

Stephan TELEGRAPH

Customer Magazine

www.stephan-machinery.com



Theo Brandes,
Managing Director

Dear Reader,

On June 12th 1953, Alfred Stephan and his two sons Siegfried and Werner Stephan founded A. Stephan u. Söhne in Hameln. Stephan today is a company active all over the world and delivers machines to a large and global customer base. The enterprise Stephan started already very early on established branches around the world in order to offer local service to their customers. Thus we can offer you today a worldwide service and distribution network.

In 1999 Stephan became member of the Sympak Group, located in Milan/Italy. Sympak is one of the major European groups dedicated exclusively to the manufacturing of processing and packaging lines for the food and beverage industries.

Our business model today is based on platforms, i.e. working teams with a "transversal" knowledge of customer requirements. The business model combines teams from our sister companies: Corazza (Bologna/Italy), OPM (Alba/Italy) and its controlled companies, RC (Bologna/Italy), Sympak Bottling & Canning (Reggio Emilia/Italy), Sympak Process Engineering (Schwarzenbek/Germany).

We created this new customer magazine, Stephan Telegraph, in order to get in touch and maintain contact with you, our customers. We like to keep you informed about "Changes & News" around Stephan. You are more than welcome to read this magazine and give us your feedback. We hope you enjoy it!

With best regards, yours

Theo Brandes



CONTENTS

HISTORY 2

Read what happened from 1953 up to now

ACTUAL STRUCTURE 2/3

Learn about the developments and changes of Stephan

SYMPAK PROCESS ENG. 4

New member of Sympak Group

WHAT'S NEW? 5/6

News from the Convenience Food, Confectionery and Dairy sectors

EVENTS 7

Short information about the Dairy Platform Symposium we held in March 2004

WHERE TO FIND US 8



Stephan's new structure

Stephan machines have always been built with the highest quality standards. The result are machines with an unusual long lifetime and an ambitious finish. Still today there are machines in use which were delivered in the sixties and seventies. In the last 50 years this reliability was accepted as benchmark in the industry.

Complete Lines

In the past Stephan has built machines for the Food industry and then fitted it to the requirements of the most diverse applications and thus being in a position to deliver machines to the largest possible group of customers. Through the integration into Sympak Group it seemed to be time to rethink this strategy. So today, Stephan is in a position, together with the subsidiary companies of Sympak Group, to deliver complete lines from the production up to the packing of the products.

Comprehensive Program

Thus Stephan forms together with Corazza the Dairy platform, with Sima it forms the platform for the Convenience Food Market and with OPM the platform for the Confectionery Market. Our goal is to deliver the customers in these market

How everything started



- 1953 Foundation of A. Stephan u. Söhne in Hameln/Germany. Start with the production of the "Universal Machines"
- 1959 Start with "Microcuts" for continuous cutting and emulsifying
- 1963 Presentation of "Stephan Universal Machine" Foundation of Stephan Nederland B.V., Almelo/Netherlands
- 1964 Development and design of a. m. machines for industrial purposes
- 1976 Presentation of "Stephan Combicut" for industrial food processing
- 1977 Foundation of Stephan Machinery Corp., Columbus/Ohio/USA
- 1982 Foundation of Stephan France S.A.R.L., Lognes/France
- 1983 Development of a special "Stephan Vacuum Cooker", especially for the jam and fruit preparation
- 1985 Foundation of Stephan (UK) Ltd., Feltham/Great Britain
- 1990 Presentation of "Stephan Vacuotherm"
- 1993 Development of the "UHT plant" and "Continuous Cooker Module System"
- 1994 Foundation of Stephan Machinery (Singapore) Pte Ltd.
- 1995 Foundation of Stephan bvba, Nazareth/Belgium
- 1999 Stephan became a member of Sympak Group
- 2002 Development and design of "Stephan Cooking Mixer" with over-pressure and under-pressure
- 2003 50th anniversary / new company name: Stephan Machinery GmbH & Co. Further development of "Stephan Vacuotherm System" Increase of running time with teflon coated "Continuous Cooker" New design Universal Machine 130 with USDA approval Foundation of Sympak Process Engineering
- 2004 The new Stephan Cooker: Cook-IT The new UHT-Compact Line

segments a comprehensive program. A necessary supplement for this goal will be, besides our own developments, to enter into partnerships with third party enterprises.

