

WORLD GRAIN®

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Buhler Technology Group has successful 2010

UZWIL, SWITZERLAND — The Buhler Technology Group recently announced its order intake in 2010 reached CHF 2.16 billion. This represents a 21% increase over last year and marks the first time in the group's 150-year history that its order intake has exceeded the CHF 2 billion level.

Despite the turmoil in the global economy, the company's sales and operating results (EBIT) also continued to grow.

The company said the 150th anniversary year will be known as one of the best in Buhler's history. Buhler noted that all three of its divisions contributed to the growth. The applied materials division saw the great increase at 48%. The food processing division had a

27% increase, and grain processing increased 15%.

Buhler said that its pronounced increase in order intake was especially due to the emerging markets in Asia, which grew by 39%. North and South America increased 19%, and the Middle East jumped up 96%. Thus, business is now spread evenly across the four main regions — Europe, Middle East/Africa, Asia and North and South America.

Buhler noted a perceptible improvement was also achieved in sales, which grew 11% to CHF 1.907 billion or a 13% currency-adjusted-basis increase. The operating result (EBIT) was exceeding sales growth.

Stern-Wywiol Gruppe receives prestigious business awards

HAMBURG, GERMANY — In 2010, for the second year in a row, Stern-Wywiol Gruppe's founder and owner Volkmar Wywiol was named a finalist in the Entrepreneur of the Year competition held by the accountancy company Ernst & Young. Also in January 2010, the Harvard Club of Germany placed the company second in the "Company Succession" category of their 2010 German Entrepreneur Prize.

Stern-Wywiol Gruppe said it uses courage, imagination and leadership to create a climate that inspires employees to give their very best. Stern-Wywiol Gruppe said this philosophy has been one of the reasons why the company, which started as a "one-man shop," has grown over the past 30 years into a leading specialist on the world market for functional food and feed ingredients, employing more than 600 people and posting sales of over €220 million.

Stern-Wywiol Gruppe noted that a key factor behind the success in the "Entrepreneur of the Year" contest is its ability to create innovative products and services in response to rapidly changing markets. The rather unusual corporate structure of Stern-Wywiol Gruppe facilitates this process. Stern-Wywiol Gruppe is made up of 11 autonomous companies based in Germany, each highly specialized, ensuring that very specific industries receive a top service tailored to clients' needs. The companies within the holding company produce a wide variety of functional ingredients for food and animal feed. These include, for example, brand products such as flour improvers from Mühlenchemie, baking ingredients from DeutscheBack, stabilizing systems for dairy products, ice cream, deli foods and processed meats from Hydrosol, enzymes from SternEnzym, vitamins and mineral premixes from SternVitamin, chocolate from Herza Schokolade, feed additives from Berg & Schmidt, and lecithins, emulsifiers, flavorings and food supplements.

The holding company is directed by owner-founder Volkmar Wywiol and his son Torsten. The specialist companies are headed by directors from outside the family. In Ahrensburg, near Hamburg,



The founder of the Stern-Wywiol-Group, Volkmar Wywiol (on the right), and his son, Torsten Wywiol, lead the company together. Photo courtesy of Stern-Wywiol-Group.

the group has invested some €15 million in building a modern technology center offering a broad range of applications technology for bread and pastries, dairy products, deli foods and processed meats, enzymes, vitamins and lecithins.

Stern-Wywiol Gruppe announced that in 2011, this private research institution will be extended by further trials facilities costing €4 millions. "In consultation with our customers, we develop and improve foods with tailor-made functional systems. Our clients do not have such a breadth of applications technology themselves, so that makes us an interesting sounding board," said Torsten Wywiol. More than 45 employees — 10% of the Group's German workforce — are engaged in research. Stern-Wywiol Gruppe said the interdisciplinary exchange between the various units is what gives it such great potential for innovation.

Perten to supply Turkish Grain Board with Inframatic analyzers

STOCKHOLM, SWEDEN — Perten Instruments and ABP, its partner in Turkey, announced on Feb. 9 that they have won a tender issued by the Turkish Grain Board (TMO) under which Perten and ABP will deliver 250 Inframatic Near Infrared whole grain analyzers for placement at TMO's grain terminals across Turkey.

Perten said that after a very thorough evaluation of several NIT instruments, TMO found that the Inframatic was the only instrument to fulfill all the requirements of the tender. The Inframatic grain analyzers will be delivered with an integrated Hectoliter Weight (test

weight) module and calibrations for a range of grain types. The full scope of the contract includes communication solutions, instrument monitoring and a multi-year service and support commitment.

"We are very proud to have won what is probably the world's largest contract ever for Near Infrared whole grain analyzers" says Sven Holmlund, chief executive officer of the Perten Instruments Group. "This contract is further proof of our excellent product range and customer support, and strengthens our position as a leading supplier to the grain industry."