Beck Gewürze
und Additive GmbH

meats 'n spices

Process Engineering | Recipes | Taste | Technology

www.beck-gewuerze.de



THE SPICE EXPERTS

HOW WE ENCHANT THE WORLD WITH SPICES

OUR HITS FOR YOUR PALATE

From bratwurst variations and salami sensations to raw and cooked ham specials – our current product highlights

INVENTIVE SPIRIT

Research & Development –
We create the taste of the future

Beck
Gewürze und Additive



WELCOME

Dear friends and customers,

Soccer legend Lukas Podolski is supposed to have said: "Now we have to roll up our heads, and our sleeves of course, too." This also perfectly applies to our company, Beck Gewürze und Additive. We like to think of ourselves as team athletes. For you, our valued customers, we will always give our best – with our individual services, with exciting innovations and state-of-the-art technologies for maximum manufacturing efficiency. Just like in the Champions League, things are constantly in motion at Beck. We do not only want to stay in the league but become better and better. In order to achieve this, we rely on a powerful team that works together perfectly. In this and the upcoming issues of "meats'n spices" we will introduce you to our strong and competent players, who fully commit themselves to supporting you in all matters related to your projects – at our company headquarters in Schnaittach as well as on site at your premises.

Currently, large parts of the spices industry are facing a process of concentration, with a growing number of enterprises merging into larger entities. However, we will decisively continue to play to our strengths as a well-structured, versatile, and innovative family-run business. Because it has always been our objective to offer quality rather than quantity. And because we want to enthuse you with individual services and strong-selling innovations at all times.

As a team playing in the premier league we are striving to offer you a certain degree of continuity in turbulent times. Therefore, we are already preparing a fluent change of generations in our management board. Please learn more about Meike and Maximilian Beck's plans for the future of Beck Gewürze und Additive. Also in this issue of "meats'n spices": mouth-watering impressions of our current product highlights!

I wish you an enjoyable read

Manfred Beck on behalf of the entire team at Beck Gewürze und Additive GmbH



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IMPRINT

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THE SPICE FAMILY

TRADITION AND INNOVATION COMBINED – BECK GEWÜRZE UND ADDITIVE HAVE FOUND THE PERFECT FORMULA.

If you are visiting Schnaittach to meet the people behind the success of Beck Gewürze und Additive, you will soon realize that the term "family-run business" has to be taken literally in this case – not only because the founders, Manuela and Manfred Beck, are still conducting the affairs of the company, and their children, Meike and Maximilian Beck, already substantially help shape the business. But also because many co-workers at Beck have a similar occupational background – growing up in butcher's families and joining the spice industry after their formal training as butchers.

Managing director Manfred Beck also grew up in a butcher's family, completed his apprenticeship as a butcher with his master's certificate and graduated in business studies and food technology. As a boy he was fascinated by stories about the Venetian tradesman Marco Polo and the spice routes around the world. He already started to experiment with spice mixtures at the parental butcher shop.

Success relies on the right mixture

Manfred Beck and his wife Manuela have known each other since their childhood days. They form a well-coordinated team both in their private and professional lives: In 1992 they established a catering service at their family home – which formed the basis for the foundation of Beck Gewürze und Additive in 1998. Manuela Beck about the beginnings: "I always think there is no such thing as coincidences. We have got together because our parents were friends. I reckon that Beck Gewürze und Additive has developed so well because we perfectly complement each other."

Manfred Beck laughs and nods: "Yes, without the support of my wife and family, Beck Gewürze und Additive would probably never have come into being. I love to be creative and develop new ideas. Manuela takes some load off my shoulders and is deeply involved in our daily business operations.

PROFILE
MANFRED BECK

- BUTCHER APPRENTICESHIP, MASTER'S CERTIFICATE
- DEGREE IN BUSINESS STUDIES AND FOOD TECHNOLOGY
- MEAT SOMMELIER
- SALES REPRESENTATIVE SPICE INDUSTRY
- SELF-EMPLOYED SINCE 1998: FOUNDATION AND GENERAL MANAGEMENT BECK GEWÜRZE UND ADDITIVE

She does all the strategical planning and structuring and steps in for me when I am away on business trips on behalf of our company." After her business management training, Manuela Beck has developed multiple skills. She is not only responsible for controlling, production planning, marketing and sales, but also successfully takes care of personnel management. When visiting Beck you will soon notice the special spirit prevailing at the company: The people working there have maintained their individual "rough edges", but nevertheless pull together enthusiastically – and speak in high terms of the prevailing team spirit and space for creativity.

