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Editorial

A New Online Compass

How can we keep up and stay on top of things in an age of social media overload and AI madness? We at B&L MedienGesellschaft have been racking our brains over this, too – especially about how we can better share our expertise in the meat and food industry with you, our dear readers.

You can see one result right here on your screen: FT Export, an online trade magazine through which we aim to provide a compass – especially for German players in the meat and food industry – to guide their export efforts. It's a digital complement to our print trade magazine, FT Fleischerei Technik/Meat Technology, featuring international expert articles, product presentations, trade shows, facts, opinions, and more. What's new is its exclusively digital distribution, supported by a lead generation campaign, content marketing, and regular posts on LinkedIn. The fact that we're offering this magazine exclusively in English language underscores the international approach of FT Export.

To kick things off, we focused on value creation in meat and food production. Heike Sievers, a freelance trade journalist from Berlin, pored over a wealth of studies and data sets for her article and compared the current state of the industry in Germany, the Netherlands, the U.S., and Brazil – providing an in-depth analysis that's nonetheless concise and easy to follow.

After all, FT Export is not meant to be a magazine in catalog format. Since we're not bound by print page limits or deadlines online, we can act more nimbly, respond more quickly, and stay up-to-date. We aim to offer you, dear readers, a compact magazine that also seeks to leave a lasting impression through moving images. After all, to refute an old saying: Paper may be patient, but online publishing offers even more opportunities to present current content in an engaging way.

We hope you enjoy reading this issue and look forward to your contributions and suggestions for our next issue of FT Export.

Yours
Christian Blümel



Christian Blümel, Editor-in-Chief
FT Export & FT Fleischerei Technik/Meat Technology



Heike Sievers, freelance trade journalist from Berlin,
did a deep research for her article about value creation in meat and food production.

Imprint

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Meat, Margin, Power: Who Pays, Who Profits?

An increasingly large portion of the value added in agricultural and food supply chains is generated outside of primary agricultural production. The OECD noted this in its report Agricultural Outlook. But at which points in the value chain is money actually made from meat?

Photo: Art by Pixel_stock.adobe.com

One thing is true everywhere: Meat production begins in the barn. Raising pigs, cattle, or poultry incurs a wide range of costs, including feed, barn equipment, labor, animal health, and energy. Feed represents the largest cost category. According to the international comparison network InterPIG, feed often accounts for between 50 and 70 percent of production costs in swine and poultry production – as much as 76 percent in Brazil and typically around 60 percent in Germany (Source: InterPIG/BRS, Production Costs for Swine Farms 2023).

The war in Ukraine demonstrated just how quickly this dependence can have an impact: In March 2022, the price of wheat rose to over $530 per metric ton – just one month earlier, a metric ton had cost around $330 (Source: Caritas International, Chicago Board of Trade). For many pig farmers in Germany, this meant that feed costs per animal rose by 10 to 15 euros within a few months – a noticeable change given the producer prices at the time of around 2.00 euros per kilogram of slaughter weight.





Other cost drivers include the stricter requirements for animal welfare, environmental protection, and documentation in European countries. According to InterPIG, building a new barn for a finishing pen costs an average of around 740 euros in Germany – while in Spain, farms get by with 320 euros (Source: InterPIG analysis 2024, top agrar).

Livestock Trading, Slaughter, and Cutting

In many countries, livestock trading serves as the link between the farm and the slaughterhouse. Margins in this sector are low: Depending on the animal species and region, livestock traders typically receive between one and three percent of the slaughter proceeds as a commission (Source: AMI, meat market reports). Volume is therefore the decisive factor.

In Germany, the slaughter industry has been characterized by a high degree of market concentration for years. Tönnies (operating under the name Premium Food Group since 2024) slaughters just under 30 percent of all German pigs; together with Westfleisch, the two market leaders account for 46 percent of slaughter capacity. The Top 10 companies account for over 80 percent of all slaughterings (source: ISN Slaughterhouse Ranking 2024).

In June 2025, the Federal Cartel Office demonstrated just how far this concentration could go: It blocked Tönnies' planned acquisition of several Vion slaughterhouses – the agency feared it would create a dominant market position across large parts of Germany (Source: Federal Cartel Office, press release June 12, 2025). This concentration enables economies of scale. And it increases the dependence of many farms on a small number of buyers.

Processing

A significant portion of value creation occurs after cutting. Meat is transformed into sausage products, convenience foods, frozen items, and ready-to-eat specialties. Agricultural economist Achim Spiller of the University of Göttingen argues that value is created primarily where products are differentiated and specific quality characteristics are communicated. Thus, those who sell meat under a brand name, with proof of origin, or with animal welfare certification achieve prices that exceed world

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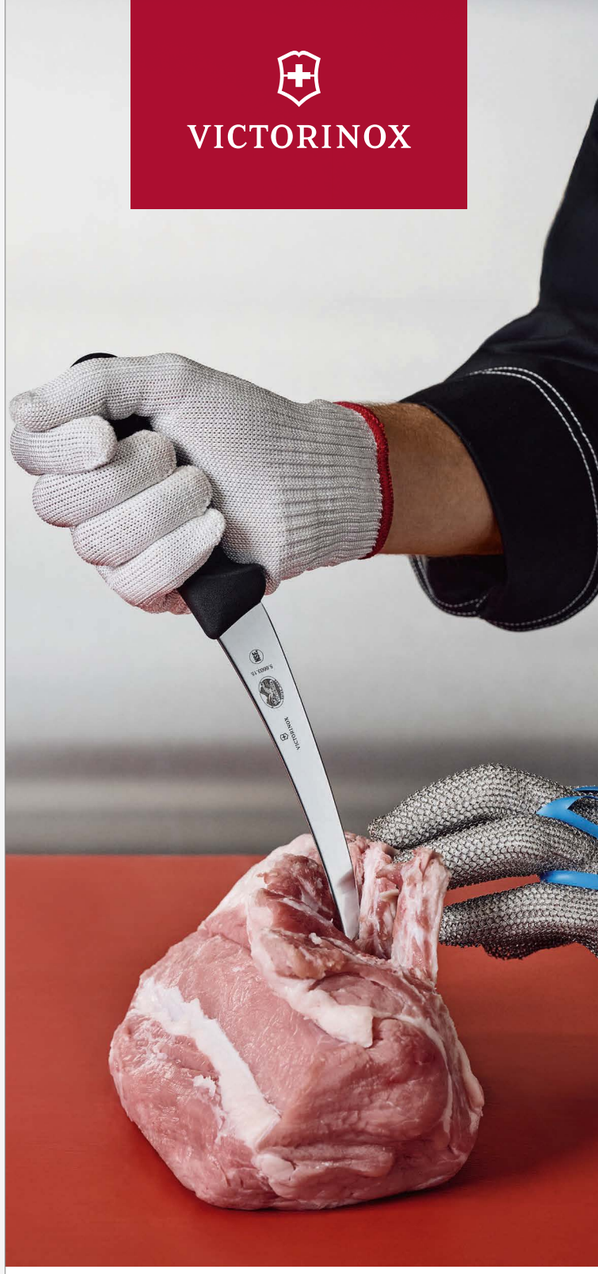

market levels. (Source: Spiller, University of Göttingen, various publications on the meat value chain).

