Beck Gewürze
und Additive GmbH

# meats 'n spices

Process Engineering | Recipes | Taste | Technology

www.beck-gewuerze.de



WORLD-CLASS QUALITY FROM GERMANY

# COOKED HAM CHAMPIONS!

## WE ARE THE TEAM!

At Beck, the extraordinary team spirit and good customer relationships are responsible for the company's success and fun at work. Your specialist consultants introduce themselves!

## TIME FOR BBQ!

BBQ spices and marinades for the perfect start into the BBQ season!

Beck
Gewürze und Additive

# WELCOME



## Dear customers,

An important trade fair such as IFFA always offers a great opportunity to personally meet friends and business partners – and to prove once again that Beck Gewürze und Additive follows a strictly customer-centred approach. We hope that you will find the time to visit us at **booth A10 in hall 12.0** for a nice cup of coffee!

Unfortunately, the general hustle and bustle at fairs mostly does not allow for more extensive talks. Therefore, we use the current edition of our meats'n spices magazine to inform you about the wide range of possibilities our **top products** open up for you in **the production of ham**. Our solutions are the result of year-long experience and the know-how of qualified experts from the meat-processing industries. We gladly adapt all our formulas individually to your demands – or prepare them for specific requirements in countries abroad.

**What's special about Beck:** Every formula is being developed and thoroughly tested under the field conditions of a meat-processing company.

And because the success of Beck Gewürze und Additive is significantly based on the good relationship between our employees and customers, we would like to introduce you to **all the colleagues** who work very hard **in our offices or in the field** every day in order to ensure your satisfaction as a customer.

Good and harmonious collaboration with everybody supporting each other is just more fun and enables us to move forward. This attitude does not only apply to the working atmosphere at our company, but particularly to our customer relationships. Our aim at Beck is to offer you the best possible advice and service at all times.

We hope that you will have an enjoyable read

*Manfred Beck and the entire team of Beck Gewürze und Additive GmbH*



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PART II

# THE SPICE EXPERTS

Since more than two decades, Beck Gewürze und Additive has managed to assert its position next to big players in the industry – with a convinced, loyal, and steadily growing base of customers. The company with headquarters in the Franconian city of Schnaittach decisively relies on well-structured processes and a clear corporate profile. These aspects form the basis of optimal and individual long-term customer relationships.

The strategy is to address customer demands and transform them into high-quality products instead of supplying the market with standard solutions. This requires flexibility, inventive spirit, and a perfectly attuned team.

The sales team proves that the chemistry is right at Beck Gewürze und Additive. All people involved are working hand in hand. When talking to employees, you quickly perceive what drives them: the ambition to establish good relationships among colleagues as well as with customers from all over the world. None of the Beck sales representatives is a typical sales person. Primarily, they are consultants with a mission – offering a whole lot of hands-on experience and professional expertise. Customer relationships are characterized by reliability and cordiality – business with a distinct human touch.



# „THE MULTITASKER"

Meat and sausages have been an integral part of Ralph Bauer's life since his early childhood: "I have grown up in the butcher shop of my parents and started my career in the industry directly after finishing school." And you will quickly notice that Ralph Bauer is doing his job with passion: "Raw sausage and ham have to see their master every day!", he laughs. On behalf of Beck, Bauer regularly visits customers in Germany and abroad, for instance in South Tyrol, Jamaica and Africa.

## Raw ham is the supreme discipline

As a consultant, he is also the main contact on the phone for customers who want to optimize the texture of their cooked ham or need a new bratwurst formula on short notice. Ralph Bauer's hobby horse is the manufacturing of raw ham. "Raw ham demands for profound expertise and experience in order to achieve the best possible ripening process. Therefore, Bauer spends a lot of time at Beck's in-house Technikum in order to test new manufacturing methods. He is very persistent when it comes to accomplishing his objective: "There's no such thing as `impossible´. I have never given up on a new development." At Beck, Bauer particularly appreciates the straightforward collaboration with his colleagues. He attaches importance to a good partnership with customers – at the phone and on-site. "I have a very diversified job – my tasks challenge and encourage me every day and give me great pleasure."

## PROFILE
## RALPH BAUER

- **APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE**
- **BUSINESS ECONOMIST**
- **MANAGER OF THE BECK TECHNIKUM, CONSULTANT**

# WHERE YOU CAN FIND US ...

From Armenia to Vietnam – Beck spices and additives are being applied everywhere in the world. With our motivated sales team and foreign affiliates in close proximity to our customers we ensure the optimal service for small, middle-sized, and large meat-processing enterprises.
The personal contact to our customers is both a chance and a challenge for us. We seize on regional specialities and transform them into innovative products for local and international markets.
Our sales department is aiming at longstanding and individual customer relationships. It is essential for us to offer solutions that can inspire enthusiasm. For this end our consultants readily offer their practical experience to optimize their customers' production process on-site.










# „MAN OF CLEAR WORDS"

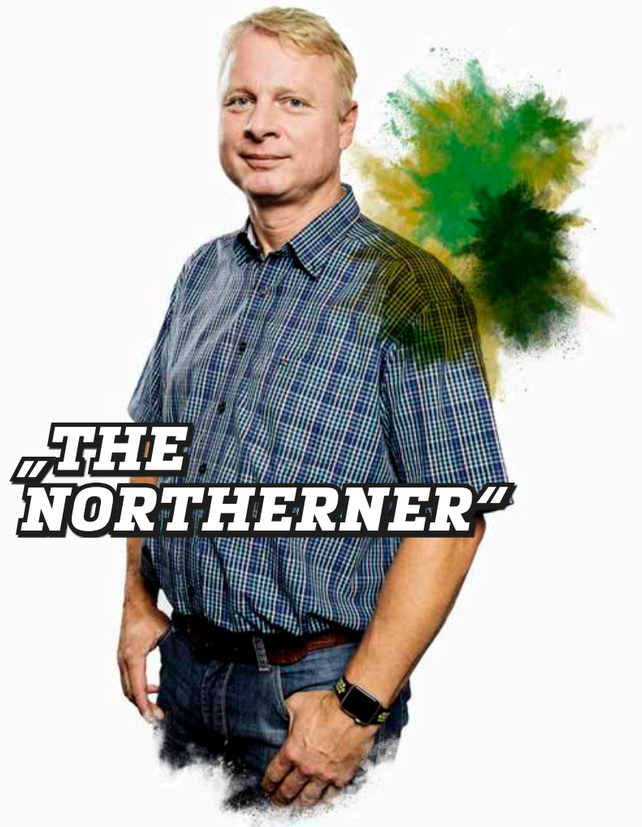
Mark Militzer beams with joy: „I love meat and sausages. And this is essential if you want to sell your products emotionally!" For the native of Thuringia meat processing is much more than a craft: "You become a butcher from conviction, like an artist", he proudly states and explains that each product is unique. "You cannot churn out a special ham, it's the quality that matters, and this, justifiably, comes at a price." In his friendly and direct manner, he adds: "Fast selling is bad selling." You have to gradually convince the customer of the product in order to point out its qualities. "Then the deal falls into place."

## Always at eye level

"I specifically love to sell raw sausages, scalded sausages and cooked cured products – because I like to eat them myself. Among my customers are craftspeople as well as middle-sized enterprises and industrial key accounts. It is particularly important to me to meet customers at eye level and to come across authentically. My motto: Do not demand anything of others you can get done yourself. Treat others like you want to be treated yourself." Militzer likes to work for Beck: "At Beck, you are treated respectfully as a human being and not like a mere number. I have plenty of individual opportunities to deal with the demands of our customers. It just fits perfectly."

## PROFILE
## MARK MILITZER

- **APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE**
- **OPERATIONS MANAGER AT A MEAT PROCESSING COMPANY**
- **SINCE 2013 SALES REPRESENTATIVE AND CONSULTANT IN THE SPICES INDUSTRY**
- **SINCE JUNE 2017 SALES REPRESENTATIVE AND CONSULTANT AT BECK**



# „THE NORTHERNER"

Heiko Dirks cannot deny his roots in the northern part of Germany. The qualified master butcher is an avowed early riser and – like most of his colleagues – grew up in a butcher's family. In the parental enterprise he gathered his first experiences as a sales representative. Heiko Dirks is still deeply rooted in the region where he was born – particularly with regard to food: "I love regional specialities, all those treats you have been familiar with from your childhood – and this is why I am still focussing on raw and cooked sausage products today." Until lately Dirks worked for a major corporation in the spices industry. But now he has moved to Middle Franconia, because he likes the family-run business of the Becks with its flat hierarchy and quick decision processes.

