



The spring fair activities have started all over the world, and JEROS' next large fair is the meat industry trade fair **IFFA**, which takes place in Frankfurt, Germany, from the 5th to the 10th of May.

JEROS is looking forward to welcoming our business partners at our 112 m<sup>2</sup> stand in **Hall 8 stand A02**, which we will be sharing with the German company Korimat.

As always the case at international trade fairs, the JEROS stand will be available to our dealers. Therefore, we would

like to know who will be representing their market actively and serving their customers from our stand. Please send information about this to Evita: [evita@jeros.dk](mailto:evita@jeros.dk).

The **IFFA** is the most important international trade fair for meat processing equipment, and fits perfectly with JEROS' increased focus on the meat industry, where we are working actively on strengthening our position, partly through a wider dealer network, as well as through increased exposure in general.

Erosion of trade barriers means that more and more of our dealers from the bakery sector are becoming interested in the meat industry and see new possibilities in this area, where already existing sales and service networks can be used.

The food industry often has special demands for the products, as they are part of larger productions, and this is an area where JEROS is particu-

larly strong compared to our competitors on the market, which our concept "smarter solutions" also supports.

Because of our size, we can offer custom-designed solutions, and we can also be part of extensive projects and help with logistics and optimisation of working operations as a specialist within cleaning.

Obviously, the increased focus on hygiene is a factor that is advantageous for JEROS, including the fact that increased staff costs force food companies to ensure that the precious staff hours are spent on product-manufacturing tasks and keep non-manufacturing tasks, such as washing-up, at a minimum. The use of machines also results in a higher hygiene standard that cannot be achieved manually or with high-pressure washing.



## PRODUKT NEWS

**P** During the **IFFA**, the new universal washer will be unveiled.

The IFFA trade fair will be the location of the first presentation of the company's latest product release, the new universal washer Model 300, which can wash from 170 to 350 crates (400 x 650 mm and a height of 470 mm) per hour.

The machine has 16 movable washing nozzles at the bottom, 16 fixed nozzles at the top, as well as 6 fixed nozzles on each side. All washing nozzles are flat fan nozzles, made of plastic, with quick

coupling for easy cleaning and safe re-mounting. The machine uses a particularly high washing pressure of 4 bar, which means that even the toughest dirt is removed.

The washing zone has a length of 1200 mm. 2 electric



heating elements of 6kW pre-heat the wash water before the washing is started.



*Model 300 at the advertising photographer. The pictures will be available for downloading from our login portal as soon as possible.*



# JEROS Information

An electronic thermostat makes it possible to adjust the wash water temperature.

The neutral zone, which is 350 mm long, ensures that the wash water does not come in contact with the end rinse water.

The end rinse zone measures 850 mm, and 12 flat fan nozzles ensure optimal end rinsing. The end rinsing is adjustable through a pressure valve.

The adjustable conveyer speed makes it possible to adapt washing duration, depending on how dirty the items are.

The total length of the machine, including feed and outlet chutes of 600 mm each, is 3600 mm. The width is 960 mm and the height is 1644 mm.

Accessories:  
ALQR

## MODEL 8117 deliverable.

Strong demand for the new 8117 after it was launched on the market in late autumn 2006 has resulted in long delivery times up to now. However, JEROS is now able to deliver this model again.

The machine is equipped with a washing frame, as we know it from the large industrial models, and it has 2 adjustable washing pressures, which means that it can wash with 0.9 and 1.3 bar. This particularly accommodates the needs of the meat industry.

For further information, go to [www.jeros.com](http://www.jeros.com), where you can also download a brochure.



## JEROS's Home-page

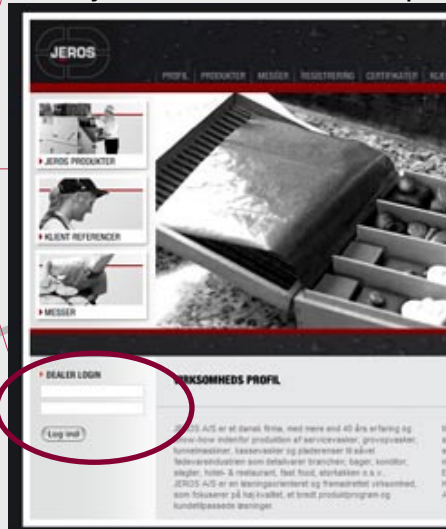
After many months of hard work, we have now come so far that we can open the dealer portal.

As was explained in JEROS Information no. 3 from December, the web page is divided into two sections.

**1: Outer portal**, which is available to everyone. In short, this section contains all product information and activity lists, and it is possible to download brochures and see animations etc. For further information, see JEROS Information no. 3.

**2: Login** for our business partners. Many have already registered on the portal and made use of the many beneficial possibilities that are available there, but we would like even more to use this tool, which is basically what it is. To gain access to the Login portal, you first have to register. You do this by clicking on "New user" and filling in the form. Shortly after, you will receive an email with a confirmation that you are registered as a user, and you

can begin using the portal. Once you have entered the por-



tal, you navigate through the menus on the left. Here is a short description of each of the menu items.

