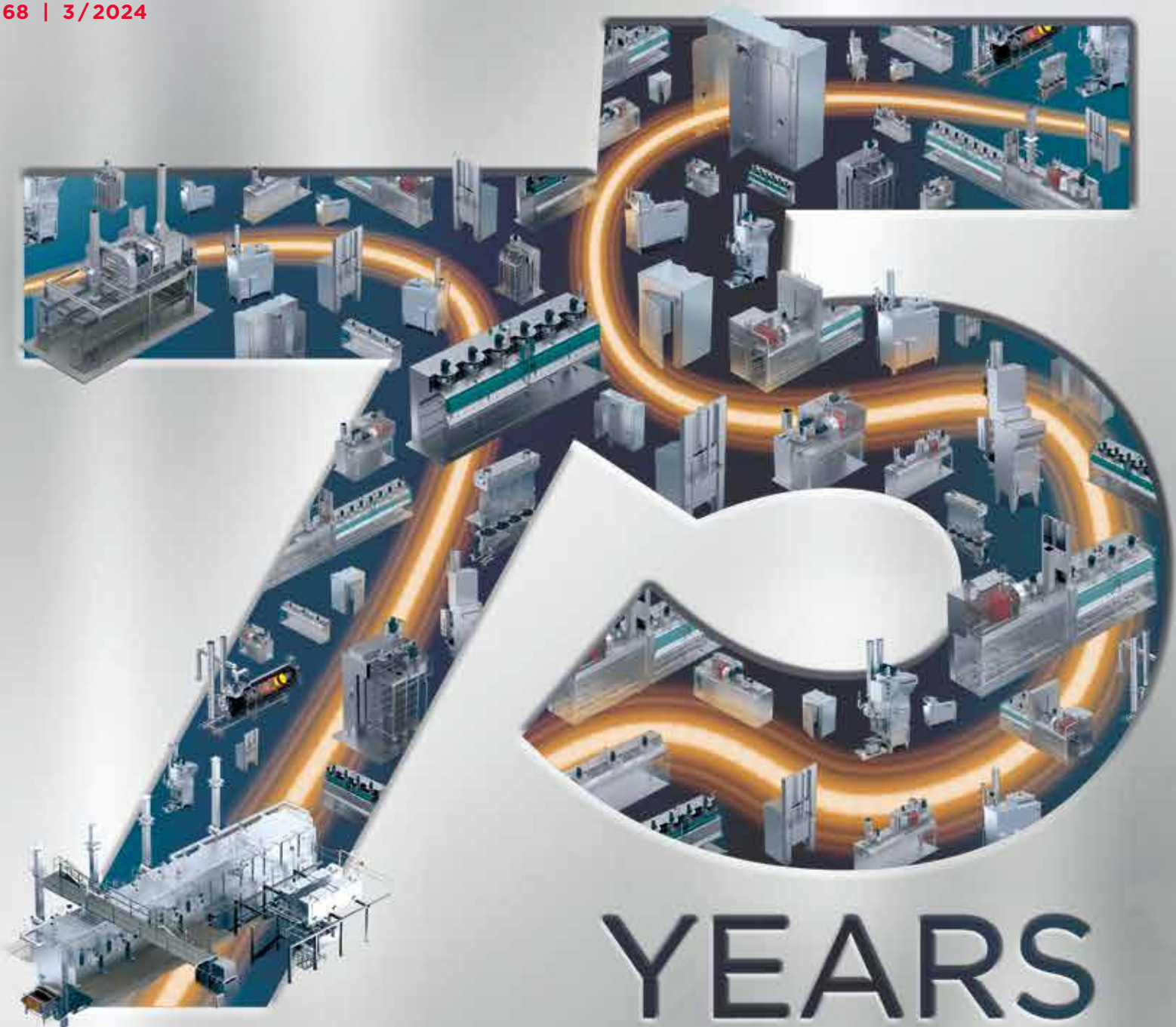


Meeting Point

 **SCHRÖTER**
LEADING QUALITY

ISSUE 68 | 3/2024



ALWAYS ONE STEP AHEAD

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CUSTOMER REPORT

Wiltmann and Schröter: A Successful Duo Since 1958

In the food industry, some partnerships stand out for their longevity and innovative strength.

One of these outstanding partnerships is the longtime collaboration between Wiltmann and Schröter Technologie. The two companies have been working together for 66 years – an impressive number in our fast-paced times. Such a long and fruitful business relationship can only work if it is based on trust, cooperation, and ongoing development.