## Pioneering work

However, Heiko Dirks does not have to say good-bye to his homeland in the north. "I am looking forward to add some momentum to our sales activities in this region. This is a wonderful task for me to begin with at Beck." Dirks likes to be inspired by his customers and to provide new ideas for product development. He sees himself as a dedicated team player and appreciates the open exchange of ideas with his colleagues.

## PROFILE
## HEIKO DIRKS

- **APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE**
- **SALES REPRESENTATIVE**
- **SALES REPRESENTATIVE AND CONSULTANT IN THE SPICES INDUSTRY**
- **SINCE SEPTEMBER 2018 BECK SALES REPRESENTATIVE AND CONSULTANT**



# „THE BIO EXPERT"

Thorsten Ehlers has joined Beck in February 2019 and is the "new guy" in the sales team. However, he possesses year-long experience in the meat-processing industries. Normally mostly on the road in North and Central Germany, he also offers consulting on organic products for companies all over Germany. Whether small craft business or middle-sized company – Thorsten Ehlers has a specific passion for organic products. In this respect he is always the right expert for the optimization of production processes and products.

## Always welcome

With his customers, Ehlers normally has been maintaining friendly relationships for many years. He is happy when someone appreciates his advisory expertise and customers retain their loyalty after his joining the Beck sales team. "I do not want to be seen as the typical irksome sales representative. Customers should enjoy my visits, because I can provide them with useful solutions", says Ehlers. "I want to be on equal terms with my clients and also optimally support my employer." The collaboration with Beck has been the result of good relationships with several sales colleagues. "I am very happy that Beck has offered me the chance to apply my energies to the sales of organic products", says Thorsten Ehlers.

## PROFILE
## THORSTEN EHLERS

- BUTCHER, MASTER'S CERTIFICATE
- SALES LARGE OUTLETS AND ORGANIC PRODUCTS
- SINCE FEBRUARY 2019 BECK SALES FOCUSSING ON ORGANIC PRODUCTS



# „THE PROBLEM SOLVER"

Ottmar Dorsch is an "old hand" in the meat-processing industry. He has been acquainted with Manfred Beck for some time before actually joining Beck as a sales representative in 2015. It was clear right from the start that the collaboration would be a good match. "As a consultant I take care of customers in all parts of Germany on-site and on the phone. It is fascinating how tastes differ in the respective regions." Dorsch likes to work hard for his craft and industrial clients: "I am very persistent when it comes to solving problems or meeting challenges. This is what customers particularly appreciate."

## Standstill? Never!

Ottmar Dorsch thinks that honesty is essential and can easily approach people. He enjoys building and fostering close business relationships. "Most companies do not have enough time to deal with new developments themselves – and this is where we come into play with our advisory strength. Providing targeted and efficient support for our customers and thus build up confidence – this is my world." Lots of new ideas are continually emerging during this process, and Dorsch loves to drive innovations forward. According to his own words he has found his home at Beck Gewürze und Additive: "I love my job and to successfully represent our company."

## PROFILE
## OTTMAR DORSCH

- APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE
- INDUSTRY EXPERIENCE SINCE 1979
- PRODUCTION AND OPERATIONS MANAGER
- SINCE 2015 BECK SALES REPRESENTATIVE AND CONSULTANT







# „THE COSMOPOLITAN"

Stephan Füller has already travelled widely around the world in the course of his life. "I love travelling", says the qualified butcher who has been active in the spices industry since 1993. "I have always been interested in spices", explains Stephan Füller who still spends about 30 weeks per year travelling to customers and business partners all around the globe. His first destinations included Romania and Bulgaria, later also Finland, Sweden, Spain, South America, and the CIS countries. He particularly loves the Baltic states: "The people are incredibly warm-hearted, and Estonia produces truly exquisite marinades and convenience products!"

## Take inspirations home

On his extended tours abroad, Stephan Füller continually collects inspirations for new product developments. The experienced sales representative has joined Beck Gewürze und Additive because after years of working for industrial enterprises he wanted to commit himself to a middle-sized company with clear organizational structures again. "During my first interview with Manfred Beck I instantly felt, that the chemistry is right", says Füller. "I feel really comfortable here and experience a lot of appreciation and collegiality. I can do things my way." And how does Stephan Füller explain his success as a sales representative? "I have an entirely positive attitude and keep smiling all the time – even early in the morning!"

## PROFILE
## STEPHAN FÜLLER

- APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE
- SINCE 1993 SALES REPRESENTATIVE IN THE SPICES INDUSTRY (NORTH AND MIDDLE GERMANY)
- SINCE 2006 CONSULTANT IN THE SPICES INDUSTRY (EUROPE AND CIS COUNTRIES)
- SINCE MAY 2018 BECK SALES REPRESENTATIVE AND CONSULTANT



# „THE SWEDE"

Tommy Andersson is almost a "man of the first hour" at Beck: After his apprenticeship as a butcher and working at several companies in Sweden, he met Manfred Beck for the first time about 20 years ago. The two got along extremely well together, and Andersson soon joined the Beck sales team. Today he works for Beck as a freelance sales representative via Nimark and provides consulting services to craft businesses, middle-sized, and large companies in Sweden, Norway, and Finland.

## Top priority: customer satisfaction

It is very important for Tommy Andersson to keep pace with the demands of his customers. "Tastes and preferences keep changing over the years", he says. "Therefore, you always have to provide the right innovations for new trends." Andersson thinks that one of his biggest successes was to win one of Finland's biggest meat-processing companies for Beck – unsurprisingly, because customer satisfaction always has top priority for Andersson. Anyway, the diversity of Beck's portfolio also seems to convince Scandinavian customers.

## PROFILE
## TOMMY ANDERSSON

- TRAINING AS A BUTCHER, WORKING FOR SEVERAL SWEDISH ENTERPRISES
- SINCE 20 YEARS BECK SALES AND CONSULTING IN SWEDEN, NORWAY, AND FINLAND



# „THE SOLUTION PROVIDER"

It's not essential to sell things quickly", says Georg Strobl. "You have to provide solutions for customers, which help them to optimize their production processes." And this is what Georg Strobl loves about his job. If necessary, he also readily works on-site in the customer's factory in order to ensure the best possible results. In South Germany he mainly offers his services to local craft businesses, but also to several large enterprises.

### Provide support continually

As a Beck sales representative, Strobl is a true all-rounder. He is intimately familiar with all aspects of meat processing. But his personal passion is cured ham. "The best thing is when customers are happy about my visit and say: `He has always helped us along!'", says Strobl. The start of his career at Beck is somehow typical: "I first met Manfred Beck at a customer meeting. We just exchanged a few words and everything was clear."

## PROFILE
## GEORG STROBL

- BUTCHER MASTER'S CERTIFICATE
- SEVERAL YEARS OF WORKING IN THE PARENTAL BUSINESS
- SALES & CONSULTING REPRESENTATIVE SINCE 1994
- FREELANCE SALES REPRESENTATIVE FOR BECK SINCE 2003

Thomas Winter came to Beck Gewürze und Additive from Baden-Wuerttemberg in 2010 after working as a production manager and application engineer at a meat-processing company in the Black Forest for several years. "I first met Manfred Beck during a customer visit – and we liked each other at first glance. Since switching to Schnaittach I have been responsible for the sales region of South Germany – including Baden-Wuerttemberg, of course. I also take care of customers in Romania, Bulgaria, Russia and the successor states of former Yugoslavia."

### No preferences

"Raw ham, cooked and scalded sausages – I equally enjoy selling all products. I focus on the customer's requirements and wishes", says Thomas Winter. "I am travelling to meet customers on-site for about 30 weeks per year. When I am in Schnaittach, I also gladly help clients to solve problems and answer questions via phone." If clients are in need of quick solutions, Thomas Winter is the right person: "I never give up, and together with our customers we have already cracked several hard nuts. This also helps to strengthen business relationships that often turn into genuine friendships." Winter clearly states that he enjoys working for Beck: "Beck is a flexible and innovative family-run business – the overall framework is just perfect."