In the debate over market differentiation, critics argue that dividing the market into different quality tiers (standard, animal welfare, premium, organic) fragments the market. They warn that standard products would lose value and that logistics at slaughterhouses – including separate slaughtering and cutting – would become too expensive.

Spiller counters that differentiation is the only chance for German agriculture. A practical example is the Neuland brand, founded in 1988, which sells pork and beef from particularly animal-friendly farms exclusively through specialty butcher shops and farm stores – at prices significantly higher than those in grocery stores (source: Neuland e.V.).

Logistics and the Cold Chain

Meat is one of the most logistically challenging food products. While dry goods can be transported at room temperature, fresh meat must be kept at 0 to +4 degrees Celsius at all times – any interruption in the cold chain poses a hygiene and liability risk.

Exports also involve complex documentation systems – country-specific approvals and seamless traceability records are mandatory for access to third-country markets such as China or the Middle East. As a result, export-oriented companies in particular invest considerable sums in logistics systems, quality controls, and traceability.

In this context, the OECD refers to the “hidden middle” of the food supply chain – the sectors between agriculture and retail where value is increasingly being created today. In the meat sector, for example, these include specialized cold-chain logistics providers such as Nagel-Group or Frischepost, sorting and cutting plants, and intermediaries for export.

Retail

At the end of the value chain lies food retail. In many countries, large retail companies wield considerable bargaining power over suppliers.

Typical cost structure in retail

Cost Category	Significance
Staff	High
Rent and Sales Area	Medium
Refrigeration	Medium
Marketing	Medium
Waste and Markdown	Medium

International differences: models of the meat industry

The distribution of value added along the meat supply chain varies considerably from country to country. Key factors include farm size, the concentration of slaughterhouses and trading companies, the importance of exports, and the degree of vertical integration.

The following overview shows typical ranges for the distribution of value added relative to the consumer price. These figures are provided for general guidance, as significant variations occur depending on the type of meat, product segment, and market phase.



Typical distribution at the consumer price

Stage/Country	Germany	Netherlands	U.S.	Brazil
Agriculture	20–30%	15–25%	10–20%	25–35%
Slaughter/Cutting	10–15%	10–15%	15–20%	10–15%
Processing	15–25%	25–35%	20–30%	15–25%
Retail	30–40%	25–35%	30–45%	20–30%

Original chart based on OECD, EU, and industry analyses.
The figures represent typical ranges and not exact margin values.

Germany

In Germany, the meat industry is characterized by a high degree of concentration among slaughterhouses and in the food retail sector. On average, only 20 to 30 percent of the money consumers pay at the supermarket checkout actually reaches the farms. The decisive profit margins are generated only at the downstream stages of processing and retail.



In addition, outside the “mass market,” some farms are turning to direct marketing. Although this sales channel remains a niche market, accounting for approximately 1 to 5 percent of the total German meat market, But for farms that sell meat and sausage directly to end consumers through farm stands, vending machines, or subscription boxes, it’s a significant advantage: While the costs of artisanal processing and in-house distribution are high, the added value remains within the farm itself.

Netherlands

The Netherlands is one of the world’s largest exporters of agricultural and meat products. Depending on the type of meat, between 70 and over 90 percent of total national production is exported. A significant portion of the revenue goes toward further processing, highly developed refrigeration and export logistics, and global distribution. The share that remains with farms at the primary production stage – averaging 15 to 25 percent – is still slightly lower than in Germany.

United States

In the United States, the meat industry is highly industrialized and characterized by vertical integration. Agricultural conglomerates such as Tyson Foods, JBS USA, and Cargill often control the entire chain – from genetics to feed mills and contract feeding to the slaughterhouse. Primary agricultural production accounts for approximately 10 to 20 percent of the final consumer price.

In beef production in particular, highly mechanized open-air feedlots (primarily in Texas, Nebraska, and Kansas) dominate, where cattle are fattened highly efficiently on corn and soybeans. The four largest slaughterhouse companies – Tyson, JBS USA, Cargill, and National Beef – control more than 80 percent of the U.S. beef market. Their bargaining power vis-à-vis producers and retailers is correspondingly dominant (Source: USDA Grain Inspection, Packers and Stockyards Administration).

Brazil

In a global comparison of production costs, Brazil ranks among the most cost-effective countries. According to the 2024 InterPIG analysis, production costs in the Brazilian state of Mato Grosso were just 1.07 euros per kilogram of slaughter weight – compared to 2.01 euros in Germany (Source: InterPIG, top agrar, December 2025). Large tracts of available farmland, significant feed production, and two harvests per year contribute to this cost advantage.

At the same time, a relatively large share of the final consumer price – 25 to 35 percent – remains within the agricultural sector. Concentration in the downstream sector is also a key factor: a few globally active meat conglomerates, such as JBS and BRF, account for the majority of slaughter and processing capacity. Brazil is the world’s largest exporter of beef and poultry. China has long been the most important single buyer: in 2023, the People’s Republic imported 2.74 million metric tons of beef alone (Source: Germany Trade & Invest / Chinese customs authorities 2024).

New requirements are changing the cost structure

The meat industry will (have to) fundamentally shift its cost structure. In Germany, per capita meat consumption has fallen from 61 kg in 2018 to 51.6 kg in 2023 – a decline of nearly 16 percent over five years. The decline was even more pronounced for pork: per capita consumption fell by just under 30 percent between 2013 and 2023 (Source: Federal Information Center for Agriculture / BZL, April 2024). At the same time, societal demands for animal welfare and sustainability are forcing producers to make costly adjustments.

In the most important global growth markets, the trend is moving in the opposite direction: China imported approximately 1.9 million metric tons of pork in 2023 – although this figure has been declining since then as China expands its own production capacity. Beef import volumes remain high: the People’s Republic imported 2.74 million metric tons in 2023 (Source: Germany Trade & Invest, USDA). The discrepancy between regional quality standards and international price competition will shape the future of European producers – and determine which regions and business models will survive.

Heike Sievers

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KoelnMesse

Anuga FoodTec: Only Few Areas Available

Anuga FoodTec 2027 in Cologne takes place from 23 to 26 February 2027.