Soccer and spices – a perfect combination

"Many years ago, I was a professional soccer player", says Manfred Beck. "And what I have learned there also shapes the way we work at our company. I see myself both as a team captain and as a team player pulling the team together. And it is important to pursue your objectives at any time." However, Beck Gewürze und Additive has never aimed at becoming a "big player". The primary goal is to follow a strictly customer- and quality-oriented business strategy.

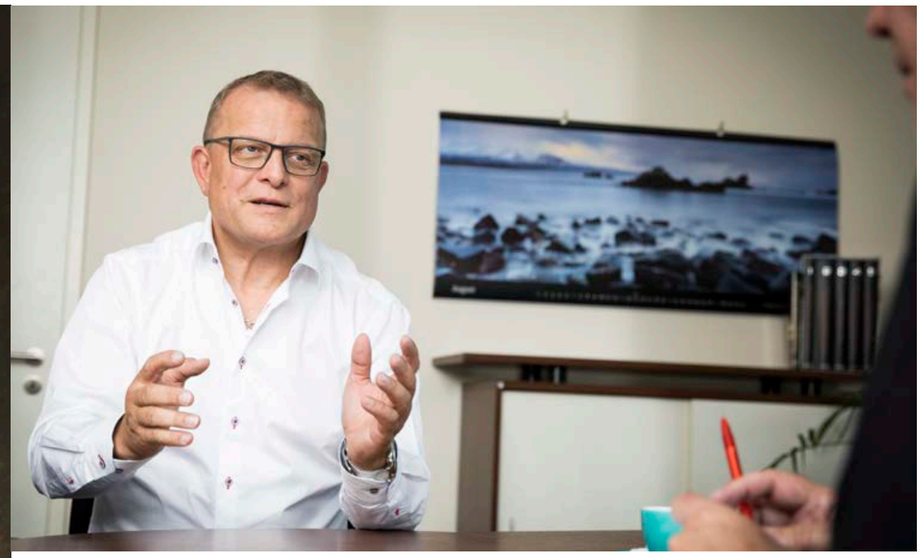
Manuela Beck adds: "For us, quality has always been much more important than quantity. And our customers appreciate this – many renowned national and international companies rely on our high-quality products and commission us with the development of new creations. Our line of organic products has also proved to be a great success. Here we resort to pure ingredients directly imported from the countries of provenance."

PROFILE
MANUELA BECK

- BUSINESS MANAGEMENT TRAINING
- 1992 – 2002 CO-FOUNDER & MANAGEMENT PARTY SERVICE
- 1998 – TODAY: CO-FOUNDER AND GENERAL MANAGEMENT BECK GEWÜRZE UND ADDITIVE

*"IT'S THE **TEAM PERFORMANCE** THAT COUNTS. WITH **HAPPY CO-WORKERS** YOU CAN **ACHIEVE ANYTHING!"***





Under the management of Manuela and Manfred Beck the family-run company has become an appreciated partner of the food industry.

New tastes for your palate

Beck is always in motion – due to the team's extraordinary pioneering spirit. At Beck's pilot plant and development department, experts continually develop and test new products – some of them commissioned by customers, others to enthuse customers with proprietary innovations. "With our know-how and love of experimentation we have earned an excellent reputation in the market. Our pilot plant is equipped with the latest technologies", Manfred Beck proudly states.

How will the future taste?

The Becks like to plan far ahead and not to leave things to chance: "We are fully determined to stay a family-run business. First-class products, a customer-oriented approach, innovative power and high flexibility are the strengths that have helped to consolidate our firm position in the market." Tradition and innovation go well together at Beck Gewürze und Additive. The "young Becks", Meike and Maximilian, already tackle responsible tasks in the company. Some time in the future they will follow in the footsteps of their parents as managing directors. And they have decisive plans for the future orientation of the company: build on the achievements of Manuela and Manfred Beck for further organic and market-oriented development ...