# „THE ALL-ROUNDER"

## PROFILE
## THOMAS WINTER

- APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE
- 5 YEARS PRODUCTION MANAGER AT MEAT PROCESSING COMPANY
- SINCE 2012 BECK SALES REPRESENTATIVE AND CONSULTANT





# DO YOU WANT TO WORK WITH THE SPICE EXPERTS?



**100 % TEAM SPIRIT**

The sales team of Beck Gewürze und Additive offers you an interesting field of activity with a lot of personal freedom to realize your full potential. We see ourselves as a fair employer with flat hierarchies and a distinctive team spirit. You directly represent our company at our customers. For this task we are looking for true, insightful, and proactive personalities with a distinct enthusiasm for our products. You already have completed your training in the meat-processing industries? You love to provide support and advice for customers and colleagues? You do not mind spending a lot of time traveling?

You commit yourself to us and we commit ourselves to you – with all the support you need, an attractive salary and many additional benefits. And the cooperative working atmosphere of a future-oriented family-run business.

## CONTACT

**Please send your application to:**
**Beck Gewürze und Additive GmbH**
**Kirschenleite 11 - 13, 91220 Schnaittach, Germany**
**E-mail: info@beck-gewuerze.de**



# „THE CHEERFUL ONE"

When talking to Lukas Kollender you will soon feel that you are in good hands. Every word reflects the enthusiasm of the sales representative from Saxony. His eyes reveal a very special, contagious kind of humour. Kollender trained as a butcher in the former GDR and joined Beck in 2008. For him, solving problems is the key to successful customer relationships. "You have to treat each company individually. Often customers tie themselves to one supplier for long periods of time. Then it is good to be able to spontaneously provide effective solutions. Of course, sympathy is also an essential factor", explains Kollender. Most of his customers are located in East Germany. "Before retiring, my aim is to stabilize Beck's market position in the Baltic Sea region."

### Enthusiasm for the products

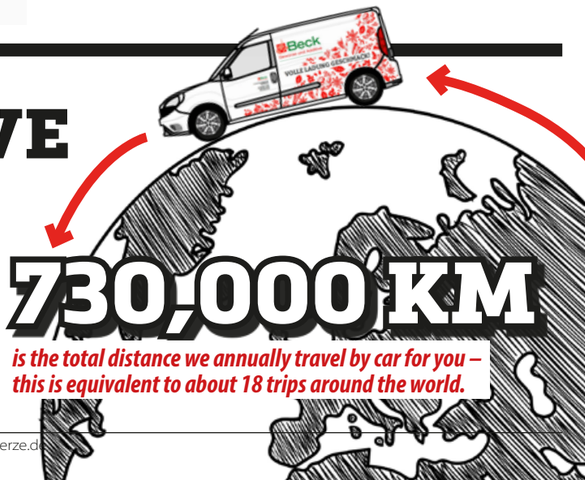
Kollender loves to sell all Beck products. However, he likes to swoon over raw ham: "There are so many regional varieties. The further you travel south the more people prefer their ham smoky." Kollender loves to win customers who are expanding their business and love innovative concepts.

## PROFILE
## LUKAS KOLLENDER

- BUTCHER APPRENTICESHIP IN THE FORMER GERMAN DEMOCRATIC REPUBLIC
- EMPLOYMENT AT A MEAT-PROCESSING CRAFT BUSINESS
- BECK SALES AND CONSULTING FOR EASTERN GERMANY SINCE 2008

# BECK ON THE MOVE

**10,421** *times we have visited*
OUR CUSTOMERS LAST YEAR.
*And we will provide even more service for you in the upcoming year!*




**730,000 KM**
*is the total distance we annually travel by car for you – this is equivalent to about 18 trips around the world.*

# YOUR TASTY START INTO THE BBQ SEASON!

**ORDER NOW: Phone: +49-9153-92290 · Fax: +49-9153-922920 · WhatsApp: +49-172-100 58 00 · E-mail: info@beck-gewuerze.de**



## Rindersteak Gewürzsalz

A hot grill and some coarse salt – you do not need much more for a good piece of beef. Our transparent seasoning salt refines this unpretentious beef treat with a subtle hint of pepper and onion to transform it into something sensational. No ballyhoo, but simply yummy!

**Art. Nr. 52.3177000**



## Spießbraten oG – Gewürzsalz

A harmonious and well-rounded seasoning salt that does not only tastefully go with spit roast, but also with other bits of beef, pork, or poultry: The exquisite seasoning mix contains a diverse selection of herbs and spices – an enticing all-rounder for every BBQ!

**Art. Nr. 52.3010100**



## Grill & Braten Gewürzsalz

A seasoning classic that is special simply because it wants to for all it is worth: The mix of coriander, chili, garlic, and white pepper perfectly rounds off the natural taste of any food to be grilled – without being too strong. Simply tasty!

**Art. Nr. 52.3150000**

## Würzöl für Grill- und Bratenprodukte oG

This delicately flavoured seasoning oil coats BBQ meat and roasts with a protecting, juicy, and savoury film. This helps to preserve the aromas of herbs and spices on the grill for longer and ensures delicious results – also optimally suited for high-standard convenience and kitchen-ready products.

**Art. Nr. 46.3300000**



## DIP, DIP, HURRAY!

### Barbecue Dip – mild

With this well-balanced powder mix, you create wonderful dips and barbecue sauces in less than no time! They transform every piece of meat, sausage, and even vegetables into an exciting experience. Can also be used as the basis for well-rounded meat marinades.

**Art. Nr. 45.4600001**





### Sweet-Chili-Sauce

Chilis are nightshades – however, as soon as the chili peppers make it into our Sweet-Chili-Sauce seasoning mix, their inconspicuous existence comes to an end: switch on the headlights, open your mouth and enjoy! This sweet spiciness, this surprisingly mild taste, this zesty treat ... take a bow! Applause! Encore!

**Art.Nr. 52.4221000**



## Curry Gewürzsalz Bombay oG

Here, every morsel is like a short trip to the Orient: The curry base of this exclusive seasoning salt carries your palate off on a savoury tour to India. And there is a lot to discover on the way: Hints of ginger, chili, and pepper perfectly round off the culinary expedition to the Eastern World. Clear travel recommendation for poultry and pork!

**Art. Nr. 52.1902501**



## Gewürzsalz Green Dream oG

A subtly balanced mix of herbs provides this seasoning salt product with a distinct green colour – enjoyable not only for the eye, but also for the palate. Beef, pork, or poultry: With this mix, every bite becomes an experience of freshness that delights with the stimulating flavours of onions, black pepper, and chili.

**Art. Nr. 52.3256000**



## Grillhähnchen – oG Gewürzsalz

The right seasoning is the basis for the delicate, crispy BBQ chicken everybody is craving for. In this seasoning, a mix of paprika, parsley, onion, and curry make for a particularly harmonious taste adventure – also ideally suited for the convenience industry.

**Art. Nr. 52.3080000**

### Place your order easily via WhatsApp:

Fill in the order form, take a photo with your smartphone and send it via WhatsApp to +49-172-100 58 00.

