

INSIDETRACK

Issue #3 2016 | Autumn Edition



We make it SIMPLE. You make it PROFITABLE.

2016 POULTRY PROCESSING TRENDS AND INNOVATIONS

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OPTI-LTD Dark meat deboning
Now with Automated J-Cutting Unit

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Curious?
Discover the latest on innovation

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Asset Integrity Program (AIP)
Let us "ontzorg" you!

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GAME CHANGER | LATEST INNOVATIONS
FOODMATE WHITE AND DARK MEAT DEBONING SYSTEMS
EXEPTIONAL YIELDS. NO BONES ABOUT IT.





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Time flies when you're having fun...

Thank you for taking the time to read our Inside Track. Personally I always look forward to write this column. Especially in this edition as we are celebrating our 10th anniversary this November. It all started 10 years ago with a small group of dedicated people and over the years we have become a leader on innovation in certain parts of the poultry processing line. On page 3 of this Inside Track we share a brief overview of these 10 turbulent years. Those 10 years flew by....time flies when you're having fun....

In this column I would like to share with you how wonderful this beautiful industry is and how nice it is to be part of this. This industry stands for dynamics, efficiency and contribution to feed the world.

During this edition of the Inside Track we are introducing a couple of new innovations. With proud we are introducing the MAX6000 and the Maxima LT. Both systems will definitely change the breast deboning process worldwide.

Besides developing equipment, Foodmate is always on the move as an organisation. Right now Foodmate is in the transition of implementing a new ERP system that will make us more efficient.

But the real big news is that Foodmate is in the process of constructing a brand new headquarters in The Netherlands. This new building will allow us to grow beyond for the next decade, and will give us the opportunity to introduce our grand Inspiience Center. In this center we are able to provide in-house training for customers and service technicians who use our equipment. Further, our North American counterpart is moving to a new building and is doubling their floor space.

The most important investment that Foodmate is undergoing all the time is investing in her employees. This is the heart of our company and our future. We rolled out extensive training programs in several parts of the world.

I hope you enjoy reading this edition of the Inside Track and we want to thank you for your attention and a special thanks to our customers and business contacts who made it possible for us to celebrate this 10 year anniversary of Foodmate.



