

Hackman News

March 2009



—HACKMAN—

CHALLENGING TIMES!

The Hackman factories have started to feel the pains of the Global economical recession. Drastic currency fluctuations in many countries are making difficult and continual challenges in daily business operations.

We can however, see many opportunities even in these economic circumstances. There are still major demands left in our industry. Public sector is generally the main market for Hackman products and the demand reduction is not so radical there. The recovery policy of governments is even increasing the demand of food service equipment in many cases.

It is now, increasingly important, that our dealer network stress the advantages of the improvements in the food service process – especially in the areas of quality and cost efficiency. Our superior COOK, MIX & CHILL technology offers a mega jump for better kitchen processes. There are many applications for our products outside of the traditional public sector like bakeries and food industry. These quieter times can possibly provide more opportunities to study these possibilities, in your home market.

During good years, Hackman has invested in R&D and global marketing, as well internal production processes. Our product assortment offers wide varieties in different price classes, from budget lines to most advanced technology. Kitchen consultants, internationally, are very aware of our quality products. This gives a good starting point to our partners, whether they are new to the Hackman team or veteran performers.

We look forward to continuing our pledge of long term co-operation with our partners. With sound and focused sales action plans and sharing our successes and challenges in our respective markets, we can together overcome these challenging times, and move into a positive future together as a team.

Pekka Mönkkönen
Director of Business Unit
HACKMAN

HACKMAN



Factory News

Kettles and Steamers - R&D Corner

- 400 ltr Kettles

We have now produced several units of the Viking and Culino line 400 ltr units. Who will be the first to sell the Proveno?

Information about the Viking and Proveno 400's:

- > Cooking volume 400ltr

- > Heating Load 57,6 kW

- > Mixer Load 2,2 kW

- >Dimensions Viking: 1560x1165x1050

- >Dimensions Proveno: 1550x1160x1050/1170

- Food water automation for Viking- coming soon

Automatic food water filling by pressing a button saves time. This will move the Viking into a popular choice in current market times.

- Viking External Food Temperature Display

Easy read-out of actual food temperature both when cooking and cooling. This feature is of great value to any chef, in any cooking environment, please inquire about special opportunities.

- Culino Food Temperature Control- coming soon

Accurate cooking temperature control will become a feature in all Hackman kettles.

- Culino C2 cooling- coming soon

Easy cooling by just flipping a switch. No need for connecting hoses.

Trade Show News

Introduction and invitation to Host Milan 2009

Hackman is looking forward to a strong showing in Milan the October as Host 2009 shows the best from kitchen manufacturing. Hackman welcomes all of our dealers to the stand for discussions and visits. Please contact Pasi if we can count on your support. This is a great forum to share your Hackman success stories with end user and consulting groups from around the globe. The show will be held from October 22 to 27 at the Fiero Milano Exhibition site. [Host Milan 2009](#).

Hospitality 2009 -Birmingham UK 18 to 21 January

BGL RIEBER put on a great show with its largest stand ever for Birmingham. With two kettles on display and live cooking in the Hackman Proveno CoolPro. Many repeat clients dropped by to confirm their new orders for later in the year. The UK Hackman school meals video is now completed, and previewed during the show. Popular consultant groups are now equipped with another tool for discussing the advantages of Hackman kitchens for UK schools.



BFES Engineering Services were in place to discuss new projects on the Nordien-system front. Eddie and his team have launched a new specialized partnership with Wexiödisk and Nordien-System, and we know they will see much success in the upcoming quarter.



**Sirha - Lyon France
24 to 28 January**

Metos SAS had members of their top selling teams on hand as the large exhibition welcomed more than 140,000 people over the four days. Hackman equipment on hand featured a Viking Combi and Ardox Range

Many dealers were on hand to speak with Bénédicte and her team. One of the hot topics was the upcoming drop-in Ardox S for the French market, and the new range of Hackman 400 ltr kettles



**Catex- Dublin, Ireland
9 to 11 February**

Servequip and their team had a very positive showing during the 4 days, highlighting the Proveno CoolPro 80 ltr. Many new opportunities are developing in the larger catering markets of Ireland, and Hackman wishes all of their local Irish dealer teams continued success in the upcoming months.



What's cooking with Hackman

Recipes from the Hackman pantry

Combi kettle-

Austrian Goulash from Metos Austria Chefs Wolfgang Neyer and Dirk Thomann

12 kg large diced beef cubes (5 cm)
6 kg onion, small dice
400ml sunflower oil
200g Tomato Paste
600g Sweet Paprika
8 ltr water
Cumin, ground
dried garlic, ground

The secret is in the spices, ask Chef Wolfgang at Metos Austria for details....

Ardox-

Tepanyaki chicken with sake and ginger.

Gareth Newton from BGL Rieber cooks up a storm with Japanese Tepanyaki Super Chef Aki Futurama, at a special dinner during the Hospitality Show.

2 kg boneless/skinless chicken breast, sliced lengthwise
200ml Rihaku "Dreamy Cloud" Junmai Ginjo Sake
50g Young ginger, thinly julienned
40g fried, diced garlic
Fresh Asian coriander, sprigs
Fresh Shiso leaf, torn

Marinate chicken breasts in sake for 2 hrs. Drain marinade into small saucepan and heat to a simmer. Keep warm
Sear chicken on warm ardox until just cooked. Slice and arrange on guest plates, topped with mixed salad of the ginger, garlic and greens, dressed with some of the warm sake dressing.



The Chefs were visiting Kerava to undergo some Proveno Training, and offered several national dishes to the Hackman cookbook. Thanks fellas, and looking forward to our first Mountain Ski resort "Proveno demo"



Futura Marvel

Rice Cooking 2009

Our Team recently has been discussing Rice cooking with our Dealers in Asia. Here are our testing results for 2009.

Units	Bar	Timer
4 x 1/1GN 65mm	1.00	8 min cooking + 2 warming
4 x 1/1GN 65mm	0.5	8 min cooking + 2 warming

Testing yielded 4.55kg of cooked rice per GN container. (2.00kg rice + 2.00ltr water)

At 150g of cooked rice per portion, this concluded 30 portions per unit. 121 portions per batch at 10 min per batch.

This yields 728 portions of cooked rice per hour and 5824 portions in an 8 hr shift.

The two different tests yielded the same result in cooked rice. The key to cooking the rice is the resting time. Therefore 1 bar does not necessarily cook rice faster for the user.

The rice used was Golden Phoenix Thai Jasmine Rice- Superior Grade- 2007 late harvest.

Cooking water was at room temperature before cooking.



Does your Team have some news to contribute? Photos of your Hackman products at a TradeShow? Won a big tender recently? Did you find a new recipe for the Hackman kitchen to test? Let us know, and we will get the news out to the others.

In the next issue,

- ⊙ On the road with Hackman, as we attend trade shows in Glasgow, Scotland and Minsk, Belarus.
- ⊙ How to get the most out of your spare parts team
[Email](#), [FAX](#), [Rinse](#), [Repeat](#).
- ⊙ And... The Hackman Bakery equipment catalogue!

