

December 2007

scanpronews

U P D A T E S

**Shipments
Christmas & New Year 2007
Tuesday 18 December:**
The last possible date for shipment before Christmas.

As from 4 January 2008 shipments will be carried out according to normal planning.

**Welcome to
Per Birk Mønsted**
BHJ Protein Foods' new Vice President, Sales and Marketing has joined the Protein Foods team. However, Per is not new in the industry as he has worked with functional ingredients for several years and has a very good network in the industry to the benefit of our customer relations.

Happy Holidays
The team at BHJ Protein Foods wishes you Happy Holidays and New Year. We look forward to continuing our good cooperation in 2008.

2007 - a year of growth

By Lise-Lotte M. Larsen, marketing manager

A growing consumer demand for pre-cooked and easy-to-prepare meat products is strengthening the demand for processed meat. With convenience as one of the key drivers in the market, the need for functional ingredients is stronger than ever.

“The high demand for animal proteins has been driven by increased focus on allergens and GMO as well as increased prices on alternative ingredients,” explains Asger Jacobsen, Senior Vice President. “In general, we see that the awareness of functional animal proteins and the knowledge of SCANPRO™ has increased considerably - a fact proven at IFFA 2007.”

IFFA 2007 – an absolute success

Our position as the world's leading manufacturer of functional

animal proteins was manifested at IFFA 2007. With visitors from more than 85 countries we established a record-breaking number of contacts in the meat processing industry. The product launch of our new halal-approved SCANPRO BEEF 95 drew a great deal of attention and interest, and opened up for sales to new markets like the Middle East. Today, SCANPRO™ is marketed in more than 60 countries.

Specialist knowledge

Our technical know-how has been developed through more than 30 years in the industry - and this will continue through our ongoing application development in close cooperation with customers. We are confident that our specialist knowledge is crucial in adding value to your products and business - also in 2008.



ExpoCarne 2007, Mexico



FI Asia 2007, Thailand



AGROPRODMASH 2007, Moscow



IFFA 2007, Germany

Add value - add SCANPRO™

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Food safety and quality go hand in hand at Protein Foods

By Benedicte Sandbæk, manager - quality and environment

Food safety is top of the agenda to the global consumer. And to us! Our quality team works in close co-operation with both sales and production to ensure the value of the SCANPRO™ and DRINDE™ brand.

This includes control of finished goods by microbiological tests of all batches in our own laboratory, ongoing control of chemical parameters like fat, water and protein, and monitoring of Critical Control Points in the production

by means of a HACCP-based system. QA audits are regularly carried out internally and by the authorities. On top of the HACCP system, our UK plant is EFSIS-approved providing an extra dimension of quality assurance to the retailers. Being a USDA-approved company requires an extremely well documented sanitary and food safety program.

Through a global network, BHI Food is sourcing raw materials for the production of Protein



The quality team in Denmark

Foods and is carrying out procurement supplier audits in co-operation with the QA department.

This is how food safety and quality goes hand in hand at BHI Protein Foods.

Jørgen Kjeldsen is going to retire after 23 years – however...

By Lise-Lotte Møhring Larsen, marketing manager



Jørgen Kjeldsen in action at the pilot plant

To let go of an active working life is not that easy after 23 years with Protein Foods. Jørgen Kjeldsen is going to

retire as of 1 January 2008 - but we cannot completely do without him. Jørgen's in-depth knowledge of our products, their functionalities and the meat industry has been of great benefit to our customers.

"It has always given me great satisfaction to be able to help customers solve their specific problems. I greatly appreciate the good relations within the meat industry and find it

inspiring to work with the different problems and challenges across borders. Therefore, I am glad that Protein Foods still wants to draw on my knowledge"

In future, Jørgen Kjeldsen will act as a consultant on an ad hoc basis. We would like to take this opportunity to thank Jørgen for his great effort, which we know has been greatly appreciated by both customers and colleagues.

Recipe suggestions - SCANPRO T 92/SF as an alternative to soy

In this recipe suggestion SCANPRO T 92/SF has been used as an alternative to soy isolate. Using SCANPRO T 92/SF gives you the benefit of an animal protein with no known allergens. Due to its high water binding capacity, it also reduces purge and formulation costs, and improves the firmness of the end product.

For a complete application sheet, please visit www.bhj.com. Any information given is subject to our disclaimer shown at our website.

Cold cut with	SCANPRO T 92/SF	Soy isolate
Pork jowls without skin	25.00%	25.00%
Pork fat trimmings	15.00%	15.00%
Pork shoulder 80/20	25.00%	25.00%
Ice/water 50/50	29.45%	28.25%
Sodium tripolyphosphate	0.40%	0.40%
Sodium nitrite salt	1.80%	1.80%
SCANPRO T 92/SF	0.80%	-
Soy isolate	-	2.00%
Dextrose	1.00%	1.00%
Spices	0.50%	0.50%
Ascorbic acid	0.05%	0.05%
Potato starch	1.00%	1.00%
Total	100.00%	100.00%

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