

# NEW EXPERTS IN OUR SALES DEPARTMENT

## Dr Stefan Irmscher and Friedbert Runig are strengthening the REICH sales team

At the end of last year, **REICH** successfully recruited the food technology expert Dr Stefan Irmscher as a new member of our sales team. Dr Irmscher was previously the head of the Food Data Group at the German Institute for Food Technology in Quakenbrück, Lower Saxony. In an industry that is required to provide service for such a diverse range of application areas, know-how and experience are the key to ensuring success. The systems developed by **REICH** not only process classic products such as meat, sausages and fish, but also vegetarian and vegan items, animal feed and much more. Demands are constantly being reformulated, with sustainability and ecology having become core issues that are creating new

challenges for food technology experts. As we individually support and guide our customers along the entire process chain for diverse applications, Dr Irmscher is able to make full use of his vast experience for the benefit of our customers.



Dr Stefan Irmscher

Friedbert Runig will soon also be adding additional support to the **REICH** sales team. The trained electrician engineer has over 28 years of industry experience under his belt, including 17 as a technical sales manager.

His responsibilities during this time encompassed analysing market segments, providing support for new product developments, acquiring retailers and developing new markets. Another important part of his work included commissioning and giving instruction for large-scale projects as well as providing sales training, customer service domestically and abroad, and supporting external service providers.



Friedbert Runig

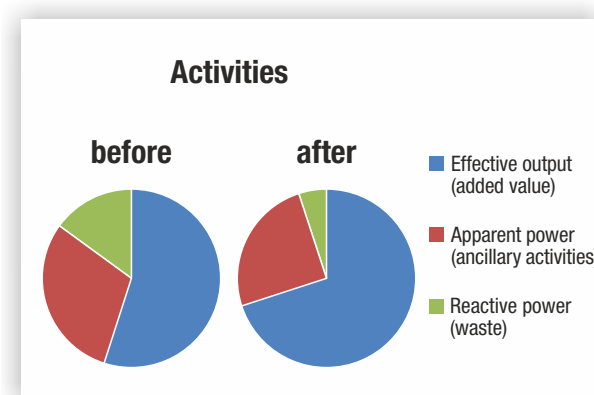
**REICH** would like to extend a warm welcome to Mr Runig and hopes he has a great start in his new position.

## VALUE STREAM MAPPING AND OPTIMISATION

### Bachelor thesis on optimising production processes in the scope of a dual-degree programme

The very first dual Bachelor degree in the scope of a dual-degree programme at **REICH** is nearing completion. The topic of a thesis completed by Stefanie Fürst was "identifying and implementing suitable optimisation measures on the basis of value stream mapping for the assembly of universal chambers". The optimisation was first developed on the basis of an **AIRMASTER**® universal system and it could later also be applied to other types of systems since this optimisation included improvements to the entire work process. Ms Fürst already completed the existing value stream mapping in the scope of a previous research paper.

The aim of this project is to identify and eliminate existing weaknesses in the production chain. To do so, she is collecting and comparing various optimisation methods. Suitable methods are then selected and adjusted to suit production at **REICH**. Precise implementation measures are defined for adjusting the optimisations in line with the company's requirements and then executed in a step-by-step manner. These optimisation measures will serve to boost the productivity of our production. This is achieved by reducing lead times for individual systems, such as by minimising activities that do not contribute to adding value.

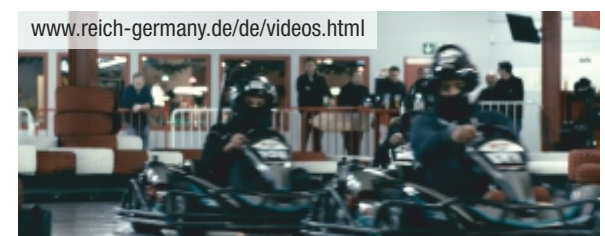


## GO-CART RACING

### Full speed ahead towards victory!

When the companies **REICH** Thermal Processing Technology and E.F. Jaiser Sheet Metal Processing party, they really party! After a very successful year, both companies invited all of their staff members to a one-day excursion that is likely to be remembered for years to come.

The highlight of the day came right after a guided tour of the Porsche Museum in Stuttgart: a **go-cart race!**



The Kart-o-Mania go-cart track was rented out for several hours and we provided festive food and drink. After receiving instruction from the expert go-cart staff and completing a warm-up run, 10 teams went at in a competition!

