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scanpronews

UPDATES

Adding resources to production planning

Steen Dethlefsen has joined our team in production planning. In cooperation with Anne Mette Poulsen, Steen will work closely with our production sites to optimize the sales flow to our customers. Contact info: stde@bhj.dk +45 74 35 11 27

New Protell Foods material

Order our new information material on our SCANPRO™ soup stock range at protein@bhj.dk.



Ingredient outlook

By Per Birk Mønsted, vice president sales and marketing

Consumer preference & market drivers

The global meat market is highly driven by the consumer health trend and a growing convenience industry. Especially in Western Europe, with the UK being one of the dominant countries in terms of consumer influence, we experience clean labelling, naturalness and health (reduced salt, phosphate and fat) being top of the agenda. The convenience industry is growing on a global scale. Consumers want fast and easy access to their food - in the perspective of shopping as well as preparing food.

The world meat market

At the other end of the value chain, the increased use of crop production in new areas as biofuel has set another price level for vegetable crop. And the meat sector is under pressure due to exceptional high feed costs. But meat prices have not risen enough to cover other cost increases putting producer margins under real pressure in many of the developed countries.

Impact on ingredients

During the last 6-9 months, prices for commodity food ingredients like soy proteins and phosphate have increased by up to 25% and 40-60% respectively. This has resulted in an increased demand from customers for other functional ingredients that can boost their competitive advantage.

Germany is a well established market with blending houses that specialize in functional blends for the global meat processing industry. Asking our German distributor how they see the development for functional animal proteins, you get a clear answer: "We are confident that the future prospect for animal based proteins is very positive. The demand for vegetable proteins is decreasing due to e.g. GMO discussions - not only from Germany, but also from the Eastern European markets. And with meat prices increasing over the next half-year, the demand for animal proteins as the functional component in e.g. blends is bound to increase," explains Henning Pergande, sales manager meat, Welding GmbH.

BHJ Protein Foods exhibitions



FIC Shanghai, 2008



IndagraFood Romania, 2008



Add value - add SCANPRO™

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Expanding capacity to meet customer demand

By Asger S. Jacobsen, senior vice president

Our planned capacity increase is essential to meet increasing customer demands. We experience strong growth, but also a competitive environment.

An expansion of the capacity of our high functional animal proteins, including our flagship SCANPRO T 95, will consoli-

date our position as the market leading manufacturer.

The production with the current capacity is running around the clock 7 days a week, and the increased capacity is expected to run at full speed by the end of 2008. Apart from an actual increase of the capacity at our

protein factory in Hobro, a new packing line and a warehouse are planned.



Cost-in-use - a determining factor

By Jens Grube Hansen, area sales manager

When comparing prices of different ingredients or when comparing SCANPRO™ to meat raw materials it is important to take cost-in-use into account - i.e. the functionality per kg.

As an alternative to part of the production meat, SCANPRO 1015 can typically be used in a hydration value of 1:4 (protein: water ratio).

If the cost of 1 kg dry protein is

€ 3.65, the hydrated cost is only € 0.73 pr kg. This is the cost-in-use price you should use in comparing with 1 kg of meat raw material.

1% SCANPRO 1015 and 4% water can typically be used as an alternative to 5% production meat in formulations with 50% meat or more.

The finished product will have virtually unchanged chemical

values, consistency and taste - but at a lower price!

Cost and use depends of course on the actual recipe and the current local legislation.

Recipe suggestion

Below is a recipe suggestion on a vienna sausage using SCANPRO 1015/F as described in this article. To discuss this recipe or other alternatives, please contact us directly.

Recipe suggestion

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

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

Vienna sausage with SCANPRO 1015/F

Pork fore-end 80/20	30.00%
Pork jowls without skin	10.00%
Pork fat from neck	25.00%
Beef trimmings 20% fat	10.00%
Ice/water 50/50	21.37%
SCANPRO 1015/F	1.00%
Sodium nitrite salt	1.80%
Sodium tripolyphosphate	0.30%
Ascorbic acid	0.05%
Mace	0.07%
White pepper	0.10%
Nutmeg	0.03%
MSG	0.03%
Coriander	0.04%
Garlic powder	0.03%
Rose paprika	0.09%
Delicatessen paprika	0.09%
Total	100.00%

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