

05 - 12 October 2017  
in Ettlingen (Germany)



# Optimization in the Food Industry:

Find out on site about the best practices with regard to Industry 4.0, project management, integration of the value chain, optimization of procurement & production, automation solution, digitization of sales, to name but a few.

Reference visits at:



Combine the CSB Food Business Days with a visit to the Anuga!

Dear Reader

Improved integration of all processes in the IT system advances the optimization of food enterprises. In fact, digitization creates entirely new opportunities for the companies to improve transparency, cut costs and increase productivity. We would like to demonstrate at the Food Business Days how top performers of the food industries manage this in practice.



I look forward to welcoming you at the Food Business Days.

Kind regards  
Tim Knoll

## Food Business Day, 05 October 2017

Presentations around the topic of "Optimization of the Food Industry" and sharing experiences with our industry experts.

## Food Business Tours – 06 – 12 October 2017

Tour 1  
06 Oct

*Departure: approx. 8.30 a.m., Radisson Blu Hotel Ettlingen*  
**EDEKA Südwest Fleisch GmbH - Rheinstetten, Germany**

Show  
07/08 Oct



*Possibility to visit the Anuga in Cologne*  
*Transfer to Anuga can be arranged on request.*  
*Please contact us.*

Tour 2  
09/10 Oct

*Departure: approx. 7.30 p.m.: Anuga Cologne*  
**Fleischhof Rasting Essen - Essen, Germany**

*Departure: approx. 7.45 a.m. Anuga Cologne*  
**Fleischhof Rasting Meckenheim - Meckenheim, Germany**

Tour 3  
10 Oct

*Meeting point: 2 p.m. at the factory of Züger Frischkäse AG*  
**Züger Frischkäse AG - Oberbüren, Switzerland**

*Transfer from Zurich airport can be arranged on request.*

Tour 4  
11 Oct

*Departure: approx. 7.45 a.m. Munich airport*  
**Siegsdorfer Petrusquelle GmbH - Siegsdorf, Germany**  
**Gebrüder Woerle GmbH - Henndorf near Salzburg, Austria**

Tour 5  
11/12 Oct

*Departure on 11 October, approx. 3.00 p.m. Anuga Cologne*

*Departure on 12 October, approx. 9.00 a.m. Amedia Hotel Weiden*  
**Naabtaler Milchwerke GmbH & Co. KG - Schwarzenfeld, Germany**  
**Wolf Wurstspezialitäten GmbH - Schwandorf, Germany**

# Food Business Day, 05 October 2017 in Ettlingen

- 9.00 a.m. *Welcome. Optimization of the Food Industry: What top performers do better than the average. Results of the global CSB-Food Survey 2017*
- 9.20 a.m. Industry 4.0: How you benefit from the Smart Food Factory already today
- 9.45 a.m. Example Edeka Südwest: How cutting-edge technology improves efficiency at the meat facility of Edeka Rheinstetten
- 10.15 a.m. Excellence in project management - the basis for success
- 10.45 a.m. *Tea and coffee break*
- 11.15 a.m. Integration from A-Z as for example at Naabtaler Milchwerke – Privatmolkerei Bechtel
- 11.45 a.m. Practice example Colruyt: How the Colruyt Group makes its production more efficient by using Factory ERP
- 12.15 p.m. Example Promessa: More freshness and flexibility at lower costs through innovative automation solutions
- 12.45 p.m. *Lunch*
- 1.45 p.m. 24-hour operation: How Russian facilities became productivity champions.
- 2.10 p.m. Industry 4.0 for planning at a food processing facility
- 2.40 p.m. Where are the biggest potentials at the food companies? Optimization fields from procurement, recipes and cutting processes to transport.
- 3.10 p.m. Digitization in the engineering of packaging machines: More benefit and transparency for the food industry
- 3.40 p.m. *Tea and coffee break*
- 4.10 p.m. Vision on food retail and consequences for the supply chain
- 4.40 p.m. Route optimization with the CSB-System at Wolf Wurstspezialitäten
- 5.10 p.m. Digitization of sales – Increase turnover with multichanneling
- 5.30 p.m. *Conclusion*
- 7.30 p.m. *Dinner*

