similarly, while it was common for companies to freeze fruit and vegetables before sorting, new technology means they can reject defective product before freezing – optimising the yield and cutting energy costs.

* Reducing water usage – Some technology solutions improve the efficiency of the whole processing line. Just as in the examples above, machines can now remove defects from salads and lettuce before washing them. This not only means that washing is more efficient, but also that water stays cleaner longer and needs replacing less frequently. As such, water consumption and waste water treatment is reduced significantly.

Leading The Resource Revolution

TOMRA Sorting Food is committed to leading the resource revolution. Our mission is to ensure that food supply is optimised for current and future generations and to help processing companies work profitably.

TOMRA doesn't just sell equipment to food companies; we work in partnership with them and are trusted consultants who are vital to their business. It's our passionate commitment to innovation and responsibility that has led us to work with the world's most influential food companies.

We believe that technology is crucial to enhanced sustainability, helping use resources more effectively and keep businesses profitable.

About the author:



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TOMRA Sorting Food
www.tomra.com

MARELEC LAUNCHES TWO NEWLY DEVELOPED PORTION CUTTERS

MARELEC adds two newly developed machines to their wide range of Portion Cutters.

The PORTIO 1DAP is a fixed weight portion cutter, mainly designed for poultry products. This PORTIO consists out of two lanes that can run independently from each other. In order to get a more natural look of the fixed weight portion, the cutting angle can easily be changed, individually per lane, from 0° to 15° or 30° or 40° (patented system). The cutting rate can go up to 33 cuts/sec. The PORTIO 1DAP has the highest possible throughput on the smallest possible footprint. The new interface with touchscreen offers intuitive and fast straightforward programming, even for the most advanced conditional cutting programs.

The PORTIO 3D is a fixed weight portion cutter for portioning of the largest meat products. Also this innovative model is equipped with double lanes, each having a 300 mm wide modular belt. The infeed of the products is done on a separate infeed belt, in order not to influence the scanning and cutting of the products already inside the machine. To guarantee maximum accuracy on rounder products, the machine scans, per lane, from the top and from both sides.



PORTIO
Infeed

The robust, yet very accurate and popular M3/6 compact grader

got an upgrade with the new Z3 touchscreen indicator for easy input of the programs and data collection.

MATRIX is a complete IT platform to optimize processing performances and profits. This includes a cockpit view on real-time parameters, such as: yield, throughput, give-away, stock movement, profitability and user programmable KPIs.

www.marelec.com
ANUGA FOODTEC 2018
stand F.030 - hall 6.1

ISHIDA DEMONSTRATES VERSATILITY FOR FOOD APPLICATIONS

The weighing, packing and quality control capabilities of Ishida Europe will be showcased at Anuga FoodTec with a variety of solutions on display that meet the differing requirements of key sectors including, meat and poultry, and specialist products.

Highlights include an x-ray system capable of detecting bones in meat fillets and multihead weighing systems designed for mix-weighing frozen food as well as a system prepared to handle sticky freshW products.

The 32 head CCW-RV-232B is being shown in a WP waterproof version ideal for mix-weighing frozen foods. It can handle a single product or up to eight different products for discharge into the same pack. Like all Ishida RV models, the weigher offers the highest levels of speed, accuracy and efficiency thanks to its unique triple combination calculation software, which can calculate three optimal weight combinations, double check them and then select the one nearest to the target weight - all in a single cycle.

Ishida's IX-G2 x-ray inspection system offers the highest level of quality assurance to processors and manufacturers of complex products. Its dual energy technology provides highly effective X-ray detection of low-density objects, even in varying thickness or overlapping products, making it particularly appropriate for the detection of small bone pieces in meat and poultry fillets.

The 6-head CCW-R2-106B Fresh Food Weigher (FFW) is designed for all types of sticky fresh products and smaller production batches. Product is typically delivered by a conveyor belt to the top of the weigher. An operator then evenly distributes it via six belt feeders to the weigh hoppers to ensure an even distribution, helping to increase both the speed and efficiency of the weighing process. Special scrapers on the plastic hoppers minimise product sticking to the contact surfaces.

www.ishidaeurope.com
ANUGA FOODTEC 2018
stand E-040 / F-049 - hall 7.1

LIMA: QUALITY IN SEPARATION

LIMA will be exhibiting their NEW "LIMA quality meat", meat-bone separator LIMA RM 50 S.

In spite of its compact size, the LIMA RM 50 S enables to reach yet substantial outputs and is perfectly sized for chicken meat-bone separation applications.



RM 50 S

As all LIMA "S" separators, this model of LIMA machine is used satisfactorily and acclaimed around the globe by customers producing the highest quality of MSM (Mechanically Separated Meat) at high yield.

The LIMA RM 50 S with very few additional parts can be changed over into a:

- * LIMA RM 40 DDS / DD deboner / desinewer

Similarly, any LIMA S model can easily be changed over into a DDS / DD deboner / desinewer.

LIMA will be also showcasing a LIMA RM 700 DDS / DD deboner / desinewer.



RM 700 DDS

The LIMA DDS / DD range ensures to get very HIGH QUALITY meat on raw products such as poultry, pork and beef. Typical applications:

Desinewing of raw materials with or without cartilage, such as, shank meat, trimmings, aponeurosis, high yields: from 80 to 95% while C/P ratios remain under controlled values and the temperature hardly increases during the process.

Mechanical deboning, the same LIMA machines, equipped with the adequate deboning head enable to produce very HIGH QUALITY separated meat, in terms of structure,

colour and low Calcium content, less than 1 000 ppm.

www.lima-france.com
ANUGA FOODTEC 2018
stand B091 / 099 - hall 6.1

UNIQUE HEAT EXCHANGER INCREASES RESOURCE EFFICIENCY BY CUTTING PROCESS WASTE

With resource efficiency topping the agenda at this year's Anuga FoodTec show, HRS Heat Exchangers is shining a light on a forgotten area of wastage in meat processing – product lost during cleaning cycles and production changes. The HRS R Series of scraped surface heat exchangers removes food residue, meaning that food factories can now recover valuable product from the exchanger when heating, cooling or pasteurising viscous/sticky foods.



Matt Hale, International Sales & Marketing Director

HRS International Sales & Marketing Director Matt Hale explains: "Normally, when processing viscous food products such as meat mixes or emulsions for use in products such as sausages, a certain amount will adhere to surfaces, such as the inside of pipe work, or become left in equipment after processing.

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The value of these lost products soon adds up. For example, this issue is estimated to account for 3% of product losses in the US dairy industry¹.

Globally some 5% of food losses occur during processing, although this varies according to region. In European countries the average figure is around 5% but this rises to 9% in North America². To put this into context, that's 4.1 million tonnes of food being lost during processing each year in the UK alone³. The sectors with the highest waste levels are dairy, animal and meat processing, fruit and vegetable processing and the manufacture of oils and fats⁴.

Traditionally flushing or so-called 'pigging systems' have been used to push product through key parts of the production system, like heat exchangers. However, both add complexity to the system and can result in high levels of product wastage. However, running a suitable scraped-surface heat exchanger, such as the HRS R Series, in reverse, enables the recovery of material without the need for such additional equipment.



The R Series tube-in-tube heat exchanger uses a reversible screw to recover product without damaging the goods

The HRS R Series scraped surface heat exchanger is capable of removing much of the product before the cleaning or

change-over cycle commences. This is made possible thanks to a scraper bar within each inner tube which enhances product flow; prevents fouling during operation and minimises the pressure drop. The scraper bar features a helical screw which rotates at high speed. When configured correctly, this screw can be run in reverse, removing product from the heat exchanger tubes without damaging it or changing its characteristics. The R-Series can be configured for both horizontal and vertical operation, so that gravity can also be used to help recover product from the tubes. Each unit can be supplied with one, three or six tubes and multiple units can be combined for larger installations.

"The R Series is particularly suitable for high value viscous products such as meat and poultry emulsions, where lost product can be expensive," adds Matt. "The R Series can be emptied of the majority of the product without the need for any additional pumps or pressure systems, reducing both capital- and running-costs."

- ¹ <https://www.designworldonline.com/minimizing-production-losses-food-beverage-industry/>
² World Resources Institute & UNEP Working Paper: Reducing Food Loss and Waste – June 2013 http://pdf.wri.org/reducing_food_loss_and_waste.pdf
³ Preparatory Study on Food Waste across EU 27. Technical Report – 2010 – 054. http://ec.europa.eu/environment/eussd/pdf/bio_foodwaste_report.pdf
⁴ Food waste: causes, impacts and proposals. <https://www.barillacfn.com/m/publications/food-waste-causes-impact-proposals.pdf>

www.hrs-heatexchangers.com
ANUGA FOODTEC 2018
 stand D069 - hall 10.2.

SAFE HANDLING SOLUTIONS

An innovative IBC container that will help food manufacturers and processors keep detergents and disinfectants safe will be one of the highlights of

the RPC Sæplast stand at this year's Anuga Foodtec.



Saeplast Container

The Varibox is a heavy duty IBC which features an inner bottle - capable of holding 1,000 litres of product - that is fully enclosed by an outer container. Should the bottle become damaged, any spilled liquid is held in the second enclosure and does not escape. This ensures maximum safety as well as enhanced efficiency throughout the distribution chain, during transportation, storage and when in use.

In addition, the Varibox features a spill-free connector which can be connected to pumps or dosing systems to create a safe, closed dispensing operation where there is no risk of contact between the chemical and the user.



Saeplast Varibox

Strength and Hygiene

The RPC Sæplast stand will also feature latest examples of the company's triple walled, specially strengthened

PE tubs and pallets that provide safe and hygienic handling of products.

Key benefits including a strong and durable construction with a high insulating capacity, while smooth surfaces ensure fast and easy cleaning. All containers can be personalised with customer logos and specified with a variety of tracking options including barcode, QR code and RFID technology. The PE containers are fully recyclable and can incorporate recycled material in their manufacture.

www.saeplast.com
ANUGA FOODTEC 2018
stand CO58 DO59 - hall 8.1

AWARD WINNER DETECTS PLASTIC IN MEAT PRODUCTS WITH HIGH SENSITIVITY AT HIGH SPEED



DMRI's fully automatic detection of plastic in meat enables food manufactures to avoid recall costs and product waste.

The International FoodTec Awards are presented every three years. This year, the international jury at DLG e.V. has nominated the DynaCQ technology from DMRI for a gold medal for its impressive innovation and benefits for the meat industry.

The gold medal winner DynaCQ ensures fully automatic detection of foreign objects in both minced meat and trimmings, enabling food manufacturers to avoid recall costs and product waste.

Find Soft Plastic Before It Reaches the Meat Products

Operators in the food industry wear aprons, gloves and protective sleeves made from low density materials like plastic. Plastic in-liners and covers are also widely used to protect products. Unfortunately, the materials occasionally get torn and small fragments can end up in the minced meat or trimmings.

Low density materials cannot be detected by x-ray or metal detectors and it is almost impossible for operators to identify small fragments in the product surface with products moving fast on the conveyor belt.

"DynaCQ solves this problem. By using a multi spectral camera with special illumination, DynaCQ detects the unwanted components and allows the processor to stop and remove small fragments which deviate from the natural colours of the product," explains Product Manager Niels Madsen, DMRI.

Automatic Quality Control and Image Storage

The fully automatic flexible detection platform can be configured and integrated into a number of conveyor based applications for various meat products.

"The technology detects plastic items as small as 1,5 mm x 1,5 mm at fast line speed, and points them out for manual or automatic removal. The user interface is simple and intuitive. Another great benefit is the option

to store all images with a tag. This way, you will have full documentation of your product as a basic CCP of your production', says Niels Madsen

DynaCQ can be used in several ways as either a simple stand-alone detection unit, integrated into the MES or as a sorting control unit rejecting contaminated products.

"Any avoided recall represents a huge cost saving. Moreover, customers from especially retail demands high level product inspection from their suppliers. DynaCQ is effective, measures small contaminants and never will be tired like human operators might." says Niels Madsen.

www.dti.dk/dmri
ANUGA FOODTEC 2018
stand CO91 - hall 10.1

FOR THE FIRST TIME, VISKASE WILL BE AT ANUGA FOOD TEC

The FUTURE of meat and sausage production products and innovative functional casings is here!

The market leading products of Viskase® Companies include: small cellulose casings (Viskase NOJAX®), cellulose fibrous casings (Viskase Fibrous, Walsroder® Fibrous, including the barrier casings Walsroder F plus and FVP), textile casings and a wide range of plastic casings. The exceptionally comprehensive Viskase product portfolio, includes both the Walsroder and Darmex® brands, delivering a full range of best in class food packaging solutions and services.

www.viskase.com
ANUGA FOODTEC 2018
stand AO81 - hall 9.1

HANDTMANN EXHIBITS ANUGA AWARD 2018 GOLD-WINNING FORMING SYSTEMS

Handtmann will be presenting a plethora of innovations from filling and portioning technology to automation solutions. Of all exhibits, the Anuga Award Gold-winning series of new forming systems will take centre stage.

