

December 2008

scanpronews

U P D A T E S

Product manager

Along with his sales and application work, Carsten Rishøj will also act as a Product manager in the future on our new concept SCANPRO Intelligent Solutions - please read more on page 2.

Application manager

Andreas Brunken has joined our BHJ Protein Foods technical team on a freelance basis. Andreas is an experienced meat technologist. In close cooperation with Carsten Rishøj he will be responsible for testing our SCANPRO™ proteins at customer sites and provide technical support. Andreas' primary focus will be our SCANPRO Intelligent Solutions - protein compound systems.

Happy Holidays

The team at BHJ Protein Foods wishes you Happy Holidays and New Year. We look forward to continuing our good cooperation in 2009.

2008 - a challenging year

By Per Birk Mønsted, Vice president, sales & marketing

The year of 2008 has shown historically high raw material prices. The meat sector has been put under pressure due to exceptionally high feed costs and rising energy costs. In the midst of these turbulent market conditions, we have experienced a very high demand for our functional proteins. No doubt a result of the fact that the high functionality of our proteins offers the meat processor a competitive advantage - in higher priced meat products as premium hams as well as in lower priced products as hot dog sausages.

During the last year BHJ Protein Foods has carried through an expansion of our high functional protein capacity in Hobro, Denmark. The rising market demands challenge us in meeting customer needs. In meeting these market needs we are constantly working on ways to ensure the best possible delivery performance for our customers.

A glance into 2009

Operating in the food industry we cover basic human needs, but in the light of the financial situation throughout the world, we do of course intensify our dialogue with distributors as well as end-customers to stay up to date on the situation in the meat industry. And we pay attention to business opportunities that may arrive.

Market strategies

In 2009 we are further strengthening our presence in Eastern and central Europe, Russia, Ukraine and Asia, our focus on functional blends and our delivery performance on functional beef proteins. BHJ's vision is to be the preferred partner within our core business areas by striving for quality and value in everything we do. Our business builds on relations between people, an international network of distributors and customers, specialist knowledge and know-how - acquired over many years.



In October this year we took part in the fair Agropromash in Moscow with our local partner. The fair is an excellent showcase to the meat industry in Russia, and we used this window of opportunity to launch our new product, SCANPRO CE 40 (see p. 2).

SCANPRO™

- when you are looking for real value

Add value - add SCANPRO™

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A long-standing relationship

By Asger S. Jacobsen, Senior vice president

The company Welding GmbH has represented BHI Protein Foods in Germany for almost 20 years. A major contributor to the success, BHI has had in the German market, is due to the efforts of Henning Pergande. Henning has now decided to seek new challenges outside Welding and we would like to take this opportunity to thank him for his efforts, which are greatly appreciated by both our customers and colleagues at

BHI Protein Foods. Henning has always been 100% committed and with a drive to create results to the benefit of our customers. We wish Henning good luck with his future plans. Building bridges and establishing close relations with the food industry in Germany, Austria and Switzerland continues to be crucial to BHI Protein Foods and Welding GmbH and our cooperation continues with support from our specialist

team in Denmark. At Welding Stephan Busche and Peter Knüppel, will take over the customers Henning has been serving. We look forward to the continued cooperation.



SCANPRO Intelligent Solutions

By Jens Grube Hansen, Area sales manager & Carsten Rishøj, Product manager

SCANPRO Intelligent Solutions are protein compound systems based on animal proteins. Cost-in-use is optimized meeting various ingredient needs, an increased demand of convenience and cost effectiveness.

New soya replacer - SCANPRO CE 40

SCANPRO CE 40 aims at three main application areas. One of them is soya replacement.

Using SCANPRO CE 40 as an alternative to soya isolate

provides a solution based on animal proteins with no known allergens. In tests it has proven particularly useful in cooked sausages and cold cuts.

Functionality

SCANPRO CE 40 binds up to 15 parts of fat and/or water. From a functional point of view that is three times more than typical soya isolate. It is easy to use as a direct addition into the bowl cutter - 0.33% SCANPRO CE 40 equals 1% soya isolate.

Recipe suggestion

Below is a recipe suggestion for a Vienna sausage with SCANPRO CE 40. In this specific recipe, the use of SCANPRO CE 40 results in improvement of the overall product. Adding SCANPRO CE 40 reduces purge and improves the firmness of the end product.

For more information about this product, please contact our area sales managers.

Recipe suggestion - Vienna sausage

In this recipe suggestion SCANPRO CE 40 has been used as an alternative to soya isolate.

Using SCANPRO CE 40 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.dk. Any information given is subject to our disclaimer shown at our website.

	With soya	With SCANPRO CE 40
Pork trimmings	29.50%	29.50%
Fat	15.00%	15.00%
Jowls	11.25%	11.25%
SCANPRO 1015/1	2.00%	2.00%
Soya isolate	1.50%	0.00%
Starch	5.00%	6.00%
Water	33.30%	33.30%
Nitrite salt	1.80%	1.80%
Phosphate	0.30%	0.30%
Ascorbate	0.05%	0.05%
MSG	0.02%	0.02%
Spices	0.28%	0.28%
SCANPRO CE 40	0.00%	0.50%
Total	100.00%	100.00%

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