

taste the quality

TRENDS IN SMOKING

07/2019

THE WHOLE WORLD OF THERMO PROCESS TECHNOLOGY

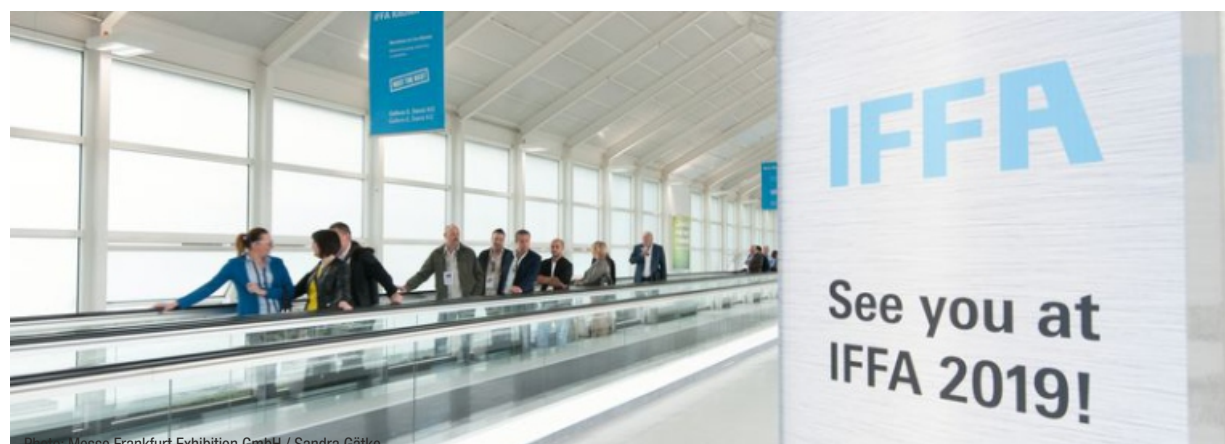


Photo: Messe Frankfurt Exhibition GmbH / Sandra Gätke

“CHANGE IS THE ONLY CONSTANT”

This saying from Greek philosopher Heraclitus applies to many different situations and life circumstances. It certainly applies to the development of the IFFA and trade show presentations by **REICH**. Despite ongoing change, one philosophy has always remained constant at **REICH**: Creating innovative, practical solutions focusing on the needs and requirements of the customer.

In 2019, **REICH** will once again be staging an impressive exhibition appearance with plenty of technical innovations at the IFFA in Frankfurt am Main. This issue of our newsletter will give you a first taste of what to expect. In advance of the IFFA 2019, the editorial staff of “Trends in Smoking” dove into the archives to assemble an interesting photographic retrospective of the last 20 years.

- **1998:** **REICH** presented at the IFFA 1998 with a small, 80 m² corner stand. The company introduced the new generation of industrial systems and the new controller generation Unicontrol 2000 with computer link - a minor sensation at the time.



- **2001:** Smoking at the stand was the motto at IFFA 2001. The company presented the new Smart Smoker friction smoking system with patented conical friction head.



- **2004:** The stand is expanded to over 120 m² with an all new exhibition design. Presentation of the new AIRMASTER® UK line with increased air output, a large viewing window in the system doors and new stainless steel hinges.
- **2007:** Presentation of the new S 800 H steam smoke generator, the G 505 H wood chip smoke generator and the new Unicontrol 2000 TS touch controller.



- **2010:** New exhibition presence with larger stand (200 m²). Presentation of the BKQ 2500 baking system and the new Unicontrol 2000 S controller.
- **2013:** Presentation of the newly developed lift gate and system base with integrated drainage for industrial system applications. Introduction of the new **REICH** leadership team.



- **2016:** First IFFA under the new leadership of Tobias Layer and Steffen Jaiser. Creation of a new stand concept of 300 m² in size. Presentation of the new FR 2008 friction smoke generator, the new Unicontrol 3000 and Unicontrol 3000m controller generation and the BKQ 5000 2-way baking system.