MANFRED BECK

"Sports have taught me how to optimally pass the ball to each other in business operations as well."



MANUELA BECK

"The well-balanced combination of empathy, creativity and structure forms the basis of our success."



MEIKE BECK

"We strive to perfectly cater for the individual demands of every customer."



MAXIMILIAN BECK

"It is important to provide the right answers for upcoming trends beforehand."

1998
We establish Beck Gewürze und Additive in Schnaittach, Franconia

2000
Beck is becoming bigger – with expanded manufacturing facilities and the new application technology centre

2002
Beck is becoming an international brand – with a branch office in Sweden. We expand our sales forces and establish additional branch offices abroad

2003
Building the new Beck headquarters in Schnaittach

2007
The launch of „Beck BIO". Expansion of our administration

2009
Beck expands its manufacturing facilities, installs a new high-bay warehouse and an R&D department

2011
A high-end machine park completes the pilot plant

2013
Beck all over the world – with sales, profound consulting and state-of-the-art technology

2015
We need more space for training and sales and plan to expand our headquarters

2016
In addition to our successful presentation at IFFA we introduce a series of fine innovations – from our product development think tank to an expanded machine park and a new website

FRESH PEPPER FOR TOMORROW

TOGETHER WE ARE EVEN STRONGER: MEIKE AND MAXIMILIAN BECK SHARE THE PASSION OF THEIR PARENTS FOR SPICES – AND THEY WILL SUCCEED THEIR PARENTS AS MANAGING DIRECTORS SOME DAY.

MEIKE BECK

Meike Beck has literally grown into the parental business from her earliest childhood. She took her first steps as a toddler at the butcher shop of her grandparents, accompanied her mother when she was managing the family's catering service and witnessed the beginnings of Beck Gewürze und Additive in 1998. However, she first wanted to explore different worlds and completed her training as a legal assistant before joining the parental spice and meat processing business. She took her A levels at an evening school and graduated in food management at Weihenstephan-Triesdorf.

Passionately committed

Since 2012 Meike Beck has been devotedly working at her family's company. She coordinates field activities and is the principal contact person for sales employees and apprentices. She also commits herself to marketing and advertising and has brought in many fresh ideas and new concepts in this field. In her role as an executive assistant she shares many tasks with Manuela and Manfred Beck – and thus grows into her future function at the head of the company. "I think I have inherited my biggest strengths from my mother", says Meike Beck. "I am very good at organizing and know how to get my way. Even in difficult situations I never lose my temper." She loves to shape the future development of Beck Gewürze und Additive in close cooperation with the entire team. "If I have to make tough decisions, I do not only rely on reason, but also on my gut instinct – this has always worked well."



MAXIMILIAN BECK

Maximilian Beck has learned his trade from the scratch. He completed his apprenticeship as a butcher with a master's certificate and graduated as a meat sommelier and business economist. Currently he is completing his studies as a meat technologist at the College of Food Technology at Kulmbach and also works in the Beck sales department. "It has always been clear to me that I would continue the tradition initiated by my grandparents and parents – with fresh ideas, of course, taking up current and future trends from our customers", says Maximilian Beck. "I want to sell products I am convinced of." And this is one of Maximilian Beck's strengths: stimulate the enthusiasm of customers for his favourites, cooked cured and raw cured products. In addition to his function as a sales representative, Maximilian Beck also actively participates in the development of new products. "I want to achieve a consistently high-quality standard and always make the best use of all resources."

Making the most of chances

"What really fascinates me about Beck: We are a strong company which not only offers great products for all kinds of customers, but also has a reputation as a good employer", says Maximilian Beck. He would like to further improve the market position of the company within the industry and expand the customer base in Germany as well as abroad. "The internationalization and an expanded product portfolio will help us to sustainably ensure our success as a medium-sized family-run business amongst the big players in the industry." Working as a sales representative, Maximilian Beck has experienced the strong competition in the market first-hand: "Therefore it is necessary to continually invest in the latest technologies and make manufacturing processes even more efficient." Beck Gewürze und Additive is already perfectly prepared for the demands of the future. "As an independent family business, we are closer to our customers than the big players in the industry. We are more agile and want to build our future success on this advantage."