WhatsApp is available for download here:

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SoftFix Marinade **Gyros Fix oG**
A reddish-brown, MSG-free marinade with original Greek herbs, rounded off with a hint of garlic.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8591000**



SoftFix Marinade
**Lemongrass-Thai oG**
Fruity yellow marinade with lemon grass, coconut flakes, and mild curry. An exotic Far Eastern taste for steak, poultry and fish.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1297000**



SoftFix Marinade
**Bavarian mit Malt Whisky oG**
This unusual marinade captivates through its harmonious compilation of different herbs like parsley, wild garlic, chives, fine spices, green pepper, capsicum, garlic, and distinguished Malt Whiskey (1.2% alcohol by volume). For food connoisseurs!
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600006**



SoftFix Marinade
**Knoblauchfix Spezial oG**
A green marinade with a strong note of garlic, fine parsley and a classic spice mix. If you love garlic, you will love our marinade.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8597000**



SoftFix Marinade **Bella Italia oG**
A strong tomato red marinade with typical Italian spices. The marinade is extremely well suited for barbecuing and is characterized by its fruity tomato taste. Suitable for all types of meat. Without flavor enhancer.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1242000**



SoftFix Marinade **Klassik Rot oG**
A classic, bright red seasoning marinade. A typical BBQ and roast mixture made from pepper, paprika, nutmeg, and other ingredients. Delicious with every type of meat.
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600119**



SoftFix Marinade **Cafe de Paris oG**
This fine combination of herbs and spices is a declaration of love to the French cuisine. A well-balanced mix of garlic, turmeric, onion, cumin, brown sugar, chili, mustard, parsley, basil, and wild garlic.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8512300**



SoftFix Biermarinade
**„Alois" Top oG**
For connoisseurs! Pleasant hot red marinade with hop and malt aromas. 100% taste, zero alcohol.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1293000**

NEW



SoftFix Marinade **Orange Chicken**
Delicate orange-coloured marinade, rounded off with sweetish, fruity, and spicy aromas. Excellently suited for poultry, fish, and white meat products.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1284400**

NEW



SoftFix Marinade **Red Pepper**
Tasty brown marinade with an intense touch of black pepper, particularly suited for grill steaks, beef steaks, pork belly, or even spareribs.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1285400**



SoftFix Marinade
**American RibRub oG**
Well-balanced, reddish-brown marinade with a sweet and sour note, characterized by it's smoky honey taste.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1285000**



SoftFix Marinade **Colorado**
This is a finely seasoned reddish marinade with a spicy note and coarse spices. It is especially well-suited for grill steaks, beef steaks, pork belly or spare ribs. Black pepper, paprika, and coriander give this marinade a rustic look.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1284500**



SoftFix Marinade **Rio Grande**
This is a finely seasoned, intensive red marinade with a spicy note. Especially suited for grilling steaks and other barbecue specialties. The intense color gives the perfect look to all meats, thanks to its colorful spices like mustard seeds, pepper, chili, and carrot granules.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1284705**



SoftFix Marinade
**CrossoPikant Plus oG**
Delicious, reddish-brown marinade. An abundance of herbs and spices turn this marinade into a culinary pleasure.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1291000**



SoftFix Marinade
**Klassik Kräuter oG**
A marinade with a typical herb butter character. Classic herbs like thyme, oregano, rosemary, marjoram, and wild garlic, well balanced with onion, garlic, and fine herbs.
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600120**



SoftFix Marinade
**African Sun-Sky hot oG**
This flame red marinade is as hot as the African sun. The fiery heat of our chili-honey flavor is captured by mild tomatoes and a hint of garlic.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8512100**



SoftFix Marinade
**ZwieBärSahne oG**
A distinctive marinade with coarse cut onions, delicious herbs and spices gives every steak an inimitable taste.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8540000**



SoftFix Marinade
**Hubertus Fix oG**
A marinade with a special touch. Lots of herbs and mushrooms are the base for this specialty.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8556000**



SoftFix Marinade
**HeimatKräuter oG**
A greenish-brown exclusive marinade with a special spicy note. A large portion of native and local herbs accentuates the taste of this marinade.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8557000**



SoftFix Marinade **Texas Rodeo oG**
Ready-to-go, red marinade with a special note. This well-balanced mixture of chili, paprika, herbs, and hickory-smoked flavor turns this marinade into a taste sensation.
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600012**



SoftFix Marinade **CeylonCurry oG**
A delicious yellow marinade with curry, turmeric and mustard. Rounded off with sweet and slightly hot Asian spices. Extremely suitable for poultry, fish, and white meat.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8530000**

# BECK SOFT FIX MARINADES

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NEW



SoftFix Marinade **Sweet Teriyaki**
Sweetish brown marinade that adds some powerful flavor to meat and fish. Garlic, chili, and onions provide the marinade with its typical spicy taste.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1285500**

NEW



SoftFix Marinade **Sweet England**
Red marinade with the fruity sweetness of plums and the spiciness of chili, rounded off with junipers. A truly American BBQ treat - for much more than just pieces of chicken. 3% Gin (37.5% alcohol by volume).
**Dosage: 100 g/Kg** **Art. Nr.: 46.1285600**



SoftFix Marinade
**Kräuterbutter Top oG**
Our green herb butter marinade captivates with its pleasant taste of butter, herbs, and garlic.
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600014**



SoftFix Marinade **BBQ Top oG**
A classic red BBQ marinade with a slight spicy but sweet note. Chili pieces, honey, and smoke make this marinade unique.
**Dosage: 100 g/Kg** **Art. Nr.: 46.1280010**

NEW



SoftFix Marinade **Pfläumli**
The classic among liqueurs – as an ingredient of a fruity and sweet marinade that adds a unique note to meat products with its combination of spices and fruit. A dash of vodka distinctly rounds off the marinade. BBQ American style! 3% Vodka (40% alcohol by volume).**Dosage: 100 g/Kg** **Art. Nr.: 46.1285700**



SoftFix Marinade
**Senf-Meerrettich oG**
A rich mustard and horseradish seasoning combined with delicate dill turn this marinade into a true delicacy.
**Dosage: 100 g/Kg** **Art. Nr.: 46.9600115**

NEW



SoftFix Marinade **BEEF Brillant**
Aromatic marinade with a natural look and taste, perfectly suited for any kind of beef. A selection of exquisite spices, herbs, and an intense touch of black pepper provide the perfect taste for every steak.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8592400**



SoftFix Marinade **Rote Glut oG**
A glowing red marinade classic. Strong fragrant of paprika and chili flavors. This marinade is a must for every butcher's BBQ counter.
**Dosage: 100 g/Kg** **Art. Nr.: 46.8515000**



**BIO**-SoftFix Marinade
**BBQ Sunset**
A reddish marinade with a hearty flavor. Especially suited for grill steaks, beef steaks, pork belly, or even spareribs. A hearty onion and pepper taste with a fruity tomato base and a few herbs.
**Dosage: 100 g/Kg / Art. Nr.: 46.9700200**



**BIO**-SoftFix Marinade
**RockyBBQ**
A rustic marinade with a spicy flavor. Especially suited for grill steaks, beef steaks, pork belly, or even spareribs. Coarsely ground spices like black pepper, onion, paprika, and coriander add a special note to this fine marinade.
**Dosage: 100 g/Kg / Art. Nr.: 46.9700100**

BeckBio

## BECK ORGANIC SOFT FIX MARINADES



**BIO**-SoftFix Marinade **Curry**
Delicious yellow marinade with curry and turmeric rounded off with sweet and hot Asian spices. Extremely well-suited for poultry, fish, and white meat products.
**Dosage: 100 g/Kg / Art. Nr.: 46.9700400**



**BIO**-SoftFix Marinade
**Klassik Kräuter**
A light-coloured marinade with a typical herb character. Classic herbs like parsley, marjoram, thyme, and oregano, finely balanced with onion, garlic, and delicous spices.
**Dosage: 100 g/Kg / Art. Nr.: 46.9700300**


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**NEW SERIES:**

**You would like to learn more about the production and diversity of tasty meat products? From cured ham to the wide variety of international sausage specialities: In the upcoming editions of meats'n spices we will always focus on one specific product category. With a whole lot of tips from the pros for pros!**

# TENDER! JUICY! SIMPLY DELICIOUS!

## THE ULTIMATE WAY TO CREATE MAGNIFICENT HAM

COOKED HAM OFFERS AN UNMATCHED DIVERSITY OF TASTES AND IS ONE OF THE MOST POPULAR PRODUCTS AT THE BUTCHER'S COUNTER WORLDWIDE. BEWARE: THE FOLLOWING PAGES MIGHT INCITE VORACIOUS APPETITE!