More than 90 percent of the stand area for the Anuga FoodTec 2027 in Cologne are assigned. Strong demand by members of the food processing branche.

Less than four months prior to the start of Anuga FoodTec 2027, more than 90 percent of available stand area has already been firmly assigned. The current booking status is thus already higher than the comparison value for the 2024 edition. The demand for the trade fair, that takes place from 23 to 26 February 2027 in Cologne, is especially strong in the food processing for meat and fish technology segment. Here there are only a few areas still available.

Food packaging, automation as well as safety and analytics also demonstrate a very good registration status. Anuga FoodTec shows technologies for the manufacture and processing of food and beverages and guides the perspective further through filling and packaging to storage. Among the confirmed exhibitors from other offering segments include, among others, Handtmann, Vemag, Weber, Fortifi, JBT Marel, Multivac, Seydelmann, Baader, Bizerba, Tomra, and Cabinplant.

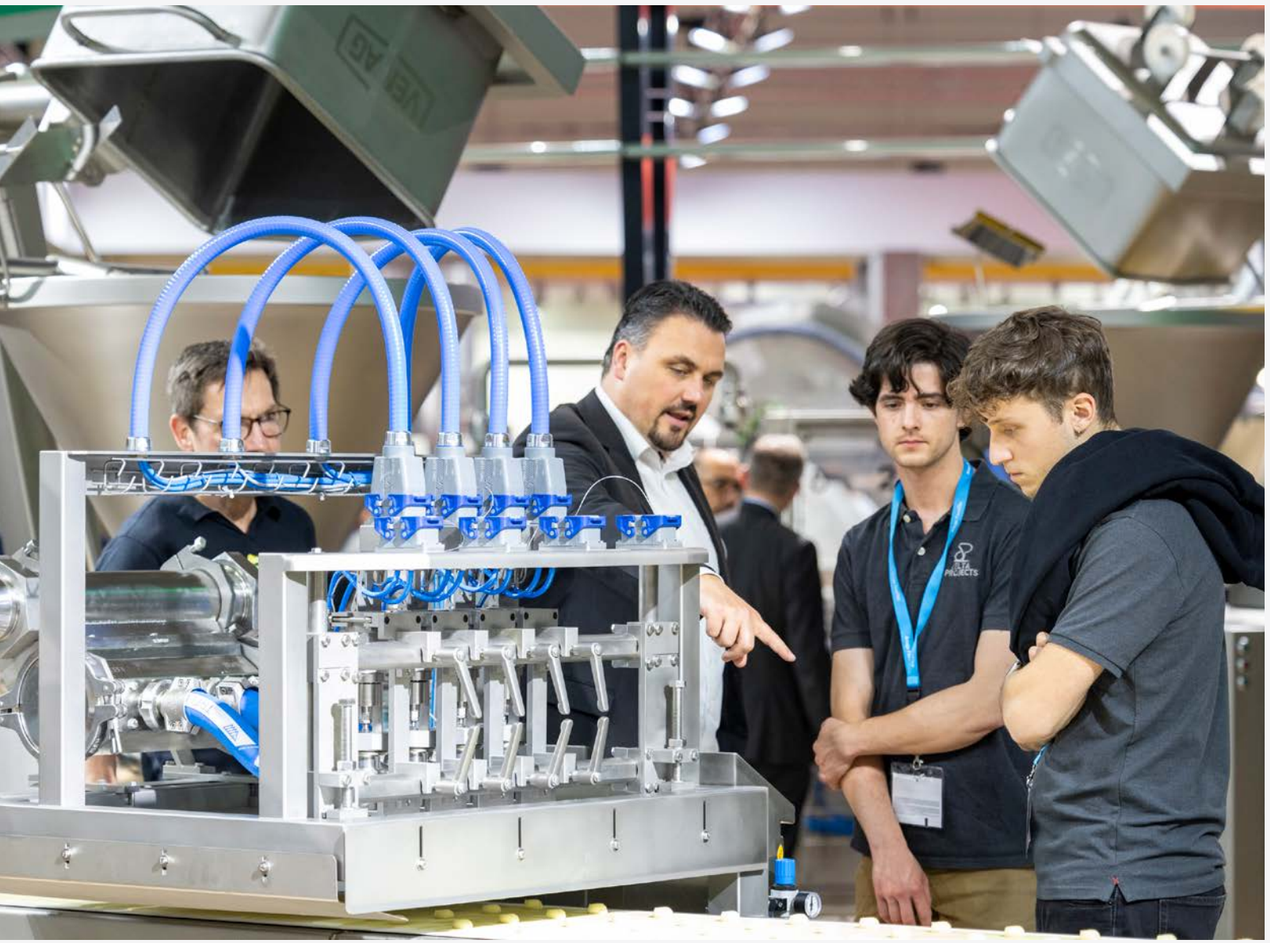
“The high level of participation of international market and technology leaders once again confirms Anuga FoodTec as the world's leading platform for the food and beverage industries. The great interest in our key theme and the specialised programme shows how strong the need of the industry for orientation revolving around questions of the future is. We are looking more than optimistically ahead to an international Anuga FoodTec 2027 with a high degree of technological relevance“, says Roland Thiemann, Director Anuga FoodTec.



Photos: Koelnmesse

> “The great interest in our key theme and the specialised programme shows how strong the need of the industry for orientation revolving around questions of the future is.“
>
> Roland Thiemann, Director, Anuga FoodTec





Participants from around the world

The strong international participation is also evident in the country and regional pavilions, e.g. from China and Türkiye as well as participants from Italy, Spain, Portugal, Denmark and the USA have already registered. The United Kingdom, Belgium and Taiwan are also represented with country or regional pavilions.

Anuga FoodTec 2027 is guided by the key theme of "Navigate Complexity. Smart. Safe. Sustainable.“ The focus is on technological solutions, with which companies can make increasing requirements in food and beverage production manageable. The specialised programme, decisively developed by the German Agricultural Society (DLG), addresses these tasks and combines technological expertise with industrial application. New Community Hubs create additional possibilities for an exchange leading to smart production and sustainable solutions.

Another "hot“ topic: liquid foods. The modern challenge for manufacturers: a wide variety of raw materials – whether liquid, powdered, or paste-like – must be precisely dosed and processed consistently. Under the theme “Navigate Complexity. Smart. Safe. Sustainable,” Anuga FoodTec will cover the entire process chain: from raw material preparation through mixing and homogenization to heat treatment and filling.

Advertising



Modern Meat Processing

The Seydelmann Cutting Drum – material upgrading and product safety in a league of their own, a guest article for FTexport by Andreas Seydelmann and Stefan Geisen.

The Seydelmann cutting drum, a further development of the separation set, is a specially designed cutting system for meat grinders. It is used in place of the conventional cutting set or a separation set – consisting of grinder blades and hole plates – and significantly expands the functionality of the meat grinder.