- **2019:** Get ready for a surprise...

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TRADE FAIR DATES FOR 2019/20

2019

IFFA, Frankfurt/Main, Germany	04-09 May	IFFA
Propak Asia, Bangkok, Thailand	12-15 June	PROPAK ASIA
FOOMA, Tokyo, Japan	09-12 July	FOOMA JAPAN
Espacio Food Service, Santiago, Chile	10-12 Sept.	FOOD SERVICE
AgroProdMash, Moscow, Russia	07-11 October	AGRO PROD MASH
Evenord, Nuremberg, Germany	12-13 October	evenord 2019
Gulfood Manufacturing, Dubai	29-31 October	GULFOOD MANUFACTURING
Andina-Pack, Bogota, Colombia	19-22 November	andina pack

2020 (planned)

Seafood Processing, Brussels, Belgium	May	SEAFOOD PROCESSING
SÜFFA, Stuttgart, Germany	03-05 October	SÜFFA
AgroProdMash, Moscow, Russia	October	AGRO PROD MASH
Evenord, Nuremberg, Germany	October	evenord
Gulfood Manufacturing, Dubai	November	GULFOOD MANUFACTURING

further dates under: www.reich-germany.de



Smoke with the best technology available

REICH has set new standards for innovation with the S 900 H steam smoke generator and the FR 2008 friction smoke generator. Now **REICH** is overhauling its smouldering smoke generators. With the MaxxSmoker G 700 H series, **REICH** is bringing a new generation of wood chip smouldering smoke generators to the market. The G 200 S and G 400 S sawdust smouldering smoke generators are also getting an update.

THE NEW MAXXSMOKER G 700 H SERIES

The new generation wood chip smoke generator

The MaxxSmoker smoke generator series is based on a popular and well-developed design, and is trusted by **REICH** customers around the world and used in hundreds of different projects. Despite regular model updates, new requirements from industry and trade necessitate ongoing and thorough revisions.

Users of **REICH** smoke generators today expect more than just reliable smoke production and a consistent, high volume of smoke. Other factors such as operational safety, occupational protection, maintenance and care work, operating and energy costs, and of course the purchase price are becoming more and more important.

That's why **REICH** engineers developed the MaxxSmoker G 700 H series as a new platform to fulfil current customer requests and expectations.

The new series combines trusted functional elements from the current generation with innovative updates.

By further developing the functional elements used in carbonisation, we will be able to fulfil requirements for constant, high smoke volumes and adjustable smoke intensity even better in the future.

To meet customer requests for low maintenance and care requirements during operation, G 700 H series units are equipped with automatic ash washout. This eliminates the need to manually empty the ash container. Instead, ashes are first extinguished and then washed out into a large drawer in the bottom of the smoke generator. This can be emptied safely and

easily even without opening the charring area.

Another innovation is the automatic charring sieve. This can both extinguish the firebed after the smoke generation process and remove tar deposits in the charring sieve with integrated sieve cleaning. That makes G 700 H series smoke generators optimal for long-lasting smoking processes.

In addition, the new smoke generators have an integrated extinguishing system. Once the integrated sensors report an excess temperature, an automatic, preventative extinguishing process is carried out to prevent damage to the system and associated hazards.

Further improvements include a significantly enlarged chip container, the ergonomic design of the fill opening for wood chips, and the use of integrated signal LEDs that inform users of the smoke generator's current operating status directly on the device.

Most of the cleaning process for past wood chip smoke generators was completed manually. To reduce manual cleaning work for users as much as possible, a fully-automated CIP cleaning system has now been integrated into the new MaxxSmoker G 700 H series. The device automatically detects when cleaning is required and can complete the process independently and without any work by the user. A specialised locking mechanism allows the smoke generator to be cleaned independent of the chamber.

This automatic smoke generator cleaning process has already proven to be a great feature on the unit's "big brother" the

REICH SteamSmoker S 900 H, and is highly popular.