This new range of forming systems is characterised in particular by its flexible use in various fields of application and its variety of shapes. The production of called for trend products is possible thanks to countless forming options, such as round, square, longish, 3D shapes, etc. Another positive asset is the first-class product appearance thanks to gentle processing and product shape retention. Furthermore, the excellent portioning accuracy per product provides for cost savings.

The FS 520 forming system is suitable for the 6 to 8-lane, fully-automatic production of a wide variety of 3D product shapes with hole plate systems onto belt or rack. The production of balls, alternatively with flattening belt or structuring roller, will be demonstrated on the trade fair stand. The FS 522 forming system with hole plate system is suitable for the 2-lane production of formed products in water/oil bath systems, laminating systems, or on subsequent conveyor belts. The production of balls in a vat application will be demonstrated live at the trade fair stand. In both systems, the vacuum filler feeds the filling product to the filling flow divider. The servo-driven filling flow divider ensures precise rotor speed in the filling flow divider. The result is a continuous product flow without pressure fluctuations, and thus accurate final weights. The filling flow divider

ejects the filling product in multi-lane filling flows via mould components. The rotating hole plate system forms the products into the required 3D shape. The vacuum filler's control system allows easy visualisation of the product shape and calculation of the process parameters. The shape can be changed quickly by exchanging a few mould components.

A wide variety of trend products can be produced with the FS 510 forming system with filling flow divider of up to 24 lanes. The method is the same as with the FS 520 and FS 522, however, the desired product shape is created using forming tubes positioned at the outlet. Separating is performed directly at the outlet, either with a wire or a blade; it is uninterrupted and linear to the product speed. Production can be onto racks as well as onto a conveyor belt. The production of sticks onto racks will be demonstrated at the trade fair stand.



VF 800 with FS 522 forming system

Apart from the forming systems, the new VF 800 vacuum filler, the patented ConProLink system for products in alginate casing, sausage filling lines, depositing solutions, the new collating system and other solutions will be demonstrated.

www.handtmann.de
ANUGA FOODTEC 2018
stand BIO - hall 6.1

STEEL BELTS FOR EFFICIENT, HYGIENIC MEAT PROCESSING

Sandvik Process Systems will be highlighting the extensive range of food related applications for its carbon and stainless steel belts, and will be demonstrating one of its conveyor units.

Hygienic Meat Conveying

Sandvik's steel belts provide a flat, smooth, hard and inert conveying medium that can be cleaned and sanitised using heat, pressure, brushes, detergents or chemicals. This makes them ideally suited to hygiene critical applications such as meat conveying.

Quick and easy cleaning enables high standards of hygiene to be maintained. Research by Finnish food laboratory VTT Expert Services Ltd has confirmed the superior cleanability of stainless steel compared with other conveyor materials, enabling easier and more effective protection against the risk of bacterial build-up on meat conveyors.



Meat Conveyor

This inherent ease of cleaning offers a number of other benefits too. Low water consumption and reduced use of cleaning chemicals or detergents

means cost savings of up to 30% and less impact on the environment, while faster cleaning results in less downtime.

Compact Conveyor Unit

Sandvik also produces its own food grade conveying systems. A modular design enables key system parameters (pulley centre distance, belt width, etc.) to be individually adapted. The system makes use of an open-sided design to enable quick and easy replacement of the endless steel belt. Other innovative features include an easy-to-use tensioning unit, an efficient drum-motor drive and a lightweight but strong and stable frame structure.

www.sandvik.com
ANUGA FOODTEC 2018
stand C021 - hall 10.1

EXPERTISE THROUGHOUT THE ENTIRE LINE

MULTI-VAC will be presenting its comprehensive expertise in automation and line technology with an automated traysealer line for packing sliced fresh meat. The packaging line comprises a meat portioner and Flexible Packing Unit (FPU) from TVI as well as a high-output T 800 traysealer, conveyor belt labeller and inspection solution from MULTIVAC.

The multi-functional and highly flexible GMS 520 singlecut portioning system from TVI can process all types of red meat and poultry with the minimum of personnel involvement - for every portion in any consistency, and always optimised for weight and product waste. Fillets, cutlets and steaks can be cut from small and medium-sized primals, as for example can pork sirloin steaks from frozen product (down to -3° C), or roulades and thin grill strips from large primals, as well as diced



GMS 520 Singlecut

products such as goulash and many other cuts. Even meat with bone can be cut into very even slices with the GMS 520 singlecut. If the product is well tempered, slice thicknesses of 1 mm can be achieved, while the maximum slice thickness is 50 mm. The portioner ensures that the highest product quality is always achieved, even at high throughput, in terms of cutting, forming and arranging of the product. An output of up to 4 cuts per second, together with its very short changeover time, makes the GMS 520 a highly efficient portioning system, where the yield can be further increased with trim-free portioning.

After being portioned, the meat products are transferred to the multi-functional FPU 500 multitray loading module from TVI. The loading module accomplishes all the loading processes very efficiently. Trays with formats of up to 340 x 275 x 80 mm (L x W x H) can be loaded. The cycle output is on average around 40 trays per minute.



MultiFresh-Tray

The filled trays are then transferred to the high-output T 800 traysealer, which is designed to produce MAP packs and MultiFresh™ vacuum skin packs in large batches. It enables trays to be packed with a product protrusion of up to 20 mm with a particularly attractive pack appearance. The packaging machine, which can be scaled to particular requirements, has energy-efficient drive systems,

Quality in separation

Separators Deboners Desinewers

.....

- High optimum yield • Nice structured meat • No prebreaker needed
- Hygienic operation • Quick dismantling • Minimum supervision • Space saving

A complete range from
100 to 20 000 kg/hr

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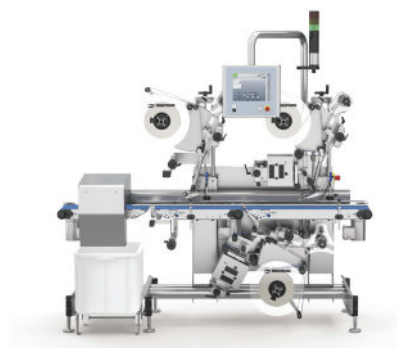
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 Tel. : +33 (0) 298 948 968 - Fax : +33 (0) 298 948 969
www.lima-france.com lima@lima-france.com

can be washed down and allows for quick die changes. Thanks to the IPCO6 machine control with touchscreen, its operation is exceptionally user-friendly. The packaging machine can be operated from both sides and is available with various equipment options.



T 800

The finished packs are then labelled on a high-performance L 310 conveyor belt labeller with D labelling from MULTIVAC Marking & Inspection. A LD 210 label dispenser, which is designed to the high hygiene requirements of the food industry and has an IP69K protection rating, applies a label up to 500 mm long to the top of the tray and then down both sides, before applying it to the base of the pack. This type of labelling produces a very attractive pack, particularly on vacuum skin packs, since the label, which can be either right-angled or rounded, works like a sleeve label.



L 310

The fully integrated TTO 10 thermal transfer printer, which enables the labels to be printed with production data or codes, provides durable and precise printing of all the relevant pack data. Labeller adjustment units

with a graphic display in the HMI control terminal, together with the machine recipe settings stored for the particular product, ensure that product changes are performed easily and quickly.

www.multivac.com
ANUGA FOODTEC 2018
stand A020 / C039 - hall 9.1

EAGLE PRODUCT INSPECTION UNVEILS ADVANCED X-RAY PRODUCT LINE



At Anuga FoodTec 2018, Eagle Product Inspection will launch a new high-level x-ray inspection product line for the packaged food industry. In addition, Eagle will showcase other equipment designed for specific applications: the RMI 400 for advanced detection in poultry and meat and the Tall PRO XSDV for inspecting tall rigid containers.

The new x-ray inspection line has been developed and refined for the needs of today's global food manufacturers. High-level benefits include lower operating costs, greener/more sustainable solution, easier maintenance and operation including a new user interface, quick and easy access to operational components while delivering the unmatched contaminant detection performance Eagle is known to deliver.

Recognizing the distinct needs and requirements of both global and local food companies, Eagle has designed the new x-ray system for packaged food products to benefit small to mid-sized companies seeking to protect their products and brands. It is also well suited for global companies who want to standardize their contaminant detection solutions across a wide variety of packaged food applications.

The new x-ray inspection system to be highlighted at Anuga FoodTec is an ideal solution for such food brands, according to Christy Draus, Marketing Manager for Eagle Product Inspection.

Additionally, Eagle will spotlight and demonstrate its RMI 400 x-ray inspection system. Developed for the poultry and red meat industries and powered by proprietary SimulTask PRO imaging software, the RMI 400 allows for superior bone and contaminant detection in raw, unpackaged poultry and other meats, with a design that withstands and overcomes challenges in often-harsh settings. An innovative infeed and out-feed conveyor reduces sanitation time while eliminating the need for radiation-shielding curtains.

www.eaglepi.com
ANUGA FOODTEC 2018
stand C058 / B051 - hall 5.2

MAREL LAUNCHES INNOVATIVE SOLUTIONS

Marel presents various innovative solutions that enable food processors to stay in pole position: discover the Trim Monitoring System, the newest sausage linker, patented spiral technology for the RevoPortioner, new coating equipment and Food Processing Software.



New: Trim Monitoring System

The Marel Trim Monitoring System determines the correct lean-to-fat (CL) ratio of incoming meat. It uses advanced x-ray technology to also weigh and analyze products for bone fragments and other contaminants.

New: Marel Frank-A-Matic Linker

The world's very first automatic sausage linker, the Frank-A-Matic, was developed by Ray Townsend. Now Marel presents the new, fourth generation Frank-A-Matic linker. Incorporating over 50 years of equipment and processing knowledge and technological expertise, the new linker offers industry leading consistency in weight and length control for continuous, high-speed collagen and cellulose cased sausage products.

New: The Next Step In Low Pressure Portioning

Marel introduces the next step in continuous portioning of end products at Anuga FoodTec: the patented spiral drum technology. With this new technology processors are able to raise production volumes, increase the operational window and lower wear and tear of their RevoPortioner system.

As founding father of the only true low pressure portioning technology Marel changed the intermitting high pressure forming technology to smoothly rotating, continuous portioning at low pressure. The technology, covered by multiple patents, has set the industry benchmark. Since its market introduction several developments have been launched and embraced by the food industry.

In 2018 the result is a wide range of successful, proven solutions and an installed base of 500 Marel RevoPortioner systems (ranging from 400 to 700 mm. width) all over the world. Every day hundreds of RevoPortioners contribute successfully to the profitability of processors in the poultry, meat, fish and seafood industry, as well as in pet food, vegetables, potato products and non-meat proteins. Among customers are the largest certified global QSR suppliers, providers of institutions and retail suppliers that praise the versatility and flexibility.

The RevoPortioner enables processors to produce the widest possible range of very consistent convenience products, from famous classics like hamburger patties and nuggets at the highest production volumes, up to natural looking and 3 D products in smaller batches. The system offers unrivalled weight control, the possibility to portion whole muscle products and the lowest possible cost of ownership. Processors experience virtually no meat loss.

New: Coating Equipment

At Anuga FoodTec Marel launches the first of several new coating units to be launched this and the coming year, all suitable for a 700 MM line. Together with the RevoPortioner 700, the Goldfryer 700 and the ModularOven 700 Marel is ready to offer a full, high capacity line that offers maximum flexibility.

New: Innova Food Processing Software For Further Processing Equipment

Innova Food Processing Software empowers processors to get the most out of their Marel processing equipment. Innova ensures the most effective processing control available for individual machinery or processing lines and provides real-time data for performance monitoring, enabling processors to maximize their profitability.

www.marel.com
ANUGA FOODTEC 2018
stand D110 / E119 - hall 6.1.

FRONTMATEC PRESENTS INNOVATIVE HOLISTIC CONCEPTS AND SOFTWARE SOLUTIONS FOR THE FOOD INDUSTRY

Leading global supplier of customized equipment, solutions and software for the red meat industry, Frontmatec is participating at Anuga FoodTec 2018.

Held every three years in Cologne, Germany, Anuga FoodTec is among the most important global trade fair for the international food and beverage industry. It is the only trade fair in the world that covers all aspects of food production and brings together companies from around the world to present their innovations and technologies.

The Frontmatec booth at Anuga FoodTec 2018 will focus on resource efficiency and showcase a variety of innovative solutions and foresighted concepts for production processes in the food industry.