Your reliable Partner

One of our main emphasis will remain to further develop and this together with you, the effective and high-quality production of food. To achieve this we put at your disposal our Center of Technology in Hameln as well as test machines which can be used in your factory. Thus you can develop new products together with our technologies and/or optimize your actual manufacturing processes.

The production and distribution of our small machines from the UM 5 up to the UM 60, as well as the Microcuts, we have combined in separate Business Units in order to be in a position to meet the market demands in a more selective way and to force further development of these machines and segments.

With the new orientation of the Stephan Group and the cooperation with our sister companies within the Sympak Group we are convinced to have set a base for the future and can present us as your reliable partner for the future.



BUSINESS MODEL

- ◆ New business model based on Platforms, i.e. working teams with a "transversal" knowledge of customers' demands.
- ◆ New kind of relationship with the customer: Sympak Group is not a simple line or machine provider, but rather a problem-solver.





Olaf Pehmöller,
Managing
Director

Sympak Process Engineering (SPE), founded in September 2005 and located in Schwarzenbek near Hamburg (Germany), is a supplier of process engineering and automation solutions to the dairy, confectionery, and convenience food and beverage industries. From the supply of engineered components through to a complete process plant equipped with latest automation technology, we are specialised in helping our customers to improve their plants' performance and profitability.

Effectiveness and Efficiency

As part of the Sympak group we combine expertise in process technology with leading intelligent automation solutions. SPE helps to increase the effectiveness and efficiency of its customers' industrial production processes and provides systems, components and services

applying Sympak's specialists know-how in the application of technology and production processes that deliver return on investment throughout the entire lifetime of the plant.

The design, procurement, supply, installation, and commissioning of food processing lines incorporating the latest equipment, automation, and services, call for an exceptionally high level of project management skills. SPE has developed the necessary expertise to ensure that projects are completed to specification on time and to budget. This approach leaves our customers and partners free to concentrate on their business while we take good care of their projects.

We are looking forward to working together with you and your team in order to increase the performance of your production assets, maximise your return on investment in production and data management technologies and remove cost and cash from the supply chain.

Yours sincerely,

Olaf Pehmöller



Our Management Team in Schwarzenbek



Günter Dähling,
Financial Manager



Frank Benneckenstein,
R&D Manager Software



Wolfgang Boß,
Project Manager



Hans-Peter Kycler,
Project Manager

Welcome to Sympak Process Engineering

Soups, Pasta Sauces and Co.



Soups, sauces and pasta dishes are gaining in importance continuously. The variety of recipes is increasing.

Stephan Machinery offers the perfect solution for this type of applications even for higher capacities. The combination of the batch units Stephan VACUTHERM or Stephan COOKING MIXER and buffer tanks including surrounding equipment, like metering systems gives the required flexibility. These semi-continuous Stephan processing lines are first choice compared to continuous processing lines. We bring our customers in a position to react very quickly on market requirements. The very same processing system can be used for soup manufacturing as well as for pasta sauces. Even mayonnaise and dressings can be manufactured with ease. Our machines give food processing companies the freedom they need today. In cooperation with our colleagues from Sympak Bottling & Canning (SB&C) and Sympak Process Engineering (SPE) we are in a position to offer complete processing and packaging lines including process integration.