David Hazenbroek
President Foodmate
BV



START OF A COMPANY



FOODMATE USA ESTABLISHED



INTRODUCTION OPTI TD



INTRODUCTION OPTI LTD



GROWING BIGGER AGAIN



NOVEMBER 2006



GROWING BIGGER



NEW LOGO



FIRST LARGE FLEXLINE PROJECT



INTRODUCTION MAXIMA

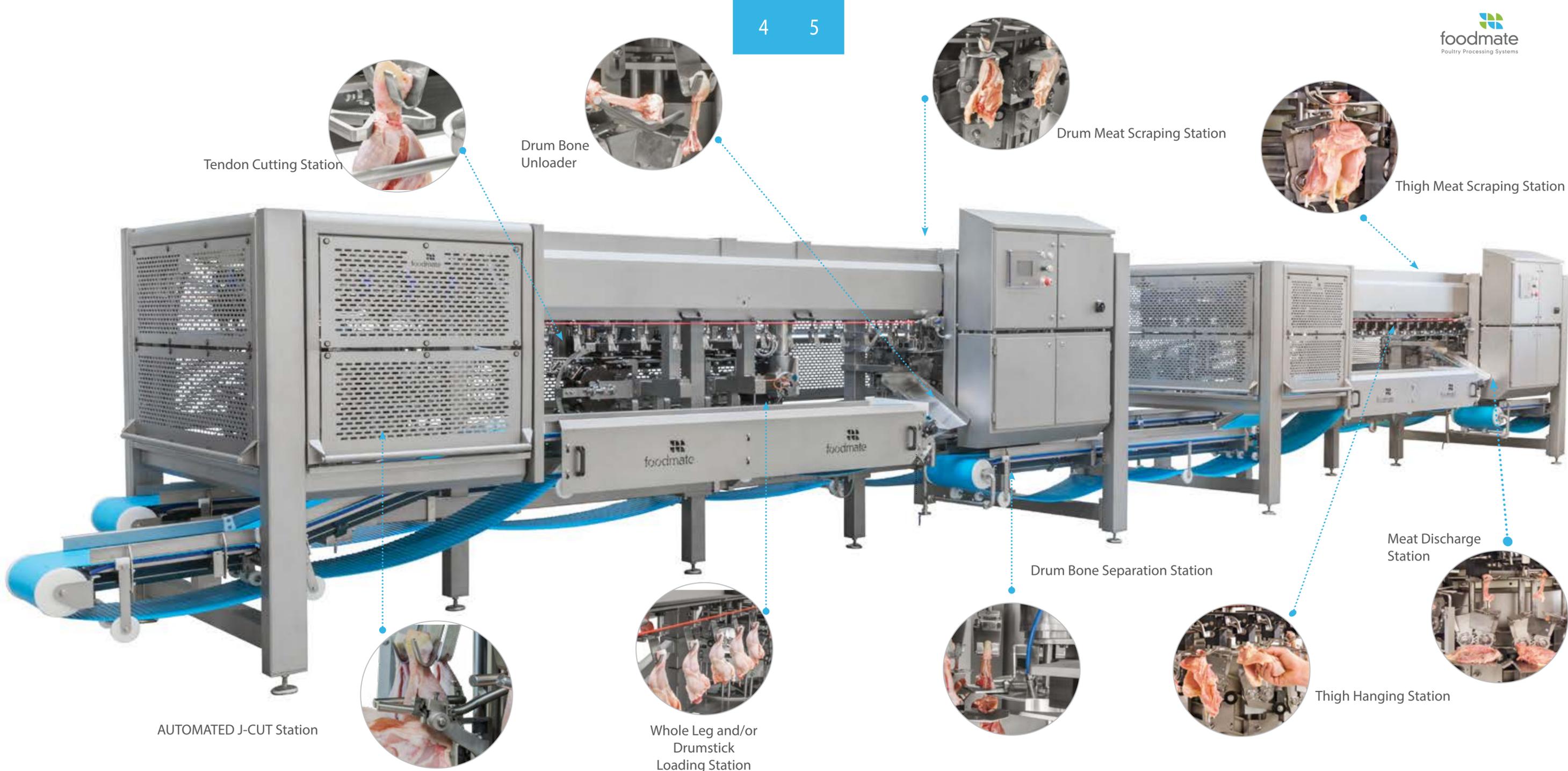


NOVEMBER 2016



SO MUCH MORE TO COME!

2010
2011
2012 2013



OPTI-LTD Whole Leg, Thigh and Drumstick Deboning System

Exceptional yields. No bones about it.

Leg Deboning and Flexible Dark Meat Deboning Solutions

In the past, whole leg, thigh and drumstick deboning, was a labor intensive and inefficient process. It either required a lot of skilled labor or the automation that was available was slow, capital intensive and had a high cost of ownership and low yields due to rework.

Since the market for deboned dark meat is growing fast, there is also a need to be flexible in order to supply various segments of the market with different boneless dark meat products. Therefore, Foodmate developed a flexible system that can be used to debone all variations of dark meat, such as whole leg, thigh and drumstick meat.

Foodmate OPTI-LTD Dark Meat Deboning System

The newly updated OPTI-LTD Dark Meat Deboning System is a flexible, total dark meat deboning solution that produces high-yield, superior quality meat efficiently and cost effectively.

Capable of deboning 100 skinless or skin-on anatomical whole legs, thighs and drumsticks per minute, this system is so flexible that no additional parts or changes are required when switching between the various dark meat deboned products.

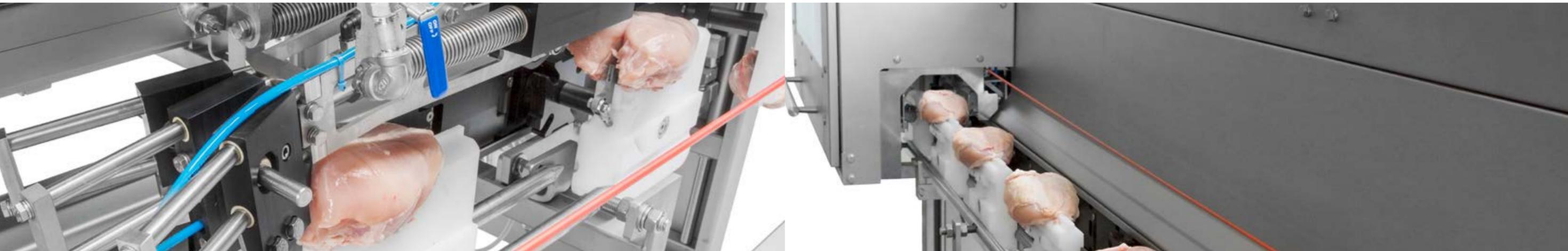
In addition, the new system now has an optional automated J-Cut Station, which makes a pre-cut along the drumstick bone, knee joint and thigh bone.