Frontmatec offer, with locations in Europe, America and Asia, holistic

concepts and turnkey solutions for the international food industry and is especially well known for its high-quality systems for the entire value chain of the meat industry – from carcass grading, slaughter lines, cutting and deboning lines, hygiene systems and control systems to logistics and packaging, all unique solutions, which creates considerable value for customers.



A highlight in this context is the Frontmatec GOSystems software – a manufacturing execution system for managing production key performance indicators, such as yield, throughput, quality and labor efficiencies. The GOSystems' platform for traceability ensures constant, direct access to valuable information that can reduce losses on expired products and optimize the product age level. It also provides direct real production time data which is crucial for modern meat processors to optimize ordering, packaging and palletizing processes.



Visitors to the Frontmatec booth will be presented with a full portfolio of products from the entire group. On display will be novelty products, including the innovative robotic packing unit, new film wrapping machine FWAL-150, the 2D trimmer and the optimized ITEC Star Clean Compact Hygiene Station.

www.frontmatec.com
ANUGA FOODTEC 2018
stand B031-C038 - hall 5.2

**“NOTHING IS
EASIER TO WEIGH”
PRECISE, HYGIENIC, QUICK:
THE NEW MULTIPOND
PROTEIN WEIGHER IS
SETTING STANDARDS
IN THE MEAT
PROCESSING INDUSTRY**



Weighing meat mechanically presents great challenges. Animal products are very sensitive, they remain adhered to many surfaces and have to meet the most stringent hygiene requirements. In refining the MP-16-3800-1250-J multihead weigher, MULTIPOND has created the optimum solution for the meat market industry: The benefits of the proven J-Generation system, where hygiene and leak-tightness of

the machine are the main concerns, are combined with a multitude of optimizations especially for the meat sector.

**The Complete Package is
the Key**

Distribution cone and feed trays have the tried and proven stepped profile. This patented innovation enormously improves the product conveying characteristics of the weigher and enables even adherent products to be conveyed in a controlled manner.

The surface profile, combined with a refined, significantly stronger feed tray drive and a special inclination of the feed trays, are the basis for the trouble-free and gentle conveying of meat, which in turn permits the highest accuracy and speed.

**Intelligent Reactions From
the Weigher**

In order to improve the product flow to the distribution cone and feed trays even further, the weigher is equipped with two special 3D cameras. These cameras tell the software how the products are arranged on the distribution cone and feed trays. Using this information, the multihead weigher automatically implements measures to ensure uniform product distribution and resolves any problems, such as pieces of meat that have become stuck. Fragmented product distributions on the distribution cone and feed trays are diagnosed and resolved accordingly.

**Optimized Hygiene Standards
Combined With the Highest IP
Protection Class**

The protein weigher satisfies the most demanding hygiene requirements worldwide. The weigher is completely designed in accordance with USDA and EHEDG directives, creating the basis for simple, fast and reliable cleaning. Protection class IP69 is the ideal basis for the use of high-pressure

cleaners. MULTIPOND is the only manufacture of multihead weighers globally that achieves this protection category without generating overpressure in the machine. No compressed air is required.

The weigher is designed for an output of up to 100 weighings per minute, depending on application, product and target weight, with the highest degree of accuracy.

Equipped For the Growing Meat Market

With all its benefits, the new protein weigher is predestined for use in the meat processing industry. There is, without doubt, a demand: The meat market continues to grow, especially in South America. According to a report in the trade journal, in Brazil alone the export volume of beef has quadrupled in the last six years to reach four billion US \$. At the same time, consumer demands for the hygienic processing of foodstuffs are growing. Thanks to its innovative product range, MULTIPOND enjoys an excellent market position – with quality high-performance technology “Engineered and Manufactured in Germany”.

www.multipond.de
ANUGA FOODTEC 2018
stand C 88 / D 89 - hall 7.1

HOW TO MINIMISE CONTAMINATION BY MOSH AND MOAH IN THE FOOD INDUSTRY

Klüber Lubrication presents several ways to minimise contamination with professional lubrication management at Anuga FoodTec 2018

Minimising the risk of contamination by undesired substances is a focus for every food processing company. Legislative authorities call for stronger controls and, thus, all the companies in



the food supply chain from agriculture to the store have to develop a deep internal analysis of their production, maintenance and cleaning processes.

In addition to the latest product developments, Klüber Lubrication will be demonstrating at Anuga FoodTec 2018 how the tribology expert's speciality lubricants and custom-fit services can minimise the risk of contamination in the manufacturing process through:

- * the usage of a minimum quantity of lubrication
- * high quality products and services
- * high safety standards

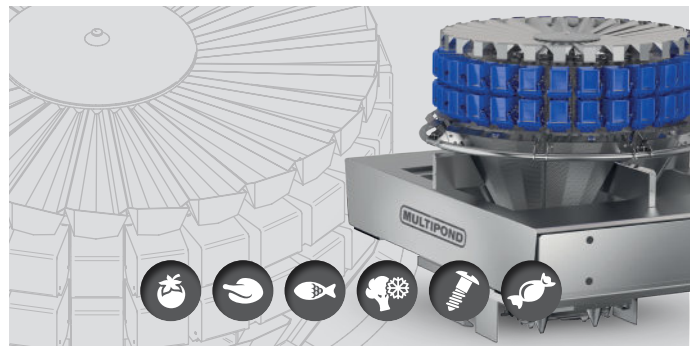
Achieving Better Results In Manufacturing

“Issues such as MOSH and MOAH

currently cause uncertainty among manufacturers, as even the slightest trace of these substances may lead to expensive product recalls and damage to the company's reputation,” says Paolo Spolaore, Global Market Manager Food Industry of Klüber Lubrication. “Although lubricants used in the food processing machines do not seem to be one of the main sources of possible contamination, the improvements achievable through a highly professional lubrication management are widely underestimated also by many of the most renowned lubricant manufacturers.”

Klüber Lubrication's products are designed for minimum quantity lubrication. Consequently, even very small amounts are sufficient to

MULTIPOND



MULTIPOND Weighing Technology and multihead weighing systems stand for maximum accuracy, performance and reliability.

MEET US – AT ANUGA FOOD TEC 2018

in Cologne from March 20 - 23
Hall 7.1, Booth C88 - D89

» www.multipond.com

achieve the desired lubricating effect. The economical use of lubricants also leads to a lower demand for energy and cleaning procedures, which also contributes to more sustainability in the company.

Klüber Lubrication's specialty lubricants for the food industry comply with the highest hygiene standards according to the recommendations of the European Food Safety Authority. The tribology expert's portfolio includes high-quality, precisely fitting special lubricants for all applications in the food industry, which are NSF H1 registered and certified according to ISO 21469 in accordance with the highest safety standards. High-quality services, such as regular lubricant analyzes, also help to identify and eliminate the risk of contamination at an early stage.

www.klueber.com
ANUGA FOODTEC 2018
stand D050 - hall 10.2

LATEST SOLUTIONS FROM METTLER-TOLEDO

Mettler-Toledo will be presenting its latest solutions for product inspection, weight checks and analytics for the food industry.

The Mettler-Toledo stand will feature models of production lines for dry, wet, and packaged products, as well as lab and industrial weighing applications. Visitors to the stand will be able to see how companies in the food industry use Mettler-Toledo solutions to increase resource efficiency and gain a competitive advantage.

Here is an overview of some of the trade fair highlights:

X-ray Inspection

One of the highlights at the Mettler-Toledo trade fair booth is the world premiere of a new X-ray inspection system for applications in food and pharmaceutical production. The system impresses with its superior detection sensitivity, to minimise false rejects, and its high level of flexibility which allows it to adapt to various production environments.

Metal Detection

On the dry foods production line, Mettler-Toledo will be demonstrating the performance of its free-fall metal detectors with new features: Reduced Test (RT) mode, eDrive™, Auto Test System (ATS) and Virtual Network Computer (VNC).

Visitors to Anuga FoodTec can also expect to see the latest Profile Advantage metal detection system on the Wet Foods production line. Through the use of MFS technology to suppress the product signal at up to 50 percent higher sensitivity in detecting metal foreign objects, impressive results are obtained with wet, hot, chilled or frozen products.



The Profile Advantage series makes an impression with up to 50 percent higher detection sensitivity in the detection of metal foreign objects in wet, hot, chilled or frozen products.

Dynamic Checkweighers

With the C series in three model ranges, Mettler-Toledo offers dynamic

checkweighers for various applications and needs in the food industry.

The C3130 dynamic checkweigher from the C series standard line covers a weighing range of up to 6 kg at a throughput of up to 200 products per minute, and targets manufacturers looking for a solution for the most common standard checkweighing applications. With its IP65 protection class and special conveyor belts that are easy to dismantle, the C3130 checkweigher is very easy to clean, making it the perfect choice for use in the food industry.

The CM33 combination system combines a powerful dynamic C33 PlusLine checkweigher for a weighing range of up to 7.5 kg and a throughput of up to 300 products per minute with the Mettler-Toledo Profile Advantage metal detection technology. The checkweighers in the C33 PlusLine are available in a wide range of equipment options tailored to the various requirements of the food industry. Companies in the food industry can choose between three metal detectors in the CM33 PlusLine, which combine weight checking and foreign object detection, in order to save space with one device.



The CM33 combination solution combines space-saving dynamic checkweighing with the precision of a Profile Advantage metal detection system.

Vision Inspection

Mettler-Toledo will present the V2410 Mosaic and the V2622 Flex-Lite visual inspection systems in live operation on the Packed Foods production line

at its booth at Anuga FoodTec. The compact V2410 Mosaic inspection system allows companies in the food industry to carry out a complete 360° inspection for label and packaging control on round, non-aligned containers. The V2410 Mosaic checks labels and 1D and 2D bar codes for their presence, readability and correctness, among other checks.



The compact, space-saving V2410 Mosaic inspection system allows companies in the food industry to carry out a complete 360° inspection for label and packaging control on round, non-aligned containers.

With the V2622 Flex-Lite, Mettler-Toledo will be presenting a modular expandable vision inspection system for fast, low-effort entry into full control of labels, markings and other visible packaging properties at Anuga FoodTec. The V2622 Flex-Lite allows verification of the completeness of packing contents, counting of products and checking for the presence of labels or wrappers. Mettler-Toledo will be presenting the V2622 Flex-Lite in Cologne with the new generation of the Smart Camera 300 series, which is designed for and targeted to visual inspection on high-speed lines.

Industrial Weighing

Collect+™, the new data collection software for static weighing, collects production data from the weighing stations via Ethernet connection and provides them centrally for simplified access in real time. Weighing data

and other measurement values can be visualised with Collect+™ via the integrated dashboard tool, based on the company's individual requirements. Collect+™ makes performance losses transparent – for example, when individual workstations cause increased waste of raw materials, have a throughput that is too low, or produce high levels of rejects.



Weighing data, measurement values and process trends at a glance: The data collection software Collect+™ for industrial, static weighing simplifies real-time analysis of production processes

Laboratory Analytics

With One Click®, Mettler-Toledo offers an intuitive application concept that simplifies daily laboratory work with a standard user interface for various instruments. Combined testing with a multi-parameter system helps to optimise accuracy and reproducibility, save valuable time and ensure the proper allocation of results to a sample. Density, refractive index and pH value of raw materials, and intermediate and end products are important parameters that must be precisely defined in quality control and testing laboratories in the food industry.



Mettler-Toledo One Click® simplifies daily laboratory work with a standardized user interface for various instruments.

www.mt.com
ANUGA FOODTEC 2018
stand B018 / A011 - hall 5.2

CLEVER DETAILED SOLUTIONS FOR THE FOOD INDUSTRY

K+G Wetter presents advanced machines and solutions for versatile use and maximum hygiene used in the most diverse variety of food processing applications.

Small Details That Make the Difference

With new ideas and clever machine refinements, the solutions from K+G Wetter continue to ensure greater efficiency in the food industry. This is also the case with the new generation of touch panels, which combine modern touchscreen operation with push-button technology and are now fitted as standard in the K+G Wetter bowl cutters for the trade. For even easier operation, K+G Wetter has redesigned the touch panel's surface.



Installed in the new K+G Wetter 120 liter vacuum bowl cutter (VCM 120), the touch panel ensures easy program control.

In addition to the optimised, self-explanatory menu navigation, which makes operating the machine significantly easier for the user, K+G Wetter has also made program control via the panel even easier. Frequently used commands, such as opening and closing the knife cover or adjusting the speeds, can be triggered quickly and easily by means of prominently placed illuminated ring keys on the control. Alternatively, individual

commands can also be controlled directly via the touch panel, for example, different knife speeds, which are clearly visible on the screen and can be selected directly.