CREATIVE MINDS WITH A PASSION

IN THE BECK PRODUCT DEVELOPMENT DEPARTMENT WE CREATE THE INGENIOUS INNOVATIONS THAT HAVE BECOME A TRADEMARK OF OUR COMPANY.



PROFILE
ROLF SOMMER

- APPRENTICESHIP AS A BUTCHER
- DEGREE IN FOOD AND MEAT TECHNOLOGY
- SINCE 1994 PRODUCT DEVELOPER IN THE SPICE INDUSTRY
- SINCE 2016 MANAGEMENT LEVEL AT BECK GEWÜRZE UND ADDITIVE, MANAGER BECK PRODUCT DEVELOPMENT



When talking to Rolf Sommer and Timo Franz, you might think that the inventive spirit at Beck Gewürze und Additive is exclusively Swabian. And then you feel the passion in the work of those two experts. Both share an enormous sense of creativity that cannot be restricted by the monotonous structures of daily routine. Timo Franz, who has been working for Beck since October 2017, states: "I love the enormous diversity here. Every day, I am learning new things and there is no time for boredom". Rolf Sommer is an "old hand" in Beck's product development department: "Already during my professional training I was fascinated by formulas and spice mixtures. In meat processing you work soon becomes repetitive. Spices still fascinate me after 25 years in the industry."

No day is like the other

"It doesn`t matter what you plan to do on a particular day – it always turns out differently", laughs Timo Franz. "Of course, there are also routine tasks at the develpoment department, and every one of us sooner or later develops his idiosyncratic strategies", adds Rolf Sommer. "However, you often have to improvise on short notice to quickly provide the right solution for specific requirements. This makes our job so exciting every day." What Rolf Sommer particularly appreciates: "I am fascinated by everything regarding the taste of meat products and the applied technologies. You can do so many things today to not only improve the taste of a product, but also its visual appearance – and the customer does not even notice the enormous technical effort behind the solution." At the develpoment department, Timo Franz indulges in his personal passion: He strives to replace as many artificial ingredients with organic additives as possible – in line with the current trend of healthy diets and increased sustainability.

The all-round experts

Both product development experts are not directly involved in sales activities, but they are important contact persons for sales representatives and industrial as well as craft customers. They see themselves as consultants and problem solvers for all questions regarding product development as well as the improvement and support of manufacturing processes. Their main focus lies on developments according to individual customer requirements. However, they also create proprietary innovations at our laboratory and develpoment department, which can be used as "door openers" for new commissions by our sales representatives. There is a permanent and intense exchange of ideas going on between our sales representatives and developers: "Every region has its specific products with a great diversity of flavours", explains Rolf Sommer. "Since we have extended our global presence, we continually learn about new kinds of sausages from all over the world that again inspire us to new creations." When asked what they particularly like about Beck, Rolf Sommer and Timo Franz agree: "To work autonomously and self-responsibly at a well-structured and family-run company in which all people involved honestly care for each other."

PROFILE
TIMO FRANZ

- APPRENTICESHIP AS A BUTCHER
- BACHELOR OF ARTS FOOD MANAGEMENT
- EXPERIENCE IN THE MEAT INDUSTRY
- SINCE 2012 MEMBER OF THE BECK FAMILY
- SINCE OCTOBER 2017 BECK CAMPUS





Step by Step

The perfect elderberry ham



Ancient Norse mythology says that Freya, the protector of house and home, chose an elderberry bush as her home. So why not follow these ancient stories and enjoy this tasty ham with a fresh Hugo cocktail or some dry white wine!



2





3



Preparation of material Process topside and silverside pieces in one piece if possible and carefully remove tendons, fat and soft tissue.

Step 1 Inject the meat with 22 % according to the specifications. Put the meat into the tumbler straightaway and choose the "Overnight" program according to R. Nr. 01.130.2. Afterwards, apply the brine seasoning and place the cutter tool in the tumbler in order to tumble the pieces of meat once again for 30 minutes non-stop.

Step 2 Spread out the MDPE foil and sprinkle it with fresh mint leaves and dried elder flowers.