In the future, the **REICH** MaxxSmoker G 700 H series will include three units: One for small systems (1 to 2 trolleys), one for medium-sized systems (3 to 7 trolleys) and one for large systems (8 to 14 trolleys).



INNOVATION AND A FORWARD-THINKING APPROACH

for smoke generators in the G 700 H and S 900 H series

Our experience over the past few years has shown that smoke generators are frequently placed on a different technical level. Because of this, operators often have to travel long distances to fill these systems with smoker material. If the smoke generators are used intensively, this can mean a significant amount of work and time.

Customers have frequently requested a larger chip supply from **REICH** products. When redesigning our G 700 H series, we implemented this request in two ways: First, the storage container integrated into the smoke generator was enlarged

significantly. Second, the new smoke generators can now be combined with a wood chip silo with a 1.5 m³ capacity. This can be placed anywhere near the smoke generator. The container is connected to the smoke generator via a flexible screw conveyor, which delivers wood chips to it. This reduces requirements for customer installation space to a minimum.

The expanded wood storage is fully integrated into the **REICH** smoke generator controls, which means it runs automatically without requiring any external intervention. If the smoke generator signals low supply, it is briefly set to pause mode.

During the pause, an integrated conveyor system delivers more wood chips; after it is full, the smoke generator continues working.

The new stocking system will be available from mid-2019 for G 700 H series units and from the end of 2019 for the S 900 H.

G 200 S AND G 400 S MODEL UPDATE

“Now we’re not going to turn this into a science!”

This is a sentence **REICH** technicians hear often while explaining moistening of sawdust in the smouldering smoke generator. But that's just what it is.

To ensure the G 200 S and G 400 S function correctly, the sawdust must be moistened in an even and defined manner; if it is too wet or too dry, it will create poor results for smoke quality and quantity. Mould may even grow in the storage container.

In past sawdust smoke generators, the sawdust was moistened

and mixed manually outside of the smoke generator. Depending on how carefully the operator did their work, more or less serious problems could occur.

The design of the new model update now corrects this weakness. Both the smaller G 200 S and the larger G 400 S now evenly and continuously moisten the sawdust with an integrated humidifier. Built-in dosing makes it possible to optimally adjust the quantity of water mixed to the initial

material. The sawdust is moistened so that no mould can grow in the storage container.

The G 200 S has received an all new look as part of the model update. Its T-handle has been replaced by a high-quality version made of stainless steel with a magnetic closure.

Micarna thinks sustainably

... and gets plenty of support from REICH systems

Tradition, sustainability, and a regional focus. Products by the Micarna Group, a Swiss producer of meat, poultry and seafood products, must meet the highest standards. With around 3,000 employees distributed across 12 companies, Micarna makes a valuable contribution to the corporate success of Migros, which has 2 million members. The goal is to achieve better value creation for over 2 million consumers each day, not simply to fulfil common standards.

Taking on responsibility, offering consumers safety, and focusing on animal welfare are some of the company's missions. They have developed regional networks over almost half a century. All of the company's products offer seamless traceability and are subject to regular independent controls. Because of this, Micarna is a role model for its focus on people, animals and the environment in producing first-class foods.

These values are installed in young interns training with the company right from the start. Micarna's understanding of sustainability encompasses the entire supply chain, through to recycling. At REICH, we are proud that our systems can support Micarna in its lofty goal of producing outstanding products, while helping to ensure customer satisfaction.

Micarna has been producing products on three REICH universal

AIRMASTER® UK 5000 BHD systems since January of 2018. These are each equipped with our FrictionSmoker FR 1002 friction smoke generator. This smoke generator is environmentally friendly and low-emission, working in a closed CircoSystem®.

Truly a multi-talented solution, this system type is perfectly equipped for use in Micarna's diverse applications.

Like Micarna, REICH makes no compromises when it comes to quality. We offer excellent vertical integration in manufacturing. All of our systems are produced in our own factory in southern Germany, and we only purchase components from well-known, quality German manufacturers.