Key Benefits

- Excellent yields
- Low cost of ownership
- High output per operator
- Optional Kneecap Remover
- Designed to debone all bird sizes
- Optional Automated J-Cut Station
- A minimal of bone content - less trimming required
- Capable of meeting all boneless leg meat specifications
- Debones 100 whole legs, thighs or drumsticks per minute
- Simple all-mechanical design, user friendly and easy to maintain
- Can process left, right or both legs depending on chosen configuration.



Finished Product



Maxima

Compact, Efficient and Flexible White Meat Deboning Solution

Until now, deboning white meat has been a labor intensive and inefficient process. It requires a lot of skilled labor, which is becoming more difficult to find, train and retain. Further, current automated solutions require a large footprint, are expensive to maintain, are capital intensive and require significant staffing due to rework. The Foodmate MAXIMA Breast Cap Deboner is designed to address all the above issues by introducing the newest PLC controlled technology to automatically skin the breast cap and remove the wishbone with minimal bone content and high yields.

The meat that is produced presents well for tray packing and is suitable for many food service applications. The Maxima has a small footprint and can produce up to 50 breast caps per minute with minimal loading, inspection and trimming staff. In addition, Maxima's sanitary design consists of large access doors for easy cleaning and maintenance to address food safety concerns. The machine has large see through doors which provide optimal visibility to all moving parts and can be used for visual performance monitoring.

Key Benefits

- PLC Controlled with simple HMI touch screen
- Produces half fillets
- NEW Automatic Wishbone Remover
- Minimal bone content and rework
- Low total cost of ownership (TCO)
- Up to 3,000 breast caps per hour
- Consistent and high yield
- Automatic skinner
- Reduced labor cost
- Compact design



MAXIMA | Product Cuts



- New Automated Wishbone Remover
- 3,000 breast caps per hour
- Integrated skinner





MAX6000

A new dimension in breast cap deboning

Because flexibility, costs and availability of labor is getting more and more of an issue, Foodmate has developed a revolutionary new breast cap deboning system: the MAX6000.

This system enables you to choose from different programs within a second, which all can run with a speed of 6000 breast caps per hour. You are even able to run two different programs simultaneously!

Our system is the only one that can run at such a high capacity and yield with such a small footprint: deboning 6000 breast caps per hour on only 16m² !

The diverse output possibilities, which all produce high quality products, require little to minimal adjustment of the machine.

Although the footprint is small, the machine provides complete accessibility for cleaning and maintenance.

White Meat Deboning Solution

Key Benefits

- All programs can be accessed from touch screen
- Numerous possibilities, whole and half fillet, separate tenderloins etc.
- Small footprint
- Capacity of 6000 breast caps per hour
- High yield
- Easy access for cleaning and maintenance
- All controlled and monitored by PLC
- Possibility to run two programs at the same time
- Includes the Automatic Wishbone Remover



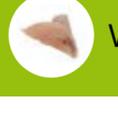
MAX6000 | Product Cuts

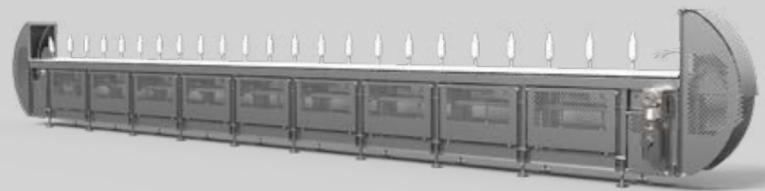


- New Automated Wishbone Remover
- 6,000 breast caps per hour
- Integrated skinner
- Tender harvesting