While conventional separating sets perform well in removing hard components such as tendons, bone fragments, and cartilage, they reach their limits with soft components and especially foreign objects, as the meat undergoes pre-grinding before it finally encounters the end hole plate, which is designed as a separation plate. There, all previously chopped foreign objects smaller than the holes in the final hole plate escape and are not discharged as separate.

> The cutting drum enables both the reduction of the raw material to the desired particle size and the reliable removal of unwanted components.

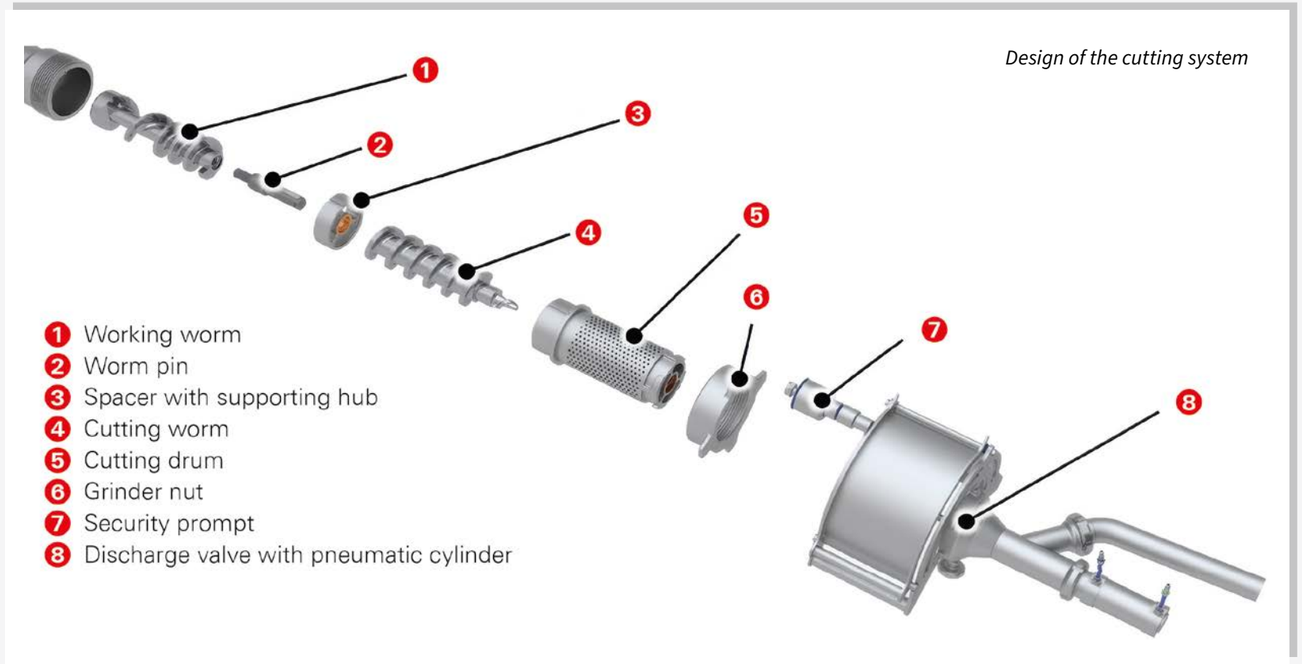
In the cutting drum – unlike conventional separating sets – the unwanted components and foreign bodies are not further pre-ground and thus do not end up as small particles in the final product.

The cutting drum enables both the reduction of the raw material to the desired particle size and the reliable removal of unwanted components – such as connective and supporting tissue, cartilage, tendons, bone fragments, and pieces of skin and rind – in a single operation. In addition, foreign objects, such as plastic residues (splinters from E2 crates, plastic film, or even pieces of disposable gloves), can be reliably separated.

The cutting system consists of a support spacer for additional guidance, an attached cutting



Ground meat (turkey) and separate (tendons, cartilage, and foreign objects)



Design of the cutting system

worm, the perforated drum, and the pneumatic discharge valve. The cutting worm presses the soft material through the holes in the perforated drum and cuts it off with the sharp edges of the worm flights only after it has entered these holes, while harder and/or tougher material – i.e., the unwanted components as well as foreign objects – is transported further toward the discharge valve and discharged there.

Product safety through foreign object separation

Due to more restrictive regulations and requirements, such as the use of packaging and protective films or the increased use of disposable gloves and plastic aprons, the risk of foreign body contamination is rising. By consistently changing the color of plastics and films from white, red, or transparent to blue, even the smallest foreign objects are visible to the consumer in the final product. Splinters from E2 crates and other plastic containers are a common source of foreign objects. Potential recalls caused by this are not only expensive but also cause enormous damage to the company's reputation.

Processing result and cross-section like a meat grinder

Unlike with a soft separator, the raw material is not compressed. The result is high-quality ground meat with a defined, mosaic-like texture – not a pressed meat paste. Studies by the German Institute of Food Technology (DIL) have shown that the juice-holding capacity is significantly higher than with conventional cutting or separating units. This means better pH stability and thus extended shelf life, better color stability, and consequently more appealing products.

The separated components are collected and discharged in a controlled manner via a pneumatic discharge valve. In this process, the pressure of the product flow itself acts to open the pneumatic cylinder. Only when enough separate has been collected and is resting against the cylinder does the pressure rise high enough to exceed the counterpressure of the pneumatic system; as a result, the cylinder remains open until the separated product has been discharged. Subsequently, the counterpressure of the pneumatic cylinder prevails again.



Controlled foreign object separation supports operational quality and safety concepts and contributes to compliance with stringent regulatory requirements. For companies, this means greater product safety, reduced liability risk, and strengthened brand trust.

Cost-saving potential through material upgrading and material improvement

A key advantage of the cutting drum also lies in targeted material upgrading – see the example in the side note below. By separating the lean and fat fractions - a process known as defatting – the quality of the end product is significantly improved and upgraded by at least one commercial grade. In this process, a portion of the fat is separated from the raw material, resulting

Side Note: Material Upgrading Using the Example of Pork Shoulders

The processing of whole pork shoulders, with the aim of separating the lean and fat portions (so-called defatting), takes place in two steps. In the first pass, only the lean meat is ground at low discharge pressure, while fat, cartilage, tendons, and bone fragments are separated, as are foreign particles. The recovered lean meat can now be used, for example, to produce raw sausage products.

The separated material is then passed through the cutting drum again, this time at a higher outlet pressure (back pressure) of the discharge cylinder. The pressure is set so that only the fat is ground, while hard parts and foreign particles are reliably discharged. Due to its high connective tissue content, the fat obtained in this way corresponds to the much more expensive cheek fat and is ideal for improving the binding in cooked sausages.

in leaner ground meat. Undesirable connective tissue can also be removed at the same time, though this is not always the primary focus in this case. Through this material upgrading alone, the purchase of the machine with the cutting system typically pays for itself in less than a year.

