

Meeting Point

 **SCHRÖTER**
LEADING QUALITY

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Innovative Snacks Rooted in Lower Silesian Tradition

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KABANOS SNACKS
with the right amount of bite.



CUSTOMER REPORT

Innovations from a Region Steeped in Tradition

Tarczyński S.A., headquartered in Ujeździec Mały, near Wrocław, is continuing to write new chapters in the family's 30-year success story. Founded in 1991 by Elżbieta and Jacek Tarczyński, the company is now one of the world's most successful snack suppliers, exporting to over 30 countries on three continents and yielding revenues of over €340 million.

For more than 30 years, Tarczyński has been dedicated to establishing Lower Silesia, the region where the company is based, as synonymous with cutting-edge products. The manufacturer identified the early potential for development in the snack industry as a nutritional trend and quickly established itself as a market leader by introducing innovative, top-quality products. This enabled the company's sustainable development and dynamic growth. The company's journey started with the creation of various kinds of kabanos snacks. This was followed by the introduction of frankfurters, products designed for children, and

protein-rich snacks like beef jerky. CEO Tarczyński says:

"Tarczyński upholds responsible promotion for each product category, staying faithful to the motto: Eating better, living better!"

This aspiration is coupled with the commitment to providing innovative, market-driven products of



THE MAIN PRODUCTION FACILITY
at Tarczyński in Ujeździec Mały



SCHRÖTER THERMICJET® SYSTEMS
for vegan products.



BLOCK OF HOT-SMOKING SYSTEMS
Top-quality product finishing!



JACEK TARCZYŃSKI
in close conversation with Klaus Schröter.

“At Schröter, we take pride in and are grateful for our ongoing ability to contribute to this company’s growth. This has been made possible by fostering friendly relationships at all levels throughout the years.”

KLAUS SCHRÖTER
CEO

premium quality. These products are distinguished by their wide variety, high growth dynamics, and adherence to the highest standards. Tarczyński has systematically raised its profile with new and creative ideas. Among other initiatives, the company is the naming sponsor of the Wrocław’s stadium, Tarczyński Arena, a strategic sponsor of the American football club Panthers Wrocław, and an official sponsor of the Polish national football team. Tarczyński’s vision is to become the world’s leading provider of protein snacks. So it’s no wonder that this Polish brand is not only the market leader in packaged sausage products, but is also enjoying

success in the market for plant-based meat substitutes. Tarczyński’s products are sold worldwide in around 30 countries across three continents and the specialty manufacturer regularly receives awards for its innovations.

Aligning with this ambition, Schröter Technologie has been able to support this growth for over two decades by implementing cutting-edge systems technology. This partnership has been in place almost since the start of our customer’s success story. Since the first systems were delivered at the three plants in Trzebnica, Bielsko-Biała and Sława, capacity expan-

sions have followed each year. These expansions have been tailored to meet various demands, accommodating the production scale and structural conditions.

Progress Remains Ongoing

With the latest order, a separate department was established for vegetarian products in Ujeździec Mały. This department comprises THERMICjet® HR-10 and ARCTICjet® IK-10. Further THERMICjet® systems are currently being installed. Additional projects in Bielsko-Biała are already at the planning stage.

SOLUTIONS

Enhancing the Excellence of Beef Biltong

Beef biltong is a South African dried meat specialty. In response to a project inquiry from South Africa, Schröter was commissioned to develop a new drying system to improve uniformity and drying time.

Jens Wittig, Schröter's meat technologist and product developer, chose the Schröter CLIMA-jet® MAS climatic smoking system at the technical center of the state vocational school in Kulmbach. This system is equipped with a multi-channel setup to achieve enhanced drying. MAS stands for "multi-airflow system." Jens Wittig and Dietrich Schröter, who serves as the CEO of Schröter Technologie and oversees the South African client, carried out the project with success.

Young German cattle sourced from the region were selected for testing, and the meat was seasoned using the customer's authentic spices from South Africa. Following the initial preparatory steps of cutting, tumbling, and hanging, the drying process was initiated within the MAS system. This experiment was carried out on both frozen and fresh beef.

The results yielded not only highly consistent drying but also an earlier attainment of the desired weight loss for the frozen product. This can be attributed to the breakdown of cell walls resulting from the formation of large ice crystals during gradual freezing. The final aW value measurement also confirmed the desired degree of drying.

"In summary, we successfully demonstrated to our customer that MAS technology delivers exceptional outcomes in uniformity and time efficiency, with potential time savings of up to 24 hours for fresh meat and up to 36 hours for frozen meat (with locally sourced meat), when compared to the previously used drying process," says meat technologist Jens Wittig.