Another highlight for resting and recovering from the exciting day was the meal waiting for everyone at the newly renovated Bachhofer gourmet restaurant located at the heart of the old Staufer City in Waiblingen. We were first greeted at a reception, where small amuse-gueules as well as an aperitif were handed out. An exquisite and delectable 9-course meal was then served, leaving nothing to be desired.

www.bachhofer.info

## 2018 CITY RUN

### Heading to the finish line together!

The 32nd Aalen City Run took place on 15 July 2018. The various competitions were held under the warm summertime sun. At this year's company run, 12 staff members from **REICH** were also at the start line together with E.F. Jaiser Blechbearbeitung. The starting whistle for the 4.6-km-long course was given at 11:45 am. Despite the high temperatures, all of the participants reached the finish line.

A personal trainer was brought in to help prepare the staff members for the race. For over 10 weeks, a joint training session was held for the participating staff members every Tuesday at 5:00pm. Schechingen and its rural surroundings provided the optimal training grounds, allowing our athletes to take off right from the company grounds. Everyone received personalised tips, allowing each participant to build on their training programme with a targeted goal.



Even though none of the runners took home the first-place trophy, we all got to join them for an exciting and memorable experience.

## SERVICE ACTION WEEKS 2018

### Benefits for our customers

An attractive service package comprised of various building blocks provides the basis of our maintenance campaign. This includes a fixed and affordable travel fee that covers all of Germany, along with maintenance work that includes a complete review of your system based on a comprehensive 50-point plan as well as attractive rebates for replacement parts.



The maintenance package can also be combined with various additional options. This includes a special offer for replacing older **REICH**-controllers with the latest **REICH** generation of controllers, installing the new **REICH** ProfiClean on existing cleaning systems, or receiving a consultation day from one of the technology experts at **REICH**.

There are still appointments available for the maintenance campaign. So, get in contact with us! We would be glad to put together a customised offer for you in a maintenance contract.



# TRENDS IN SMOKING

06/2018

## THE WHOLE WORLD OF THERMO PROCESS TECHNOLOGY

# RODÉ VIS LAUNCHES THE LEROY SEAFOOD CENTER

## Ready for the future with REICH

Urk, Netherlands - Rodé Vis is part of the Norwegian Leroy Seafood Group, one of the largest salmon producers in the world and Europe's largest exporter of fish. Worldwide, the group employs around 3,800 staff and produces over five million meals per day for end customers in eighty countries. In 2016, the company achieved an annual revenue volume of 1.77 billion euros. As the market leader for processing Norwegian farmed salmon, Leroy Seafood Group seeks to continue investing in the latest, cutting-edge production technology. The company partnered with Baaijens Industrial Equipment to install the most modern salting technology along with **REICH** hot and cold smoking equipment at a new smoked salmon facility in Urk. A newly established Leroy Seafood Center, with a production area of 11,000 m<sup>2</sup>, is fully automated and satisfies all current and forthcoming regulations in relation to food safety and sustainability. With this fifth factory, Rodé Vis continues to focus on producing high-quality products for the global high-volume market.

Setting up the Leroy Seafood Center called for close cooperation between Rodé Vis, Baaijens and **REICH** in everything from its architectural design to the centre's technical outfitting and final commissioning. The first foundations for the new site were laid on 7 April 2017, and a brand-new processing factory was created within just one year. The new centre commenced operation on 5 February 2018, meaning that the total construction time was just 40 weeks - a stellar outcome for all of the companies involved.

Following an initial consultation offered to Rodé Vis, Baaijens recommended the **REICH** AIRMASTER® UKQ 12500 AIRJET system, ultimately installing and commissioning several of these units. This system is the world's most effective horizontal

flow universal hot and cold smoking facility for products on grilles or in bowls. Its innovative design, high level of power reserves and the system's intelligent processes controls ensure flawless and consistent product outcomes, offering a significantly greater loading capacity compared to conventional systems. This not only allows for uniform product quality but it also optimises space and energy efficiency, lowering production costs and contributing to environmental sustainability. The new universal horizontal flow systems from **REICH** also satisfy the strict qualification requirements that have been set for this high-tech production sites in relation to constant, reproducible and energy efficient production methods. According to CEO Tjeerd Hoekstra, the cutting-edge and sustainable technologies used in the Leroy Seafood Center sets the standard for how a fish production facility is meant to look and function today. "We have taken a huge step forward that will ensure continued success for our company. Rodé Vis is ready for the future".