Step 3 Take the meat out of the tumbler and place it on the prepared decor foil with the fat strip downwards. You can apply the decor seasoning to both sides just as you like.

Step 4 Tightly wrap the meat into the MPDE foil. Use a feeding device to draw the pieces of ham into fitting nets and clip off the ends. Prick and vacuumize.

Step 5 Boil the pieces of ham at 76 °C up to a core temperature of 70 °C. Unwrap the warm pieces of ham and optionally bake over again at 160 °C to achieve a nice golden yellow hue.

An eye-catcher for every meat counter: the spring-fresh elderberry ham – goes perfectly with a "Hugo" cocktail!



1



4





Perfect!
It's done!

5

522,000 KM

The distance our sales representatives cover by plane every year to optimally support you in all parts of the world.



99.9 % SAFETY

On average there are only about 0.27 accidents at work per year at our facilities.



30 PAIRS OF SHOES

worn out for you per year.

FIGURES. DATA. FACTS.

BECK IN MOTION.
OUR EXPERIENCE.



10,421 CUSTOMER VISITS

last year. In 2019 we will further improve our on-site services FOR YOU!



1,100 ingredients are used to create 1,850 SPICE MIXTURES

for our customers.

100 % TEAM SPIRIT

Hardly any staff turnover – and apprentices get kept on after their training





1,888 KILO-GRAMM

of herbs pass through our facilities per day.



3,000 MINUTES

is the average time our staff spends per day to take care of your requests.

100 % HYGIENE

In our manufacturing facilities we use 1,550 hair nets per month.





225 BREAD ROLLS WITH SAUSAGE AND HAM

are being put away by our staff per week during their lunchbreak.

730,000 KM

is the distance we cover by car every year – this is equal to more than 100 circumnavigations of the earth.



THE WHOLE PACKAGE NEEDS TO BE RIGHT

BECK SERVICE PROMISES



Customised packaging and labelling

Aroma protective packaging according to batch

Free shipping

Delivery within 48 hours



FROM SPAIN TO SOUTH AMERICA, FROM SOUTH AFRICA TO AUSTRALIA, FROM RUSSIA TO SINGAPORE: TODAY, BECK GEWÜRZE UND ADDITIVE IS AN APPRECIATED PARTNER OF RENOWNED INDUSTRIAL AND CRAFT CUSTOMERS IN THE ENTIRE WORLD.

