

GELITA

UPTO DATE

The Newsletter for GELITA Customers

#44

Our tip:

Chocolate
raspberry
tartlets!

Recipe on page 15

Dear reader,

The Munich Strategy Group examined 3,500 medium-sized companies. At 33rd place, GELITA ranks among the 50 Innovation Champions of 2018. For us, this is further proof that we are on the right path with our culture of innovation. In this issue of *uptodate* we are also presenting two world firsts: leaf gelatine containing collagen, and a vegan gelling agent in sheet form. Using a new manufacturing process, GELITA has succeeded in producing agar-agar as a standardized sheet comparable to leaf gelatine.

Also deserving of an award is FORTIBONE®. The bioactive collagen peptide, which has been proven to be effective against bone loss, won the German Innovation Award 2019, the fourth such prize in two years. David Storl, the multiple World and European champion in shot put, is particularly enthusiastic about our innovative products. The collagen peptide TENDOFORTE® helped the athlete regain his fitness after a knee injury. "TENDOFORTE® not only relieved the pain, but also reduced the regeneration period," says Storl in an interview.

We hope you enjoy reading this newsletter, and wish you a summer packed with ideas!

Michael Teppner

Global VP Marketing & Communication
GELITA AG



GELITA spoke with professional athlete David Storl

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raspberry tartlets

New:
with
collagen!

Innovation – world first

Leaf gelatine with added value

How can a successful product like leaf gelatine be made even better? GELITA tackled this question – and came up with a world first: leaf gelatine with collagen. This innovative product will certainly be to the taste of health-conscious consumers.

GELITA is currently in the process of launching the new leaf gelatine on the market, and the first samples have already been supplied to wholesalers and super-markets. "Production of the leaf gelatine with collagen is ready to go. At first, we will concentrate on the German market, but we are in a position to deliver worldwide," says Marwan Teubner, Head of Global Business Unit Retail at GELITA.

Simply soak in cold water, allow to swell, squeeze out excess water, dissolve in a liquid then stir into food. Done! The leaf gelatine enriched with ten percent collagen can be used just like the classic leaf gelatine. The quantity specifications in recipes can also be taken over unchanged.

If, for example, six sheets of gelatine are specified for a panna cotta, this can simply be replaced by six sheets of the new gelatine with collagen.

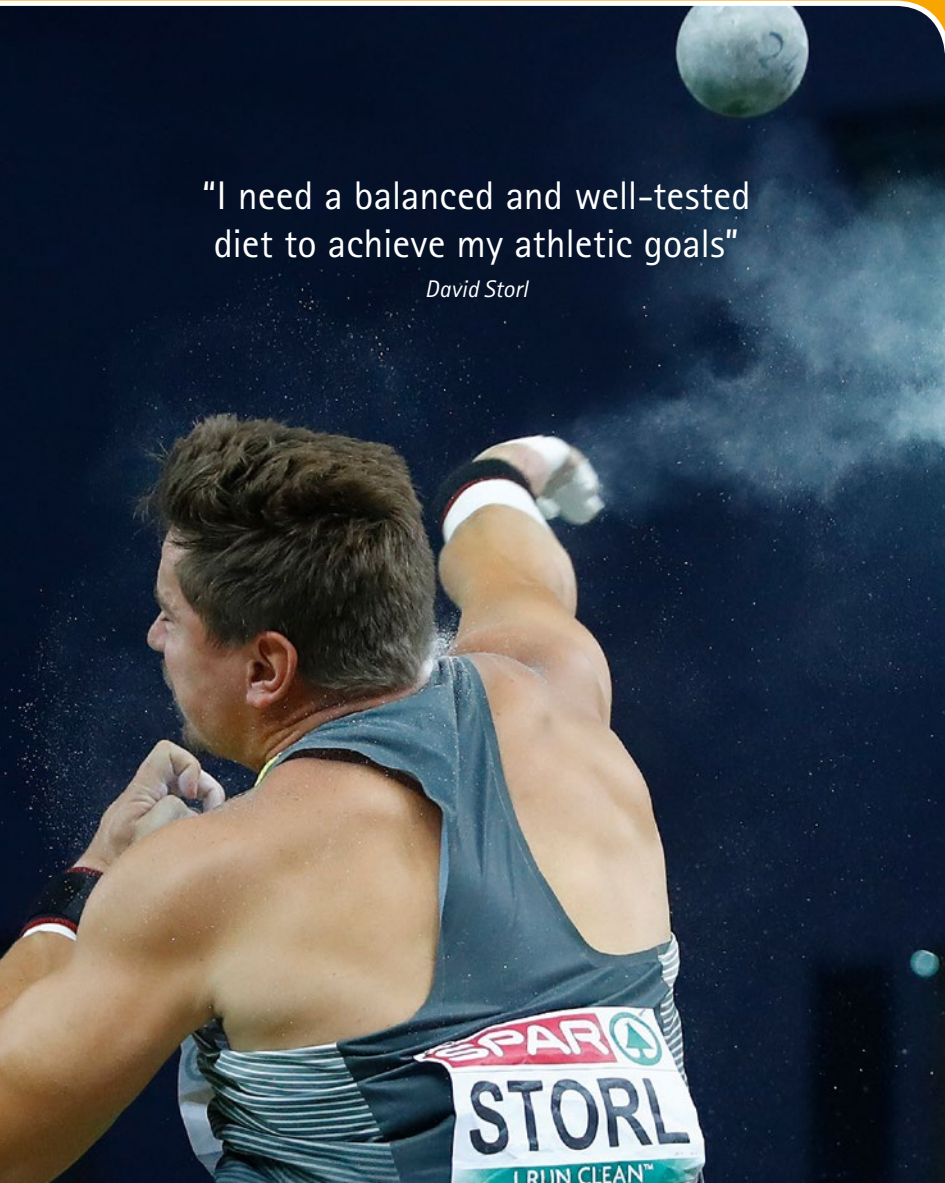
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"I got fit again with TENDOFORTE®"