Wiltmann, based in Peckeloh in Germany's Westphalia region, is a family business in its fifth generation. The company can look back on a long history, having been founded by Franz Wiltmann in 1887. Today, it is one of the leading suppliers of sausage and ham specialties in Germany. The company employs around 800 people, and its products are available throughout Germany and Europe. Among its varied range one can find classic salamis, jellied and boiled sausage specialties, as well as elegant pâté creations and trendy snacks. Wiltmann's top priority is to ensure that all products are based on the craftsmanship that has been passed down from generation to generation.

The roots of the partnership

The business relations between Peckeloh and Borg-holzhausen date back to 1958. At this time, when Konrad Adenauer was the first Chancellor of the Federal Republic of Germany, Wiltmann relied on Schröter's rotary smoking systems. This technology worked like a Ferris wheel with several cabins that were driven individually. During the smoking process, the cabins rotated within the shaft of the system. Erwin Kleine, grandson of Franz Wiltmann and managing director at the time, wrote a very enthusiastic letter to company founder Erich Schröter about the success of this smoking technology, stating that it had enabled a "substantial increase in capacity in my boiled sausage department" and that the rotary smoking system was working "to our complete satisfaction."

"The collaboration with Schröter and the successful use of rotary smoking systems were important factors in the success and further growth of the Wiltmann brand. My grandfather often stressed that the rotary smoking systems had given the smoking process a decisive boost."

— **ANDRÉ BEHRMANN**
Managing director of Wiltmann

IN A LETTER, ERWIN KLEINE CONFIRMS how important Schröter's systems are to Wiltmann's business success.



This early collaboration laid the foundation for a partnership that has grown continuously for over six decades.

Tradition and modernity combined

“The original Wiltmann salami was also launched in 1958. Then, as now, it was a real bestseller and one of the most successful products in the company’s history,” reports Dr. Ingmar Ingold, who, alongside his cousin, is managing director at Wiltmann. “Our grandfather was quick to recognize that the secret of our success lies in the excellent quality of our products – that is, the outstanding ingredients they contain – and in the constant further development of our production facilities.”

As down-to-earth Westphalians, those responsible at Wiltmann have continued to rely on the dependable system manufacturer from Borgholzhausen over the years, with all of the company’s systems coming from Schröter and the campus growing steadily and being modernized and expanded. After introducing the first rotary smoking systems from Schröter, Wiltmann continued to invest in modern technologies. Today, Schröter Technologie supplies the complete range of machinery. From THERMICjet® hot-smoke systems, cooking systems and cooking kettles to ARCTICjet® intensive chilling systems and CLIMAJet® raw sausage cold-smoking and

post-maturing systems, as well as exhaust-air purification systems and dozens of wood-chip and steam smoke generators from the SMOKjet® RH/RD range: Wiltmann uses almost 70 Schröter systems, distributed over a production area capable of holding almost 2,700 trolleys.



Glimpse into the transparent factory

Need proof? No problem. Customers, suppliers, and other interested parties have the opportunity to see Wiltmann's production in action. Long before the term “transparent factory” gained popularity thanks to a certain car manufacturer, Wiltmann had already introduced this concept – in the late 1980s, to be precise. And according to the company, this maximum level of transparency is “still unique in Europe today.” “My father was the one who had the idea; he wanted to create transparency and break down prejudices,” reports Dr. Ingmar Ingold. Back then, an initiative like this was unusual in the industry, but it was very well received and remains in place to this day. A specially constructed gallery gives visitors a direct view of the production facilities. Klaus Schröter adds: “Wiltmann's production facilities could double as our showroom, seeing as all relevant series are installed there and can be witnessed in action.”



AERIAL VIEW of the Wiltmann company in Peckeloh

ANDRÉ BEHRMANN Managing director




DR. INGMAR INGOLD Managing director

“We’re proud of what we do and are happy to let people look over our shoulders while we work,” says André Behrmann. “The ongoing exchange with Schröter and the continuous expansion and modernization resulting from it are important components in our efforts to constantly improve our production processes and strengthen our market position.”

A look into the future

With a production area of around 100,000 square meters and a daily processing capacity of 160 tons of meat, Wiltmann is ideally equipped for the future. “We value our close cooperation with Schröter very highly,” emphasizes Dr. Ingmar Ingold, managing director of Wiltmann. And Dietrich Schröter, fourth-generation managing director at Schröter, adds: “It’s inspiring to see two family businesses combine tradition and innovation so successfully. We look forward to further expanding this partnership in the coming years.”



Wiltmann and Schröter

SCAN THE QR CODE and find out more about the longtime collaboration!