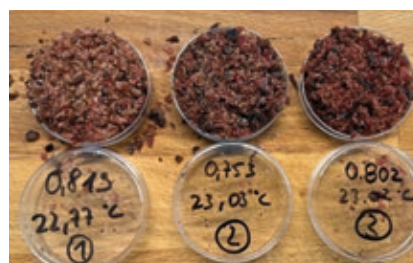
"We look forward to establishing a successful partnership and working on further interesting projects together."

DIETRICH SCHRÖTER
CEO at Schröter

START
of the drying process



EVALUATION
of the aW value



END
of the drying process



THE FINISHED PRODUCT:
biltong, ready to eat!



TECHNOLOGY

The Opening of the New Seydelmann Customer Center

Maschinenfabrik Seydelmann KG is opening a new customer center at its production site in Aalen.

Besides being a global frontrunner in quality and innovation within the realm of engineering, Seydelmann also leverages its food production expertise to assist customers in enhancing their products and boosting production efficiency. The new customer center underscores the company's commitment to prioritizing customer orientation.

The Seydelmann customer center is set up like a modern food processing company with machines. It is also fully equipped for upstream and downstream processes, meets the highest hygiene requirements, and has EU approval for food production. "Here, our team of food technologists collaborates closely with customers to drive product development and enhance quality and efficiency. As a result, we provide not only food processing machinery but also comprehensive solutions to address the challenges and products of the future," says Andreas Seydelmann, managing partner of Maschinenfabrik Seydelmann KG.

As the center is equipped with state-of-the-art machines, customers will witness firsthand the performance, quality, efficiency, and diverse applications of Seydelmann cutters, grinders, mixers, and fine shredders. Alongside collaborative product development, the objective is to enhance customer loyalty and advisory services.

A THERMICjet® HR 1 JetSmoker from Schröter Technologie in Borgholzhausen is responsible for the thermal enhancement of the manufactured customer products. The JetSmoker is a comprehen-

sive and versatile system designed for hot-smoking, cold-smoking, and cooking processes. It also includes a baking function and a program for post-maturing raw sausage and ham products. The system is complemented by a SMOKjet® RF friction smoke generator and a SMOKjet® RL liquid-smoke system.

"We would like to congratulate you on the opening of the superbly equipped customer center and are proud to be able to complete the product refinement with our JetSmoker,"

says Klaus Schröter, CEO of Schröter.



Time to Say Goodbye ...

Five long-standing Schröter employees are leaving the company and going into their well-deserved retirement. Willi Rahe, Ulrich Koch, Burkhard Möller, Detlef Weinand, and Gerd Lülff were recognized and celebrated by the management and their department heads during a meal together.

Schröter has a wonderful tradition of saying goodbye to long-serving employees in a fitting manner. This was also the case for the five gentlemen, who can collectively look back on well over 100 years of service at the company. CEOs Dietrich and Klaus Schröter joined department heads Joachim Gödeke, Bernd Kuhlmann, Gerd Moes, and works council member Dirk Imort to bid farewell to the five new pensioners at a summer lunch.

Willi Rahe held management positions at Schröter for a total of 37 years and supported the company on a day-to-day basis after his time at the company. Most recently, in 2021, the year of the coronavirus pandemic, he helped produce technical documentation for an “online assembly” in China.

Ulrich Koch worked for Schröter for over 41 years. He initially held a role in production and later transitioned to customer service, serving as a service technician and an experienced commissioning technician with specialized expertise in exhaust air measurements.

Burkhard Möller worked for the company as a warehouse clerk in electrical engineering for almost 25 years, keeping electrical warehouses tidy and thus ensuring a service-oriented supply of spare parts.

Detlef Weinand started out as an electrician. He then worked as a service technician and specialist for conversions and technical updates.

Gerd Lülff most recently managed projects as an engineer – primarily for Japanese customers and large-scale projects around the world.

We would like to sincerely thank all of our retired employees for their years of dedication and service at Schröter. We wish them a rewarding life ahead, filled with opportunities to spend quality time with family and friends while pursuing their hobbies. Many thanks and all the best!

IN THE PHOTO FROM LEFT TO RIGHT:

CEO Dietrich Schröter, Willi Rahe, Joachim Gödeke, Ulrich Koch, Bernd Kuhlmann, Burkhard Möller, Gerd Moes, Detlef Weinand, Dirk Imort, Gerd Lülff, CEO Klaus Schröter



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