In addition to its use as a conventional separator or for defatting, the cutting drum also offers many other possibilities for material improvement. The following four examples illustrate successful applications:

- The removal of rind and, consequently, the extraction of fat from smaller sections that are difficult and time-consuming to process using a rind-removing machine, with the separated rind scraps themselves also being further utilized.
- Removing bile ducts from livers in preparation for liver sausage production.
- Extracting head meat or high-quality fat from whole masks – cooked or raw – while reliably separating out collagen and hard particles.
- Separation of bony tendons from turkey drumsticks during the production of ground turkey.
- Many other applications, including those outside of meat processing.

Non-contact cutting without metal abrasion

The system is designed to operate with a cutting worm and a perforated drum with a pneumatic discharge valve. The system operates in a meat grinder without the use of traditional cutting components such as grinder blades or hole blades. Installation is very simple and intuitive. The cutting drum is available as an option for all Seydelmann grinders in sizes E 130, G 160, and U 200.

Burger Production — **Daily production: 3,000 kg**

Raw material prices / kg
Beef 70/30: 7,48 €, Beef 80/20: 8,59 €, Beef fat: 3,88 €

Current production

Product	Quantity	Costs
60% Beef 70/30	1800 kg	13.464,00 €
40% Beef 80/20	1200 kg	10.308,00 €
Summe	**3000 kg**	**23.772,00 €**

Production with Cutting Drum

Product	Quantity	Costs	Turnover
60% Beef 70/30	1800 kg	13.464,00 €	
40% Beef 70/30 upgraded to 80/20 by using the Cutting Drum - increase in raw material 10%	1320 kg	9.873,60 €	
Beef fat obtained through processing	-120 kg		465,60 €
Summe	**3000 kg**	**23.337,60 €**	
Savings WITHOUT taking the beef fat into account			434,40 €
Savings INCLUDING the beef fat			900,00 €

Savings per year WITHOUT accounting the beef fat based on 250 working days:	**108.600,00 €**
Savings per year INCLUDING the beef fat based on 250 working days:	**225.000,00 €**

> The contact-free design without metal abrasion significantly reduces wear and ensures very long component service life.

A key technical feature of the cutting drum is the minimal distance between the cutting worm and the perforated drum. This allows the raw material to be ground without contact. Unlike conventional cutting sets, where grinding blades run directly against hole blades, there is no metal-to-metal contact and thus no abrasion, which in turn prevents metal contamination.

Trimming pork rinds (fat trimmings from ham production)

Raw material prices / kg
Pork fat trimming: €1.05, pork fat: €1.55, pork rind: €1.05

Current production

Product	Quantity	Costs
Pork fat trimmings	1000 kg	1.050,00 €
Total		**1.050,00 €**

Production using the Cutting Drum

Product	Quantity	Costs
Pork fat	650 kg	1.007,50 €
Pork rind	350 kg	367,50 €
Total		**1.375,00 €**
Profit		325,00 €

Additional profit per year based on 250 working days:	**81.250,00 €**

Metal contamination in the final product is undesirable for several reasons. First, it can lead to discoloration in sliced products due to the corrosion of metal particles, which appear unappetizing to the consumer and can be misinterpreted (blood spots). Second, the abrasion particles themselves, even if very small, can be visible, particularly in light-colored products, such as cheese. For sensitive products, contamination from metal abrasion is generally undesirable and viewed critically; think, for example, of baby food.

The contact-free design without metal abrasion significantly reduces wear and ensures very long component service life. The parts do not need to be reground until much later – service life of up to 10,000 tons is possible.

At the same time, mechanical resistance in the process is reduced due to lower friction, which has a positive effect on energy consumption, heat input, and product quality.

Low product stress and minimal heating

The non-contact cutting principle ensures that the raw material is processed with particular care. Mechanical stress is significantly lower than with conventional cutting sets or cutting and separating systems. Cell structures remain largely intact, product smearing is prevented, and the particle structure remains stable. This has a very positive effect on juice retention and pH stability.

> The energy input is very low, resulting in a temperature increase that is up to 60 percent lower than with conventional cutting or separation systems.

In addition, energy input is very low, resulting in a temperature increase that is up to 60 percent lower than with conventional cutting or separation systems. This minimal heating protects the protein structure, preserves color and binding capacity, and creates optimal conditions for downstream processes.

Higher throughput with reduced energy consumption

The perforated drum has a significantly larger surface area with more holes than a conventional end-hole blade in a meat grinder. This significantly increases the cutting and discharge area. Compared to conventional cutting or separating sets, a throughput that is approximately 15 to 20 percent higher is achieved.

Despite the increased throughput, energy consumption decreases because the material is processed with less mechanical resistance and with less friction. This combination of higher production capacity and lower energy consumption leads to a sustainable increase in operational efficiency.

Cost-efficiency and low operating costs

In addition to improving product quality, the cutting drum also delivers economic benefits. The absence of metal-to-metal contact reduces wear to a minimum, significantly lowering the need for replacement parts and maintenance costs. The long service life of the components between regrinding cycles sustainably reduces ongoing costs. The cutting drum and cutting worm can be easily reground multiple times.

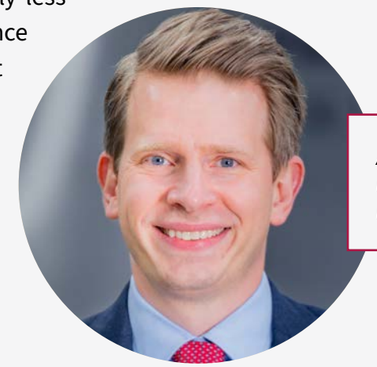
Additionally, the higher throughput ensures increased productivity per unit of time. Combined with reduced energy consumption and improved raw material utilization, this results in noticeable cost savings in day-to-day production.

Opting for a cutting drum does not preclude the use of conventional cutting sets on the same meat grinder – these can still be used if the product requires it, such as when grinding fillings.

When using the cutting drum in conjunction with a Seydelmann AU 200 U Universal Grinder, the need not only for a soft separator but also for a frozen meat grinder or any flakers and frozen meat choppers is eliminated - a major advantage, as significantly less production space is required, and maintenance costs are reduced. For processing frozen meat – entire blocks down to -25°C are possible – a conventional cutting set is simply used. This results in a true 3-in-1 solution for cost-effective operation with minimal space requirements.