Presenters besides the CSB industry experts:

Jan Seidel – Wolf Wurstspezialitäten GmbH

Peter Bimmermann – Vanderlande Industries GmbH

Marius Grathwohl und Dominik Eberhard – Mutivac GmbH & Co. KG

Martin Miller – Naabtaler Milchwerke GmbH & Co. KG

Michael Trautwein – Foodfab GmbH

EDEKA is the biggest marketer of regional products and Germany's largest food company. Seven wholesalers ensure the region-wide supply of goods to the associated retail outlets. EDEKA Südwest employs 44,000 people, 800 of which are based in Rheinstetten. The meat processing facility in Rheinstetten is the group's largest and most advanced meat factory, generating an annual sales volume of 643 million euro. After start of the operation at the meat facility in July 2011, now products are delivered to 1300 customers.

### Employees:

EDEKA Südwest: 44,000 employees (incl. independent retail outlets)

Meat factory Rheinstetten: 800 employees

### Performance of the meat facility Rheinstetten:

- Sales volume: 643 Mio.
- Annual tonnage: 125,000 tons
- Approx. 1,300 customers

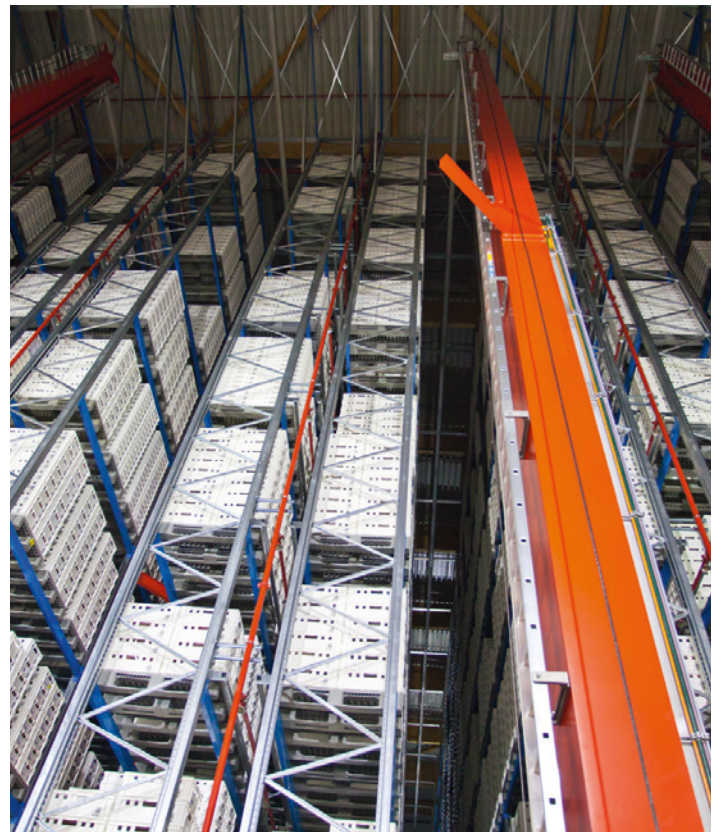
### Product range of the meat facility Rheinstetten:

approx. 2,500 sales items

- Meat, sausages, salads, delicatessen

### Highlights:

- Growth in production volume, order processing and deliveries to customers
- Optimal process chains and tremendous efficiency
- Automated cold grading of pig sides
- Optimal production and cutting planning for over 20 lines
- Full automation



Show  
07/08 Oct



Visit to the Anuga in Cologne

Within the framework of the CSB Food Business Days you also have the opportunity to visit the Anuga. Find out at the Anuga how you can utilize digitization to make your business a technology leader. We accompany you on your way. Meet us for consultation at our stand.

Hall 7.1 Stand B090-C093

**Address:**

Koelnmesse GmbH  
Messepl. 1  
50679 Cologne



**Anuga 2017 - Worldwide. Leading. Significant.**

Look forward to the world's largest and most important trade fair for food and beverages, which will open its doors on 7 October 2017 in Cologne, Germany.