CUSTOMER INSIGHTS

Facts and Figures

Wiltmann, a family-owned business based in Peckeloh in Germany's Westphalia region, is one of the leading suppliers of sausage and ham specialties in the country. Founded in 1887 by Franz Wiltmann as Wiltmann Westfälische Fleischwarenfabrik, the company is now in its fifth generation with its products available throughout Germany and Europe.

- FOUNDATION: 1887
- MANAGING DIRECTORS: André Behrmann, Dr. Ingmar Ingold
- EMPLOYEES: approx. 800
- PRODUCTION AREA: approx. 100,000 m²
- QUANTITY PROCESSED: 160 tons of meat per day
- PRODUCT PORTFOLIO: high-quality raw and cured sausage, boiled and cooked sausage, jellied specialties, ham delicacies, gourmet pâtés, organic specialties
- WEB: www.wiltmann.de

1949

— **THE COMPANY IS FOUNDED**
in Borgholzhausen by Erich Schröter. His son Heinrich assists him from the outset.

1953

Son Joachim joins the company. More and more deliveries are now being made to other European countries.

1974

Max Schröter joins the company, representing the third generation. The company's international activities are expanded and its presence overseas grows.

1993

Klaus Schröter, Joachim's son, joins the company.

1999

— **50 YEARS OF SCHRÖTER**
Klaus Schröter becomes managing partner. Significant investments are made in new systems, property extensions, and the construction of new production and storage facilities.

2000

Establishment of a representative office in Russia.

2002

Dietrich Schröter, Max's son, joins the company.

2003

Foundation of AmTrade Systems in Livonia, Michigan (USA).

2006

Conversion work to accommodate newly created jobs.
🏠 **8,000 SQM** 👤 **170**

2008

Dietrich Schröter becomes managing partner.

2012

Production expanded to incorporate a laser cutting system and a modern high-bay warehouse.
💰 **€2.5 MILLION** 🏠 **10,000 SQM**

2014

Ten new 3D workstations are added to the engineering department.
👤 **190**

2017

Schröter invests in the new ProAlpha ERP system and in expanding its premises by 12,500 square meters.
💰 **€1 MILLION** 🏠 **11,000 SQM**

2018

Schröter has a presence on all continents with its subsidiaries and representative offices. The largest sales market is the USA.
👤 **190** 🌐 **80 %**

2020

Schröter develops a new airflow system for very high climatic smoking and maturing systems.

2022

Schröter presents the new airflow system for high overhead conveyor or floor racks at IFFA 2022.

2023

The company magazine Meeting Point and the US distribution company Amtrade Systems, Inc. celebrate their 20th anniversary. The electrical planning, development, and production departments are expanded, and Schröter delivers 19 large CLIMAJet® systems for 720 racks – all of them equipped with the new airflow system.

2024

— **75 YEARS OF SCHRÖTER**
True to its anniversary motto "Always one step ahead," the company, even after 75 years, continues to think ahead to the future together with and for its customers – an important pillar of Schröter's success.



INVESTMENT VOLUME



PRODUCTION AREA



NUMBER OF EMPLOYEES



EXPORT RATIO

75 Years of Schröter Technologie

To mark the 75th anniversary of our company, we spoke to managing directors Klaus and Dietrich Schröter about the impressive success story of Schröter Technologie, the course the company is setting for the future, and the changes taking place in the industry. As members of the third and fourth generation, they both describe the company's philosophy, the role of the workforce, and the challenges that lie ahead.

What is the secret to the success of your family business?

Klaus Schröter: Our success is based on our long tradition, our down-to-earth Westphalian mentality and the fact that we are a family-run business. The company is now in the hands of the third and fourth generations, with support from our commercial director Uwe Galen. This ensures that our corporate philosophy is consistently upheld and creates stability both internally and externally. We also have flat hierarchies and keep our doors open to all employees, all of which helps create a trusting working environment that is reflected in our success. The relationship with our customers takes center stage. We have many long-standing customer relationships, often spanning decades. In this way, we can provide strategic advice and develop customized solutions for our customers.

Your motto for the anniversary year is "Always one step ahead." Can you name some milestones and current successes that prove this?

Klaus Schröter: We aim to work together with our customers as partners to find solutions that put us one step ahead and help us think ahead. This can relate to a range of areas – from system expansions that are already taken into account during the planning stage or product tests to achieve the best possible result, to the testing and implementation of ideas. Our realization of system concepts reflects our core philosophy of "Leading Quality," with the aim of ensuring the greatest possible availability.

What part has the workforce played in these 75 years of success? And what are you doing to strengthen cohesion, both now and in the future?