Conclusion

The Seydelmann cutting drum combines product safety, material upgrading, texture-preserving grinding, reliable foreign material separation, and high cost-effectiveness in a compact attachment system for meat grinders. With contact-free cutting, minimal energy input, and increased throughput, it represents a technically mature solution. This makes it a future-oriented component for modern, quality-oriented meat processing facilities.



Andreas Seydelmann, Managing Partner, Maschinenfabrik Seydelmann KG



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Photos, tables, and charts: Maschinenfabrik Seydelmann

Espera

Intelligent Combination Counts

When investing in an automatic weigh-price labeling system for the meat and poultry industry, production throughput should no longer be the only considerations. Particularly in end-of-line operations, ease of use, process reliability, intelligent maintenance concepts, and hygienic machine design are essential criteria for long-term operational efficiency.

Special attention should be given to the operating concept

Modern app-based touchscreen interfaces, following the familiar logic of a smartphone, enable intuitive machine operation and reduce training requirements. Equally important are integrated predictive maintenance functions that continuously monitor individual machine components and provide early information on wear and upcoming maintenance requirements.

Another important selection criterion is the level of automation

Modular machine designs with automatic printer adjustment functions ease product and format changeovers while minimizing manual intervention. Fully electronic, position-controlled label applicators also ensure highly precise label placement – a key factor in achieving consistent and premium product presentation at the point of sale.

Hygienics first

Hygienic machine design should also receive particular attention. Especially in wet production environments, IPX5 water protection and generous ground clearance are important features that facilitate thorough daily cleaning and improve accessibility.

When selecting a modern weigh-price labeling system, machine performance alone should therefore not determine the investment decision. Instead, the intelligent combination of intuitive operation, predictive maintenance, precision automation, and hygienic design is what ultimately contributes to maximum process reliability and long-term cost efficiency.



Photo: Espera Werke

The intelligent combination of intuitive operation, predictive maintenance, precision automation, and hygienic design is what ultimately contributes to maximum process reliability and long-term cost efficiency.

Victorinox

Two Knife Lines for Professionals

With the Swibo collection, Victorinox offers professional knives designed to meet the highest standards in meat processing.

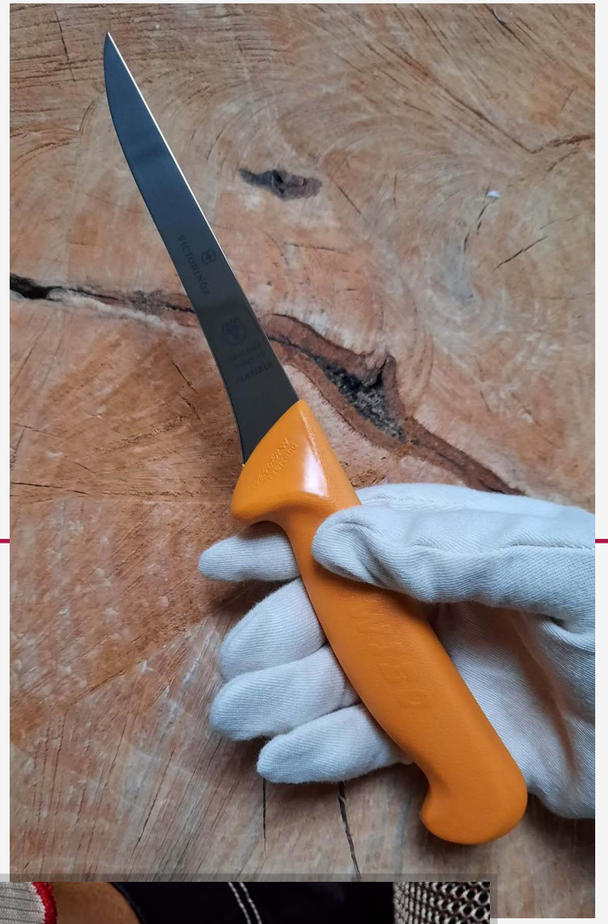
These Swiss-made knives feature precision-ground stainless steel blades and ergonomic, non-slip handles in a bright orange design that provide a secure grip even during demanding daily work. The handles are seamlessly injection-molded onto the blade, thereby meeting high standards for hygiene and cleaning.

The lineup includes a wide selection of specialty knives for deboning, cutting up, carving, and other applications in butcher shops and food processing. Swibo stands for durability, precision, and reliability – designed for professional use.

Dual Grip: Ergonomic handle design

Also worth considering: Victorinox's Dual Grip knives, which combine top performance and comfort with their ergonomic handle design. Each knife features a two-component handle; the inner core is made of durable polypropylene (PP) for strength and stability, while the outer layer is softer and made of thermoplastic elastomer (TPE). This provides a secure, non-slip grip even in wet conditions.

Manufactured in Switzerland, the knives are NSF-certified, dishwasher-safe, and can be sterilized at temperatures up to 100°C, ensuring excellent durability and hygiene. A lifetime warranty against material and manufacturing defects underscores the high quality standards and durability of Victorinox knives.