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Only at Anuga you will find the most important key players of the national and international food and beverage industry. The 10 different special trade fairs are going to present you the current trend themes 2017.

[www.anuga.de](http://www.anuga.de)

From its roots going back to the 19th century evolved already around 1955 the cooperation between the Rasting butcher's business and EDEKA. Today, Fleischhof Rasting is a 100 percent subsidiary of EDEKA Rhein-Ruhr. The foundation laid back then still is the basis for today's positive business development, guaranteeing a successful future. Freshness and quality have always been and will continue to be the key factors for Rasting.

#### Employees:

- over 900

#### Performance:

- 70 cutting-edge refrigerated trucks

#### Product range:

- Beef, pork, veal, lamb, poultry, game, fresh fish and sausages

#### Highlights:

- Efficient processes through comprehensive integration of product management, logistics and material flow
- Transparent and consistent quality management with secured traceability
- Paperless handling of all customer orders - from order entry via production and picking up to loading the trucks and route optimization
- Automatic invoice control saves time and costs



Züger Frischkäse AG from Oberbüren, Switzerland, is an old-established family-owned business with about 200 employees. The company founded in 1850 is specialized in the production of various cream cheeses such as mozzarella, curd cheese, ricotta and mascarpone. More than 40 percent of the products are exported worldwide.

#### Employees:

- 230

#### Performance:

- 12,500 tons of cheese
- 4,000 tons of butter per year
- Sales volume approx. 110 million CHF (approx. 90 million euro)

#### Product range:

- Cream cheese varieties, mozzarella, curd cheese, ricotta, mascarpone, etc.

#### Highlights:

- Fast and efficient business processes
- Full traceability
- Automatic stock putaway and removal in high-bay shelf storage
- 50 percent time savings thanks to mobile picking



The company of Siegdsdorfer Petrusquelle, a 100% subsidiary of Staatl. Mineralbrunnen AG, was founded more than 150 years ago. The Siegdsdorfer Petrusquelle spring, from which the mineral water is produced, is a horizontal well. The company can do completely without any pumps, as the Siegdsdorfer Petrusquelle releases 7 liters of pure mineral water per second of its own accord. At present, the company has about 45 employees who are in charge of the production from six product areas.

#### Employees:

- Approx. 45

#### Performance:

- Production of mineral water with horizontal well
- Release of 7 liters of water per second

#### Product range:

- Individual glass bottles, restaurants, mineral water, soft drinks, health drinks & spritzers, sports drinks

#### Highlights:

- Optimal portrayal of processes specific to the beverage industry
- Fast and economical picking
- Paperless deliveries to customers
- Full traceability along the entire value chain





The old-established company of Woerle today is one of the largest and most advanced cheese factories in Austria with international orientation. Gebrüder Woerle GmbH employs about 300 people. Last year, they reported a sales volume of 126 million euros. Woerle's Käsespezialitäten are not just popular in Austria, they are also highly favored in some 70 countries around the world.

#### Employees:

- Approx. 300

#### Performance:

- 126 million euros annual sales volume 2016
- 30,200 tons annual production in 2016

#### Product range:

- Hay milk cheese: Woerle Emmentaler, Woerle Mondseer, Woerle Salzburger Bauernkäse, Woerle Salzburger Landkäse, Woerle Heumondkäse, Woerle Bergkäse, Woerle Großglockner
- Sliced cheese: Woerle Gouda, Woerle Tilsiter, Woerle Butterkäse
- Soft cheese: Woerle soft cheese slices, Woerle Schmelzkäse-Eckerl

#### Highlights:

- Optimal portrayal of processes specific to the dairy industry
- Comprehensive traceability from vendor to consumers
- Integration of all areas
- Improved data protection and seamless tracking of lot numbers from supplier to customer
- Fast and meaningful evaluations





Wolf Wurstspezialitäten GmbH based in Schwandorf, Bavaria, is a family business with strong ties to its home region. The WOLF group is one of Germany's most important manufacturers of meat and sausage products. State-of-the-art technologies are a distinct feature of the four production sites and an essential part of the company's philosophy.