We are very glad that our expertise has greatly contributed to the success achieved by Rodé Vis and the Leroy Seafood Center. We wish the company all the best for the future!

Additional information about our one-of-a-kind solution can be found at [www.reich-germany.de](http://www.reich-germany.de).

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## TRADE FAIR DATES FOR 2018/19

2018			
AgroProdMash, Moskow, Russia	08-12 October		
EVENORD, Nuremberg, Germany	13-14 October		
SÜFFA, Stuttgart, Germany	20-22 October		
Gulfood Manufacturing, Dubai	06-08 November		
2019			
Food Pack Asia, Bangkok, Thailand	13-16 February		
Expo Carnes, Monterrey, Mexico	26-28 February		
Meat Industry, Tokyo, Japan	17-19 April		
IFFA, Frankfurt/Main, Germany	04-09 May		
FOOMA, Tokyo, Japan	09-12 July		
AgroProdMash, Moskow, Russia	October		
EVENORD, Nuremberg, Germany	12-13 October		
Gulfood Manufacturing, Dubai	November		

Additional dates can be found at: [www.reich-germany.de](http://www.reich-germany.de)



Universal units, cooking and baking units, climate maturing systems, thawing systems, intensive cooling systems, smoke generators, cooking vessels, control units, service and maintenance.

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# THE NEW S 900 H IS IMPRESSIVE

## The REICH S 900 H steamsmoker is taking the industry by storm

This past year, REICH introduced the most powerful industrial steamsmoker, the S 900 H, with a successful market launch for this new facility. A large number of these smoke generators are already reliably providing their service every day in a number of German industrial enterprises. The S 900H smoke generator is already used in combination with our hot smoke chambers Type REICH AIRMASTER® UK and has also been successfully fitted to other Brands of smoke houses, replacing their smoke generation units.



The initial feelings of doubt expressed by our customers quickly turned into excitement: the new REICH SteamSmoker S 900 H, with its numerous technical and technological advances, is superior to the older steamsmoker system and it has quickly made an excellent impression on customers.

On conventional steamsmoker systems, the carbonising sieve has to be removed and washed after two smoking cycles. For a company, this creates serious burdens for personnel and adds additional expenses as well as significant health risks for operators due to escaping steamsmoke when changing out the sieves.

The patented, self-cleaning carbonising sieve in the S 900 H only has to be exchanged twice per week. This component can be exchanged during the fully automated cleaning cycles that are completed every week.

Another point that immediately impressed our customers has been the fully automated removal of residual chips. Whereas in the conventional systems, the burned chips were collected by a container inside the smoke generator, with the new S 900 H, these are regularly flushed out with water in a fully automated process that uses pneumatically activated residual chip flap and collected in an easily accessible residual chip drawer. This eliminates the need to regularly control and repeatedly empty the residual chip container.

The amount of smoke generated by the SteamSmoker - around 1.5 times more compared to other systems available on the market - is yet another argument that has quickly impressed our customers. The greatly increased amount of generated smoke allows for significantly reduced smoking times, while also leading to an increase in smoke capacity. This has a positive impact on the quality parameters of the products to be produced. Sausages, especially natural intestine products, are characterised by delicate skin, a firm consistency and a high yield rate.

Along with the numerous advantages offered by the S 900 H in terms of comfortable and resource-conserving operations, the system also impresses on account of the operational safety it offers and its fully automated cleaning function. Standard equipment on the steamsmoke generators includes a fill level monitor on the hopper. The old problem of "dry runs" and the related smoke generator fires are already a thing of the past.

Additionally, temperatures on the smoke generators are now monitored at numerous points. If one of these temperature areas exceeds or falls below the prescribed range, the operator will receive an error message, allowing for the cause to be quickly identified.

The entire safety concept has been supplemented by an integrated fire-extinguishing device, which ensures quick extinguishing in the case of a fire. The standard, fully-automated CIP Cleaning is also one of the strengths offered by the new S 900 H. Whereas conventional steamsmoke generators had to be washed by hand, cleaning the S 900 H is now fully automated. Since the smoke generator unit has been detached from cleaning of the chamber, the cleaning cycle can be activated during normal system operations. This minimises unnecessary down time for the system and notably improves production capacity.

