

June 2009

scanpronews

U P D A T E S

New area sales manager, Protell Foods

Joe Christensen has joined the Protell Foods team. Joe has a background as a chef and has worked in several fine restaurants in Denmark. Joe will concentrate his sales efforts in the Netherlands, Belgium, Germany, Norway and Denmark. Please welcome Joe to our team.

New area sales manager, Eastern European markets

As of 1 June 2009, Sami Mikail has joined the BHJ Protein Foods sales team. Sami takes over sales of functional animal proteins in Eastern Europe, as Larisa Faberté is being stationed in Russia. Sami comes from a position as key account manager at SFK A/S. Please welcome Sami to our team.

New product catalogue

A new SCANPRO™ product catalogue is now available. With fact sheets on our standard products, application ideas and technical information on the use of SCANPRO™. Order at protein@bhj.dk



Edited by
Charlotte T. Nielsen
Marketing assistant
ctni@bhj.dk

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

A solution to any need - when it comes to functionality

By Lise-Lotte Møhring Larsen, corporate marketing manager

Food properties that may be influenced by functional animal proteins comprise water-holding capacity, emulsification, foaming, viscosity, gel formation and texture. When it comes to functionality, meat processors will find a solution to any need in our range of SCANPRO™ solutions. Depending on the functional behaviour you are looking for, the SCANPRO™ range offers a variety of products to meet your needs: enhancing the quality of your meat products, boosting your competitive advantage or combining your ingredient needs in one solution.



Our high functional ingredients are used as technical ingredients in meat products, in combination with, or as a substitute to, other functional ingredients and raw materials - to enhance the quality of your meat products.



Our functional animal proteins are used as an alternative to part of the production meat - to boost your competitive advantage. All are animal proteins and a natural solution for meat products.



Our protein compound systems are based on animal proteins and used as an alternative to other functional ingredients in meat products. Cost-in-use based on functionality is optimised to meet your various ingredient needs.

Please contact our area sales managers to discuss how our SCANPRO™ solutions can meet your need!

Jens Peder Pedersen retires

By Asger S. Jacobsen, senior vice president

Jens Peder Pedersen has decided to retire after almost 20 years of employment in BHJ Protein Foods. We would like to take this opportunity to thank Jens for his great efforts during the years. Jens started out in sales and acted as vice president for Protein Foods until 2007. The last two years he has been working on group projects, referring to the top management in BHJ. Jens' very outgoing activities for the company has played an important role in the development of Protein Foods' market leading position.

Jens' wide range of international contacts has contributed considerably to our business development over the years, and his focus on customers and knowledge about markets and products has made him a valuable partner to our business relations. We wish him all the best of luck for the future.



Jens retires at the end of August 2009. The Protein Foods' team thanks Jens for the good co-operation and wishes all the best of luck for the future.

Add value - add SCANPRO™

CONTACTS



Southern Europe, Asia, South America
Jens Grube Hansen
jgh@bhj.dk



Western Europe, Oceania
Annette Steen
ant@bhj.dk



Russia, CIS states, Baltic
Eugenie Lamberty
eul@bhj.dk



Russia, Central Asia
Larisa Farberté
laf@bhj.dk



Eastern Europe
Sami Mikail
sami@bhj.dk



Denmark
Carsten Rishøj
car@bhj.dk



Romania
Constantin Hutuleac
costi.hutuleac@bhj.ro



Hungary
Margit Enyedi
mae@bhj.dk



Lithuania
Daiva Kazemekaityte
dak@bhj.lt



Finland
Jan-Peter Näs
jan.nas@bhj.fi



Protell Foods
Charsten Vinther
chv@bhj.dk



Protell Foods
Joe Christensen
joch@bhj.dk



Protein Foods
Per Birk Mønsted
pemo@bhj.dk

SCANPRO 1015 - the solution to reduce recipe costs

By Annette Steen, area sales manager

SCANPRO 1015 is a range of functional pork proteins suitable for various meat products.

Boost your competitive advantage

Adding SCANPRO 1015 as an alternative to part of the production meat gives you the benefit of an animal protein for meat products.

Meat is often the most expensive raw material. SCANPRO 1015 offers you a cost reduction, simply by using 1% SCANPRO and 4% water as alternative to 5% production meat. Of course, depending on local costs, legislation and the specific recipe.

A natural choice

The analytical values of animal proteins are

similar to meat. SCANPRO 1015 is based on food grade pork raw material and therefore a natural choice for meat products. SCANPRO 1015 has no known allergens and is a microbiologically stable product.

Performance time after time

A consistent quality and functionality ensures the same performance in your end product - time after time.

Wide range of application areas

The SCANPRO 1015 range is suitable for almost any meat product. For specific recipe suggestions, or to order the folder on SCANPRO 1015, please contact your area sales manager at BHJ Protein Foods.

SCANPRO TF 70 - new product on the market

By Carsten Rishøj, product manager

SCANPRO TF 70 is part of our SCANPRO™ Intelligent solutions. A protein compound system manufactured from high functional proteins and vegetable fibres.

The product has been developed mainly for use in injected products like bacon, whole-muscle ham, pork loin and neck fillet.

SCANPRO TF 70 can be used with, or as a substitute to, other functional ingredients. SCANPRO TF 70 is non-GMO and has no known allergens.

Texture building

SCANPRO TF 70 improves the sliceability of the end product, as it contributes with elasticity and a firm consistency.

Higher yield

SCANPRO TF 70 can improve yield by up to 10%, depending on the specific application. Please find below a recipe suggestion for injected ham as inspiration. To discuss this or other application ideas, please contact us.

Recipe suggestion - SCANPRO TF 70

50% injected ham SCANPRO TF 70

Using SCANPRO TF 70 gives you the benefit of an animal protein. When adding this you can increase yield, improve texture building and reduce purge.

Pork whole-muscle ham	66.67%
Ice/water	29.49%
Phosphate	0.30%
Nitrite salt	2.00%
Dextrose	1.00%
Sodium ascorbate	0.05%
SCANPRO TF 70	0.50%
Total	100.00%

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