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## ALL ABOUT COOKED HAM:

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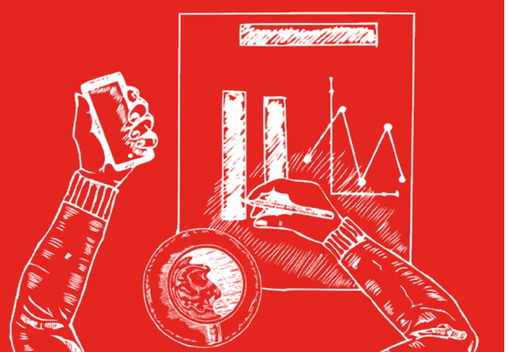
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Application technology centre with most modern machinery

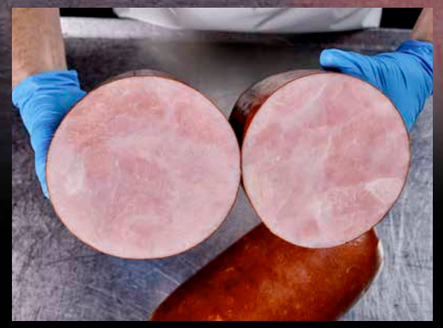





# GERMAN QUALITY MADE TO MEASURE

## COOKED HAM

Tasty cooked ham that gets its spicy flavour from the powdery, phosphate-based brine "**20.0052000 SchinkenQuick Tradition P**" – with extraordinary slice consistency and optimal binding. Cured ham can either be produced in a ham mould with **FoodCover** or delivered in sausage casing.



## BACON

With the traditional bacon brine **"20.4330000 SchinkenQuick Farmer Bacon 35"** you will be able to achieve the typical hearty bacon taste along with a large output. Whether as breakfast bacon going with the fried egg, sliced on a sausage plate, or as a crunchy BBQ speciality: Bacon enriches almost any dish with its spicy and smoky flavour.







## TRADITIONAL HAM

High-quality cooked ham, appreciated by almost all meat lovers. The characteristic subtle flavour can be achieved with our all-rounder **"20.00530000 Schinken-Quick Tradition BP"**, a powdery, phosphate-based brine that also offers the best possible slice consistency. In a meat net, smoked, or with different decorative coatings – the traditional ham is one of the best-selling products in any butcher's counter.



## BUTCHER'S HAM

Popular ham variety with a smooth and fruity flavour that also delights sensitive palates. The perfect ham to be combined with asparagus, bread, or some light summer vegetables. The liquid brine **"20.2661210 SchinkenQuick Liquid Gourmet"** ensures optimal slice consistency. Normally, the butcher's ham is produced in a square shape or in a round shape with a grooved surface.



"STRICT STANDARD CRITERIA FOR THE DIFFERENT VARIETIES OF COOKED HAM HELP THE CONSUMER TO ENJOY PRODUCTS IN THE DESIRED QUALITY."

The professional manufacturing of cooked ham does not only demand for love and passion for the product, but also profound know-how, experience, and knowledge about the standards cooked ham variants have to meet in order to be allowed on the market.

In Germany, there are clear guiding principles for the manufacturing and the consistency of cooked cured meat products. For instance, respective products made of pork have to contain at least 19 % meat protein in the fat-free parts. With beef or veal, the minimum value is 18.5 %. In case cooked cured products are labelled with highlighting specifications such as "Delikatess-Schinken", the amount of meat protein in the fat-free parts has to be one percentage point higher.

For the calculation of the extraneous water content of pork and beef, an average value of 3.6 is taken as a basis for the water/meat protein ratio. The average water/meat protein ratio for poultry (chicken, turkey) has been defined at 3.4 (breast) and 4.0 (thighs) respectively. Different regulations apply to international markets and have to be considered in the manufacturing of goods for export for instance.

## COOKED CURED HAM 60 % INTERNATIONAL

A cooked cured ham variant produced and appreciated abroad. The brine **"20.3095000 SchinkenQuick 60 NEW oG"** allows for high injection quantities up to 80 % and a particularly large output – without any splitting or fibrous textures. The products can either be delivered in sausage casing or cooked in one piece.



## KASSELER

With the powdery brine **"20.2631002 SchinkenQuick Kasseler"** you enhance pork with the typical, intense flavour of Kasseler. The product has a soft and appetizing reddish colour and preserves its subtle meat texture. Kasseler made of pork chops often matures hanging, while pork neck products are mostly processed in collagen casings.



# FORMULA

## TRADITIONAL HAM
## RNR.01.499-7

**MATERIAL:** Pork topside and silverside in one piece
**INJECTION:** 20 %
**BRINE:**
83.00 kg water/ice
12.00 kg nitrite curing salt
5.00 kg Schinken Quick Tradition BP 20.0053000
100.00 kg total

**PROCESSING/MANUFACTURING NOTES:**
Pay attention to optimal meat quality and maturity level (three days after butchering at the minimum).
Put into the tumbler directly after injection. Use optimally configured programmes.
**TUMBLER:** Non-stop operation 1 hour at 9 rpm; total time: 12 hours, 10 min working, 20 min pause at 10 rpm.
Afterwards, tightly wrap the ham with foil, apply fitting meat net and clip the ends.
**SCALDING:** At 76 – 78 °C until 70 °C core temperature
Optionally slightly smoke the cured ham at 40 °C





**DekorWürz Knoblauch-Kräuter**
The hearty decorative seasoning enhances the unsmoked ham with an appetizing coating of herbs
**Art. Nr.: 52.5064000**

### What does it take for a product to be labelled "cooked ham"?

The term "ham" – also in word compounds – must be applied exclusively to products of at least superior quality. These products contain pieces of meat that have been cleared of any rinds, jelly and the covering fat tissue and contain a minimum of 85 % of meat albumin free of connective tissue protein. This value is used to measure the lean meat content.
For cooked cured meat products that do not meet the requirements regarding the minimum protein level the term "ham" is not applicable. These products must be sold with product designations that distinctly specify the real character of the product and help to avoid any possibility of confusion with ham, cured ham and pressed ham.
Cooked ham is mostly made of pork. However, the market also provides products containing meat of beef, poultry and other animals. If they contain meat from animals other than pork, the animal species must be specified – as in beef ham or turkey ham. Ham consists of whole pieces of meat such as topside and silverside, thick flank and/or hip. As long as no other pieces of meat are specified, parts of the leg are used for the production of cooked ham.

Shoulder of ham has to meet the same chemical minimum standards. If the product contains other pieces of meat, this must be made clear in the product specification, such as in rolled fillet of ham.

### Different kinds of cooked ham

In Germany, clear categories have been defined for the different sorts of cooked ham in order to provide information for the customer regarding production method and product quality:

**Traditional or classic ham:** This term implies traditional craftsmanship. The ham consists of meat from the topside and silverside as well as optionally from the flank and/or hip without bones. All pieces of meat come from one animal and remain in their natural tissue structure and can be covered with fat and rind.

**Butcher or master ham:** Consists of meat from the topside and silverside and occasionally some pieces from the flank or hip. During the production process the pieces of meat are not dissected and are manually placed in ham moulds – optionally with or without fat and rind.

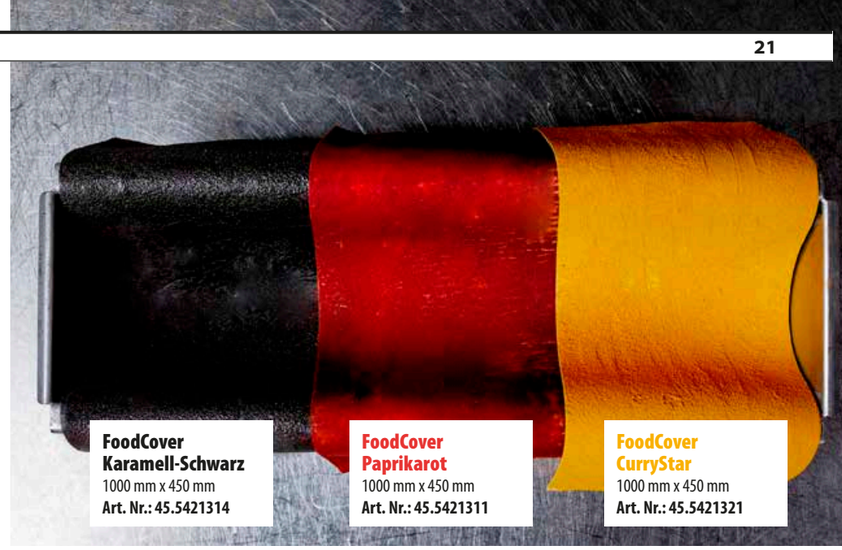
**Cooked ham, consisting of merged pieces of meat:** The pieces of meat are mechanically filled into casings or moulds. The ratio of pieces of meat of a weight of 250 g each must amount to at least 80 %. Muscular abrasion during manufacturing must not exceed a value of 3 volume percent. These products contain a minimum of 90 % meat albumin free of connective tissue protein.