### S 900 H SteamSmoker Highlights

- ✓ Automatic slotted plate cleaning
- ✓ Residual wood chip flush out
- ✓ Fill level monitoring on the chip hopper
- ✓ Fully automated CIP cleaning
- ✓ High smoke volume
- ✓ An intelligently designed safety system

According to one excited user: "The new S 900 H, REICH has included many functions that we have dreamt of for quite some time".

# NEW INNOVATIONS, AIRMASTER® BKQ AIRJET

## Further development of the REICH horizontal flow baking unit

The horizontal flow baking unit AIRMASTER® BKQ AIRJET, launched in 2010, received a complete model update in 2018. "Our baking unit is used in a wide variety of applications for high-temperature areas. This ranges from the production of convenience food and Crema Catalana to the creation of classic baked goods such as meat loaf, crispy roasts and roast beef," explains Dr. Ulrich Leutz, head of sales and chief technologist at REICH. "This model is used wherever absolute uniformity in feeding density, the shortest possible heating-up times and high temperatures are demanded."

After years of use in various application areas, REICH has been able to accumulate a wealth of information and expertise. REICH engineers have applied this experience to the most recent model update.

They completely reworked the system's entire fresh air supply and the greatly boosted its drying capabilities. To make the series more energy efficient and even faster than its predecessors, a fresh air preheating feature that utilises exhaust from the heating coil was also developed.

The sensors have been improved in order to ensure superior

temperature regulation. Whereas measurements were previously taken at a single location to regulate the handling temperature, three different areas are now used as measurement points, allowing users to precisely control the system temperature.

The system's housing design was also critically reassessed and improved upon in many regards. "For temperatures above 200°C, there are much greater demands on the system housing and we are forced to find alternatives to the classic housing design in some areas", notes Alisa Österle, a development engineer at REICH. "With the current design, we have optimised the housing to withstand temperatures of up to 300°C. For example, the inside housing has been completely detached in order to prevent the occurrence of the bimetallic effect," adds Österle.

Additional improvements in this area include actively air-cooled holm and simplified system maintenance for service calls and customer care.

### Implemented improvements

- ✓ Increased fresh air volume and boosted drying performance
- ✓ Actively cooled holm
- ✓ Fresh air heating through the use of exhaust
- ✓ Improvements to the housing
- ✓ Easier to perform maintenance work
- ✓ Improved temperature sensors



# INTERLOCK OPTIMISED

INTERLOCK

## Further development of the INTERLOCK door lock

Various characteristics of the Interlock closing system introduced by REICH in 2016 have been further developed, improved and a Patent has been applied for. One example is the ergonomic properties of the handle piece, which have been optimised to make using the product even more ergonomic. Additionally, the locking element has become significantly strengthened and made more stable while the brightness and

perception of the integrated signal lights have been improved. The Interlock closing system guarantees the automatic separation of low-risk and high-risk production areas for drive-through units.

In addition, the draining and flushing procedures can be intelligently automated and regulated in various processes using the Interlock closing system.



# University research and teaching

## The meat centre at the University of Hohenheim uses REICH systems

Founded in response to the years of famine at the beginning of the 19th century, 200 years later, securing healthy food supplies remains one of the core subjects pursued at the University of Hohenheim today, now in close relation to bioeconomy and sustainability. At the technical centre for the Department of Food Physics and Meat Science, under the direction of Professor Jochen Weiss, the University is carrying out research on meat and sausage products.

The world-renowned research centre for meat and sausage products is capable of creating complex structures for meat and sausage products with its pilot facility for processing meats. Their properties are determined through modern analytical equipment in order to identify connections between the processes, structures and functionalities. To ensure reproducible results for thermal processes, the research equipment makes use of its universal chamber from REICH.

The REICH AIRMASTER® UK 1800 BHD with a REICH FR 702 friction smoke generator also has a liquid smoke system. The large viewing window allows users to visually inspect the processes in the system at any time. In addition, a series of sensors positioned at various locations measure the humidity and temperature. A climate package along with a cooling shower with ECO-boost function round off the range of equipment included in the system, offering users the possibility of creating all possible meat and sausage products.

This allows for research products addressing diverse topics to be conducted, often in close cooperation with industry partners. For example, the University of Hohenheim is investigating the

build-up and inhibition of white coating on raw sausage products, the iridescence of cooked and raw cured products, and the development and use of starter cultures for raw ham.