Efficient Software Solutions For Smooth Production Processes

In addition, K+G Wetter's 'Cutcontrol' and 'Cutvision' software, which can be easily controlled via the touch panel, ensure maximum quality and safety in production. 'Cutcontrol' is an automatic recipe control system that guides you step by step through the production process for the recipe in question. Once set up and saved, the recipe can be retrieved again and again in the same composition and quality. The ease of use also ensures very short training times for the employees on the machine, which saves time and money. For its part, the K+G 'Cutvision' software reliably records all production steps. All measurable variables, such as time or temperature curves, for example, can be read at any time, whether during production or months later. This creates the certainty of having all of the essentials reliably, fully automated and digitally in view.



The optimised surface of the K+G Wetter touch panel ensures simple and self-explanatory operation of the machines.

Hygienic Sorting and Advanced Technology

As regards grinders too, K+G Wetter is constantly working on solutions that make meat processing more efficient in

trade and industry. The MW U 200 mixer grinder impresses, for example, with a special design principle: The mixer part and the grinder part are completely separated from each other. Thus, the entire mix is first mixed with uniform quality in one single process. Only then does it pass through two large-sized openings into the grinder part of the machine. The mixing hopper is emptied quickly and does not leave any residue in the mixer, so that absolutely all of the material can be processed. A solution that ensures maximum yield without product loss.



In the K+G Wetter U 200 mixer grinder, the mixing part and the grinder part are separate – a solution that ensures maximum yield without product loss.

If required, the U 200 mixer grinder can be equipped with many useful extras, such as the pneumatic sorting device. Thanks to the advanced K+G sorting device, the hard components are moved to the side, making them much faster and easier to control. In addition, the sorting device can be removed or reinstalled within a few seconds via a practical plug-in connection, without the aid of tools. The individual components can be cleaned and reassembled in next to no time. In addition, the U 200 mixer grinder can also be equipped with automatic water metering, CO₂ or LN₂ injection.

ICA XL THE SPECIALIST MACHINE FOR LARGER CALIBRES



A further development from the firm Poly-clip System, Hattersheim a. M., is this specialist machine for calibres up to 250 mm and extra-large tail volumes. Thanks to the optimised separator range and clips specially developed for this automatic double-clipper, internally coated spice casings and so-called functional and multilayer casings can also now be securely closed.

This special machine, the ICA XL, developed from the tried and tested iris clipper which has been on the market for many years, also works with the patented iris separator. The ICA XL has been further optimised for use in the upper calibre range, and with the increased separator range it reliably closes XL sausages, including spiced casings and is easy on the casing. In addition to the traditional products, coated for example with pepper, onion or paprika, there are also functional casings on the market which, in addition to the known characteristics and coatings, are provided on the inside all the way through the product with a further layer to which spices adhere. With these 'spiced casings', aromas and smoked colours are better able to permeate the product through direct contact with the sausage meat. The presence of this coating means that these new, internally coated casings place additional requirements on the production process. The tail volume is

www.kgwetter.de
ANUGA FOODTEC 2018
stand A018 / B019 - hall 6.1

greater, and casings with a crushed pepper coating, for example, require more careful closure, so that the pepper corns do not penetrate the casing. The S 9000 clip series newly developed by Poly-clip System has its own specially adapted clip profile for the casing-friendly closure of these special casings with large tail volumes.

Reliable and Economical

The ICA XL is the ideal clipping machine for slicing logs and moulded products in the calibre range 130 to 250 mm. Fibrous, collagen, textile and plastic casings can be processed efficiently at up to 60 cycles per minute in continuous mode. All types of sausages, such as dry and cooked sausages as well as pressed and moulded ham, including with whole muscles, can be closed in this way. For products which are cooked in

square form using the cook-in principle, the ICA XL may optionally be fitted with an overspreading. In conjunction with a vacuum system, air-free slack filling of formed products is possible by overspreading up to 300 mm. This and many further product parameters, such as the servo-supported clip pressure setting for sensitive fibrous and spiced casings, can be programmable in the SAFETY TOUCH program memory and recalled at any time in recipe management. Simple machine operation is possible using the touch - with a 10" display, it is shockproof and easy to clean. Individually assignable manual functions can be easily set on the operating level in order to correspond to the respective production processes. PC control and the servo motor provide a powerful and wear-free drive mechanism. An optional extra is operating data acquisition with the

WS-Food Standard interface, which can be retrofitted at any time.

Safety and Hygiene

Two-handed triggering of the first clip and a second control panel at end of the conveyor belt provide the automatic clipper with added safety. For length portioning, the length control has been newly designed and now comes from 'above'. The conveyor guide plates have also been adjusted to suit the new requirements of larger calibres. Embossments on the guide plates should facilitate the smooth movement of products. The telescopic conveyor belt is up to 1.3 m long, and roller extensions are available for sausages up to 1.6 m in length. Embossments underneath the conveyor belt stabilise the belt and make it even more hygienic. As



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25 April 2018, 3 - 4 p.m.
Hall 11, Room 1123, 3rd Floor

www.globalgap.org/aquaculture

www.globalgap.org/events

an option, the belt speed may be automatically adjustable.

User and Service Friendly

With its two steering wheels the ICA XL is easy to manoeuvre, and the fixing brakes are already integrated. Additional cost savings are achieved through the low air consumption of the GSA automatic looper. And the positioning of the GSA allows even easier loop change, which saves time. The automatic clipping machine is equipped with a protective guard made of stainless-steel and a sliding door. The sliding door offers comfort and saves time when changing casing. The product-specific settings have also been further improved. This simplifies machine operation and makes product changes even faster. Improved efficiency is thus achieved through individual adjustment. The service-friendly doors, an electric handwheel and the second feed option for the clip sticks in the lower position are precisely the kind of minor but subtle features which make the ICA XL extremely operator friendly.

The automatic clipper can be delivered in the stick clip version as well as in the version for S-clips on spools. Clips on the spool allow continuous production of 1,300 portions without having to reload the clips. The clip spool holders are optimally located. This means that the clips glide even more smoothly in the clip guide, thus ensuring trouble-free production.

The iris separator ensures clean sausage tails and careful portioning – even with large chunks of meat. Short, symmetrical sausage shoulders result in more slices per sausage, and thus a higher yield.

Protection of Investment

The high level of automation of the ICA XL is also evident in its consumption-

oriented system of central lubrication. Since this important working step is performed automatically, it is no longer forgotten, and furthermore saves time. This ensures maximum process reliability and maximum investment benefits, since the amount of wear is decreased. Servicing and downtimes are reduced to a minimum and consequently the service life of the machine is 'automatically' extended.

www.polyclip.com
ANUGA FOODTEC 2018
stand D40 / E41 - hall 9

READY MEAL INNOVATION FROM MICVAC

Micvac has developed an innovative technology of producing and packaging chilled ready meals. At the Micvac stand visitors will be introduced to the Micvac method, as well as taste and enjoy the quality of the fresh ready meals it produces. "Anuga FoodTec provides an ideal opportunity to explain the Micvac method. This consists of our unique microwave tunnel and intelligent packaging concepts, including the Micvac patented valve that whistles when food reaches the right temperature," says Christina Frohm Kramer, Marketing & Regional Sales Director at Micvac.



*Produced with the Micvac method:
high quality, fresh and healthy ready
meals full of flavour.*

The Micvac method utilises in-pack cooking and pasteurisation in one continuous process housed in a microwave production tunnel. This enables food manufacturers to offer high-quality ready meals that are fresh, healthy and full of flavour. Added benefits of the Micvac method include: ready meals that have an extended shelf life without the need of any additives, and less waste in the food chain. These benefits make the company a sought-after partner of the global food processing and food retail industries.

True to the company's try-before-you-buy philosophy, the Micvac stand will focus on the product development process. A full-size production unit is available at Micvac's pilot plant in Sweden where customers can learn how the method works and produce a meal of their own choice along with their marketing strategy. Customers also have the possibility of buying a test kit. This can be used to develop new recipes or demonstrate the method to decision-makers at the customer's company.

Highlighting Micvac's customer-oriented outlook, the microwave tunnel is based on a modular system. If the customer is sure of the capacity needed, the corresponding tunnel size can be purchased according to requirements. If not, there is the possibility of adding one or more modules depending on the production volume.

"At Anuga FoodTec our team of specialists is eager to answer all your questions," says Guido Kassel, Country Manager Germany at Micvac. "We will explain the motto 'We serve the method, you serve the food'."

www.micvac.com
ANUGA FOODTEC 2018
stand C061 - hall 10.1

GEA RAISES THE BAR IN HIGH VOLUME DRUM FORMING

GEA has launched its new MaxiFormer rotary drum former for the high-volume production of formed chicken, pork and meat replacement products. This new technology offers very high production capacity, better consistency, improved filling accuracy, less product waste and significantly lower operating costs when compared with alternative forming systems. The GEA MaxiFormer is available in 1000mm and 600mm width.

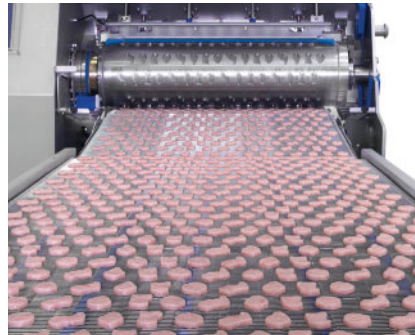


One of the key new features of the GEA MaxiFormer is the innovative step-filling system (patent pending) that manages the communication between the Handtmann vacuum filler and the former to minimize the pressure used and to fill each cavity carefully and progressively. This reduces wastage, improves filling accuracy, creates a higher quality formed product with excellent shape retention, and minimizes down time for cleaning.

Filling Accuracy

The unique drum design of the MaxiFormer creates a more rigid structure that ensures consistent filling pressure across the entire width of the drum. This allows more accurate filling and achieves a standard weight deviation that is 50% less than its nearest competition. The drum also

has a unique knock-out system that uses dry air at high pressure applied only to the relevant cavities, not the whole drum. This significantly reduces air usage and, therefore, energy costs.



Paul Verbruggen, Product Manager Further Processing at GEA, said that this better weight control means less product giveaway and the knock-out system uses up to 40% less air. "This means that we can be confident in achieving the lowest total cost of ownership in drum forming," he explained.

Its size and the new features that GEA has included in the design make The GEA MaxiFormer the next step in drum forming. According to Marcel Janssen, Head of Sales Steering and Support Further Processing at GEA, it also makes it much more efficient than any competitor. "Especially for 1000mm wide lines, running one GEA MaxiFormer 1000, compared with two 600 wide formers, is cost efficient and space saving and delivers an optimal belt loading," he explained. "This results in a much higher line throughput with fewer doubles down the line. The direct loading conveyor also eliminates the need for 'Y' conveyors and so can achieve a much denser loading without compromising quality."

More Efficient Cleaning

The MaxiFormer is complemented by the MaxiClean automated drum

cleaner. Unlike ordinary drum cleaners the MaxiClean continually monitors the temperature, flow and pressure of the fluid during cleaning, comparing it with that data from a clean drum. In this way, GEA minimizes the cleaning time for each drum allowing faster product changeover and greater productivity.

GEA Expertise

But perhaps the most impressive feature of the new GEA technology is the engineering expertise that comes with it. Luuc van Lankveld, Product Expert Processing from GEA in Bakel, The Netherlands, explained that with any forming machine the quality of the final product is determined largely by the mix. It is essential that the meat is chilled to exactly the right level to achieve the optimum crystalline state, binding in the required level of water with the minimum use of salt and phosphates. Get it wrong and the forming drum can very quickly clog and require immediate cleaning. This creates unnecessary and unacceptable down time for processors. "We have built into the mixer a unique monitoring system that can detect exactly when the mix is perfect for forming," he explained. "This means that the MaxiFormer can run continuously for many hours without clogging, thereby improving production and saving money for our customers. If our customers ever have difficulties in achieving the optimum mix or product quality, we will be there to help them every step of the way."

Ben Kop, Manager of Technology Center in Bakel agrees. "Our unique competences form the bridge between meat preparation, vacuum portioning and drum forming," he explained. "This helps our customers by improving their line efficiency and the knowledge of their employees."

With the new, GEA can now supply complete forming lines including defrosting, grinding, mixing, forming, coating, frying, cooking, freezing and packing.

Explore More of GEA at Anuga FoodTec 2018

GEA PowerPak

This innovative thermoforming solution for food packaging will be equipped with the following configurations on the GEA booth:

- * GEA OxyCheck, the patented in-line quality control system for non-invasive oxygen content measurement and seal inspection in MAP packaging
- * GEA PowerChange, a tooling-free diesel changing system
- * GEA TiroLabel Plus, extremely high speed solution for top and bottom film labeling
- * Visualization of power, compressed air, gas and cooling water consumption

GEA SmartPacker CX400



The best-selling vertical form-fill-seal SmartPacker CX400 will be exhibited in a hygienic upgrade execution, making it the ideal bagger for the protein industry. The model features full stainless steel film feed with sealed bearing rollers and sloping surfaces to allow water to come off easily.