Photos: Victorinox



Formax

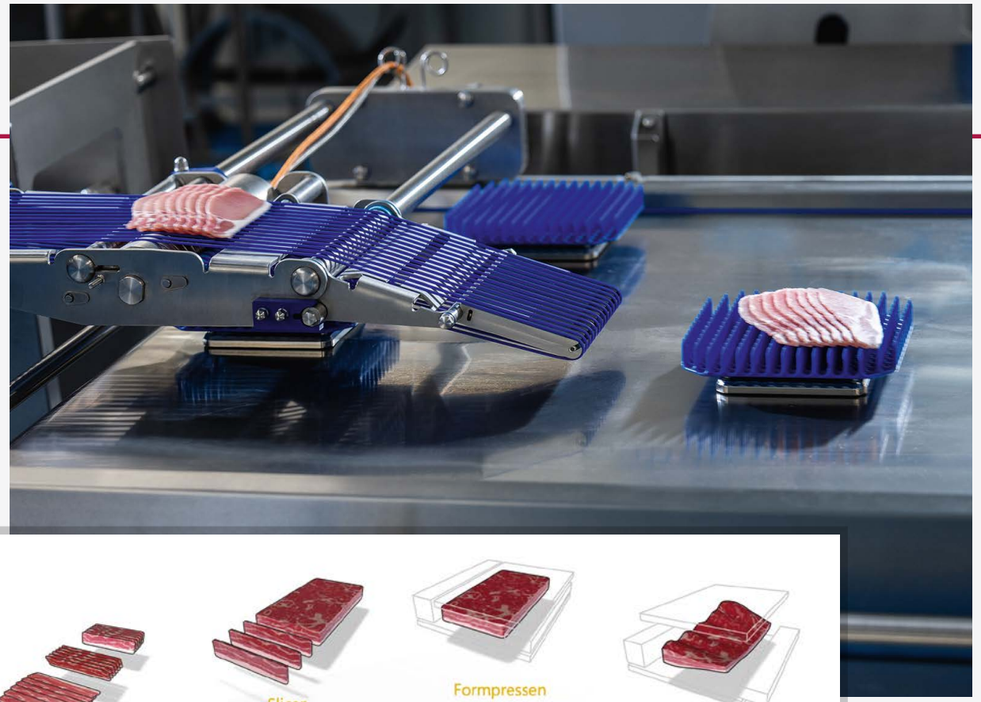
Floating Meat Products

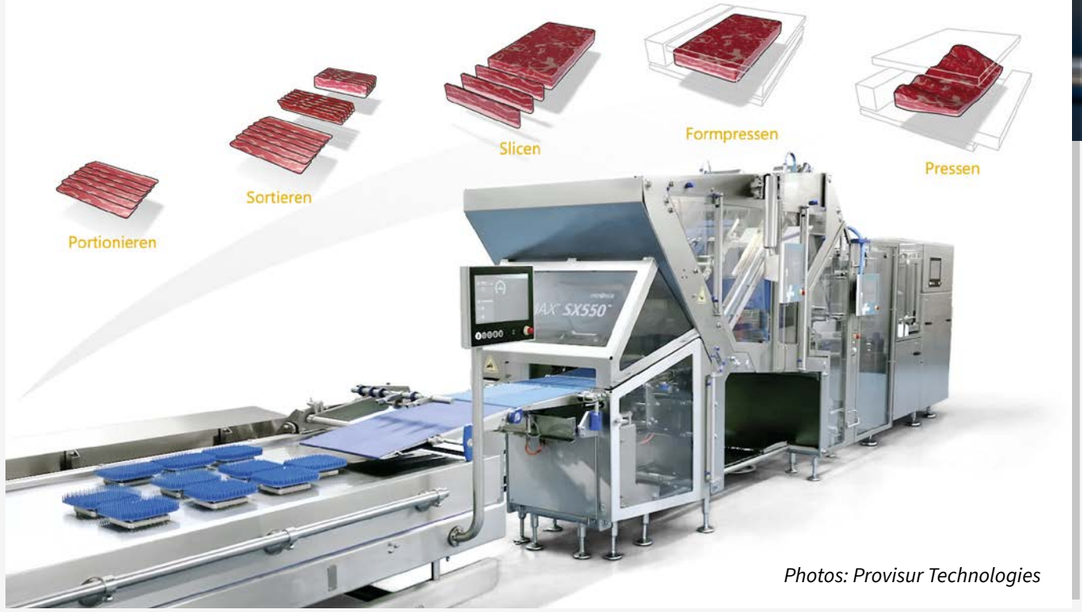
Food processing manufacturers are under constant pressure to produce more flexibly, safely, and cost-effectively. In response to this challenge, Provisur's integrated Press-to-Pack line combines forming, slicing, product handling, and packaging into a highly efficient and flexible production solution. At the heart of this innovation is the Formax Free Movement System (FMS), which replaces traditional conveyor technology with freely moving, electromagnetically driven transport units.

In the high-performance Press-to-Pack line, the Hoegger X3 Pro molding press specifically prepares each product for the subsequent slicing process. Its three-dimensional and dynamic molding technology ensures uniform shaping of products such as bacon, pork loin, fresh beef, and smoked or cured meat products.

After compression molding, the Press-to-Slice module handles the weighing, scanning, and precise positioning of each product. A 3D scanner with an integrated scale captures precise product data and transmits it immediately to the slicer. This data forms the basis for the subsequent cutting process using the Formax SX550 high-performance slicer from Provisur. With its 550×206 mm cutting chamber and a blade speed of up to 2,000 rotations per minute, the SX550 is designed for maximum throughput and processes products with high weight accuracy.

The true technological innovation of the Press-to-Pack solution lies in the FMS. Unlike conventional conveyor systems, which rely on belts, rollers, or fixed guide rails, the FMS uses electromagnetically driven movers – contactless transport units that "float" above the work surface. This allows the feeding and discharge of products along the entire production line to be controlled independently of one another.





Photos: Provisur Technologies

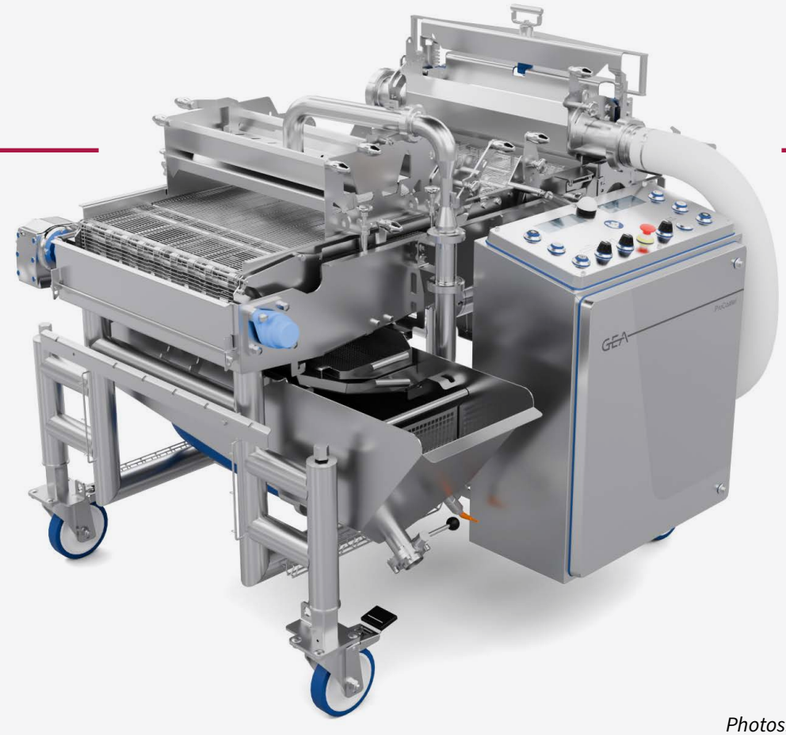
GEA Group

Controlled Wet Coating

The GEA ProCoater is a new wet coating machine developed to help food processors achieve more stable batter flow, more consistent coating pickup and higher line efficiency in the production of coated food products. Coated convenience foods remain a dynamic growth segment, driven by demand for crisp textures, visual appeal and new product formats such as plant-based and hybrid foods. At the same time, manufacturers must manage rising cost pressure, complex coating recipes, tighter quality requirements and limited access to skilled operators. The GEA ProCoater addresses these challenges at a critical process step by enabling precise, repeatable control of batter application for poultry, pork, fish, cheese, plant-based and hybrid products.