In 2011, at the age of 21, David Storl was the first German to win the World Shot Put Champion title. This made him the youngest ever world and European champion in shot put, and the first to win both titles at the same time. Altogether, Storl has been World Champion twice, and European Champion three times in his discipline. In an interview, the athlete talks about how TENDOFORTE® helped him recover from a knee injury.

A photograph of David Storl in the middle of a shot put throw. He is seen from the back, wearing a dark blue athletic singlet with 'SPARCO' and 'STORL' printed on it. His right arm is extended back, holding the shot put, and his left arm is bent. A cloud of dust or sand is visible behind him, and the shot put is in mid-air above his head. The background is dark and out of focus.

"I need a balanced and well-tested diet to achieve my athletic goals"

David Storl

Mr Storl, you recently returned from the European Indoor Championships in Glasgow, where you won silver. First of all, congratulations on the medal. How was the competition?

David Storl:

"I'm very satisfied with my result of 21.54 meters. Second place was a tremendous success for me. It was my third best indoor competition so far.

You struggled for a long time with a patellar tendon injury.

David Storl:

That was in 2016 and 2017, the hardest years of my career. I finished sixth in the World Championships and eleventh in the Olympic Games, which was really unsatisfying for me. I decided to change my coach because training with him caused my knee problems. This was a tough decision because I had worked with him for a long time.

What was it like when you injured your knee?

David Storl:

It wasn't the case that the knee injury occurred suddenly; it was a gradual process. It got a little worse every day. At first, I took painkillers, got injections in the knee, did and took anything that offered relief. This enabled me to compete at a decent level for another three or four years. But then I reached the point where I had to change my training and technique.

What did you do?**David Storl:**

We changed a lot. I worked with a food and nutrition specialist who tailored my diet exactly to my training. Raimond Igel, our physiotherapist at the German Athletics Association, brought TENDOFORTE® into play. He was strongly convinced of the product and said it might be a solution for my knee problems and help me to compete successfully at the World Championships again.

Since when have you been taking TENDOFORTE® and what effects have you noticed?**David Storl:**

I've been taking TENDOFORTE® since October 2017 and it has helped me a lot. I don't have any pain in my knee anymore even after intensive training, which is the most important thing. The recovery phase is also significantly shorter, which means I can train more intensively. TENDOFORTE® not only relieved the pain, but also reduced the regeneration period.