- * Forms wide range of bag shapes, such as pillow bags, quatro seal, block bottom, envelope, zipper bags and doypack style
- * Option to combine a ZipTrick system for re-closeable packs;

- * Higher efficiency and less waste compared with conventional machines;
- * Consistent high quality of produced packages of up to 120 bags a minute.

Do Not Miss These Highlights Either:

GEA ProMix 1500 Vacuum



Also at Anuga FoodTec, the new GEA ProMix will be presented at the Air Liquide stand D088 in Hall 6.1. The ProMix is a multi-purpose twin-shaft mixer for products like hamburger patties, meatballs, luncheon meat and ground sausages, and for pre-mixing of wiener and frankfurter emulsions. Offering the optimal cooling technology to the customers, GEA collaborates with Air Liquide. The ProMix is equipped with Air Liquide nozzles with liquid CO₂ or N₂ for optimal cooling efficiency.

- * Multi-purpose mixer for emulsions, wieners, franks, nuggets and many more
- * Excellent distribution and absorption of liquids, spices and additives
- * Best of class cryogen cooling system with Air Liquide nozzles
- * Up to 30% gas savings compared to conventional bottom injection
- * Up to 50% gas savings compared to top injection
- * Available with vacuum and defrost function

GEA PowerPak and Singer Loading system



Also at Anuga FoodTec, at the Singer stand A78/B79 in Hall 9.1 visitors will find a complete solution for loading products directly into a thermoformer. In cooperation with Singer and their motto "We bring your product into the pack- no matter how individual it might be", GEA presents a PowerPak integrated with the Singer loading system V-G-E. The system is designed to deposit various products (such as sausages) into the packaging. The products are first singularized, then grouped in a pre-set quantity and deposited into each packaging at the end.

www.gea.com
ANUGA FOODTEC 2018
stand A090 / C119 - hall 10.2

ALL-IN-ONE TRAYSEALERS AND THERMOFORMERS, SUSTAINABLE PACKAGING SYSTEMS, HIGH - VALUE CONVENIENCE SOLUTIONS



Impressive trade show presence in Cologne. SEALPAC doubles its stand surface to present a full range of packaging equipment and solutions.

SEALPAC will focus on innovations around efficient and sustainable

packaging processes and materials. The leading manufacturer of tray-sealing and thermoforming technology has almost doubled its stand surface to be able to present its full range of packaging equipment and solutions to the expert audience. Visitors to the stand will find state-of-the-art packaging lines in live operation, efficient solutions for the industry's predominant trend towards skin packaging, as well as packaging innovations from around the world, especially for the growing convenience segment.

FlatSkin® - Featured On the All-In-One SEALPAC A7 Traysealer



FlatSkin®
*Attractive product presentation
and extended shelf life whilst using
up to 75% less plastic.*

Maximum precision, flexibility and efficiency is demonstrated with the fully automated, servo-driven, all-in-one SEALPAC A7 traysealer. This particularly flexible packaging machine is suitable for a wide product range and efficiently handles all types of sealable materials whilst achieving outputs of up to 100 packs per minute (depending on the application). SEALPAC's unique tooling quick exchange system with patented tooling trolley allows the operator to switch between different packaging systems, such as MAP, TraySkin® or EasyLid®, with minimum downtime.

At Anuga FoodTec, SEALPAC will run its brand-new FlatSkin® solution on the A7 traysealer, which will be placed in line with a SEALPAC fully automated denester.

The FlatSkin® packaging system combines an attractive product presentation with extended shelf life and a particularly sustainable use of packaging materials (up to 75% less plastic). A highly transparent barrier skin film fixates the product directly onto its flat cardboard carrier, which has been coated with a polymeric protective layer. After taking out the product, the thin polymeric layer is easily removed from the cardboard carrier to allow for separate disposal. As such, FlatSkin® combines the popular skin packaging process, which provides extended shelf life and attractive product presentation, with increased sustainability. The system is available on all of SEALPAC's A-series traysealers with FlatSkin® preparation.

EasyLid® - Sealing and Lidding In One Single Step

SEALPAC also meets the industry's demand for more sustainable packaging solutions with its EasyLid® concept. This packaging system, developed in close cooperation with Naber Plastics, provides a hermetic seal and full lid function in just one sealing process. It requires a special and patented tray produced from mono PP materials. Next to the conventional sealing edge, the EasyLid® tray has an additional ring that is hermetically sealed with the top film by means of SEALPAC's unique sealing technology. Upon opening the tray, a lid is automatically created that allows for multiple reclosing. The revolutionary EasyLid® system is demonstrated on a SEALPAC A5 traysealer with SEALPAC AS-LS1200 servo linear denester and Leonhardt filling system. EasyLid® is suitable for modified

atmosphere packaging, as well as for hot and cold filling, which makes it the optimal solution for various market segments - from antipasti, meat spreads, delicacies, salads and snacks, up to confectionery and many other products.

ThermoSkin® - Fits Like A Second Skin For Optimal Appearance



The all-in-one SEALPAC PRO14 thermoformer. Now also capable of running the ThermoSkin® system.

In Cologne, SEALPAC will highlight its ThermoSkin® packaging solution on a compact and cost-efficient PRO14 thermoformer with auxiliary equipment from Converging Solutions and Ravenwood. The ThermoSkin® vacuum packaging system uses a special film that fits the contours of the product like a second skin, therefore creating an attractive 3D effect that will enhance the product's appearance at retail. Furthermore, due to the deep vacuum, the ThermoSkin® system is able to extend the shelf life of for example fresh meat and poultry.

SEALPAC's PRO14 thermoformer is now capable of handling even more applications: from flexible film vacuum packaging, rigid film modified atmosphere packaging, shrink packaging (ShrinkStyle®), up to skin packaging (ThermoSkin®). SEALPAC's optional quick exchange system from the side allows for easy product changes with minimum downtime. By using SEALPAC's Rapid Air Forming technology, often copied but never equalled, attractive packs can be formed up to 140 mm in

depth. This forming technology provides higher outputs due to shorter vacuum and ventilation times, as well as the possibility to use up to 10% thinner materials.

Walk The Road To Retail - Packaging Inspirations And Trends

In addition to its high-tech packaging lines, SEALPAC will provide a unique overview of packaged products from around the world in its large supermarket section, all of which have been produced on SEALPAC traysealers or thermoformers. Another highlight at the stand will be the live cooking area, where a chef will demonstrate several packaging solutions that may shape the future of the ready meals segment.

www.sealpack.com
ANUGA FOODTEC 2018
stand C30 / E39 - hall 9

NEW INDUSTRIAL CLEANING SYSTEM FOR SCALE PARTS FROM JEROS A/S REDUCES WASH DOWN TIME BY MORE THAN 80 PERCENT



At Anuga FoodTec 2018, JEROS A/S is launching an industrial cleaning system that enables food manufacturers to reduce wash down time by more than 80 percent and optimise production time

Manufacturers to the food industry need efficient cleaning solutions to meet the increasing hygiene and food safety regulations. However, time spent cleaning scale parts from the production machinery reduce production time. At Anuga FoodTec 2018, JEROS A/S is launching an industrial cleaning system that enables food manufacturers to reduce wash down time by more than 80 percent and optimise production time.

"Our new JEROS ACE system is the most flexible and efficient cleaning system for multihead weigher components and other scale parts from the production machinery. Time consumption on the entire process from removing, washing and reinstalling parts can be reduced from two hours to only 20 minutes because the system is automatic and remove any human handling of parts," explains Evita Rosdahl, CEO at JEROS A/S.

"This way, food manufacturers can increase production time and optimise workflow," she adds.

Increase Hygiene While Reducing Water Consumption

It can be difficult for food manufacturers to control hygiene standards when personnel wash scale parts by hand. At the same time, operators cannot clean components at the temperatures needed to ensure disinfection.

"Today, operators spend about an hour cleaning 32 multihead weigher components manually and use 720 liters of water. Using JEROS ACE system, operators will be able to clean the same amount in six minutes and minimise water consumption to only 16 liters," explains Evita Rosdahl.

"Furthermore, automating the process ensure a high level of consistency and

food safety because the system has a rinse temperature of 85°C always ensuring disinfected components without any bacteria."

Reduce Costs And Optimise Workflow

In addition to reducing time and water consumption, the JEROS ACE system prevents components from being damaged or lost during the cleaning process, which is common due to manual handling.

"Multihead weigher components cost around 500-800 euros a piece. Furthermore, damaged or lost components can lead to production shutdown resulting in high operation costs," Evita Rosdahl says and continues:

"Components are safely mounted inside the JEROS ACE system so they cannot be damaged. After wash down, components automatically move to trolleys and safely return to the production lines. This way, we not only optimise the cleaning process but also the workflow."

Ace Approved By Arla Foods

The JEROS ACE system is already installed and cleaning parts from the production machinery at companies like Arla Foods, Pepsico and Nestlé.

"These companies have between 5 and 20 multihead weigher components in the production. Consequently, operation costs and unproductive time were very high before they gained the advantages of the JEROS ACE system," says Evita Rosdahl.

www.jeros.com
ANUGA FOODTEC 2018
stand B101 - hall 10.1

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FAST GOOD FOOD & FAMILY

By Henk Hoogenkamp

PART 1

Lifestyle food marketing is segment-specific but can broadly be defined by coupling widely available, affordable, and tasty foods throughout life to enhance nutrition for general wellbeing, as well as to promote optimal health. In this emerging arena, the boundaries between grocery and food service continue to blur.

The Super-Size Generation

There is often confusion about the term "portion size." Consumers, food manufacturers, restaurants, and regulatory agencies interpret portion size in totally different ways. Serving sizes used for dietary guidelines are the amounts for optimal nutrition, but the consumer is lured by catch-terms like "supersize" as a perception of value and an abundance of eating and indulging.

The core consumers of fast food chains are men ages 18 to 34. Instead of being driven by the extra-value super-size portions, even with lasting dietary changes happening slowly, an increasing number of customers are now concerned about the purity, quality, taste, and health impact. Although more consumers are now aware about the negative health messaging arising from certain fat and sugar-loaded foods, enjoyment and indulgence still have a far greater influence on consumption choice than health does.

People in developed countries typically do not give a complete report on calorie consumption. The body weight in most developed countries has been steadily increasing to alarming levels, with a growing discrepancy between calorie reference data and the misreporting of actual calorie consumption.

In the US, serving sizes are typically understated and do not reflect portions that people usually eat – meaning they are bigger than serving sizes stated on food labels and nutrition facts. Making the calorie count bigger and bolder on the food label is the right thing to do for the Food and Drug Agency (FDA), which hopefully resonates with purchasing decisions of consumers.

It is a simple fact that people are still inclined to consume more food or drinks from larger size portions or packages. Reducing the availability

about the appropriate amount of food. Let's face it - most people eat until their stomach is full, and often a bit more than full. Overconsumption can lead to significant health ramifications, and portion-distortion plays a major role in the rampant obesity problems. Satiation is a subjective definition, which greatly differs from person to person.

The 2010 US dietary guidelines confronted obesity head-on for the first time. These guidelines put most of the food industry under greater pressure to formulate healthier foods in the hope of encouraging people to trim



of larger portion sizes and restricting pricing practices that enable larger package sizes to cost less in relative terms, is a suitable intervention to reduce calorie intake.

The discrepancy between nutritional sound portion sizes and what people actually eat contributes to the uncertainty

waistlines and get physically active in order to reduce the risk of developing a diet-related chronic disease. For the food industry, the message to eat less is potentially problematic. The food industry is not likely to address this topic anytime soon, considering that all marketing plans are based on selling more, not less. Healthy eating

should be more than a short-term resolution because it is about lifestyle and not just a gimmick to cut calories and lose weight.

Animal Fat Phobia

Ever since the early 1970s, the establishment of the dietetic world of self-proclaimed “experts” has demonized saturated fat as the number one evil causing strokes, heart disease and obesity.

For decades, animal saturated fat has been the most vilified nutrient in the diet of affluent societies. Now it seems that dietary animal fat may not be the nutritional bogeyman that it has been portrayed by the unrelenting wave of media coverage. Butter is back in fashion, and so are the saturated fats. To reverse the huge declines in margarine sales, Unilever decided in 2015 to reintroduce butter in some of their premium “heart healthy” margarine formulas. It will be a tough act for Unilever marketing to reverse their story after many years of demonizing saturated fat as heart-killer number one. The company might also decide that time has come to exit the margarine business altogether. Go figure!

The meta-analysis evaluating 72 different scientific studies published in the Journal Annals of Internal Medicine (March 2014), found no evidence to support the claims that saturated fat increases the risk of heart disease and other cardiac events. It brought back the longstanding belief that butter, meat, and dairy belong in a nutritionally-balanced healthy diet.