**Pressed ham, consisting of merged pieces of meat:** The pieces of meat can be chopped up in smaller parts, however, cuttered or ground meat must not be used during production. The muscular abrasion from muscular protein during the manufacturing process must not exceed the value of 5 volume percent (poultry meat products: 10 volume percent). These products contain a minimum of 90 % meat albumin free of connective tissue protein.

For similar products made of pork shoulder, designations such as **pressed ham, consisting of merged pieces of meat** are being applied.







**FoodCover Karamell-Schwarz**
1000 mm x 450 mm
**Art. Nr.: 45.5421314**

**FoodCover Paprikarot**
1000 mm x 450 mm
**Art. Nr.: 45.5421311**

**FoodCover CurryStar**
1000 mm x 450 mm
**Art. Nr.: 45.5421321**

## *DID YOU KNOW ...?*

... that **every German citizen** eats about **2.5 kg of cooked ham per year**? We are pretty sure, that this might be partly due to **Beck's tasty seasonings** ... ;-)



Source: Deutscher Fleischer-Verband: Jahrbuch 2018, Verzehr von Fleischerzeugnissen, p. 83





Beck innovation: Our FoodCover seasoning foils can enthuse the most sensitive palates and offer countless opportunities for a strong-selling product presentation.




# PARADE OF BRILLIANT HAMS

## FORMULA

BUTCHER'S HAM
RNR.01.499-4

**MATERIAL:** Pork topside and silverside, separate, optionally with some bacon
**INJECTION:** 20 %
**BRINE:**
83.00 kg water/ice
12.00 kg nitrite curing salt
5.00 kg Schinken Quick Liquid Gourmet oG 20.2661210
100.00 kg total

**PROCESSING/MANUFACTURING NOTES:**
Pay attention to optimal meat quality and maturity level (three days after butchering at the minimum).
Closely follow instructions and monitor injection process.
**TUMBLER:** Non-stop operation 1 hour at 9 rpm; total time: 12 hours, 10 min working, 20 min pause at 10 rpm.
Afterwards, manually pack the ham into prepared moulds and close them.
**SCALDING:** At 76 – 78 °C until 70 °C core temperature.
Optionally slightly smoke the cured ham at 40 °C.





From traditional to industrial: Beck provides the best formulas for all cooked ham varieties – with all brines, seasonings, and tips for the optimal production process.

## DID YOU KNOW ...?



... that we develop about **1,000 new formulas** for our customers **per year**

Beck has its own pilot plant where qualified experts continually try and test new formulas – and even provide convincing solutions on very short notice.

Cooked ham is a cooked cured meat product. It consists of cured pieces of meat that are cooked before consumption and sometimes even smoked at warm temperatures of about 50 °C at the minimum. Normally, whole muscle groups are used for cooked cured meat products. Specific labelling regulations apply for products consisting of chopped meat, such as pressed ham.

In most cases, manufacturers choose meat from the pork leg – however, other pieces of pork meat can also be used. If the meat of other animals – such as beef, veal, or poultry – is included, this has to be made transparent for the consumer in the product labelling.

Cooked ham mainly consists of whole pieces of meat from the topside and silverside, flank, and/or hip. Pressed ham is produced from the pork shoulder, while Kasseler can be manufactured from pork cutlet (with bone) or neck (without bone). Cooked rolled fillets of ham are produced from fat- and tendon-free parts of the fillet cutlet (without bone).

### Perfect meat quality for high-class cooked ham

If you want to achieve optimal results in the manufacturing of cooked ham, you should avoid the processing of pieces of meat with visible or measurable flaws. Thus, the use of watery and pale PSE meat causes undesirable faults in the texture and colour of the ham which significantly impair the quality of the final product. However, things are different with DFD meat from animals with a genetic and physiological stress sensitivity: In some cases, this material can be used for the manufacturing of cooked cured meat products. However, the final product might have e reduced storage life. In any case, the pH value of the meat should be higher than 5.6 for cooked cured meat products.




The correct pH value of the meat (5.6 at the minimum) to be processed is essential for the quality of the final product in the manufacturing of ham.



Traditional ham – the final step in the production process: After scalding up to a core temperature of 70 °C, the wonderful piece can finally be smoked in order to provide it with an even heartier flavour.

### Careful preparation – more than a matter of form

Of course, it is necessary to remove watery deposits in the tissue, bloody spots and glands before processing the meat. Furthermore, for products that should offer a good slice consistency, all external fat, tendons, and fascias have to be removed from surfaces that are in contact with other pieces of meat. Larger companies use machines for the skinning and derinding of the meat in order to ensure the optimal protein yield.

# FORMULA

## COOKED CURED MEAT PRODUCTS 60 % INTERNATIONAL RNR.01.500-2

**MATERIAL**: Pork topside, silverside pure, pork loin without bone
**INJECTION:** 60 %
**BRINE:**
90.00 kg water/ice
5.00 kg nitrite curing salt
5.00 kg Schinken Quick 60 NEW oG 20.3095000
100.00 kg total

**PROCESSING/MANUFACTURING NOTES:**
Pay attention to optimal meat quality and maturity level (three days after butchering at the minimum).
Closely follow instructions and monitor injection process.
**PRODUCTS TO BE DELIVERED IN CASINGS:** Squash the injected pieces of meat over the spiral screw of the meat grinder and put it into the tumbler.
**WHOLE PIECES OF MUSCLE:** Put the whole pieces into the tumbler.
**TUMBLER:** 1 hour at 9 rpm; total time: 12 hours, 10 min working, 20 min pause at 10 rpm.
Put the meat mixture into the filling machine to fill it into prepared synthetic casings or attach meat hooks to the whole muscle pieces for further processing.
Dry at 70 °C. Afterwards smoke at 70 °C at the desired smoke intensity. Scald at 78 °C until a core temperature of 70 °C is reached.



# COOKED HAM INTERNATIONAL

The manufacturing of cooked cured meat products for countries abroad requires specific brine additives which significantly differ from those used in Germany. Depending on national regulations, starches, vegetable proteins (e. g. soya, peas), animal proteins (collagenous or globular proteins, haemoglobin, whey proteins, lactoproteins), thickening agents (e. g. carragen, carob bean gum, xanthan gum), polyphosphates, and colouring agents can be used.

These ingredients are supposed to stabilize and bind the high amounts of brine in the meat. The final product should still taste of meat, have a natural appearance, and a firm, meaty texture. This can only be achieved by means of multi-needle injectors and a careful tumbling process to evenly spread the high amounts of brine in the meat and then activate the meat protein. Muscle ruptures with deposits of brine should be avoided.

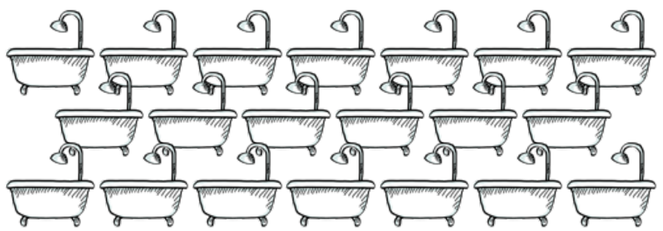


Cured ham 60 % can be manufactured as an industrial product from chopped pieces of topside and silverside. The material is filled into casings and ensures high outputs. People in former Eastern bloc countries particularly appreciate cured ham 60 % made of pork loin, which is placed on grids to be smoked without casing, meat net, or mould.



## DID YOU KNOW ...?

... that we produce **3,000 litres of brine*** per year for **cooked ham tests**?