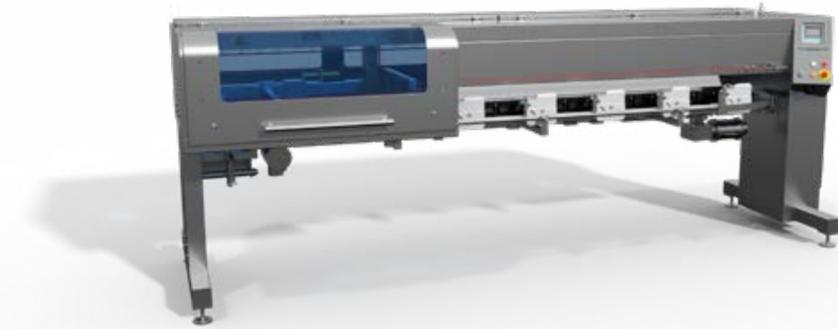
Breast Deboning Solutions

- OPTIONS**
- 1  Butterfly
 - 2  Fillet
 - 3  Tendon
 - 4  Supreme
 - 5  Fillet with Tendon
 - 6  Skin
 - 7  Carcass
 - 8  Wishbone



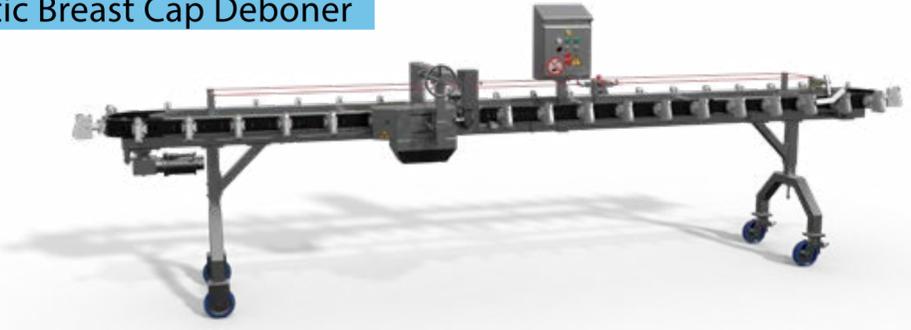
Cone Line
Option 1 - 5 / 7

1400-2300 bph



Maxima
Option 5 / 6 - 7 - 8

3000 bph



Semi Automatic Breast Cap Deboner
Option 1 - 5 / 6 - 7

1400-2300 bph



FM7.50
Option 1 - 5 / 6 - 7

3000 bph



Dual Semi Automatic Breast Cap Deboner
Option 1 - 4 - 5 / 6 - 7

1400-2300 bph



MAX6000
Option 1 - 2 - 3 - 5 / 6 - 7 - 8

6000 bph



Maxima LT
Option 1 - 5 / 6 - 7 - 8

1400 - 2300 bph



Let us "ontzorg" you!

"Ontzorgen" is the Dutch term we use to describe our AIP program. So, what does Ontzorgen mean? Quite literally it means "to Unburden". The ability to "unburden" the plant and protect your investment is our goal. The ability to "unburden" the plant comes with many benefits:

- Continuous and interactive training
- Pre-determined schedule for all visits
- All labor necessary for rebuilds is provided
- Operational excellence in yield, throughput, and quality
- Monthly visits by a dedicated Customer Asset Manager (CAM)
- All rebuild kits are maintained and stocked at Foodmate

"As Foodmate entered the world of Service Agreements, we wanted to think of a different way to approach rebuilds to better support our customers throughout the contract."

Foodmate has redefined the traditional Service Contract as the Asset Integrity Program. (AIP)

Feature	Traditional Service Contract	Foodmate AIP
Labor	Labor provided for supervision of rebuilds only	Labor provided to complete all rebuilds
Monthly visits between rebuilds	Not available	Dedicated Customer Asset Manager (CAM) - makes monthly visits between rebuilds
Parts	Complex parts schemes based on outdated models	Simple rebuild schemes with the intent that the plant can take ownership of process
Performance	Generally not available	Foodmate documents and shares the increased performance from all rebuilds and CAM visits
Continuous training	Usually at an extra charge	Every opportunity the CAM visits (monthly) is a training opportunity for operators and maintenance.
Spare Parts monitoring	Generally not part of contract	The CAM will review spare parts in stock and advise facility
Rebuild Kits	Sent to plant ahead of time	Stocked at Foodmate to ensure parts are not pulled by plant for other purposes

The AIP contract with CAM visits gives the facility the following benefits: Proven PM schemes, anticipated equipment maintenance budgets, best industry practices, objective performance monitoring, continuous training to combat turn-over, and personalized attention to their process = Ontzorgen!