For at least 50 years, scientists have been presenting and preaching evidence linking saturated fats -like those found in animal products- with cardiovascular disease. Dating back to at least the early 1970’s under the leadership of the global margarine giants, the consumer has

been bombarded with a never-ending barrage of propaganda about the ill effects of animal saturated fat. The same margarine industry “conveniently” forgot to inform the consumer that much of the non-saturated fat was in the form of transfat and that most of the polyunsaturated fats were, in fact, chemically extracted oils. As a result, new foods that were hyper-processed, containing a long list of additives to allow for a transformation of natural to the “new healthy”, filled the shopping carts. The arrival of these so-called “healthy” but ultra-processed margarine spreads and sugar-loaded foods in the 1970’s are probably the most important factors contributing to the current obesity crisis crippling a large number of people around the world.

In the last decennia, reduced fat foods have become the norm for many people. This form of fat-phobia will not leave the mindset of consumers anytime soon, though it is increasingly clear that a rethinking of nutritional guidelines is in the making. For example, the closer milk is to zero percent fat, the more the omega-3 fatty acid benefits and the naturally-occurring Vitamins A and D are eliminated. Actually, whole milk may be a better satiety agent, reducing the intake of other forms of calorie consumption.

There is an urgent need for a careful reappraisal of the current nutritional guidelines. There are simply too many conflicting publications that confuse consumers. Based on the new scientific findings, it can be expected that the national committees on health guidelines will revisit the heart health issues as well as update their policies, and stop demonizing foods that contain saturated fats, such as those present in meat, milk and cheese.

The switch from a diet that included saturated fats in dairy, eggs and meat

have resulted in increased carbohydrate consumption, which –many researchers now believe- has contributed to the current crisis of obesity and diabetes T2. Over the last 50 years, scientists who were wedded to their theories about saturated fat and heart disease, tried to protect their hypothesis and “silence” or discredit opposing studies.

It was only in 1995 when the Americans became exceptionally alarmed by the fat content of food. At the beginning of the second decennia of the 21st century, their concerns were far more wide-ranging. Nutrition guidelines were overhauled again in 2015 to reduce sodium, limit starchy vegetables and ban transfat. Other dietary changes included the increase of wholegrain, more unsalted nuts, fruits and vegetables,



and limiting the number of calories in general.

Wholegrain has the potential to become a mainstay in the American diet. Federal dietary guidelines recommend a daily food intake, in which wholegrain is at the heart of preventing diseases like diabetes, weight control and heart-health.

Although most consumers know that whole grains are good food, many have little idea of why wholegrain cereals are good to start the day. The average person consumes far below the minimum recommended daily fiber. Consumers are also confused between the wordings “wholegrain” and “enriched grain”, the latter of which can be vitamin-enriched white flour. Wholegrain contains the entire grain kernel like (recombined) whole-wheat flour, whole rice flour, or oatmeal.



Breaking News: The Return of Animal Fat

Another breaking-news food story monopolized the airwaves suggesting that billions of people might have been barking up the wrong tree all these years regarding limiting dietary fat intake.

At the 2017 congress of European Society of Cardiology in Barcelona, a study showed that people aged 35 to 70 from 18 low, middle, and high income countries with a high fat dietary pattern appears to be associated with a lower risk of premature deaths by any cause, while a high carbohydrate diet is associated with a worse long-term outcome.

The study findings are a departure from the recommendation to limit total fat

intake to less than 30 percent of energy calories, and saturated fat intake to less than 10 percent of energy calories. Limiting total fat consumption does not appear to improve overall health of the population. Actually, increasing fat intake to cover for about 35 percent of energy calorie requirements and reducing carbohydrates intake may lower risk of death.

One would expect that a high fat intake would increase the so-called

“bad” cholesterol or low-density lipoprotein (LDL), which is known to clog arteries. The study showed that an increase in LDL cholesterol does happen with a high fat intake, but this is likely neutralized with an increase in high-density lipoprotein (HDL), also known as the “good” cholesterol. Subsequently, the net effect is a decrease in the total cholesterol/HDL ratio, which is favorable.

For decades, dietary guidelines have focused on reducing total fat and saturated fatty acid intake in particular. The new study data suggest otherwise and has given a unique opportunity to see the impact of diet on total mortality (death) and cardiovascular disease in diverse settings, some wherein over-nutrition is common and others where under-nutrition is of greater concern.

As a side note: in the developing poor countries where under-nutrition is prevalent, the general population is much better at restricting rice and other sources of carbohydrates, as well as adding additional sources of fats like coconut oil, dairy and other protein contributors such as provided by eggs, meat and plants.

People who eat high levels of carbohydrates –particularly refined sugars such as those found in fizzy drinks and ultra-processed snacks- face a higher risk of early death. Low-fat diets put populations at increased risk for cardiovascular disease. Loosening the restrictions on total fat and saturated fat and imposing limits on carbohydrates to moderate levels is the best bet for sustained health.

The right “sweet spot” would be around 35 percent of energy calories coming from fat and an average of 50 percent of energy calories from carbohydrates –of which only 5 percent should be plain sugar. A high carbohydrate diet –greater than 60 percent of energy calories- is associated with higher risk of mortality. Higher intake of fats, including saturated fats, is associated with lower risk of mortality. However, diet has little impact on heart death risk, suggesting it has a greater impact on other killers like cancer, dementia, respiratory disease and diabetes type 2.

The new dietary guidelines are in stark contrast with the avalanche of low-fat recommendations that besieged the world in the mid-1990s. The study published in *The Lancet*, August 29, 2017, has set off a wave of media coverage and opinions - both pros and cons. This study can be seen as a complete U-turn and might signal the beginning of the demonization of fat. (Associations of fats and carbohydrate intake with cardiovascular disease and mortality in 18 countries from

five continents: a prospective cohort study -The Lancet/European Society of Cardiology Congress, Barcelona Spain).

Fast Food Disruptions

Senior management of franchised fast food companies like to portray the image that change is part of their business culture to keep up with customer expectations and demands. Burgers, fries, shakes, sandwiches, and pizzas are still, however, synonymous with their core business. Before the recent world recession that started in mid-2008, a company like McDonald's predominantly catered to the so-called 'heavy users' of male customers who ate full-meal selections several times a week, as well as heavy toy promotions to get children through the doors. For the US, the demographic landscape has changed considerably for young adult consumers. To catch up with the rapidly changing demographic conditions, fast food companies, such as McDonald's and Domino's Pizza, are quickly adapting to the rise of digital ordering and delivery.

At a time when healthy eating is on the minds of many, most top performing fast food restaurants are not very engaged in the health & wellness space. Increasingly, publicly traded quick-serve restaurants leverage the latest digital technology to allow consumers to order from a variety of sources like Google Home. As a matter of fact, at least 50 percent or more sales for pizza restaurants like Pizza Hut, Papa John's and Domino's are coming from digital orders.

McDonald's is no longer the superstar of the fast food world dominating the industry and crowding out competitors. McDonald's has become less relevant for the millennial generation. Despite the rollout of an all-day breakfast menu, there is an urgent need not



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to become complacent. To do that, McDonald's is eying to aggressively clean up the ingredient deck of their menu, as well as market coffee and pastries, while also offering mobile order-and-pay delivery services. The latter is a bold move but worth a try, considering that 75 percent of the US population lives within 5 kilometers range of a McDonald's restaurant.

A well-designed mobile-ordering system can help manage waiting times at the counter and increase sales productivity. Especially for the "on-the-go" diners, digital ordering from mobile phones and delivery is an appealing advantage. As a matter of fact, digital food-ordering strategy is developing quickly and already starting to divide the restaurant industry into winners and losers.

Going forward, in the US nearly 50 percent of dinners purchased from a food service restaurant are consumed at home. Many in-home meals are a blend of dishes people prepare and ready-to-eat foods purchased via a

digital ordering system as a primary delivery tool.

McDelivery

McDonald's top delivery restaurants generate as much as 40 percent of their sales from delivery. In the US, the customers in select markets can now order from McDonald's menu for delivery to their home or office through the UberEATS app. McDonald's has expanded its food delivery services to 13 countries (September 2017), and the move is the largest expansion ever for the fast food giant. McDelivery is here to stay, and especially the large mega-cities are rolling out their welcoming carpet.

In China -for example- delivery services account for 10 percent of McDonald's total sales. McDonald's is clearly on a mission to position to become the global leader in the office and home ready-to-eat food delivery.

After years of ineffective leadership and marketing, as well as declining sales, McDonald's finally took the initiative

in 2017 to make bold changes in the menu-board line-up. In the US and Canada, McDonald's is clearly lagging rivals that largely emphasize freshness and taste. It is safe to predict that McDonald's will make some permanent changes to its core menu and start to rollout fresh (never-frozen) burgers and serve chicken foods without artificial preservations. They are also committed to cage-free eggs by 2025 and to only serve chicken made from chicken not treated with antibiotics important to human medicine.

In 2018, McDonald's US restaurants will transition to using fresh versus frozen beef patties -quarter pounders- for universal rollout. Their core consumers have spoken and they voted with a resounding yes to favor the never-frozen beef patties. It is obvious that a conversion from frozen to fresh beef burgers will almost certainly affect in-store operations and increase labor costs. These negative yielding variables need to be absorbed somewhere else and the deployment of mobile order and pay will most likely be of great help to offset the additional costs and improve restaurant efficiency.

About the author:



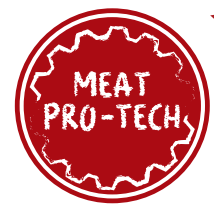
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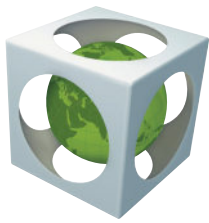
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SPLENDID FOODS AND OPEN MINDS

Combination of Commended Aptitudes, Heritage and Excellence

By Steliyana Vasileva

Splendid Foods is a company manufacturing a branded range of high-quality cured sausages. Its industrial plant is located in the province of Barcelona in the town of Seva (Comarca de Osona) and it has modern facilities encompassing 9.500 sqm of total space but the plan is to be expanded up to 22.000 sqm with 48 high capacity dryers. The enterprise is fully committed to typical Catalan type of salami such as fuet, llonganissa & salchichon. The elaboration of cured sausages is distinguished by the Spanish notable sub- brands Casa Sendra de Vic, Bofill Ecologica, Can Duran and El Angel united by the parent brand called Splendid Foods.

People with open minds have the ability to be flexible, think big and do more. The name Splendid Foods is synonymous with an exceptional quality but who is the man behind it and how his company managed to achieve this perfection? You will find the answer below!

The creator of the brand is the entrepreneur Mr. David Garcia- Gassull, who brought together creative people passionate about food. The two words that best describe him are creative and competitive. With his higher level of mentality, the work for him is a real calling. According to him, people need open minds to achieve perfection. His optimism is contagious because he believes in what he has created. He loves what he does and thinks how to constantly improve it. Tradition with quality creates devotion, loyalty, commitment and enthusiasm for the business. So Mr. Garcia- Gassull and his entire team's work is a success

due to consistency of food quality and his steady and clever decisions. The company recorded a production of 2.5 M/Kg with a turnover of 19 million Euros in 2017. Nine million Euros have been invested in the last three years developing state of the



art manufacturing infrastructure. The manager of the company is open to innovative projects and declares to be closer to Industry 4.0, which has become a current trend. The project for Big Data analysis for industrial processes and the shift towards the so called "smart factories" is quite challenging and they look forward to implementing it this year. Owing the necessary authorizations, they have set the task to expand the export and find new markets in Europe and Asia in the next three years.

The name Splendid Foods became the company's signature for traditional style produce commensurable with its distinctive taste. The parent brand Splendid Foods includes four traditional Spanish sausages: fuet, llonganissa and salchichon. Fuet is a thin, dry-cured, Catalan sausage of pork meat in natural pork casing. Casa Sendra salchichón is another type of sausage made with the finest parts of the pig



such as hams, shoulders, loins and neck and belly pork seasoned with salt and some spices and cured for several weeks in natural casing. The flavour is rich and clean with a hint of black and white pepper. This is the only seasoning so the pure pork flavour can shine. The traditional Catalan llonganissa sausage is typical local charcuterie with delicate taste and as the name suggests the shape of this salchichón is long and straight.

The food company manufactures Can Duran additive-free product range Exentis, traditional charcuteries under the brand El Angel and elaborate gourmet brands such as Bofill Ecológica and Casa Sendra de Vic. Each of these brands has had such a long history that is worth starting with "Once upon a time". The roots of the



trademark Can Duran go from an old cold meats company called Embotits Artesans Can Duran founded in 1946, while Bofill Ecológica originates from 1898. The last conquest of the smart owner is the most symbolic Spanish gourmet sausage brand Casa Sendra, which he purchased and joined to the group in 2014.