The major success was then gaining second place at the athletics indoor world championships in March 2018 in Birmingham. I took part there as a healthy athlete. I had no pain at all, neither during nor after the competition. Afterwards I was also able to train intensively again without any complaints.

"It's important that a product has been tested"

David Storl

How did you take TENDOFORTE®?**David Storl:**

Most of the time I mixed it with water and drank it in the car on my way to training. I had a huge number of sachets containing TENDOFORTE®. They were distributed in my car, at training and at home so that I could take TENDOFORTE® anywhere. I had no chance of forgetting to take it (laughs).

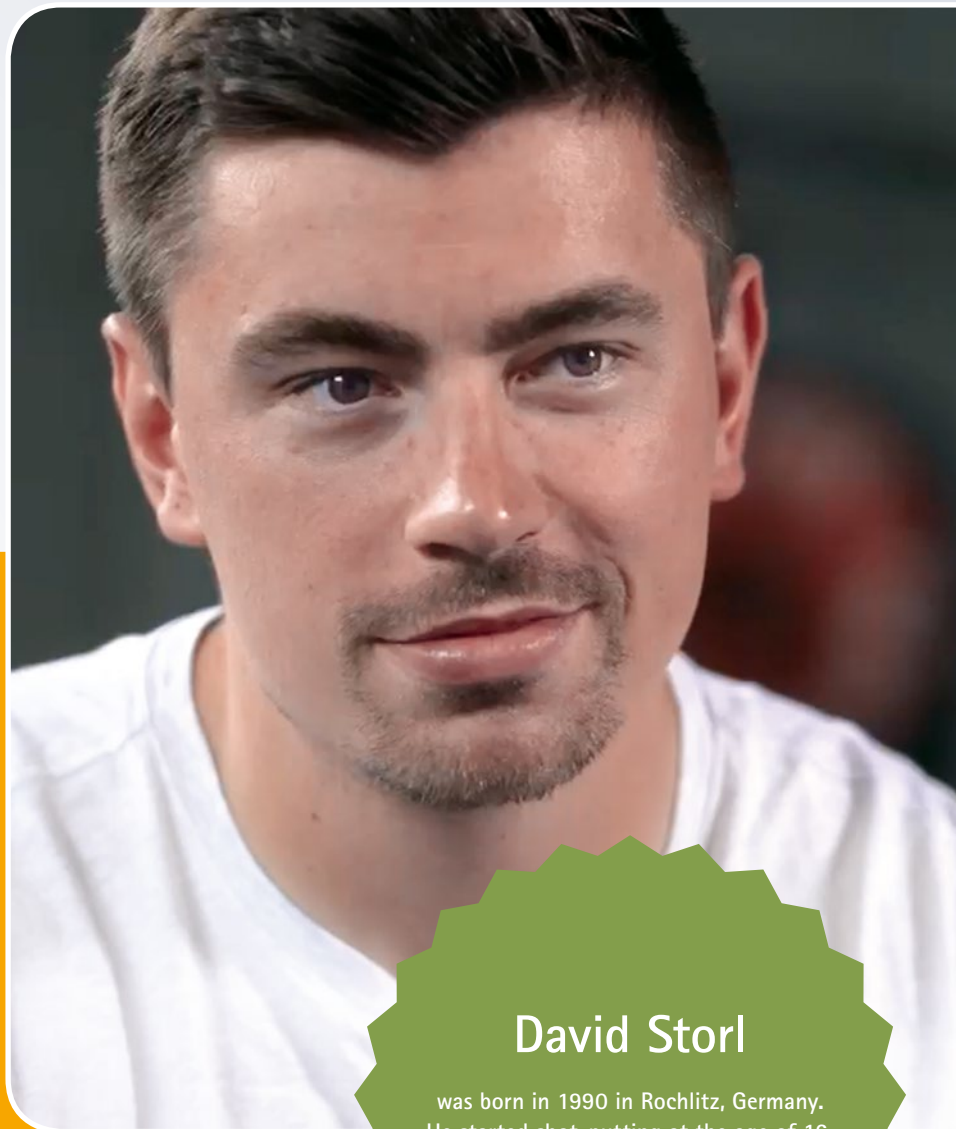
How could the intake of TENDOFORTE® be improved?**David Storl:**

It would be fantastic and much simpler if TENDOFORTE® were contained in bars or fitness drinks, for example. As things stand,

you have to mix it every time. Some athletes are too lazy to do so or forget to take it.