Dorothee Klöpping, Product Manager
Convenience Food & Meat

Stephan machines for Convenience Food manufacturing

Applications	Processes	Stephan Machines
<ul style="list-style-type: none"> mayonnaise, ketchup, dressings, dips, baby food, classical sauces, pasta sauces, soups 	<ul style="list-style-type: none"> mixing, emulsifying, dispersing, size reduction, direct and indirect heating, deaeration (vacuum), cooling 	<p>Universal Machine Combicut Vacuotherm System</p>
<ul style="list-style-type: none"> ready meals, soups, rice, pasta, potatoes, vegetables, meat, fish, poultry, stews, sauces 	<ul style="list-style-type: none"> mixing, direct and indirect heating, cooking, vacuum processes, pressurized heating 	<p>Cooking Mixer Cook-It</p>
<ul style="list-style-type: none"> sausage production, vegetable cutting, mayonnaise, dressings, purree <p>Processing lines up to 10 000 l/h!</p>	<ul style="list-style-type: none"> size reduction, emulsifying, dispersing 	<p>Microcut®</p>
<ul style="list-style-type: none"> marzipan, praline masses, foamed truffle masses, cookies-rework 	<ul style="list-style-type: none"> mixing, emulsifying, dispersing, crushing, direct and indirect heating, vacuum processes, processing in pressurized atmosphere 	<p>Universal Machine Combicut Microcut®</p>

Our well known Confectionery Process Technology is part of the Convenience Food segment as well.

The Stephan Compact Line UHT



For further demands and special requests, Stephan Machinery has developed a new generation of continuous processing plants for processed cheese products - the STEPHAN COMPACT LINE UHT. This development is based on the wide experience in the processed cheese production. It realises the demand for high quality of final products with economic

investments. High efficient use of energy and long standing time are features of the COMPACT LINE quality.

In addition to that, we take the need for excellent accessibility in consideration. An easy and simple understandable way of operation assures besides the realisation of a high safety standard an excellent availability of the system.

Adapted peripheral equipment completes the range of the Stephan portfolio to design and deliver complete lines for processed cheese preparations or other applications.

*Heinz-Dieter Wiedenmann,
Product Manager Dairy*

Available capacities are: R&D 40 - 100 kg/h and the production systems for variable throughputs up to 500/1500/2000/3500 kg/h.

Besides this new system Stephan provides for the market, we supply still the proven and well introduced MODULE SYSTEM with its special features.

Together with the batch processing solutions Universal Machines, Vacuotherm Systems, Combicuts and the R&D systems with the technology assistance Stephan is positioned in its application platform as key supplier.



Applications

- ◆ processed cheese, all kinds of fresh cheese preparations, dressings, sauces, baby food, butter preparation
- ◆ processed cheese - spreadable types, sliceable types, bloc cheese cheese sauces, dips
- ◆ processed cheese, all kinds of fresh cheese preparations, dressings, sauces, baby food, butter preparation

Processes

- ◆ mixing, dispersing, emulsifying, deaerating (vacuum), cooling, size reduction, heating, cooking under vacuum/under pressure
- ◆ mixing, emulsifying, deaerating, heating, creaming
- ◆ mixing, dispersing, emulsifying, deaerating (vacuum), cooling, size reduction, heating, cooking under vacuum/under pressure

Stephan Machines

- ▶ Universal Machine
- ▶ UHT System
- ▶ Combicut



The importance of Russia and the former CIS Countries was realised by Stephan Machinery as early as 1995. Over the ensuing years Stephan reaped considerable benefits and made important inroads in establishing the Stephan trademark as a leading technology and equipment supplier to the Convenience Food and Dairy Markets.

details the high end technology involved in Packaging of Cheese.

The Sympak Team was completed by Alexej Dubinitsch (Manager Stephan/St. Petersburg), by Igor Grishaenkov (Sympak Country Manager Russia and CIS) and Hugo Hetzer/Jit Devlia from Stephan Sales Management, Germany.

*Jit Devlia, Area Sales Manager
Eastern Europe*

A two day Symposium was held on 25th and 26th March 2004 attended by over 40 delegates from 30 companies. Staff members from Stephan, Corazza and Sympak put together a very intensive program of paper presentation, live demonstration of Stephan equipment, including production of 6 different dairy products.



The processed cheese preparations as well as fresh cheese and butter preparations were made in a Stephan Universal Machine. Johannes Hor and Rüdiger Remmert from Stephan technology department were on hand during the machine demonstration and later product testing to answer all questions regarding process parameters, capacities and formulations.