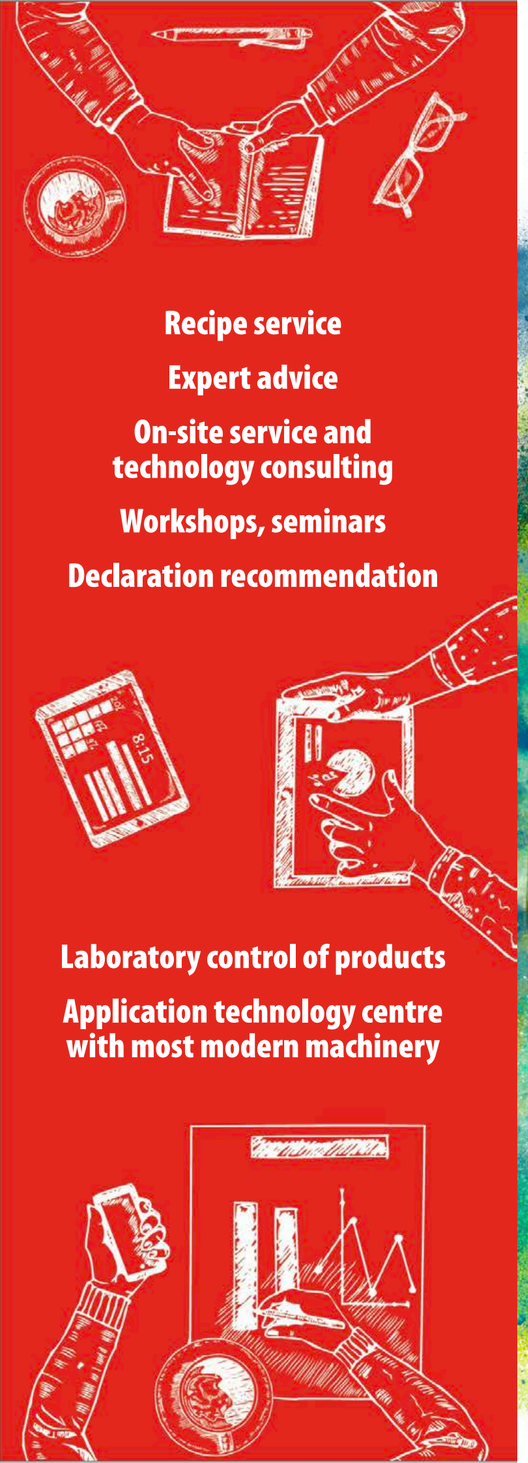
THE SPICE PROFESSIONALS OF THE BUSINESS

PART 1:

Look forward to our IFFA 2019 issue of "meats'n spices", in which we will introduce you to more of our sales representatives in Germany!

Spices as a mission: There are no "standard" sales representatives among the consultants at Beck Gewürze und Additive. However, you will meet strong personalities who are enthusiastically dedicated to our products. You will notice at once that you are dealing with people who are entirely committed to their tasks and have plenty of expertise. Each one of them follows his individual path, yet they all perfectly work together as a team. Individuality, creative freedom, passion and responsibility are the successful formula at Beck's sales department.

The special thing about Beck: Although our relatively small family-run company operates from a little Franconian town, we have a global network of customers and partners. For us, this is a stimulating challenge and acknowledgement at the same time. Because we know: There are still many companies everywhere in the world relying on quality and individual service. And we are deeply convinced: The trend is towards quality products, and demanding customers reject mass products …





"MAN OF CLEAR WORDS"

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 SPICE INDUSTRY
- SINCE JUNE 2017 SALES REPRESENTATIVE AND CONSULTANT AT BECK

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."



"THE MULTITASKER"

PROFILE
RALPH BAUER

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

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. As a consultant, he is also the main contact on the phone for customers who want to optimize the consistency of their cooked ham or need a new bratwurst recipe on short notice.

Raw ham is the supreme discipline

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 pilot plant in order to test new manufacturing methods. He is very persistent when it comes to accomplish his objective: "There's no such thing as `impossible´. I have never given up on a new development." At Beck, Bauer particularly appreciates the uncomplicated 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."



"THE COSMOPOLITAN"

PROFILE
STEPHAN FÜLLER

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

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 spice industry since 1993. "I have always been interested in spices, and I am very curious in this field", 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 for example produces truly exquisite and innovative convenience products!"

Take inspirations home

On his extended tours abroad, Stephan Füller continually learns about new meat and sausage variations that offer plenty of 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", Füller comments on his first encounter with the Beck managing director. "I feel really comfortable here and experience a lot of appreciation and collegiality. I can do things my way. This is what I missed all those years before." 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!"



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 spice industry. But now he has moved to Middle Franconia, because he likes the family-run business of the Becks with its flat hierarchy and short decision-making paths.

Pioneering work

However, Heiko Dirks does not have to say good-bye to his homeland in the north. As a sales representative and consultant for Beck he is facing a great challenge: Currently, Beck Gewürze und Additive is still not adequately represented in the north of Germany. "I am looking forward to add some momentum to our sales activities in this region.

"THE NORTHERNER"

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. "I always would like to instantly realize the concepts I have in mind", says Heiko Dirks. 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 SPICE INDUSTRY
- SINCE SEPTEMBER 2018 BECK SALES REPRESENTATIVE AND CONSULTANT



"THE PROBLEM SOLVER"

Ottmar Dorsch is an "old hand" in the meat processing industry. Therefore, it is not surprising that 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 really work hard for his craft and industrial clients: "I am very persistent when it comes to solving problems or meeting challenges"; he proudly states and adds: "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

PROFILE
THOMAS WINTER

- APPRENTICESHIP AS A BUTCHER, MASTER'S CERTIFICATE
- 5 YEARS PRODUCTION MANAGER AT MEAT PROCESSING COMPANY
- SINCE 2010 BECK SALES REPRESENTATIVE AND CONSULTANT

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."

"THE ALL-ROUNDER"

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. Like his colleague Stephan Füller, Winter spends a lot of time abroad. "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."