#### Employees:

- 1,170

#### Performance:

- Processing of 180 tons raw material per week at the facility in Schwandorf, on a production space of 22,000 square meters

#### Product range:

- Meat and sausage products, fresh convenience products

#### Highlights:

- Coverage planning management guarantees optimal production processes and maximal delivery reliability
- Business intelligence ensures transparency
- Seamless traceability of all products



The dairy of Privatmolkerei Bechtel was established in 1908. Today, it is one Germany's largest and most important dairies. At the production facility in Schwarzenfeld, every day more than one million kilogram of milk is refined to premium milk and cheese specialties. Moreover, the brands of "Grünländer" and "Ein gutes Stück Bayern" ("Good things from Bavaria") reflect the sustained and innovative product marketing. Privatmolkerei Bechtel supplies national and international food retailers in 27 countries.

#### Employees:

- Over 500 employees at the location Schwarzenfeld (mainly in 24/7 operation)

#### Performance:

- Daily processing of over 1 million kilograms of milk at the Schwarzenfeld facility
- Distribution of the products in 27 countries

#### Product range:

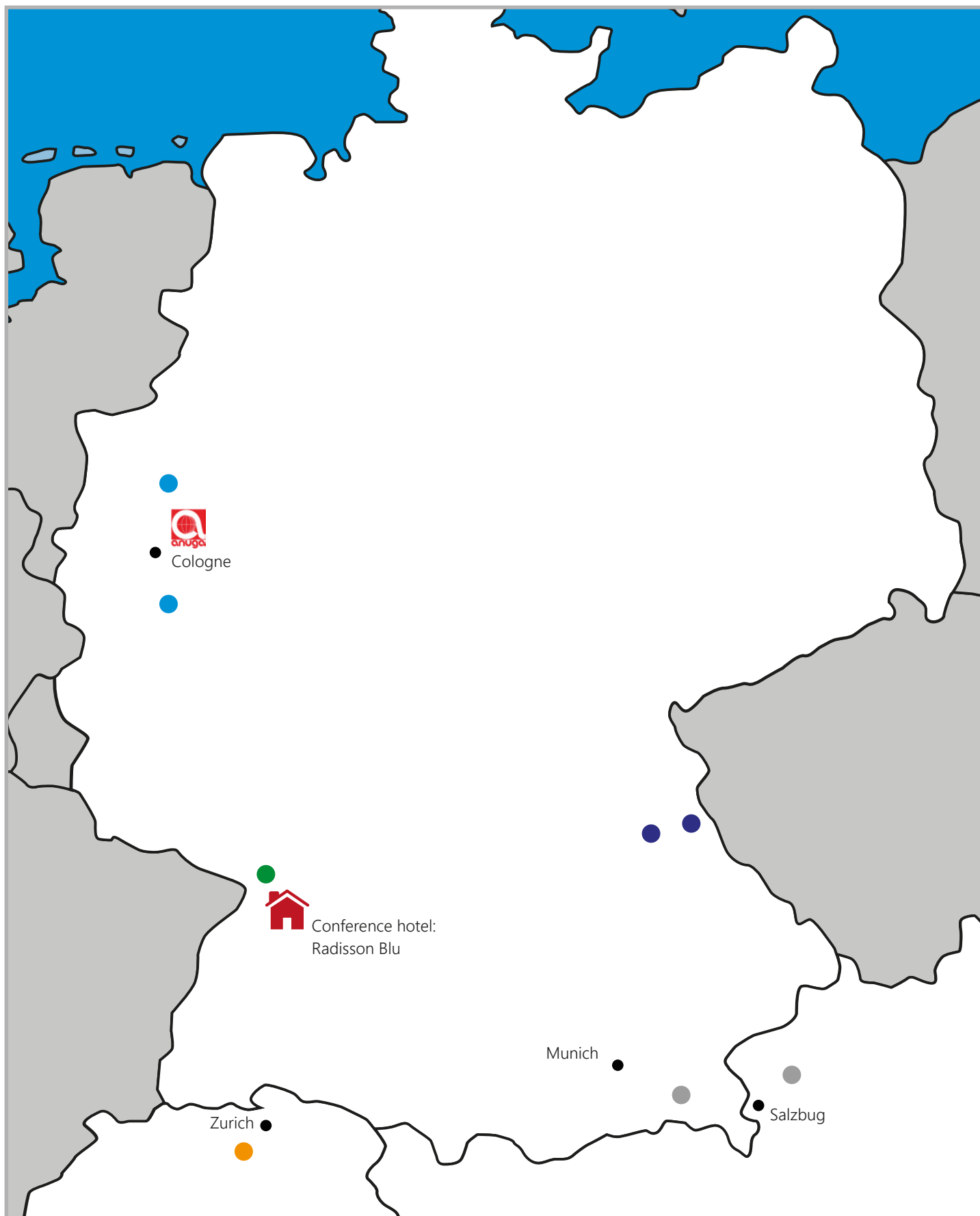
- "Grünländer" natural cheese, "Ein Gutes Stück Bayern" premium products, Milbona basic product range, Milbona, Yogosan, Linessa yogurt products, Goldessa cottage cheese

