

# **EPIC meeting**

## **on Food and Beverage**



# FOOD



Manufacturer of meat products

**+550** People

**2** Production Plants  
25.000m2

**145 M€**  
Billing / year  
2021

**Market Share**  
  
**40%** Minced Meat  
**51%** Sausages



Manufacturer of processed meat and artisanal roasts

**+100** People

**1** Production Plant  
8.000m2

**20 M€**  
Billing / year  
2021

**Market Share**  
  
**82%** Meatballs



Specialists in cooking ready-to-eat meals

**+800** People

**1** Production Plants  
30.000m2

**135 M€**  
Billing / year  
2021

**Market Share**  
  
**80%** Roasted  
**70%** Sausages  
**30%** Ready-To eat



Wraps and topping makers

**+100** People

**1** Production Plant  
8.000m2

**30 M€**  
Billing / year  
2021

**2020** Familia Martínez

**Market Share**  
  
**40%** Flutes  
  
Spain's main manufacturer of flutes  
  
**2.500** T/year

**Quicook**

Specialists in ad hoc premium hamburgers, fresh and frozen.

**10** People

**1** Production Plants  
4.300m2

**5 M€**  
Billing / year  
2020



**Madrid**  
**Valencia**



## TECHNOLOGY



Specialist in complete  
custom engineering  
solutions

Headquarters  
in Spain / USA



**+100** People

**3** Production Plants  
3.100m<sup>2</sup>

**18 M€**  
Billing / year 2020

### MECHANICAL ENGINEERING

AUTOMATION  
ROBOTICS  
ARTIFICIAL VISION  
PHOTONICS



## INNOVATION

ftalks<sup>21</sup>  
FOOD SUMMIT

Tecnología al servicio  
de la industria

KMZERO  
CREATING THE FUTURE OF FOOD

### FOOD INNOVATION HUB

Startup  
Companies  
Community



**+200** Advised  
Startups



**4** Ftalks Food  
Summit editions

### GROWING COMMUNITY



STARTUPS

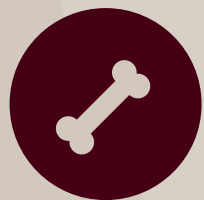


SPECIALIZED REPORTS



EVENTS

# Challenges for the meat industry



Avoid the incorporation of foreign bodies in all manufactured products to preserve food safety and consumer confidence



Satisfy consumer's quality expectations and foster consumer's loyalty



Keep high hygienic standards in the production plants in a sustainable way, looking for productive and economic return, which is key in order to be competitive



Food inspection machinery for detecting real threatening foreign objects in raw materials and packaged food



Cutting-edge technology to ensure consumer's most appreciated quality cues and sensory profile related to physical attributes and chemical properties



Customized hygienic solutions and technological devices for hard-to-reach areas treatments in food production plants

# Requirements for the technology

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Technology must be mature enough to be tested in a highly competitive industrial environment under real conditions



Test planning must consider all engineering solutions and machinery to be settled in the production line



Industry may need tailored made measures, considering their technological requirements and industrial line design



What is highly appreciated is a complete, concrete solution



Reliable feasibility studies are required in order to decide whether “to go” or “not to go”



**PROUD OF OUR PAST,  
OVERCOMING THE PRESENT  
CHALLENGES AND COMMITTED TO  
THE FUTURE**

## María Cardona



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- Sciences Degree
- Master's degree in Food Quality and Safety
- In process of PhD in Food Science, Technology and Management
- 17 years in the company
- Corporate scientific director of quality and non-quality