* This is equivalent to about 20 filled bathtubs





## BY THE WAY: BECK ALSO PROVIDES YOU WITH THESE ACCESSORIES!




# INJECTION DETERMINES THE QUALITY OF THE FINAL PRODUCT

### COOKED HAM BRINE: IT'S THE RIGHT MIX THAT MATTERS

*(practice-proven example)*
**83 %** iced water (e. g. 70 % cold water + 13 % ice)
**12 %** nitrite curing salt
**5 %** ham brine
**Please note:** All components of the brine must be completely dissolved before starting with the injection.
**Recommended mixing sequence:**
Water → ham brine (powder) and other additives → nitrite curing salt → ice
**Or:** Water → nitrite curing salt → ham brine (liquid) → ice



From roast to chili, juniper, and cinnamon: Beck Gewürze und Additive offers you ready-to-use brine additives in many different flavours:
Art.-Nr. 30.5200001 LakeWürz Holunder Traum Liquid
Art.-Nr. 30.1140000 LakeWürz Honig
Art.-Nr. 30.1090000 LakeWürz Italia oG
Art.-Nr. 30.5200000 LakeWürz ST

When preparing the brine, the ratio of water and ice should ensure that the brine is as cold as possible without any ice appearing at the surface. Non-melted ice is not available for the brine and increases the salt concentration in the ham. The result is that the desired brine composition gets out of balance. The water/ice ratio should be adapted depending on the temperature of mains water, which can be subject to seasonal variations.

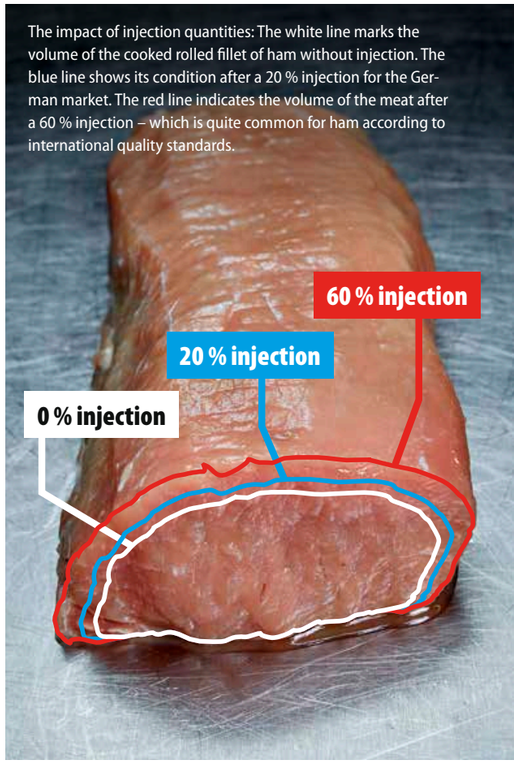
The prepared pieces of ham or meat are injected with the respective amount of brine. The amount of brine has to be adapted to the further manufacturing process and related losses.

If ham is cooked in impermeable moulds or casings, only small amounts of brine should be injected, because there are hardly any losses. With large injection quantities, the minimum amounts of protein might not be reached. When using permeable casings, moulds, or an open cooking process, a larger amount of brine can be injected.

### Country-specific brines

The amount of injected brine has an impact on the taste, succulence and texture of the cooked ham. Products sold in Germany do not exceed an injection quantity of 20 %. However, this does not generally apply to foreign markets. These might have different requirements as popular popular products often significantly differ from those on the German market.

High injection amounts ensuring high output rates are often desired – 50 – 80 % or even higher. Sometimes products consisting of ground meat are labelled "ham", even though they are more similar to scalded sausages.




The impact of injection quantities: The white line marks the volume of the cooked rolled fillet of ham without injection. The blue line shows its condition after a 20 % injection for the German market. The red line indicates the volume of the meat after a 60 % injection – which is quite common for ham according to international quality standards.



Cooked cured meat products 60 % International meet the quality requirements and customer demands in many countries all over the world.

The manufacturing process of high-quality cooked cured meat products requires experience, sensitivity, and first-class ingredients. The tumbling process should start relatively quickly after the brine injection so that not too much brine could leak out of the meat. However, it is difficult to provide precise recommendations because of the differences between the machines that are being deployed in this process step.

In any case, it is essential to work at a tumbling temperature between 0 and maximally +4 °C. While the machine is running there should be a full vacuum in the tumbler.

Be careful not to put too much meat into the tumbler in order to enhance the massage effect achieved through the movement of the pieces of meat in the drum. Yet, if the load is too small, the massage effect may turn out too weak. Therefore, it is necessary to individually figure out the optimal load.

# COOKED HAM. THE SECRETS OF THE PROS

## DID YOU KNOW ...?




... that we manufacture **2 tons of ham** for customer product presentations per year?



Kasseler from the pork neck is often put into meat nets for the smoking process, Kasseler from pork loin with bone mostly gets hung up on hooks for the following working steps.







Particularly in Eastern-European countries a popular delicacy: Ham 60 % made of pork neck, placed on grids and smoked.

Depending on the intensity of the tumbling process, the finished cooked cured meat products obtain different textures. The applied additives also have an impact on the result. The more intense the process, the smoother and glassier the outcome. If you choose a slow tumbling programme with a small number of rotations per minute, the ham will have a more natural appearance and fibrous texture.

### Attuned to the final product: thermal processing

The main purpose of thermal processing after the tumbling is to increase the storage life of the final product. However, the process has to be aligned to the following manufacturing steps: Do you want to produce smoked ham? Shall the ham be scalded in impermeable moulds? Are you planning to treat the ham with steam or rather with hot air? Will you apply delta T cooking?

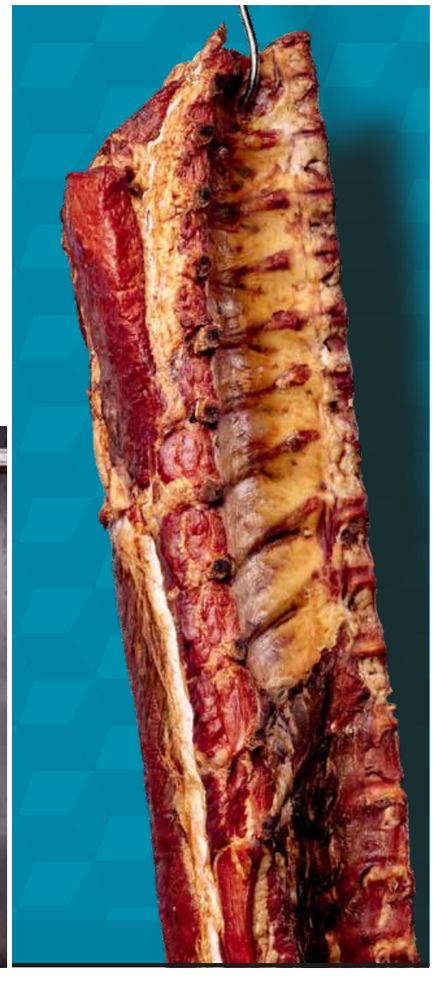
In general, the storage life of the finished product increases with the core temperature and a possible hold time. Yet, this only works out if no recontamination takes place after the scalding process.

# FORMULA

## KASSELER/KASSELER NECK RNR.01.499-9

**MATERIAL**: Pork loin with bone, Pork neck without bone
**INJECTION:** 20 %
**BRINE**:
85.00 kg water/ice
10.00 kg nitrite curing salt
5.00 kg Schinken Quick Kasseler 20.2631002
100.00 kg total

**PROCESSING/MANUFACTURING NOTES**:
Pay attention to optimal meat quality and maturity level (three days after butchering at the minimum).
Closely follow instructions and monitor injection process.
**KASSELER WITH BONE:** Put the pieces of meat into the brine overnight.
**KASSELER FROM THE NECK:** Tumbler: total time: 10 hours, 10 min working, 20 min pause at 10 rpm.
Hang the necks up to dry. Place Kasseler with bone on grids for final processing.
**DRY:** at 70 °C. 1 hour.
**SMOKE:** 70 °C. 30 min.
**DRY:** 70 °C. 10 min.
**SCALDING:** 76 °C until a core temperature of 68 °C is reached.