#### Highlights:

- Complete information flow and smooth flows of goods
- Transparent design of the entire production process
- Quality assurance along the entire value chain



## Overview: Food Business Tours - 06 - 12 October 2017



### Tour 1

EDEKA Südwest Fleisch

### Tour 2

Fleischhof Rasting

### Tour 3

Züger Frischkäse

### Tour 4

Siegsdorfer Petrusquelle and  
Gebrüder Woerle

### Tour 5

Wolf Wurstspezialitäten und  
Naabtaler Milchwerke

## Information for participants

Register now

### Venue of the Food Business Day on 05 October 2017

Radisson Blu Hotel  
Am Hardtwald 10  
76275 Karlsruhe-Ettlingen  
Germany

#### Accommodation:

The "Radisson Blu Hotel" has blocked rooms for you. Please book a room directly at the hotel with reference to "CSB-System".

Price: Single room 129 EUR incl. breakfast

Please note that we have reserved a limited number of rooms at the hotel, which will be available until 06 September 2017 on a first-come, first-serve basis. Conditions for later bookings may differ.

For Tour 5 Amedia Hotel Weiden has blocked rooms for you. You can book a room here again with reference to "CSB-System" before 22 September 2017.

Price: Single room 89 EUR incl. breakfast

#### Information:

On the attached registration form, please select the Food Business Tours that you would like to attend. The hosting factories will grant the respective individual authorization for participating in the tour.

The presentations will be in German. English translation will be offered. Other simultaneous interpreting is possible on request. Please contact us!

### Registration deadline: 14 September 2017

After the deadline for registration, we will inform you in writing about your admission to the Food Business Tours. The organizer reserves the right to limit the number of participants.

#### Participant fees:

The fees for the Food Business Days are 199 Euro per person (plus applicable sales tax), payable upon receipt of the invoice.

#### Good reasons to take part:

- Presentations directly related to the reference projects as well as presentations by reference customers
- Released presentations in digital format (on request)
- Transfer to the designated tour factories will be offered
- Networking possibility during the evening event
- Unique insights into leading food companies

#### Cancellation policy:

Cancellation of your participation in the Food Business Days requires a written notification. The seminar fee will be charged in full if we do not receive your cancellation.

We would be pleased to help you with any organizational issues.



Eva Grein

Event organization International

Tel.: +49 2451 625-306  
Fax: +49 2451 625-311  
eva.grein@csb.com  
www.csb.com



# How much does your software know about food?

Ours knows a good deal.

Industry-specific processes, integration of machines and systems, monitoring and reporting, traceability, quality management and much more. The CSB-System is the business software for the food industry.

The end-to-end solution encompasses ERP, FACTORY ERP® and MES. And best-practice standards come as part of the package.

Would you like to know exactly why industry leaders count on CSB?

## Programmed for Your Success

CSB-System AG | An Fürthenrode 9-15 | 52511 Geilenkirchen, Germany  
Phone: +49 2451 625-350 | Fax: +49 2451 625-311 | [info@csb.com](mailto:info@csb.com) | [www.csb.com](http://www.csb.com)  
CSB is represented in more than 50 countries worldwide.