Micarna and REICH share the same philosophy, and we look forward to an ongoing successful collaboration with the company.

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Gourmet S.A

New production facility

A fire in the Paterna industrial area on 8 February 2017 completely destroyed the facilities of Gourmet S.A., one of the most important meat production companies in the Valencia region of Spain.

Just 6 months later, the first stone was laid for reconstruction of the factory, in the same location the company had previously stood. The new systems were completed just 17 months after the fire.

Jaime Álvarez, General Manager of Gourmet explains: "The construction of our new factory was a challenge, during which we had to overcome many obstacles. Now this phase is complete, and we are glad to have new and more efficient equipment, which we are very proud of. We are looking towards the future with a sense of enthusiasm".

The new Gourmet S.A. production facility offers everything the company needs to take on the challenges of the industry. First, transit flows in production were optimised within the factory. In addition, the company has repositioned itself with new,

higher-quality systems by REICH. Gourmet has been producing its sensitive products, available in retail stores under the brands Picken and La Cuina, on three AIRMASTER® UK 7500 G 505 H transit version universal systems since 2018, as well as three AIRMASTER® KK 7500 BND cooking systems.

Alongside our Spanish distribution partner REICH Thermo-prozesstechnik Ibérica, we are proud of the trust Gourmet has



shown in our systems as a key part of their successful production facility.

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taste the quality

News

Eplan certified Engineer

We would like to warmly congratulate Jens Strohbeck on having successfully passed his test to become a EPLAN Certified Engineer in the fall of 2018! Mr. Strohbeck completed the E-Plan training programme over several months, taking courses in subjects like macro and equipment technology, standardised wiring diagram documentation, automation training and certification. "The knowledge I have gained is a very good basis for streamlining processes in electrical engineering even further, making sure our wiring diagrams are always on the highest level", says freshly minted, E-Plan certified Engineer Jens Strohbeck.



Junior staff at REICH

New interns join our team

On 1 September 2018, Julia Gaar started training at REICH as a technical product designer, while Maximilian Haas and Enrico Welman began training as mechatronics technicians. We are glad they have joined our team and welcome all three trainees!



Donation to cancer charity

Since 2006, the East Württemberg Oncology Association has been accepting people suffering from cancer at the Psychosocial Cancer Counselling Centre in the Staufer Clinic Mutlangen, providing them with psychological counselling. "This is a service that is worth promoting, and which we are glad to support with a donation", explain REICH Thermo-prozesstechnik GmbH Managing Directors Steffen Jaiser and Tobias Layer. They delivered a donation of 1,500 EUR to the East Württemberg Oncology Association in December 2018 in REICH's name.



Health is important to us

As of November 2018, REICH offers a weekly one-hour training under professional guidance for all interested parties. These sessions focus on movement and coordination as well as strength and endurance. Eva Maletic, who has led running training for the 2018 team run, is once again guiding participants through a diverse program with exciting and challenging exercises.



REICH CONTINUES TO GROW

New building expansion 2019 / 2020

In our 2017 newsletter, we reported on the completed expansion of our headquarters in Schechingen. After two years of intensive growth, we are now ready to take our next strategic steps, and are planning another building expansion. The company has already purchased over 10,000 m² adjacent to the current operating grounds in 2018. This space will now be developed over time with production and administrative buildings. The first step is a plan to expand production space for our affiliate E.F. Jaiser Blechbearbeitung by 1,500 m² and add 1,000 m² of final assembly space at **REICH**. This space will primarily house assembly for smoke generators and raw sausage processing systems. Due to the ongoing expansion of our workforce, we will also be adding 500 m² to the social and administrative space at the same time. A second, larger cafeteria and offices for production planning

and design are being added. In addition, we are planning to add two large seminar rooms for employee and customer training. Just as in the first two phases of construction, planning has focused on good ergonomics. The planned office wing is equipped with floor-to-ceiling windows, an environmentally-friendly heating and cooling system, and open and friendly room partitions. High windows and skylights are planned for both production warehouses, along with two crane tracks. “With this strategically important expansion, we are getting both companies ready for success in the 2020-2030 decade, and we are committing ourselves to produce products in Germany both now and in the future”, explains Tobias Layer, Managing Director of **REICH**. “This step has allowed us to consistently pursue our philosophy of good vertical integration in

manufacturing, ensuring our customers can continue to receive products that are 100% made in Germany from us in the future”, Layer continues.