Apple Meets Horseradish

Apple-Horseradish Griller

Delicately fruity and spicy: A new interpretation of the Franconian classic. Perfectly prepared in no time and with minimum effort.

Recipe Nr. 03.303.1



PLACING YOUR ORDER HAS NEVER BEEN EASIER:

Most of the products and spice mixtures depicted on the following pages can be easily and quickly ordered with our order forms, which are available for download here:

http://www.beck-gewuerze.de/de/service-de/download

Either via fax, phone, e-mail, or just fill in the respective order form, take a photo with your smartphone and send it via Threema to +49 172-100 58 00. Threema is as simple as WhatsApp, your data is secure according to the latest Data Protection Act! **Threema is available for download here:**

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Mini Grillers in Western Style

BBQ-Griller

The smokey and fiery treat for your palate, with a touch of chili. The special twist: The "Dekor BBQ" topping pimps your Bratwurst with the typical BBQ flavour.

Recipe Nr. 03.300.1

Tasty Highlights for Your Counter:

Bratwurst-Boom

Hearty and Hefty!

Cottage Bratwurst

A rustic explosion of flavours: With tasty Cheese and crispy fried onions.

Recipe Nr. 03.302.1

Order now:

Phone: +49-9153-92290
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Threema: +49 172-100 58 00
or via e-mail:
info@beck-gewuerze.de

The "Ferrari" Among Bratwursts!

Salsiccia

The bestseller at your counter: Mediterranean delicacy according to traditional recipes. Produced in no time and sold even quicker.

Recipe Nr. 03.301.1

The all-rounder for every day

House Salami

The versatile classic that has always been a bestseller: With its intense color, the House Salami is a treat for the eye – before unfolding its wonderfully full-bodied flavor in your mouth. The seasoning Rohwusal Salami Optimal provides the special flavor of pepper, coriander, and a hint of chili. The culture Micro Start BE 25 is ideally suited for quickly fermented and manufactured sausages.

Recipe Nr. 11.113-5.e

Spicy stuff for balmy summer nights

Paprika Salami

A piece of Spain for your counter: With its bright red color, the spicy specialty from the Iberian Peninsula is a true eye-catcher that awakes the curiosity of your customers. The typical savory taste can be achieved with the seasoning Chorizo Paprika Salami with paprika, white pepper, garlic, ginger, and chili. Easily manufactured in advance with the culture Micro Start Safe.

Recipe Nr. 11.115-5.e

Savory and popular everywhere:

Salami is always a winner!

Finest Ingredients:

Salami recipes are a science in their own right. Beck's high-quality spices and cultures help you to always achieve the tastiest results.

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A taste of Italy in your counter

Mediterranean Salami

Just like an air-dried and slowly cured Salami from a butcher in an ancient Italian village: With its rustic charm, the coarse Mediterranean Salami conjures genuine holiday feelings on your palate. The seasoning BeckWürz Mediterrane Art excels with its fine Mediterranean aromas, garlic, black and white pepper. Easily and quickly produced with the culture Micro Start BE 30.

Recipe Nr. 11.115-3.e

Sometimes you've got to spoil yourself …

Noble Salami

Incomparably mild, but with a strong color that makes your mouth water: The Noble Salami meets the highest quality standards. Thanks to Micro Start BE 25 mild and the seasoning Rohwusal Edelsalami, it convinces with its particularly balanced taste with a touch of white pepper, ginger, paprika, and garlic.

Recipe Nr. 11.112-2.e

Cold-smoked or air-dried:

DRY-CURED HAM ROULETTE

Breakfast Ham

With its lean meat and the typical strip of fat, our bacon practically melts in your mouth. It is always a special moment when it unfolds its delicately aromatic flavor – a finely balanced mix of juniper, allspice, pepper, garlic and rosemary, refined with a hint of ginger and orange. An essential product in every butcher's counter!

Recipe Nr. 02.315.e

THE STAR OF ANY COLD PLATTER

PURE PLEASURE!

Cured Ham "Alpine Style"

The tender taste that takes you back to your last holiday in the Alps: Mildly smoked and with a finely balanced seasoning. Pepper, coriander, juniper, rosemary and laurel provide the ham of lower shell, hip and nut its typical full-bodied flavor.