REICH systems are also popular for teaching and instruction. Technical manager Kurt Herrmann presents the various processing steps through a number of hands-on modules and internships.



### CONTACT

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# Preferred Supplier Deutsche See

## A successful symbiosis

Deutsche See has had a very exciting history. Founded as a small retail enterprise in 1939, the company has developed into one of the most modern fish manufacturers in Germany. With around 1,700 employees and 19 company locations, Deutsche See produces top-quality products made of fish and seafood. The topic of sustainability is playing a core role in the companies operations - with a comprehensive approach taken by each of the companies divisions as well as in relation to the use of resources and environmental protection. This has also been confirmed by the German Sustainability Prize, which was awarded to the company.



Deutsche See supplies over 35,000 customers with more than 3,500 fish and seafood products.

In order to ensure this high level of performance, the company relies on the systems provided by REICH. Since 2017, mackerel, halibut and all associated products have been refined in a universal AIRMASTER® UK 5000 BHD system and lying products, such as mackerel fillets, Stremel salmon, tilapia fillets and other delicacies, using our universal horizontal flow AIRMASTER® UKQ 5000 BHD system before being smoked with aromatic beech wood. Compared to the existing systems,

REICH horizontal flow units provide a number of decisive advantages: The trolley loading capacity for each installation site has been doubled and the processing time has been reduced. In addition, the consistency of the products has been greatly improved. Deutsche See was so impressed with this one-of-a-kind technology that additional joint projects have recently been agreed to and REICH has received the designation of "Preferred Supplier for Thermal Processing Equipment".

"This provides us with the motivation to satisfy further demands in the future and to continuously optimise our systems," emphasises managing director Mr Layer.

Deutsche See is committed to being fast, flexible and being able to provide perfect, personalised service. A strict quality management system is in place to ensure this. Retail stores, chefs and restaurateur place a high degree of trust in the products offered by Deutsche See, meaning that quality is the top priority. We are proud that our systems from REICH are making a contribution to achieving these goals.



### CONTACT

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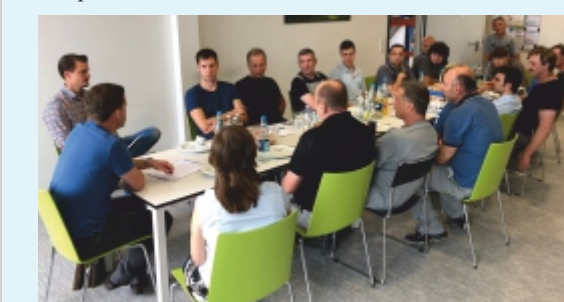


taste the quality

# News

## Workshop breakfast at REICH

Since the start of 2018, we have been organising a joint breakfast for employees at the workshop once a month. Our managing director, Mr Jaiser, also attends these joint events, where he speaks about current topics related to planning, production, assembly and delivery. This event provides the employees and management with an excellent opportunity to converse and exchange ideas. Open questions can be addressed and suggestions can be introduced for how to optimise our operational processes. At the same time, problems can be discussed in a relaxed atmosphere and solutions can be identified. The workshop breakfast has become a beneficial institution that serves to strengthen cooperation and teamwork.



## New commercial management

In July 2018, Kristin Riedrich became the commercial director at REICH. Ms Riedrich holds a degree in business administration (BA) and she is a certified accountant. With many years of experience as a corporate customer advisor and as an authorised representative at BW Bank in Aalen, she enters this new position with the experience required to effectively manage and coordinate the company's various commercial divisions. Another one of her areas of responsibility will include managing staff members and seeing to the professional development of the entire team. She is one of the key contacts for in-company issues and concerns among the staff. We are glad that Ms Riedrich has decided to join our company and we warmly welcome her to the team!



## Successful craftsman exams

Those who come to learn at REICH achieve success! Our two trainees, Niklas Bäuerle and John D. Bautista, have passed their craftsman exam as mechatronics technicians. And they managed to do so with distinction! Thanks to their hard work and dedication, they were both able to complete their traineeships 6 months before the official ending and they can now start their professional careers as trained mechatronics technicians. At REICH, we take great interest in training new staff members ourselves in the factory and to impart all of the know-how that is crucial for providing the best level of quality. We would like to congratulate both of these young individuals and we are glad that they will remain with us on the REICH team.

