

June 2007

scanpronews

U P D A T E S

Summer closing

Please make sure to place orders well in advance of the periods in question:

Gråsten plant:
16 July - 3 August

Hobro plant:
2 -13 July
(reduced production)

16 - 20 July
(completely closed)

23 July - 3 August
(reduced production)

Delivery of standard products is of course possible from our external warehouse during above weeks.

Delivery of products with special labelling and blends cannot be expected during mentioned periods, unless agreed with our order department.

New SCANPRO™ product catalogue

Now available in English, Russian and CIS versions. Order at protein@bhj.com.



IFFA - an absolute success

By Lise-Lotte Larsen, Corporate marketing manager

With visitors from more than 85 countries to our stand, IFFA proved to be very successful to BHJ Protein Foods. "IFFA is our showcase directly to the international meat processing industry and we established a record-breaking number of contacts and direct relations. At times we were so busy that customers had to wait to meet our technologists and discuss how to add value to meat products with SCANPRO™," says Morten Ziwes, Vice president sales and marketing.

A high functional beef protein, SCANPRO BEEF 95 was launched and the visitors took a great deal of interest in the product. Customers could see the protein products and their functionality and could taste various meat products with SCANPRO™.

Distributors and customers were also introduced to a new SCANPRO™ product video and a new SCANPRO™ product catalogue.

The sales team is now working on the follow-up to get into further dialogue with all our visitors - to show how we add value to your business. Should you in the meantime have any questions, please do not hesitate to contact us.



SCANPRO BEEF 95 for injection in beef meat

By Carsten Rishøj, pilot plant manager

SCANPRO BEEF 95 is a halal-approved high functional beef protein used to increase yield, texture and sliceability, and to reduce purge in various beef meat products. It can be used for injection in e.g. silverside and marinated fresh

beef products or as dry addition in emulsified and ground products. Typically the cooking loss can be reduced by up to 6%. To discuss the specific recipe suggestion, please contact your area sales manager at BHJ Protein Foods.

Eye of round with SCANPRO BEEF 95, 30% injection

Recipe suggestion

	SCANPRO BEEF 95	Brine BEEF 95
Eye of round meat	76.92%	-
Ice/water	18.88%	81.80%
Phosphate	0.35%	1.52%
Vac. salt	1.00%	4.33%
Nitrite salt	1.50%	6.50%
Sodium ascorbate	0.05%	0.22%
Dextrose	1.00%	4.33%
SCANPRO BEEF 95	0.30%	1.30%
Total	100.00%	100.00%



For a complete application sheet, please visit www.bhj.com.

Any information given is subject to our disclaimer shown at our website.

SCANPRO™

- when you are looking for real value

C O N T A C T S



Jens Grube Hansen
Area sales manager
jgh@bhj.com



Annette Steen
Area sales manager
ant@bhj.com



Eugenie Lamberty
Export manager
eul@bhj.com



Jorgen Holst Therkildsen
Area sales manager
jht@bhj.com



Larisa Faberté
Area sales manager
laf@bhj.com



Constantin Hutuleac
General manager
BHJ Romania SRL
costi.hutuleac@bhj.ro



Daiva Kazemekaityte
Sales manager
BHJ Baltic UAB
dak@bhj.lt



Charsten Vinther
Sales manager
Protell Foods AB
chv@bhj.com



Jorgen Kjeldsen
Senior application manager
jrk@bhj.com



Carsten Rishøj
Pilot plant manager
car@bhj.com

scanpronews
June 2007



Edited by
Lise-Lotte M. Larsen
Marketing manager
lml@bhj.com

BHJ A/S
PROTEIN FOODS
Denmark
Tel +45 74 35 35 35
protein@bhj.com
www.bhj.com

Organisational changes in BHJ Protein Foods

By Lise-Lotte Larsen, Corporate marketing manager

As of 1 May 2007, Asger Jacobsen took over management of BHJ Protein Foods from Jens P. Pedersen. Jens Peder will in future be working within business development. Since 2001, Asger Jacobsen has been responsible for technology, production and development within Protein Foods, and previously for sales and marketing.

“Protein Foods has a clear growth strategy. We want to maintain and strengthen Protein Foods’ position obtained through focus on our own brand SCANPRO™ and creation of value for our customers and cooperation partners. Protein Foods will continue to focus on being the leading player within this segment with competitive high-quality products and development of new products. I am convinced that we will succeed, considering our organisation and cooperation partners,” says Asger Jacobsen.

Sales and marketing

Morten Ziwes, Vice President Sales and Marketing, has accepted a position as CEO of a company outside BHJ and the food industry as of 1 August 2007.

“We are very sorry that Morten is leaving BHJ, but of course wish him all the best in his new job. Morten has worked for BHJ for four years during which he has contributed greatly to the development of the business area,” says Asger Jacobsen.

“We have employed Per Birk Mønsted as Vice president sales and marketing. Per has been Sales Manager of Central Soya, Europe, and comes from a position as Director of Sales and Marketing of Scanflavour and therefore knows the industry very well. On the basis of his character and his background, Per can contribute significantly to the continued development of Protein Foods,” says Asger Jacobsen, who is looking forward to the cooperation.

Quality

On 1 June 2007, Benedicte Sandbæk was employed as Environment and Quality Manager. Benedicte has an education as biologist, comes from a position as Business Manager at Eurofins and has previously been employed at BHJ. We welcome Benedicte back to BHJ.