A key focus of the new system is batter stability. The ProCoater's patent-pending guided return flow system reduces air entrainment and foam formation by up to 80 percent, creating a calmer batter flow and a more uniform curtain. Adjustable scrapers enable fine corrections during operation without stopping the line, while smart air knives deliver even blow-off across the full belt width to support accurate coating weight and uniform appearance. An optimized infeed transfer supports smooth product entry, and a patent-pending batter retention plate and an optional bottom batter layer supply device ensure full coating coverage on the product bottom side and keep products firmly positioned during coating to prevent floating or drifting.

For processors, the result is a controlled wet coating process from start-up to shut down. Consistent batter pickup helps reduce rework, B-grades and product giveaway, while efficient batter use improves yield and line cleanliness. The ProCoater is available for belt widths of 400, 600 and 1000 millimeters, allowing manufacturers to align the technology with different line layouts, capacities and product portfolios.



Photos: GEA Group



Handtmann Processing

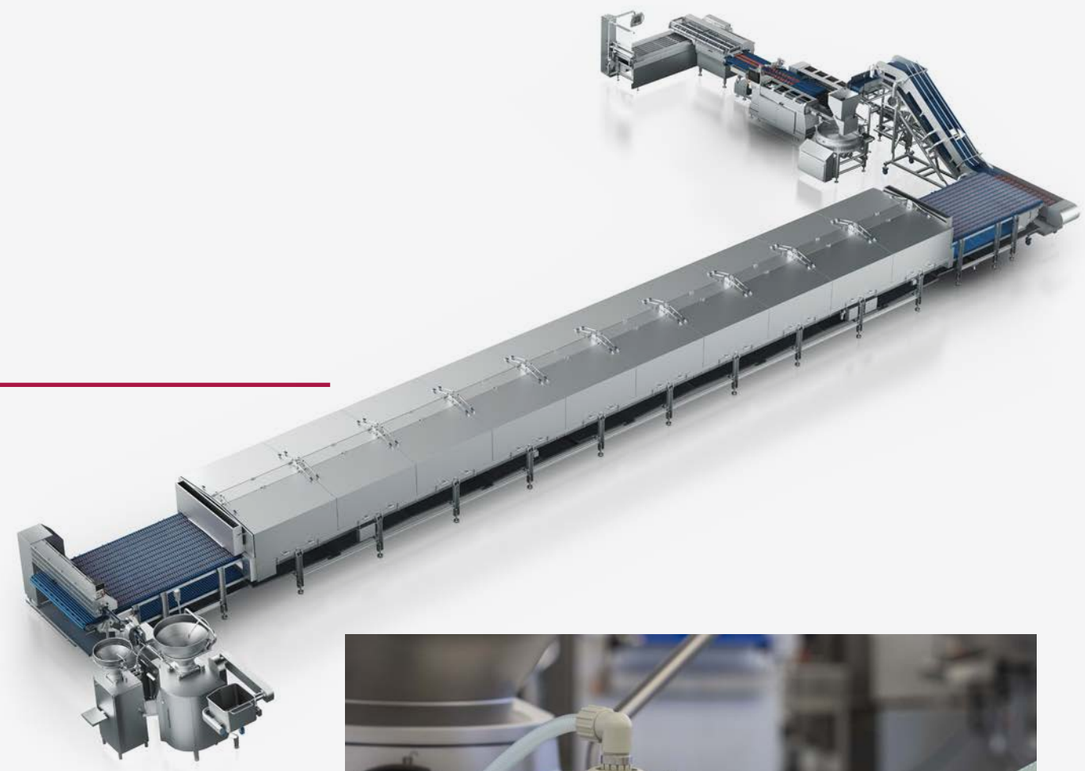
Three Producers, One Process Flooring

The CookEX Process® technology, launched by Handtmann Processing in collaboration with Metalquimia and Hybricol, is an innovative, fully automated and continuous solution designed to accelerate the co-extrusion and cooking of sausages with alginate casings. The solution, introduced at IFFA 2025 and unveiled in mid-2026, integrates filling, co-extrusion, pre-drying, and thermal treatment into a continuous production process. It stands out for a high output capacity, energy efficiency, and versatility across a wide range of recipes and formats. An advanced air treatment system further minimizes weight loss, increases yield, and ensures consistent product homogeneity and quality.

The solution combines the strengths of three specialized technologies into one fully integrated approach, utilizing Hybricol's alginate gels for precise casing formation, applying them within Handtmann's ConPro co-extrusion systems, and incorporating drying and cooking via Metalquimia's QDSausage® technology. This integrated concept delivers consistently high product quality with excellent flavor and texture while achieving output rates of up to 1,200 pieces per minute. In addition, the system offers the option to apply liquid smoke.

Horizontal processing prevents belt marks and ensures uniformity in weight and length, while enabling faster achievement of target color and core temperature. Operational efficiency is further enhanced through reduced weight loss, supported by Metalquimia's QDSausage technology. Handtmann's ConPro system enables quick and precise adjustment of product length and caliber, while Hybricol's alginate casing gel ensures firm and stable product formation throughout the process. The fully automated setup minimizes manual intervention, ensuring uninterrupted production and high process reliability. Enhanced hygiene standards and extended shelf life further contribute to overall product quality.

Designed for maximum flexibility, CookEX Process is suitable for a wide range of applications, including meat, fish, vegan alternatives and vegetable-based products, as well as pet food.





Photos: Handtmann Processing

Silikal Suisse

Durable and Hygienic Flooring

Slaughterhouses, meat processing plants, manufacturing facilities, artisanal meat businesses, and all other food production facilities place high demands on hygiene, durability, and aesthetics – and that starts with the floor. For decades, Silikal flooring systems based on methyl methacrylate (MMA).

They have proven their worth worldwide in all areas of the meat and food industry – for example, in processing facilities, in refrigerated and frozen storage areas, as well as in sanitary and high-traffic areas. Silikal floor coatings are successfully used wherever items may fall to the floor, where heavy equipment places a strain on the floor, and where water and cleaning agents must be used constantly.

The reactive resins are resistant to many alkalis, salts, oils, and fats. The seamless, closed surface of the floors can be finished with chamfers, preven-ting unhygienic corners from forming in the first place. Also important: The floors can be cleaned quickly and easily, even with high-pressure or brush cleaning machines.

Silikal MMA floor coatings are available in a variety of options. Specialized installers offer a diverse and useful range of choices, such as the desired color, the required slip resistance rating, and whether the floor should be installed with or without a waterproofing layer. With special flooring options, such as the modern “Concrete Look,” Silikal also offers flooring for areas like retail spaces, hospitality areas, and administrative offices, where the floor should stand out not only for its practicality but also for its aesthetic appeal.





Photos: Silikal Suisse