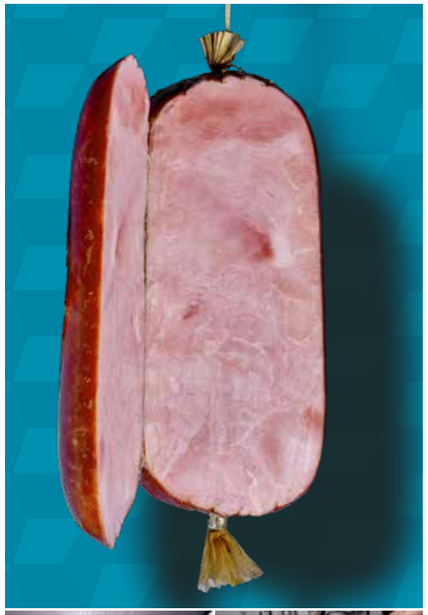


# FORMULA

## COOKED HAM
## RNR.01.499-8

**MATERIAL:** Pork topside and silverside, pure, separate
**INJECTION:** 20 %
**BRINE:**
83.00 kg water/ice
12.00 kg nitrite curing salt
5.00 kg Schinken Quick Tradition P 20.00520000
100.00 kg total

**PROCESSING/MANUFACTURING NOTES:**
Pay attention to optimal meat quality and maturity level (three days after butchering at the minimum).
Put the meat into the tumbler directly after injection and use optimally configured programmes.
**TUMBLER:** Non-stop operation 1 hour at 9 rpm; total time: 12 hours, 10 min working, 20 min pause at 10 rpm.
Afterwards, manually put the ham into permeable casings or stainless steel moulds.
**SCALDING:** At 76 – 78 °C until 70 °C core temperature.
Optionally, pressed ham in casings can be smoked in a further working step.











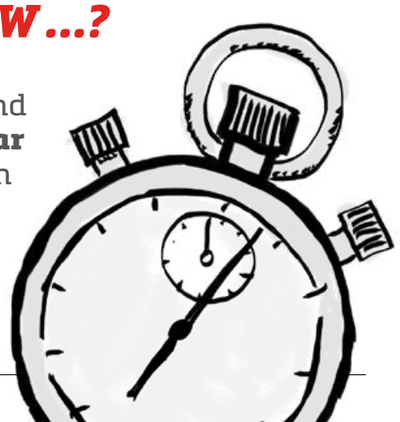

Not only end consumers are more discerning than ever today, but also our customers in the industries and craft businesses", says Rolf Sommer, manager research & development at Beck Gewürze und Additive. "They study lists of ingredients and demand more and more products with less additives. With our solutions, we also want to address this trend." The Technikum is the "witches' kitchen" at Beck Gewürze und Additive. Here, new formulas are being tested and innovative products prepared for their going-to-market. However, only products that meet the company's high quality standards will leave the Technikum. "This is a great place to play out our creativity", says Timo Franz, Rolf Sommer's colleague in the product development department. "Both of us come to the office with new inspirations every day, which then find their way into our current projects."

Convincing result: The cooked cured meat product 60 % International from pork loin has been smoked on a grid and delights with perfect colour and texture. A real treat that is very popular with our partners in Eastern Europe.

The special thing about Beck Gewürze und Additive is that not only the employees at the Technikum strive for innovation. It is understood that the specialist consultants in the field come back with fresh ideas and hand them over to the crew at the Technikum. "The specialist consultants connect us to our customers", says Rolf Sommer. "They show us how culinary trends develop worldwide." Ralph Bauer, ham expert at Beck Gewürze und Additive, adds: "We take up trends from all over the world und transform them into new products."

## DID YOU KNOW ...?

... that we spend **9,720 hours per year** at our Technikum to develop new products?







"SOMETIMES WE INTUITIVELY COME UP WITH THE WILDEST IDEAS, WHICH THEN RESULT IN GREAT PRODUCTS."

### You learn more when talking to your customers

Maybe this is the success formula of Beck Gewürze und Additive. Product development and Technikum are no ivory towers with specialists out of touch with the real world. On the contrary: Rolf Sommer, Timo Franz, and Ralph Bauer are very sensitive regarding the demands of customers. They are contact persons and problem solvers at the same time. Often, customers require new formulas on short notice or need some support with more complex manufacturing steps. "Sometimes, customers phone us up, because they need a new cooked ham formula, and the product has to be available as soon as possible", explains Ralph Bauer. "Then we put our heads together, discuss the relevant ideas and perform a few quick tests at our laboratory. If things have to happen quickly, we can provide custom-tailored solutions within the shortest possible time."
"There are no limits to our creative spirit at Beck", adds Ralph Bauer. "We come up with the wildest flavours that often work brilliantly in the final product. Some ideas are the result of discussions. Crazy concepts often get re-worked into successful products. We have new developments going on all the time."

# FORMULA

## FARMER BACON COOKED/ COOKED BREAKFAST BACON
## RNR.0.1079-1

**MATERIAL:** Pork belly (without cartilage and rind)
**INJECTION:** 35 %
**BRINE:**
88.00 kg water/ice
7.00 kg nitrite curing salt
5.00 kg Schinken Quick Farmer Bacon 35 20.4330000
100.00 kg total

**PROCESSING/MANUFACTURING NOTES:**
Prepare brine as shown. Carefully follow injection instructions and test.
**TUMBLER:** Non-stop operation 1 hour at 9 rpm; total time: 12 hours, 10 min working, 20 min pause at 10 rpm.
Cover Eberhardt expanded metal grid moulds with Bacon Papier Spezial 600x1200 mm (Art.-Nr. 70.9877119) and compactly place the pieces of bacon on them. Use spindle to apply pressure.
Put press into the chamber and finish bacon with the appropriate programme. Store bacon in cooling chamber overnight.



Perfect bacon job: At our Technikum we test the practicability of all formulas under real-life conditions.

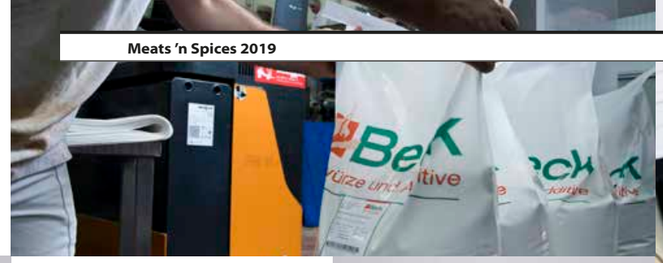








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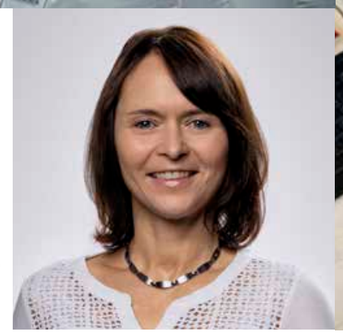
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# INNER VALUES THAT COUNT

If you had to describe the working atmosphere at Beck Gewürze und Additive in one word, the term "team spirit" would obviously be the most appropriate. The team at Beck "lives" this spirit across all departments – to the advantage of our German and international customers. Our friendly internal consulting and sales team is permanently in direct contact with the colleagues in the field, research & development and manufacturing departments. This enables us to address even highly complex customer requests and orders extremely quickly.

Optimal availability and promptness are essential factors for us. Because customers often not only have to rely on deliveries on short notice, but also instantly need professional tips to solve production issues.

## Together for our customers

"At Beck the customer is king, even if things have to be done really fast", says Manuela Beck, managing director. "Our teams are so well attuned to each other that they are able to provide solutions instantly in most cases. This only works out, because everyone supports the entire team with her or his individual strengths and skills."

And this is how we do it: A customer wants to expand his portfolio and urgently needs a new cooked ham formula. The consulting team directly passes on his request to the colleagues in the product development department who instantly start to work out an adequate solution. "And if it's necessary to deliver product orders overnight to Sweden, we have also already managed to do this", laughs Klaus Sehrig, intenational shipment specialist. "You just have to be creative. Then, almost everything is possible – even if it's a courier trip to one of our neighbouring countries."

## "We will manage this"

Meike Beck, who – among other tasks – takes care of customers from abroad, outlines what customer-orientation means for Beck Gewürze und Additive: "In every phase, it is important for us to fully understand the wishes of the customer. Everybody at Beck is always ready to provide support as quickly as possible. Our customers do appreciate this. Many of them have been loyal to our company since many years."

***Beck does not only offer high-quality products but also extraordinary individual services.***



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***In urgent cases, we can supply customers with the required goods within 24 hours – Germany-wide.***

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OUT OF LOVE FOR NATURE
100% certified organic quality
Selection of the best raw materials from controlled organic cultivation and organic production.
Our organic product range includes seasonings and combinations for cooked and raw cured goods, boiled sausages, fermented sausages and cooked sausages and also marinades, convenience products and bbq seasonings.
Regular audits according to regulation (EG) Nr. 834/2007, DE-ÖKO-005Nr. 834/2007, DE-ÖKO-005
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