INTERN PROJECT 2019

Planning, designing and building a popcorn machine

Developing a new product from idea to series production is a complex process, and demands a high level of experience from everyone involved. In addition to creativity, team spirit and a high level of technical expertise, cost efficiency and good time management are key. All of these factors have been part of the training for interns at E.F. Jaiser Blechbearbeitung and **REICH**. Both companies initiated the intern project several years ago. Interns are assigned a specific product to develop, build, and prepare for series production over the course of a year. The interns are responsible for the entire project, and only receive support from other employees if they expressly request it. The topic for this year’s project was developing and producing a popcorn machine. Designing the heating container for the popcorn was a unique challenge, as interns needed to ensure operational safety and easy handling. Nevertheless, our interns

handled all the challenges and problems with flying colours, completing the machine on time for the intern fair in Aalen. It drew a wide public and lots of interest from exhibition attendees. The popcorn machine will also be on display at the IFFA 2019, where attendees can taste how well it works. Taste the quality - it's a philosophy even our interns can get behind.



CREDIT STANDING CERTIFICATE

REICH awarded the seal of safety

REICH Thermoprozesstechnik was awarded the “**CrefoZert**” the Creditreform credit standing certificate, in January 2019. CrefoZert combines the expertise of an independent rating agency with the largest economic database of German companies available. True to the motto of “Trust is good, but control is better” our customers and suppliers can now rest assured that **REICH** has certified excellent credit and is on sound financial footing. This makes **REICH** one of the 1.7% of German companies that fulfil the high certification criteria for the CrefoZert, meaning we stand not only for our full quality promise “taste the quality” but also for healthy and long-term business relationships.



2018 CHRISTMAS PARTY

Icy artworks and hot mulled wine

Just as they do to celebrate the end of every year, **REICH** and **E.F. Jaiser Blechbearbeitung** once again held a joint Christmas party. This year, 80 employees started off in buses from the Schechingen location in icy temperatures, headed towards Nördlinger Ries where they began by visiting Baldern castle to take a tour and gain interesting insights into the history of the noble family. The next destination was the newly opened 2nd Home Hotel in Nördlingen, which we fully booked out for our team on 12/14/2018. A variety of culinary snacks were available in an exclusive atmosphere. After reaching their rooms, attendees got another surprise, certainly a new experience for each of them. Ice blocks around 1.50 x 0.5 x 0.25m in size were set up in front of the hotel. After brief instructions, the organiser formed seven teams, each of them tasked with choosing a motif and carving it out of the block of ice in 3 hours. Around 5:00 PM, everyone had a break, and some attendees

used the time to visit the Nördlingen Christmas market.



Then our Managing Directors Steffen Jaiser and Tobias Layer provided a review of the 2018 fiscal year, which the company ended showing significant growth. They also gave a preview of the 2019 year. Afterwards, the evening drew to a close with an exquisite four-course menu. The next morning, we returned to Schechingen after enjoying breakfast together.

VIRTUAL REALITY 3D AT REICH

3D Box at the IFFA

In the future, customers and stakeholders will be able to experience **REICH** systems through interactive virtual environments. This will allow them to simulate planning details like accessibility or work processes in advance, answering many questions concretely and realistically. Moving in virtual space with the help of 3D glasses allows users to create and implement concepts faster, more reliably, and more efficiently.

Visit our 3D Box at the IFFA and see for yourself!



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