**Your Profile** Overview of basic information, as well as the possibility of downloading files that are connected specifically to the company in question.

**Spare parts** Overview of basic information, as well as the possibility of downloading files that are connected specifically to the company in question.

**Spare parts** The possibility of ordering spare parts online. Here, you carry out a search on product number as well as product name. You can also search for recommended spare parts for a specific type of model. **You get 2 % additional discount on orders made through [www.jeros.com](http://www.jeros.com)!**

When the desired number of spare parts has been typed in, you click on "basket", and the order is transferred to the shopping basket. You always have the possibility of adding or removing items or editing the content of the shopping basket, until you send the final order. The rest of the procedure regarding invoicing etc. takes place in the usual way.

**Product Information** Here, you will find all material available for the specific model. Such as installation drawing, control panel, brochure, auto-cad etc. for downloading.

**Technical Information** This is where you will find all service manuals in the available language versions.

# JEROS Information

**FAQ** This section has the same function as the FAQ section of the outer portal, but with more critical questions that we only want our competent business partners to have access to. It is our intention to establish and expand this section in co-operation with you, our dealers and business partners, in order to get a rewarding forum where you can share experiences and good advice. It is also supposed to ensure that you can find answers for frequently asked questions right away.

If you have any relevant input for this section, please send it directly to our technical manager Per Rasmussen on [pr@jeros.dk](mailto:pr@jeros.dk).

**Getting Started** Here, you will find sales texts for all machines and brief advertising texts for inspiration. In this way, new dealers are quickly "equipped" to enter the market with all material necessary for a bidding process.

**Marketing** Examples of direct mail and advertisements made by JEROS In-House, either for

ourselves or for our business partners. This section is supposed to be used for inspiration, which means that we are happy to adapt advertisements or mailings according to wishes. However, when our business partners advertise with JEROS, we prefer that they use the new brand wherever possible to make it recognisable to the end user, regardless if he or she sees JEROS at an exhibition, on the internet or in an advertisement.

**Pictures** Here, you can download an entire portfolio with various photos of the chosen model in high-resolution JPG format.

**News** From now on, this will be the place where you can read the latest issue of JEROS Information, as well as all previous issues.

**Fun-Club** The place where anything can happen. An unrestricted space for members of the JEROS Team where it is okay to loosen your tie. At the moment, you can download JEROS ring tone and background image for your mobile phone or wallpaper

for the computer.

**Video** Downloads of video material, including JEROS Image Video. More videos will be uploaded soon.

Just like the outer portal, the login portal is constantly being worked on and improved. The web page is a tool, where you can find all needed information about JEROS' products, no matter if it is technical information or information for sales purposes. Therefore, it is also important to us that you, as our business partners, participate in the continuous development of the page and provide us with input and sparring for this.

To round off this introduction of our new web page, I would just like to mention that all people, regardless if they are sellers or technicians, that come by JEROS, no matter if it is at a trade fair or in Denmark, will be offered a thorough presentation of the page in order to become comfortable with the use of it.

## Exhibition High-Lights 2007

Excerpts from some of the exhibitions that JEROS has been represented at during the first months of the year. Feel free to send us more photos

and thank you very much for the ones that have already been sent to us. Remember that we insert links regarding exhibitions on [www.jeros.com](http://www.jeros.com) "EXHIBITIONS"



Sigep – Rimini Italy – Bakery/Confectioner  
Bakon Italia S.r.l.



FBK – Bern – Switzerland – Bakery/Confectioner  
Pitec AG

# JEROS Information



FBK – Bern – Switzerland – Bakery/Confectioner  
Pitec AG



TEMA – Copenhagen – Denmark – Hotel, Restaurant & Food Industry  
JEROS A/S



Internorga – Hamburg – Germany – Gastronomy & Bakery  
JEROS A/S



InterSicop – Madrid – Spain – Bakery/Confectioner  
Sermont s.a.



InterSicop – Madrid – Spain – Bakery/Confectioner  
Sermont s.a.



Wisconsin Restaurant Expo – Wisconsin – USA  
JEROS USA

JEROS stand at the 2007 Wisconsin Restaurant EXPO. The Expo was held downtown Milwaukee, and it included restaurants, bakers, cheese, and beverage makers. Visitors at the booth during the open day of the show. American baker's first look and impression of the tray cleaner was very positive.

Our US agent for IL and IN Joel Murley and Cliff Fewell from CFIC, LLC. Our agent from IL taking a break together with Maïke Sonnichsen from JONI Foodline during the show.

# JEROS Information



*Minnesota Association of Meat Processors – Minneapolis – USA  
JEROS USA*

Jens Hedegaard in front of the JEROS 200 at the Minnesota Association of Meat Processors annual convention held in Minneapolis, MN. This show is for independent meat processors from across the state.



*Meat & Fresh – Kortrijk – Belgium – Butcher  
Eggérmont Professional Food Equipment*