The making of cured sausages and cold meats stems from the long tradition of pig farming in the Vic plain. Thus many years ago, when the originator Mrs. Sendra opened

his little workshop in the Spanish town of Vic in Catalonia, she had the desire and the intention to offer high quality sausages with the best local raw materials. The city has always been famous for its sausages and other pork derivatives. This region has long been associated with pig husbandry due to the mountainous location with an average altitude of 650 meters surrounded with lush green vegetation. The humid climate have made the production of llonganissa and salchichon famous and the small workshop gained its reputation under the name Casa Sendra. And so the story began 168 years ago saving the charcuterie heritage through generations and being part of the history of the region. Fortunately, this rich artisan tradition and brand has fallen into the hands of a good



householder and has been fostered by the parent brand Splendid Foods.

Nowadays, the customers have got the chance to try refined gourmet sausage variants and to understand that not all types of sausages are created equally or made the same. For example, the premium Bofill Llonganissa is a certified, organic cured sausage made of top quality organic ingredients obtained from diligently selected, carefully fed, female pigs raised until they reach the right age and weight. The sensation of the gentle, delicate taste of the meat is attained by a small amount of organic spices put under the long- established traditional production techniques coming from generations and guaranteeing excellent results.

Although, the four brands are united under this umbrella brand, each of these brands retains its specificities. The venerable company Can Duran distinctive with its sustained rate of growth offers the product range Exentis, which is a pioneer brand in

creating sausages without allergens and additives. These healthy, natural products are suitable for sensitive people because they are produced without any added ingredients that can affect their welfare. These natural products are free of ingredients such as gluten, lactose, dairy derivatives, sulphites, soya or soya derivatives but their organoleptic qualities are still identical to those of traditional cured sausages. Moreover, Bioexentis alternative is Can Duran's ecological proposal for the most demanding customers. It is made from 100% organic and allergen-free raw ingredients from organic fed animals and free from transgenic ingredients and dioxins.

The process of fuet, llonganissa & salchichon development has traditionally been centered on four characteristic principles. The first one is the exploitation of natural resources such as the finest pork meat. This principle is in line with the consumption megatrend of having the so called "walking food", which means home- slaughtered animals and zero- mile raw material. Nowadays,

regionalism plays a central part in purchasing decisions and the Spanish sub-brand Casa Sendra perfectly meets these requirements offering a variety of dry- cured sausages available in Spain and other European countries such as Belgium, United Kingdom and France. The flavours are complex and delicious and you could taste the freshness of the meat.

The second principle is connected with the unique culinary philosophy of seasoning with authentic spices such as traditional salt and original black pepper grains and ground white peppercorns originating from India and Malaysia.

If you buy Casa Sendra llonganissa, you will see a numbered medallion tied up at the end with a hemp cord specially imported from Egypt. Do not be surprised. Autumn has always been the traditional time for slaughtering and putting up meat because of the cool temperatures. Just like in the past, the medallions bearing numbers from 1 to 52 show the weeks of the manual sausage- stuffing process. And this small detail shows clearly the third adopted principle and the great desire the tradition to be maintained. The proof of this is the craft-based process of stuffing the meat in natural, double layer pig casings. Thus every detail guarantees passing down the symbolic meaning of the tradition and preserves the authentic sausage taste handed over from generation to generation.

The last basic principle is the smart and effective way of cold drying. The raw stuffed material is subjected to the slow drying method, which was the partner in the curing process as in the distant 1849, and thus the heavy sausages get their distinctive taste, lovely dark red colour marbled with delicate fat, strong aroma and juicy succulence when the meat melts beautifully on your tongue.





This artisan work requires special skills, devotion, commitment and dedication to the goal set. Namely, to produce something healthy, tasty and delightful to the customer so that he feels special. The gourmet sausages are something unique to be worthy of being taken to a place called a showroom as if you buy a piece of jewel. If you have ever struggled to find the perfect gift for someone who has almost got everything, Mr. David Garcia-Gassull has thought of it and has a quick and easy idea for you. As the brand is considered the best salchichón in the world and if you want to give your friends a hint for the eternity of time, a touch to traditions and loyalty maintenance, you can go to the classic, elegant and stylish Casa Sendra showroom at 8, Verdaguer Street in the town of Vic. There you can find what you are craving- splendid salchichón with a quality to an unusually high degree - the pearl in the crown among Splendid Foods products. It is an exclusive place, which preserves the essence of more than a century of genuine Vic sausage producers.

The company Splendid Foods gained international recognition receiving a

lot of quality seals to guarantee the proof of origin for the consumers. For example, the Casa Sendra salchichón has received a 'Coq d'Or' (Golden Cock) Award from "The Guides des Gourmands" in France, which is both for professionals and private food enthusiasts. Every year twelve 'Coq d'Or' are awarded to top food products of 'exceptional quality and in recognition of complete dedication to perfection'. One or two international 'Coq d'Or' Awards per year are occasionally issued outside France and the excellent Casa Sendra Llonganissa has been selected by The Guides des Gourmands in 2007.

The high quality products of Can Duran have been proudly bearing the Protected Geographical Indication logo, which is a sign used only by products with specific geographical origin and possessing qualities and reputation due to their origin. All Can Duran's work systems are based on strict production processes which are certified for quality by the IFS (International Food Standard) and by the BRC (British Retail Consortium). Since 2011, the company is also certified by the UK's RSPCA, which authenticates

the use of meat from pigs raised in line with animal welfare criteria. No wonder the enterprise is the only one meat and cured company entered in the list of the best 500 medium-sized companies in Spain, which have been measured by a set of indicators such as growth, solvency, innovation potential and their international projection.

Meat industry is the fourth largest industrial sector in Spain and it will be profusely represented by the best leading companies in this sector at the internationally acclaimed Alimentaria Exhibitions on 16th April 2018. The company Splendid Foods will be one of the exhibitors highlighting the quality of their products manufactured in line with the new trends in meat industry. Identifying the market potential based on careful research on consumer preferences and their age groups, the company managed to turn the new scenario in business into assets to focus on. The produce of Splendid Foods is as natural as it can be to meet the consumers' requirements for health and wellness. The owner broke the rules of meat marketing to build their luxury and premium sausage brands. With the respect for the origin, the four brand products of Splendid Foods achieve one of the consumer priorities giving them pleasure and enjoyment while tasting emblematic Spanish meat sausages made on the century- old recipes and methods passed down for generations. Last but not least the company made good use of the new trend opportunities to offer their customers variety of product formats for their convenience. Among Splendid Foods products, you can find just what you need for any occasion.

Who said that sausages were not good for your well-being and would interfere with your healthy lifestyle?



Mr. Paulo Soares, the Chief Regional Managing Director of Campofrío Food Group, which is one of the top cold meat producers in Spain. He is also a board member of The Portuguese Processed Meats Trade Association and the Portuguese Branded Companies Association.

Within Alimentaria 2018, he is The President of InternCarn show and he boasts 25 years of experience in this industry.

Q What are the key points maintaining the high quality of your products?

This is a very interesting question. In principle, what we have and what is called "the integrated supply chain" is a management process of upstream relationships with suppliers that plans, implements, and controls the efficient supply chain. We have reintegrated original suppliers in order to have a very strict control over the quality, services and all key business processes to ensure the best raw materials that we incorporate into our production. In our factories we have the most advanced technology in the industry. We have a high level of control that guarantees many important things such as safety, process integrity and traceability, and ultimately energy efficiency without the loss formulations and that is the way we try to achieve the highest quality products on the market.

Q How many new products do you launch each year?

We usually work on all kinds of processed meat categories, including cooked, cured and dry products, and what we call emerging categories. We have about twelve subcategories and we try to launch at least one new concept for each subcategory. Depending on the stage of their development, we would say an average of 3 to 5 products from each subcategory or about 50 new products are launched on the market yearly.

Q What do you believe your company's most competitive advantages are?

There are many, however I will mention two of the most important ones. First of all, our people are our most competitive and the most important advantage. We highly value our team of passionate, highly motivated and focused people. We work together trying to increase our growth. Advantage number two and our second asset is based on our high quality products that protect and

“ We have a high level of control that guarantees many important things such as safety, process integrity and traceability, and ultimately energy efficiency without the loss formulations and that is the way we try to achieve the highest quality products on the market. ”

support the brand of the company. We will continue to further develop relying on high quality production through innovations that are consistent with all current trends in preserving the traits and quality of our products.

Q What are the future megatrends in the meat industry for 2018 based on your research?

We can see several megatrends, some of them are well known to the food industry. I would say that the most important topic today is the demographic issue, especially for Western Europe, where the population in some countries is growing at a rapid pace. Our care for the future will be based on the theme of the new generations. In addition, there is a steady trend towards which we need to focus more specifically on everything we do when interacting with the environment and protecting it. We have a very strong social corporate project with opportunities on which we tend to focus everything we do. As for the specific food and meat industry trends: health and wellness are among megatrends, followed by naturalness and convenience.

Q How are you going to reach adaptability in new consumption patterns?

As you mentioned it earlier, we do a lot of market and consumer research to understand the trends we see today. Then, we include all this information intelligently in our system, and that helps the marketing department. Research and development department find solutions that meet the needs of consumers. Quite simply, we apply the trends we see.

Q The global demand for more natural food is rising. What are your plans to meet these needs?

That's an absolute trend. We can say that all our departments, especially those that work more with our new products aiming to meet the needs of the future, I would say they usually spend 75% of

their time developing such new products to address health, wellness, naturalness, and convenience.

Q What kind of innovations are you going to demonstrate at Intercarn 2018? Which are the top priorities?

I am not going to tell you in details what we will showcase because it will be a surprise, but I can say that it will be related to the same areas. We will set out our most important product categories so that we can show what we do, how we try to take advantage of the categories and how we touch the trends I mentioned in the previous answer, namely health, wellness, naturalness and convenience. Most of our efforts and work are geared towards following these trends.

Q What is the contribution of your company to sustainability and food-waste reduction?

This is a very good question, as this is seen as one of our megatrends. We are very concerned and we take a lot of care about where we work and where our assets are, especially the plants we have. Actually, we have a good example. Three years ago, we had a big issue with one of our most important plants, which used to produce 50% of what we sold in Spain in a year. It was in fire and it was completely destroyed. We rebuilt a new plant two years ago. On one hand, the new plant is similar to the one we had before and now it produces more or less the same quantities and the same products. However, from a viewpoint of safety, security and environment and the technological standpoint, it is completely different. It is the most updated, state-of-the-art plant exactly to address all those concerns and to reduce the gas emissions, energy consumption, water consumption as much as possible and to be friendly to the environment and the society.

Q What are the latest changes you have made in processing and packaging?



By enhancing our knowledge, we try to bring in more and more innovations in production so as to maximise the environmental protection as much as possible. We try to reduce the amount of packaging and include those types of packaging which contribute to solving the problems related to food waste.

Q What do you think the future of the industry will look like?

Well, this is an industry that includes these trends we talked about. We literally lay the foundations and boundaries of the future integration of health, wellness and naturalness combining them into the industry. There is a second discussion, which is very specific about meat products. We are interacting with consumers worldwide in terms of protein intake from meat, which is something very important. Currently, consumers are seeking a more balanced weight of protein intake and we see some opportunities in this, which is why we should not be too dogmatic. We tend to be a food company, not just a meat company, and what we see is that consumers are moving towards healthier mixed choices rather than being extreme vegans. Most customers are changing their eating habits between being flexitarians and vegetarians and we can see many other movements in which consumers are trying to find a more calorie-balanced diet in their desire to be flexible. So what I see are many opportunities for our companies in the future.

Thank you for the interview. We wish you a great success at Alimentaria 2018!

UPCYCLING IN THE PRODUCTION OF FOOD: OPTIMAL ADDED VALUE BY UPGRADING BY-PRODUCTS

Sustainability and environmental management play an important role in the food industry. Nevertheless, regardless of how efficiently the machines work and how resource-friendly they produce, at the end of the day the manufacturers are still faced with the question: What to do with the waste materials that are left over? Anuga FoodTec holds answers in store for the visitors. Upcycling strategies and innovative methods for the recovery of materials from industrial by-products is the focus of the international industry meeting point.

Added value gained from waste products holds enormous potential for the food manufacturers. On the one hand, the upcycling of by-products that arise in partly large volumes while processing vegetable and animal-based raw materials is resource-friendly and ecological. Modern machinery and innovative methods for the recovery and upgrading of by-products are of particular interest here.

From Waste Material To a Superfood

The initial starting point of every upcycling strategy is always the homogeneous separation of the arising vegetable and animal-based secondary raw materials. Whey is a prime example of successful upcycling. The former waste product that arises in large volumes during the production of curd cheese and cheese is turned into coveted "superfoods" that no longer just create added value in fitness studios. Thanks to its protein, vitamin and mineral content, the popular ingredient is in the meantime added

to puddings, drinks and smoothies - and it is also implemented as a demineralised concentrate in baby food. Numerous exhibitors at Anuga FoodTec will be presenting a wide spectrum of established technologies for the isolation of whey components and for the further processing of the recovered ingredients into liquid and powder products.