TENDOFORTE® has been tested in numerous studies. How important is scientific corroboration for you?**David Storl:**

From the studies I know that TENDOFORTE® works. It's fundamentally important for an athlete that a product has been tested and is safe to take, i.e. that it contains no prohibited substances. At the end of the day, I take the product to recover from injuries, not to cause an additional problem for my career.

**David Storl**

was born in 1990 in Rochlitz, Germany. He started shot-putting at the age of 16. So far, he has been World Champion twice and European Champion three times in the discipline.





A pleasant interviewee

Food first is the mantra of many athletes and their nutritionists. How do you feel about that?

David Storl:

Sometimes you have to take additional products like protein shakes to achieve better results. With shot put, discus throwing or similar sports, everyone talks about muscles and strength but forgets the tendons and ligaments. For me it is important to strengthen them, because it is their job to transfer the movement and strength of the muscles into the movement of shot-putting or discus throwing. I need healthy and strong tendons and ligaments for good results.

**"Thanks to
TENDOFORTE®,
I no longer had
any pain at all"**

David Storl

What are your goals for the future?

David Storl:

In 2019 I want to win a medal at the World Championships in Qatar. I would like to throw 22 meters, which is a high target in shot put. A major goal is a medal at the 2020 Olympic Games in Tokyo.

Mr Storl, we thank you very much for the interview and wish you good luck and every success at the championships.

Success story with GELITA

GELITA supports national and international professional and competitive athletes with bioactive collagen peptides, such as David Storl, who, with TENDOFORTE®, can once again train painlessly after a long patellar tendon injury, and who has regained his place among the world's best. The company maintains direct contact with athletes, attending physicians, and physiotherapists.

Positive reports from professional athletes in a wide variety of categories such as shot put, javelin, swimming, tennis, and basketball confirm the successful results of the clinical trials. The successful Australian middle-distance runner Rorey Hunter, who suffered from a stress fracture on his foot, and took FORTIBONE® at the recommendation of his attending physician, can also confirm this: "The healing process of the stress fracture was highly satisfactory

and I have resumed my training at a level of 100% in terms of scope and intensity. Since taking FORTIBONE®, I no longer have any bone-related complaints. I have also improved my personal best time for ten kilometers to under 30 minutes. I put this down to the fact that I can train more consistently, because a strong bone structure makes stable training possible. FORTIBONE® intake and tolerability are very good. I can recommend the use of FORTIBONE® to every athlete to avoid deficiencies in bone health and stability, and therefore to always be able to achieve optimum performance".

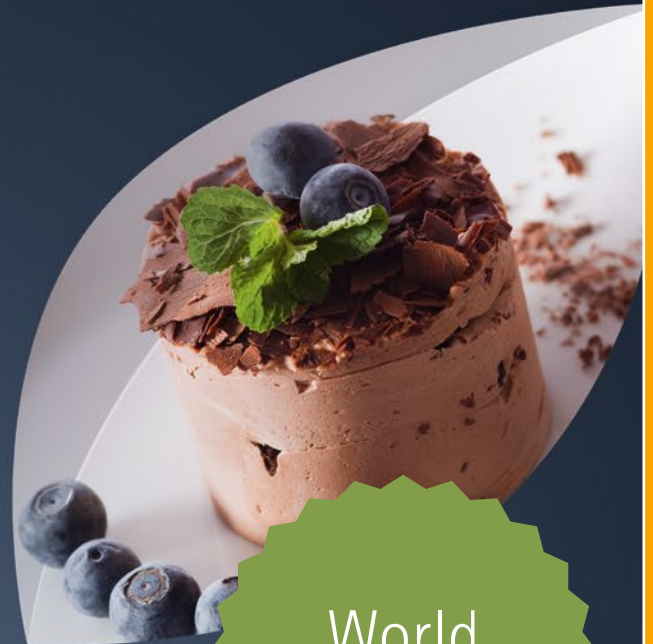
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Rorey Hunter, middle-distance runner

GELITA AG develops first vegan gelling agent in leaf form



World
first!

