

Next generation cutting and trimming tools with greater capacity: Bettcher's optimized Quantum Flex Trimmer and Quantum Skinner set new standards

High-performance cutting tools for the meat processing industry coupled with unique sales and service support - this is the recipe for success of Bettcher Industries Inc. The company, headquartered in Ohio, USA, achieves high customer loyalty through exceptional customer satisfaction. In Europe, the company is represented by Bettcher GmbH, based in Dierikon, Switzerland, and is directly responsible for a growing number of markets.

With 75 years of experience in the industry, Bettcher promises to boost its customers' processes and profitability with a range of innovative trimmers and skinners. To achieve this, the company develops tools that enable simple, clean and ergonomic work on meat production lines. This increases meat yield and leads to more profit in a highly competitive market.



Effective Trimming and higher meat yields, with Quantum Flex.

Quantum Flex Trimmer – fits any Bettcher motor

The new Quantum Flex Trimmer now offers maximum flexibility: it is compatible with any of the extremely durable Bettcher motors already used by Bettcher customers. Lighter weight and optimized ergonomic properties are also key features of the new Quantum Flex Trimmer. Its patented blade lock ensures that the blade stays in the same position and thus guarantees ease of use. Lower vibration leads to greater comfort when working and reduces wear and tear of blade and housing. Further technical adjustments provide increased blade speed and better cutting efficiency. This translates to significantly higher meat yields and a speedy return on investment.



Quantum Flex unique quick-change blade house with cam mechanism.

Quantum Skinner – electrically powered

The latest generation of Quantum Skinner by Bettcher was launched in Europe in 2018. As the first electrically powered hand-held skinner, it clearly stands out from other devices which normally require compressed air to operate. Its Quantum Motor not only provides high-speed power and performance but is also exceptionally quiet. Another advantage is the skinner's significantly reduced weight, making it easy to handle.

Bettcher has launched another innovation to offer customers even more flexibility: both the Quantum Skinner and the Quantum Flex Trimmer can now be used with the new motor, so that only the handpiece needs to be changed in order to switch applications. This not only saves time in production, but also provides energy savings of up to 90 percent compared to pneumatic devices.

Careful product development, advanced tools, comprehensive service

Bettcher's development, manufacturing and purchasing units are headquartered in Birmingham, Ohio. The Bettcher Innovation Center, BIC, is an innovative research facility where next generation products are developed. It includes a state-of-the-art testing facility where new products are subjected to rigorous testing under real-life conditions. Bettcher ensures that only

sophisticated tools are released to market. Apart from its European Head Office in Switzerland, the company also has offices in China and Brazil. These locations serve markets in Europe, the Middle East, Africa and Asia. In part, this is done through local distributors, some of whom look back on decades of partnership with Bettcher. However, when one of these partners leaves the Bettcher network, Bettcher now opts increasingly for direct sales – another success story for the company.

At the centre of the Bettcher sales concept are designated Bettcher experts. These consultants are experienced practitioners, e.g. butchers, who have local expertise of their markets. This includes specialized knowledge of country-specific applications and meat cutting processes. Due to their proximity to customers, Bettcher experts offer targeted on-site support such as free-of-charge training for new employees handling Bettcher tools on processing lines. For Bettcher, the initial outlay is rewarded by high levels of customer satisfaction. Another of the company's strengths is short response times. For this purpose, existing capacity has been greatly expanded to ensure, amongst other things, short delivery times for spare parts.

Bettcher – future growth and portfolio expansion

Gregor Thomalla Managing Director of Bettcher says “The move to provide direct sales in various regions of the world has brought the company strong growth. In recent times, Bettcher has celebrated the successful launch of innovative new products. The high level of investment in improved services and support is also paying off.”

The company is expanding and intends to broaden its range of services and products with high-performing additions. The US subsidiary Gainco from Gainsville, Georgia, has for example launched the YieldScan, an innovative scanner that offers precise yield monitoring in the poultry industry. During the production process, the YieldScan performs real-time monitoring that analyses the amount of meat remaining on the bones. If too much meat remains, corrections can be undertaken immediately. The scanner therefore perfectly complements Bettcher's portfolio for the poultry industry which also utilizes the innovative blades from Bettcher's range of cutting tools.

The latest addition to Bettcher's portfolio is Exsurco Medical of Wakeman, Ohio, located near Bettcher's headquarters. Exsurco develops and produces blades for healthcare and surgical applications. Thus, Bettcher is well positioned to meet all current and future challenges.

About Bettcher Industries

Bettcher Industries, Inc. is an ISO 9001:2015-certified, vertically integrated manufacturing company with a global customer base and direct distribution and service in more than 70 countries throughout the world. The enterprise is a leading developer and manufacturer of innovative equipment for food processing, foodservice, industrial, medical and other operations.

Established in 1944, Bettcher brings more than seven decades of successful innovation to the market, including holding nearly 100 active patents.

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