Separating Methods Isolate the Valuable Components

The membrane separation method plays a key role, especially ultrafiltration. It allows the whey protein to be concentrated by up to 35 percent. In protein isolates up to 90 percent, the whey is freed from the fat by means of micro filtration. Lactose and minerals like calcium and phosphorus can be recovered from the permeate flow of the protein isolation by means of nano filtration or reverse osmosis. In this way, by cleverly combining dynamic filtration methods enriched products can be produced that contain the high-quality components in the desired concentration.

In addition to the membrane filtration method, the separator technology has also established itself as a further upcycling method. Among others its

strengths lie in lecithin, which occurs as a by-product when soya beans, sunflower seeds and rape seeds are processed. The lipids are highly appreciated in the food industry as a natural alternative to synthetic emulsifiers and stabilisers. High-speed separators that separate the lecithin and raw oil have to be implemented to recover lecithin.

New Ingredients From Residues

Thanks to upcycling the offer of natural food additives is becoming more comprehensive, as one can see from the example of pectin. Polyphenols that are found in the pressing residues are in future to be used to add a further brown shade to the palette of natural colourants for food.

Focus On Resource Efficiency

The outlook of Anuga FoodTec demonstrates that like recycling, upcycling - the transformation of industrial by-products into important substances - has firmly established itself in the industrial environment of food production. The machines presented at the Cologne fair grounds can already be integrated into all common processes. Rising prices for raw materials and a worldwide growing ecological awareness demand the friendly and efficient handling of natural resources. The opening conference "Resource efficiency - challenges and opportunities" which is taking place at the Cologne fair grounds on 20 March picks up on these aspects. An additional expert forum on 22 March is dedicated to the theme of upcycling and the use of by-products.



Trade Fair and More: The event and Congress Programme of Anuga FoodTec 2018

resource efficiency, demonstrates this and much more. The speakers are the internationally renowned experts

theme 'Resource Efficiency' is both the focus of the forum and the opening conference. Two further focuses of the export forums are 'Themes, Trends, Technologies - that are moving the food industry' as well as 'Food Ingredients'.

Guided Tours: Guided and Well-Informed

The guided tours offer a compact and informative overview of specific themes of the food and beverage industry. In the course of the tours, selected exhibitors will present and explain their products, machines and functions live on-site. The themes of the guided tours include among others robotics, Industry 4.0, more flexibility in the filling and packing technology, meat and dairy technologies as well as innovative packing materials.



Around 1,700 suppliers from more than 50 countries will be presenting their new products for the production and packing of all types of food on 140,000 square metres of exhibition space. The comprehensive range of exhibits will once again this year also be accompanied by a multi-faceted event and congress programme. Target group-specific lectures, conferences, forums, guided tours, special events and networking events will thereby create additional impulses and added value for the exhibitors and visitors. The top theme of Anuga FoodTec 2018 is Resource Efficiency. As usual, the German Agricultural Association (DLG) is responsible for the professional organisation of the congress programme.

Optimise production processes, reduce the energy and water consumption, minimise the loss of foodstuffs as far as possible: The half-day opening conference of Anuga FoodTec, which is completely dedicated to the theme

Prof. Dr. Michael Braungart (Scientific Manager of the Hamburg Environmental Institute (HUI), Hamburg,), Prof. Dr. ir. Ruud Huirne (Food & Agri Director, the Netherlands, Rabobank), Prof. Pierre Pienaar (President of the World Packaging Organisation) and Prof. Dr. Alexander Sauer (Director, Institute for Energy Efficiency in Production EEP, University of Stuttgart). The opening conference is scheduled to take place at 2:00 p.m. on 20 March, in the Europasaal of the Congress Centre East.

Diversity Guaranteed: The Expert Forums of Anuga FoodTec

From food and beverage technology, to packing, through to current and future trends: The expert forums of Anuga FoodTec offer numerous possibilities of informing oneself and for the exchange with national and international experts. This year's leading

Anuga FoodTec 2018: Plenty On the Programme

Anuga FoodTec 2018 exhibitors will present their companies, their product range and/or innovations to a broad trade audience in the Speakers Corner. A different, exciting theme is on the agenda every 30 minutes throughout the entire duration of the trade fair. The Speakers Corner can be found in Passage 4/5. Furthermore, the trade visitors can look forward to special events like the 'Robotik-Pack-Line' or a special exhibition on the theme of 'Packaging Design'. The numerous live presentations of the exhibitors round off the Anuga FoodTec experience perfectly. Those, who would like the opportunity to see a certain machine in operation can inform themselves online about the demonstration times of the machines shortly before the fair begins.

www.anugafoodtec.com

IPACK-IMA AND MEAT-TECH WARM UP THEIR ENGINES

The two exhibitions due to be held from 29 May to 1 June are nearly sold out and are expecting to see greater numbers of international visitors. New services and a focus on topical issues are attracting the attention of industry players.

The forthcoming exhibitions IPACK-IMA and MEAT-TECH 2018, the two events organised by Ipack-Ima Srl (the exhibition management company set up as a joint venture by the Italian packaging machinery manufacturers' association UCIMA and Fiera Milano), were presented to exhibitors on Monday 5 February at the Club House in the Fiera Milano exhibition centre.

Riccardo Cavanna and Domenico Lunghi, respectively Chairman and Managing Director of Ipack-Ima Srl, outlined the new features of the programme to the more than 100 people present.

The 2018 edition will mark a turning point for the two shows, which are set to be larger, more international in scope and packed with more innovative content than ever before.

The Showcased Sectors

Four months before the shows are due to begin, more than 90% of the exhibition space has been assigned to leading Italian and international companies. The two events are growing in terms of both occupied space and number of exhibitors.

IPACK-IMA in particular will extend over eight halls divided up according



to exhibitor business communities or the specific types of products.

Halls 1 and 3 will be devoted to technologies, materials and accessories for the pasta, bakery, milling and confectionary industries. The presence of leading Italian and international companies confirms IPACK-IMA's position as the most important exhibition in the world for this sector.

In the adjacent halls 5-7, visitors will have a chance to discover the latest new products for food processing and packaging, with a special focus on fresh & convenience.

The offerings for non-food sectors, particularly cosmetics and industrial goods, will be located in hall 4 along with the liquid filling segment, which will also be well represented in the halls devoted to food industry technologies.

Offerings will also include machinery, equipment and devices relevant to

different product sectors. Technologies for labelling, coding & tracking will be located in hall 14 while companies operating in the end-of-line stage will occupy halls 6 and 10, complemented by the products showcased at Intralogistica Italia, the event devoted to internal logistics organised by Deutsche Messe and Ipack-Ima.

Last but not least, a new satellite show focused on innovative materials and premium packaging called IPACK-MAT will be making its debut at IPACK-IMA 2018 in hall 14, where other thematic and display spaces will be available.

All halls will showcase specific materials for the various business communities. The leading companies in the field of technologies for automation and robotics will also be present at IPACK-IMA.

Technologies, auxiliary equipment and ingredients for meat processing will be on display in hall 2 at the East

entrance of the exhibition centre. Now in its second edition, the exhibition is the most important European event for the meat industry and will see the participation of the leading companies in the sector.

Major Themes

The circular economy and sustainability will take centre stage in the space organised by Conai, while the products competing for the Packaging Oscar will be displayed in the area set up by the Italian Institute of Packaging.

Digitisation and themes relating to e-commerce will be discussed at a conference organised in collaboration with the Italian e-commerce consortium Netcomm. The appointment follows on from the successful event organised in late January. The exhibition companies will showcase solutions specially designed for sale through digital channels.

Other transversal themes that will be explored through dedicated events and product offerings will include anti-counterfeiting and serialisation in the food, fashion and personal care sectors. Production specifications for

“free from” food and sanitary design, own brands and private labels will also be amongst the offerings targeted at food and beverage industry companies.

Exhibition 2.0

B2B meetings will be organised as part of an innovative online matching platform called My Matching, which will allow for a high level of user profiling and will make suggestions for meetings.

Another tool that is already facilitating meetings between exhibitors and visitors is the smart catalogue. This innovative online catalogue combines the classic information provided in trade fair catalogues with the information published by companies on their web channels.

It also integrates seamlessly with promotional activities conducted through the two exhibitions’ official social channels on Facebook, Twitter and LinkedIn.

The Innovation Alliance

IPACK-IMA and MEAT-TECH will also benefit from being held concurrently

with the other exhibitions in The Innovation Alliance, namely Plast, Print4All and Intralogistica Italia, which together will occupy a net exhibition space of more than 140,000 square metres extending over almost the entire Rho-Fiera Milano exhibition centre. A single entrance ticket granting admission to all five shows will simplify attendance for visitors.

International Scope

The Innovation Alliance is also expecting around 1,000 selected buyers who have been invited to the five trade fairs with the support of the Italian Ministry for Economic Development and the Italian Trade Agency ITA. In particular, IPACK-IMA and MEAT-TECH will host buyers from Europe, Africa, the Middle East, South America and the United States. The recently initiated pre-registration process is also seeing excellent results with an increase in the number of professionals applying for entrance tickets.

These results owe much to the intense international promotional campaign carried out in recent years, including participation in around 50 exhibitions worldwide, 5 press conferences organised in major markets, partnerships with 230 Italian and international publishers, activities on social networks and partnerships with associations and international organisations, all of which have generated more than 1 million contacts. The quality of these activities and the importance of the exhibition as an international showcase for companies has been endorsed by the US Commercial Department Certification, the prestigious Trade Fair Certification (TFC) granted exclusively to international exhibitions capable of offering US companies access to expanding markets with excellent business opportunities and export growth potential.

www.ipackima.com



EURASIA PACKAGING ISTANBUL FAIR - WHERE THE PULSE OF THE MARKET BEATS

The 24th edition of Eurasia Packaging Istanbul Fair will take place at TÜYAP between October 31 and November 3 this year. The fair will continue to be the biggest annual exhibition of Eurasia for the solutions and investments of food and non-food industries, and expects to attract over 60,000 professional visitors to meet with leading exhibitors.



milk and dairy product technologies, meat and meat product technologies, cold chain, storage systems, cooling, ventilation and logistics technologies, and food safety, hygiene and quality control technologies.

Exhibitors Give Eurasia Packaging Istanbul Full Marks

The 2017 edition of the event attracted over 59 thousand professional visitors, more than 7000 of whom were from 107 countries other than Turkey, and hosted over 1000 buyers from 41 countries including Algeria, Azerbaijan, Bosnia and Herzegovina, Bulgaria, Egypt, France, Germany, Greece, Iran, Iraq, Israel, Italy, Jordan, Lebanon, Libya, Macedonia, Russia, Tunisia and the United Kingdom.

The Platform for Sustainable Partnerships and the Right Target Audience

Eurasia Packaging Istanbul continues to expand its conventional and digital marketing network to provide the market with new opportunities, and prepares to host even more business connections in 2018. Exhibitors of Eurasia Packaging Istanbul Fair will meet with foreign visitors who wish to examine opportunities in detail and on site. Eurasia Packaging Istanbul Fair appeals to professional, qualified visitors who seek to choose the best market to gain competitive advantage and build strategic business partnerships, and continues to provide new avenues of opportunity for its exhibitors.

Organized by REED TÜYAP Fairs and the Packaging Manufacturers Association (ASD) with the support of the Packaging Machinery Association (AMD), Flexible Packaging Manufacturers Association (FASD), Label Manufacturers Association (ESD), Carton Board wPackaging Manufacturers Association (KASAD), Metal Packaging Manufacturers Association (MASD), Corrugated Board Packaging Manufacturers Association (OMÜD) and Rigid Plastic Packaging Manufacturers Association (SEPA), the event achieved record-breaking numbers in 2017, bringing together 1.153 exhibitors from 43 countries with 59.326 visitors from 108 countries.

Bundled Expertise With Turn-Key Solutions Under One Roof

Eurasia Packaging Istanbul Fair, the most attractive and preferred annual event in its region, is where emerging and established manufacturers of food and non-food goods discover thousands of smart and time effective solutions from packaging products to machinery, food processing equipment, packaging printing technologies and complementary packaging products. The fair also showcases the entire

value chain of the industry with its special sections: Packaging printing technologies, corrugated-paper-carton packaging production technologies special section PRINTPACK; drink and liquid food technologies special section DRINKTECH EURASIA, and DESIGN STREET, a designated area for packaging designers, and special sections for food processing and machinery section covering all product groups such as chocolate, confectionery, biscuits, dried fruits-nuts and pastry technologies,



www.packagingfair.com

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