GELITA AG, global market leader in the production of gelatine and collagen peptides, has expanded its gelling agent portfolio by presenting a world-first: agar-agar sheets. Historically, plant-based agar-agar has only been available in powder form often as a mixture with other gelling agents.

Now, using a new manufacturing process, GELITA has succeeded in producing pure agar-agar as a standardized sheet. This format offers numerous advantages in culinary applications. Agar-agar sheets eliminate the ambiguity of spoon measurements and complicated conversions of different powder solutions. Every single sheet has an exactly defined and identical gelling strength, greatly simplifying its use in recipes, ensuring a successful dish every time!

Use in hot regions and for vegans/vegetarians

Agar-agar has a higher melting point than many gelling agents. Dishes prepared with agar-agar are able to maintain stability (not melt) for longer periods of time – even under the most extreme

conditions. As agar-agar is plant based, it's ideal for creating the most tempting vegan or vegetarian dishes where gelling is required.

And, now with the ease of agar-agar in sheet form, users can prepare these delicious vegan foods without the mess and guesswork of using powder agar-agar. "We have worked intensively on this matter over the past few years and launched in-house technology development programs. We knew that consumer-friendly products had to be extremely easy to use. This is why we applied the long-established advantages of the standardized sheet format to agar-agar," says Dr. Franz-Josef Konert, CEO of GELITA AG. "Our core business remains classic gelatine, but we are keen to meet regional requirements and consumer preferences, and offer optimal solutions."

Product meets with strong interest

The presentation of the new product is attracting great interest from potential customers, because consumer dissatisfaction with the agar-based powder products currently on the market is very high.

In addition to its existing customers, GELITA will be presenting the agar-agar sheets at international trade fairs in the coming months.

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A matter of the head

Art project
with GELITA
gelatine

Actress, photographer, conceptual artist – Magdalena Korpas is an all-round talent. In *Stigma*, her most recent project, she addresses a taboo topic – and relies on GELITA ballistic gelatine for its implementation.

“Creativity is an essential part of my life. Everything I do is based on a concept,” says Korpas, who was born in Gdansk, Poland and now lives in London after working in Paris and Los Angeles. With *Stigma*, she dedicates herself to the topic of Genetic Sexual Attraction. This catchword, abbreviated as GSA, refers to the sexual attraction between blood relatives who first meet as adults. “In Los Angeles, I met a woman who lived in a GSA relationship. Korpas spoke with psychologists and researched the subject intensively. The London agency House of Greenland gave her the opportunity to realize her project as an artist in residence. “Since people who live in a GSA relationship do not want to appear as such in society and would rather be transparent, I wanted to work with a transparent, slightly colored



The *Stigma* art installation is dedicated to the subject of Genetic Sexual Attraction (GSA). It is intended to encourage observers to reflect on society.



tacted GELITA, and the company not only supplied her with materials, but also gave her useful advice. “I wanted to create a cube made of gelatine in which I would embed two heads, also made of

A matter of patience

To start with, Korpas made plaster casts of faces, which she then filled with ballistic gelatine dissolved in water. Once the mass had hardened, she removed the plaster mold and reworked the face. “I wanted to show how tragedy and stigma deform a person's features.” The artist then prepared the gelatine for the cubes. “It was tricky finding the right time to insert the heads into the gelatine cubes. The gelatine mass of the cubes still had to be soft enough to allow the heads to sink in, but it could no longer be hot enough for them to dissolve,” says Korpas, describing the challenge and laughing: “It took a lot of patience”. Korpas spent three months working on the objects, which were subsequently exhibited in London. You can view Magdalena Korpas' art installation on her website. There is also a video showing how it was created.



Magdalena Korpas let two gelatine heads sink into a cube filled with gelatine.

material. That's how I came up with the idea of using ballistic gelatine,” Korpas explains.

The gelatine art installation was designed to be part of a trilogy that also included her feature film *Constellations*, and photographic works. Korpas con-

gelatine. I hadn't had any experience with gelatine before and was therefore very grateful for the many helpful suggestions from Christoph Simon, my contact at GELITA. I learned from him, for example, the temperature and quality of the water best suited for optimum dissolving and result.”