Following closely the presentation on cheese preparations was the highly interesting submission by Jozef Hanzelik on Packaging Technology from Corazza. The various videos presented by Josef were very well received as they showed in very fine

Dairy Platform Symposium - St. Petersburg/Russia



Stephan Machinery - world-wide at your disposal

Headquarter:

Stephan Machinery GmbH & Co.
Stephanplatz 2
31789 Hameln • GERMANY
phone: +49(0)51 51 / 5 83-0 • fax: +49(0)51 51 / 5 83-1 89
info@stephan-machinery.com

Subsidiaries/Representatives:

Stephan bvba
Sluis 11
9810 Nazareth • BELGIUM
phone: +32(0)9 / 3 85 83 55 • fax: +32(0)9 / 3 85 81 87
info@stephan-belgium.be

Sympak France Sarl - Stephan Division -
ZAC du Mandinet
Rue des Campanules
77185 Lognes • FRANCE
phone: +33(0)1 / 64 80 54 30 • fax: +33(0)1 / 60 06 74 14
sympak-france@sympak.com

Sympak Asia Pacific Pte. Ltd. - Stephan Division -
23 Tagore Lane
#03-12 Tagore 23 Warehouse
Singapore 787601 • SINGAPORE
phone: +65 / 64 55 / 76 70 • fax: +65 / 64 55 / 62 20
sympak-asiapacific@sympak.com

Sympak Inc. - Stephan Division -
1385 Armour Boulevard
Mundelein, IL 60060 • USA
phone: +1 / 8 47 / 2 47 01 82 • fax: +1 / 8 47 / 2 47 01 84
stephansales-usa@sympak.com

Stephan UK Ltd.
PO Box 162
Deeside
CH5 3SZ • UK
phone: +44 (0) 8 45 / 4 56 08 23 • fax: +44 (0) 8 45 / 4 56 08 24
info@stephan-uk.co.uk

Sympak Latin America Ltd. (Lynkin' SD Ltd.)
Sao Benedito Office Tower
Rua Sao Benedito, 509 Cj, 81,
04735-000 Alto da Boa Vista Sao Paulo, SP • BRAZIL
phone: +55 (11) 55 46 01 34 • fax: +55 (11) 55 46 01 78
marco@sympak.com.br

Sympak Process Engineering GmbH
Meiereistr. 3
21493 Schwarzenbek • GERMANY
phone: +49(0)41 51 / 89 87-0 • fax: +49(0)41 51 / 89 87-10
info@sympak.de

Stephan Nederland B.V.
Plesmanweg 15
7602 PD Almelo • NETHERLANDS
phone: +31 (0) 5 46 / 87 41 11 • fax: +31 (0) 5 46 / 86 45 46
info@stephan.nl

Stephan Machinery GmbH & Co.
Sales Representative Switzerland
Mr Marcel Heeb
Gewerbehaus Tüfwies
Schickmattweg 8
8332 Russikon • SWITZERLAND
phone: +41 (0) 1 / 9 55 06 08 • fax: +41 (0) 1 / 9 55 06 88
stephan-machinery@bluewin.ch

OOO Sympak Moscow Head Office - Stephan Division -
Sretenskiy Boulevard 6/1, Korpus 2, Office 101
Moscow, 101000 • RUSSIA
phone: +7 / 0 95 / 9 37 59 25 • fax: +7 / 0 95 / 9 37 59 26
sympak-russia@sympak.com

OOO Sympak St. Petersburg Branch Office - Stephan Division -
Business Center "Evro-Auto" 3rd Floor, Office 332
Levashovskiy Pr. Dom 13, Litera G
St. Petersburg, 197110 • RUSSIA
phone: +7 / 8 12 / 1 02 11 84 • fax: +7 / 8 12 / 1 02 11 87
sympak-stpetersburg-russia@sympak.com

Poland

Firma Konsultingowa
ul. Paslecka 14
60-454 Poznan • POLAND
phone: +48 (0) 61 / 8 48 92 52 • fax: +48 (0) 61 / 8 48 92 52
jan.danielewski@neostrada.pl

IMPRINT

Published by: Stephan Machinery GmbH & Co, 31789 Hameln, Germany
www.stephan-machinery.com
Editorial Staff and Form: Sabine Riechmann
mailto:riechmann@stephan-machinery.com
© 2004 Stephan Machinery GmbH & Co. All rights reserved.