Dietrich Schröter: Our employees are the heart of our company – without them, our success would not be possible. Although this may sound cliché, it's a philosophy that we truly live by. Many of our employees have been with us for decades. That's quite special in today's fast-paced working world – and says a lot about Schröter as an employer. To promote team spirit, we offer working time models such as mobile working, along with bike leasing, free fruit and drinks in the summer months, and regular company parties. These

measures have served us well in the past and will continue to ensure a special sense of cohesion at Schröter in the future.

Let's move on to a topic that is becoming increasingly relevant today and in the future: How do you approach sustainability in your company?

Klaus Schröter: Sustainability is a key issue for us and our customers. We receive many inquiries about sustainable solutions, which is why we're working hard to integrate environmentally friendly technologies such as solar power and heat pumps into our systems. There is great potential for making more efficient use of hot water and electricity, particularly in the area of climatic smoking and maturing technology. By integrating these sustainable technologies, we can optimize the energy consumption of our systems and at the same time reduce the environmental impact.

How do you think the market will develop in the future, and what is your company doing to prepare for it?

Klaus Schröter: We monitor global trends very closely and adapt our technologies proactively. In other words, we act strategically instead of just reacting. New areas of application are constantly emerging, and the market is extremely dynamic and has changed dramatically in recent years. These changes will become even more rapid in the future. But we're well prepared: We can efficiently serve various product areas with our systems. The snack and pet food market is growing steadily, and we're also ideally positioned to meet the convenience product trend. Whether it's for vegan and vegetarian foods or for smoking spices or pre-products used in the brewing and baking industries, we are continuously expanding our range of systems to keep pace with changing market requirements.



INTERVIEW:
Klaus and Dietrich Schröter

What role will AI and sensor technology play in the coming years?

Dietrich Schröter: Artificial intelligence (AI) and sensor technology will become increasingly important, especially when it comes to large production volumes or time-consuming processes. Together with our customers, we evaluate what quantities need to be produced in order to determine which measures are appropriate. The targeted use of suitable methods and automated processes not only helps us optimize efficiency, but also ensures consistent product quality.

And finally, how will the anniversary be celebrated?

Dietrich Schröter: With a big party for our employees and their plus-ones at a variety theater – because without our employees, we wouldn't be where we are today. We look forward to the coming years and the challenges that lie ahead.

Change of Leadership in Production and Operations

Our long-standing operations manager Martin Lepper is retiring.
He will be succeeded by a dual leadership team consisting of
Andreas Schröder and Marco Wolf.

An impressive career spanning more than four decades is coming to an end for Martin Lepper, who started working for Schröter as a mechanic on May 1, 1980. The qualified agricultural machinery technician quickly found his feet and, over the course of 40 years, witnessed many changes in the company that he actively helped to shape and drive forward, while also furthering his own personal development. Most recently, Martin served as operations manager, leaving a lasting mark on the company with his professional expertise. His son Alexander is carrying on the family tradition at Schröter, where he has been in charge of the production of press brakes for 16 years.

Many will fondly remember how Martin sometimes traveled to work by tractor from his home in Melle. On his last day, his colleagues gave him a fitting send-off by picking him up with a tractor and trailer. Schröter's management honored Martin Lepper for his many years of service and his contributions to the company.

Andreas Schröder and Marco Wolf take over as production and operations managers

And so a new chapter begins in our production and operations management: Martin Lepper is being succeeded by Andreas Schröder and Marco Wolf, both of whom have been team players at Schröter for a long time. Andreas joined Schröter in 2004 as a trainee metalworker specializing in construction technology and gained experience in system assembly until 2009. After qualifying as a master metalworker and working for other companies, he returned to Borgholzhausen in 2017 to take up a position in the final assembly department. Marco Wolf, likewise a master metalworker, joined the Schröter team – specifically the final assembly department – in 2019. With their integrity, team spirit, and open-mindedness, the two are ideally equipped for their new tasks.

We wish Martin Lepper all the best for his retirement and the two new operations managers every success in their new positions.



NEW DUAL LEADERSHIP TAKES OVER

Andreas Schröder (left) and Marco Wolf are now jointly in charge of production and operations.



FAREWELL TO MARTIN LEPPER
We are pleased that he will keep in touch with Schröter through his son.

SCHRÖTER'S

New additions

Schröter has been fortunate enough to fill almost all of its vacancies in recent months: New additions to the Schröter team include Dennis Stephan and Patrick Rausch, who now work in warehouse logistics. Eduard Wölk has joined the team of technical product designers. Daniel Töws and Nikolas Tech bring their expertise to the Electrical Engineering and Programming department, while Justus Gebbing is on hand to support our customers as service technicians. Serhat Saygili will be joining the Operations Planning team in the fall.

Welcome to the Schröter team!

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