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Clean solution



In 2015, cwTec converted its production to cooling lubricants with NOVOTEC® CL800. What has changed since then? Production has become more effective, cleaner, and more environmentally friendly. And: the employees feel much better.

■ The company from Hage in northern Germany develops, designs, and manufactures machines, systems, and tools. Their high-quality products and unique solutions are used throughout the world in the tea and coffee industry, in the food industry, and in the cleaning and renovation of sewers. Up until 2015, cwTec used oil-based cooling lubricants in production. "We were really dissatisfied with these substances, especially because inhaling the mist containing mineral oil can damage health over the long term. A few employees were no longer able to do their job as a result," says Christoph Wenk regretfully. Wenk founded the company in 1991 as a two-man business, and today employs 70 people. Other disadvantages of the oil-based cooling lubricants included

high consumption, increased downtimes due to contamination, frequent replacement of the cooling lubricants, and their low durability, which plays a particularly important role in machines that are only used rarely.

"Our experience with NOVOTEC® CL800 cooling lubricant is extremely positive."

Christoph Wenk, cwTec Managing Director

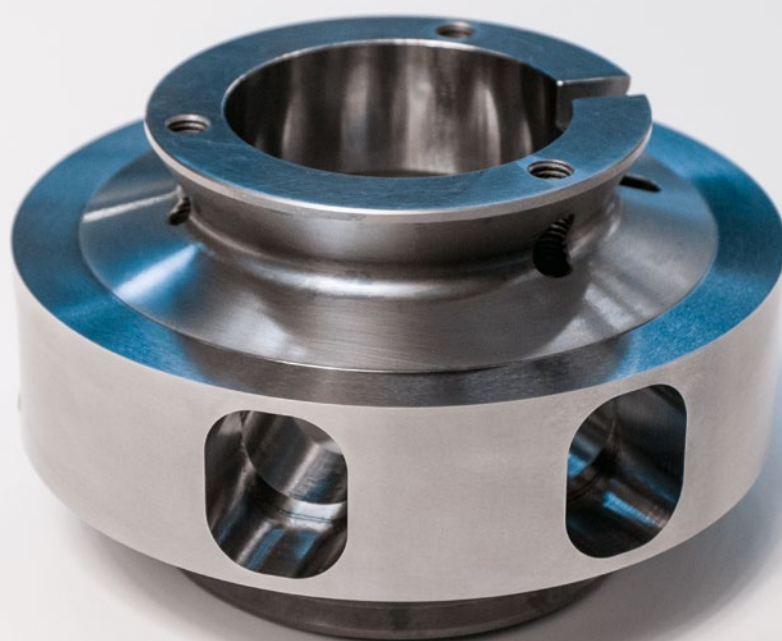
"We tried all kinds of alternatives but none of them worked. Then I read about GELITA NOVOTEC® CL800 in a mechanical engineering magazine." Following a field test, Wenk was convinced by the innovative product,

and switched completely to coolant lubricants containing NOVOTEC® CL800. "We use the new product in around 30 turning, milling, surface and cylindrical grinding machines, where we process materials such as brass, aluminum, titanium, all types of plastics, and hard, soft and corrosion-resistant steel," says Wenk, and adds emphatically: "Our experience with NOVOTEC® CL800 cooling lubricant is extremely positive. It was an excellent decision all round." The work results are outstanding, and the workpieces are clean and dry. "The chips also come out very dry, which speaks for a low use of cooling lubricants, making disposal much simpler and more environmentally friendly." This is a major advantage, particularly with surface and cylindrical grinding, because it produces extremely fine



In use at cwTec: cooling lubricant containing NOVOTEC® CL800.

chips from which the mineral oil contamination cannot be extracted. Wenk was also very positive when it came to the use of rarely used machines: "In the past, we had to replace the cooling lubricant every six months because it had degraded. Now we have been working on one of these machines for two years with the same product." The fact that cooling lubricants with NOVOTEC® CL800 provide a clean solution is also evident in the production environment. "The oil mist that used to be everywhere is gone. The machine tools, their surroundings and the floor now stay much cleaner." And what do the employees say? "They were happy because their work has become much more pleasant. Their hands are no longer covered in oil, and the air stays clean." Wenk wanted to be sure of the latter and commissioned the employers' liability insurance association to conduct an analysis of the air. The positive result: no harmful substances were detected. After four years, Wenk concludes: "For all companies that machine and grind in particular, I can recommend switching to cooling lubricants containing NOVOTEC® CL800."