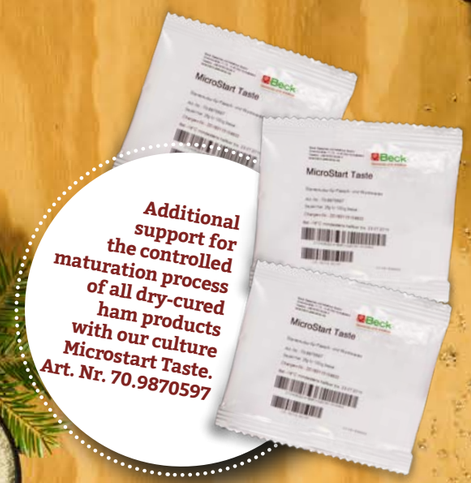
Recipe Nr. 02.314.e

THE CLASSIC FROM THE BLACK FOREST

Farmer Ham Raw

The hefty, darkly smoked raw ham from the Pigs lower shell piece instantly catches the eye in your counter with its strong red color. A rustic masterpiece that could as well have been produced in a traditional smokehouse – with the typical "Black Forest" flavor of pepper, juniper, coriander, allspice and clove.

Recipe Nr. 02.313.e



Additional support for the controlled maturation process of all dry-cured ham products with our culture Microstart Taste. Art. Nr. 70.9870597

THE BEST PIECE OF THE HAM

Cured Ham "Kernschinken"

Air-dried or smoked, this delicacy develops its hearty bite and intense color during the process of careful maturation. The tasty and rounded flavor of nutmeg, pepper and allspice with a hint of cinnamon and clove enchants the palate of every ham connoisseur.

Recipe Nr. 02.311.e

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Cooked Ham for Every Taste

Elderberry Ham

Fruity. Floral. Spring-fresh.
R. Nr. 01.130.2

Injection: 20-22%

MATERIAL

Topside, Silverside optionally with bacon

Brine	Art. Nr.
83.000 kg	water / ice
11.000 kg	nitrite curing salt
6.000 kg	Schinken Quick
	Liquid Gourmet oG ... 20.2661210
100.000 kg	total

Add to tumbler per kg meat:

10.000 g	LakeWürz Holunder
	Traum Liquid..... 30.5200001
2.000 g	MB Cut Liquid 10.2400000

Ham decoration:
fresh mint leaves
dried elderberry leaves 70.9877238

Butter-Truffle-Ham

Very soft. Lemony flavor. Juicy.
R. Nr. 01.551.1

Injection: 22%

MATERIAL

Topside, Silverside

Brine:	Art. Nr.
84.000 kg	water/ice
11.000 kg	nitrit curing salt
5.000 kg	Schinken Quick
	Tradition BP-SM..... 20.0053300
100.000 kg	total

Add to tumbler per kg meat:

3.00 g	Aroma type truffle..... 56.0340000
1.00 g	Butter flavor base..... 56.0352000

Decor seasoning:
Optional: China truffle
cubes 5 mm..... 70.9870093
(thoroughly rinse with water)

Century Ham

Traditional. Tasty. Rustic.
R. Nr. 01.920.1

Injection: 12%

MATERIAL

Pork silverside with roll, without rind and with a tender strip of fat

Brine:	Art. Nr.
88.000 kg	water/ice
9.000 kg	nitrit curing salt
3.000 kg	Schinken Quick
	Tradition Pc oG..... 20.0056000
100.000 kg	total

Add salt g/kg

20.00 g	NPS
12.00 g	Adriana..... 54.0605000

Asparagus Ham

Juicy. Tender. A taste of spring.
R. Nr. 01.550.1

Injection: 22%

MATERIAL

Topside, Silverside with a slight strip of fat

Brine:	Art. Nr.
84.000 kg	water/ice
11.000 kg	nitrit curing salt
5.000 kg	Schinken Quick
	Tradition BP-SM..... 20.0053300
100.000 kg	total

Add to tumbler per kg meat:

3.00 g	Asparagus flavor..... 70.9870067

Decor seasoning:
Optional: Asparagus pieces, green,
freeze-dried 70.9870170


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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