Clean result: a steel component made with a cooling lubricant containing NOVOTEC® CL800, 1.2379 HRC 60–62.

NOVOTEC® CL800 – the performance additive from GELITA for cooling lubricants

Area of application:	additive for cooling lubricants in metal and plastic processing
Composition:	protein-based additive
Mode of action:	hydrophilic protein protection film

ADVANTAGES

- Better workpiece surface quality
- Clean surfaces thanks to easy-to-clean effect
- Skin-friendly and biodegradable

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Result: GELITA products score well with athletes

In March 2019, the second Nutrition in Athlete Development Summit took place in Düsseldorf, Germany. The well-attended event was aimed at professional athletes, trainers, representatives of sports clubs and associations as well as providers of sports nutrition and dietary supplements from all over the world. Internationally recognized experts informed the guests about the latest findings on nutrition for athletes.

GELITA took the opportunity to meet with nutrition specialists and representatives of top sports clubs and associations, including FC Porto, FC Red Bull Salzburg, Arsenal Football Club, the Portuguese Football Association, the German Ice Hockey Federation, and the German National Anti-Doping Agency. "We succeeded in conducting numerous discussions. The representatives of the football clubs were particularly interested in our bioactive collagen peptides", says Oliver Wolf, Head of B2B Marketing, GELITA, with satisfaction.



Search entry "edible cola bottle" on www.youtube.de

The edible cola bottle

Great fun for any birthday party or celebration – and featured on many YouTube channels: the edible cola bottle. The recipe with cola and gelatine is really simple

THE INGREDIENTS: 1 plastic bottle of cola (0.5 l)
50 g gelatine powder (corresponds to approx. 33 gelatine leaves)
stable adhesive tape

HOW IT'S DONE:

Pour the cola in a bowl. Stir the gelatine into a little water, allow to swell, then heat until the gelatine dissolves. Warm up the cola, then add the dissolved gelatine and mix well. Carefully remove the label from the bottle, then cut the plastic bottle open lengthwise on one side with a cutter and seal the incision with the adhesive tape, pour the cola into the bottle and place in the fridge for a couple of hours. Once the cola has set, remove the sticky tape, and carefully cut off the plastic bottle. Place the label around the bottle, seal with tape, and the edible cola bottle is ready!

GELITA wins innovation award

Michael Teppner, Global VP Marketing & Communication and Martin Walter, Director Business Development, Health and Nutrition with the German Innovation Award 2019.



GELITA's FORTIBONE® was awarded the German Innovation Award 2019 for the category "Excellence in Business to Business" in the area of "Pharmaceuticals". The bioactive collagen peptide FORTIBONE® has been proven to counteract bone loss. The German Innovation Award recognizes future-oriented innovations that have a lasting effect and offer people added value.

"We are very proud of this award, which confirms our company's innovative strength, and acknowledges our efforts to verify the efficacy of our products scientifically", says Michael Teppner, Global VP Marketing & Communication. GELITA received the German Innovation Award for the second time in a row. In 2018, the detergent additive NOVOTEC® CB800 was distinguished with the award. Thanks to FORTIBONE®, we have now succeeded in winning the prize for the health sector as well.

Multiple awards

For FORTIBONE®, the German Innovation Award is already the fourth award in the space of two years. In 2018, the product received the "Fi South America Innovation Award", the highest award for ingredients, products, and dietary supplements in South America, as well as the global prizes "NutrIngredients Award" and "Best Functional Ingredient of the Year" award.

TUFT-IT® on track for success

In 2016, GELITA MEDICAL launched the world's first gelatine fibrillar for controlled hemostasis: GELITA TUFT-IT® combines the positive properties of a gelatine-based hemostat with the easy handling of a non-woven structure. The following examples show how well the product is received by doctors, and what GELITA MEDICAL is doing to increase awareness of TUFT-IT®: At the 136th Munich Congress of the German Society of Surgery in March 2019, no fewer than four surgeons presented their experiences with this innovative hemostyptic. The experts reported on its application in open and laparoscopic liver surgery, thoracic and lung operations, and visceral-based types of surgery. They also provided information on the differences between cellulose and gelatine-based materials in hemostasis and wound healing. GELITA MEDICAL has already convinced several hospitals of the advantages of the TUFT-IT® product. In India, it was even listed in an important tender and is regularly used there in various procedures.

In order to establish the product even more strongly in the market, GELITA MEDICAL hosts a number of different events. Regional trainings and workshops for sales partners take place at regular intervals. By the end of the year, GELITA MEDICAL will have participated in several international and national congresses, such as SMIT (Society for Medical Innovation and Technology) in Heilbronn, the 92nd Chilean and International Congress of Surgeons, and many others.

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HIGHLIGHT FOR RUNNERS



The starting signal for the seventh round of the 2019 GELITA Trail Marathon will be fired on 6 October. Along the 42-kilometer route, which begins in the picturesque old town of Heidelberg and then leads mostly through unspoilt woodland paths, the participants have to overcome 1,500 vertical meters and climb three peaks. For those running enthusiasts who prefer a less strenuous race, there are team events and shorter distances. **Registration at:** www.trailmarathon-heidelberg.de

TRADE FAIRS



DATES 2019:

Visit GELITA and experience innovative products for the megatrends of tomorrow. In the second half of the year, we will exhibit, among others, at the following fairs:

Vitafoods Asia, Singapore	25 - 26 September 2019
SupplySide West (SSW), Las Vegas	17 - 18 October 2019
Customer Symposium Food & Health, Heidelberg	23 - 24 October 2019
CPhI, Frankfurt	5 - 7 November 2019
Food Matters, London	18 - 20 November 2019
FIE, Paris	3 - 5 December 2019

Masthead

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Chocolate Raspberry Tartlets

Favorite
recipe from
Brazil!

Preparation

Tartlet base

Preheat oven to 180° Celsius. Separate eggs. Beat the egg yolks with the sugar until white and frothy. Add sifted corn flour, cocoa powder, and salt and stir in with a spatula or whisk. In the meantime, melt the chocolate in a water bath or microwave, add to the bowl and stir in. Beat the egg whites until stiff, carefully fold first one half, then the other under the dough. Now pour the dough into a 20 x 20 centimeter greased cake tin lined with baking paper, and bake for 15 minutes. Take out of the oven and allow to cool. Remove the cake from the mold and cut out four tartlet bases seven centimeters in diameter. It is also possible to cut out a larger number of smaller bases. Cover the base with raspberries. Place acetate film around the bases and seal with adhesive tape.

Chocolate mousse

Soak leaf gelatine in cold water for ten minutes, then gently squeeze out. Pour into a saucepan with milk and sugar. Heat at low temperature until the gelatine dissolves. Avoid boiling the gelatine or it will lose its gelling power. Melt the chocolate in a water bath or microwave. Stir one half of the chocolate thoroughly into the gelatine mixture, then the other half. Put to one side. Whip the cream lightly and slowly stir in the chocolate gelatine mixture. Continue to stir until the consistency is light and creamy. If the mix is too runny, place in the freezer for at least five minutes, then continue stirring.

Tartlets

Using a piping bag, pour the mixture onto the tartlets and fill to the acetate film edge. Smooth with a spatula. Place in the fridge for at least four hours. Then carefully remove the foil and garnish the tartlets with grated chocolate and raspberries.

Variation: Use strawberries or blackberries instead of raspberries.

Ingredients

Tartlet base

4 eggs, 60 g sugar, 30 g corn flour, 1 tablespoon (7 g) cocoa, 1 pinch salt, and 100 g dark chocolate (50 % cocoa)

Chocolate mousse

3 sheets of gelatine, 100 ml milk, 60 g sugar, 200 g semi-dark chocolate (50 % cocoa) and 40 g whipped cream

Decoration

250 g raspberries and grated chocolate



New brochures are available for download at www.gelita.com!

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You can also read uptodate on the Internet. All the articles in GELITA's customer magazine are published in English, German, Portuguese and Spanish.

Take a look:

You'll find the current and the previous issue at www.gelita-uptodate.com.

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GELITA
Improving Quality of Life