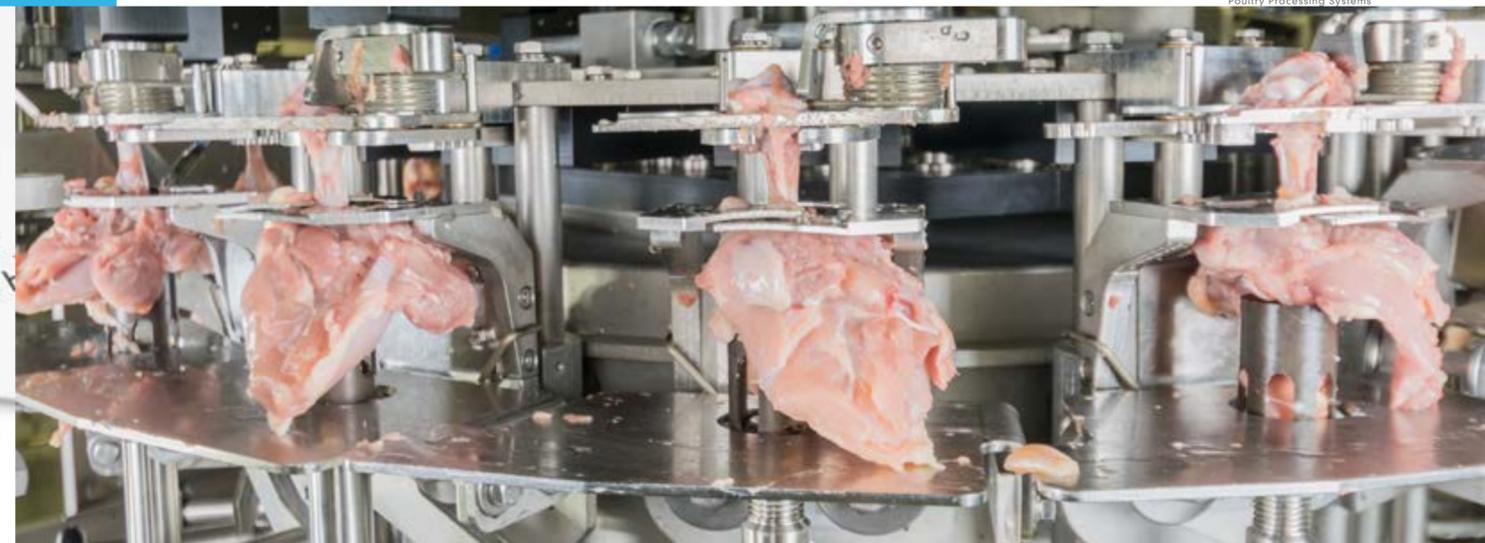
The AIP is a dedicated program which ensures equipment is kept in its best operating condition. By taking advantage of this program, a plant will ultimately see improvement in production, quality and ultimately more consistent yield. A Foodmate Customer Asset Manager (CAM) schedules regular monthly visits to ensure plants have less downtime and increased performance. In addition, regular monitoring and equipment adjustments reduces risk for potential major issues. The CAM also recognizes and makes necessary recommendations for additional parts to be replaced before failure. Foodmate AIP offers added value to the customer through consistent equipment operation and increased levels of personnel performance.

Show me the value of 8% improvement

Customers have seen much improvement since the inception of this program. One Foodmate customer especially experienced the benefits of the Foodmate AIP where the program brought an 8.0% yield gain. The CAM discovered that the maintenance and operations departments have been able to retain the knowledge gained from the rebuild review. They can apply it to the daily operation of the equipment and have successfully maintained the same yield percentages.

What is 8% worth on one Opti-Thigh?

Avg. thigh wt.	Yield	Dark meat price/kg.	Scrape test difference Before/after rebuild	Additional meat	Additional meat/wk.	Additional meat/yr.
226 gr.	71%	€ 1,20	8%	12.8 gr.	6080 kg or € 7296	316.160 kg or € 379.392



OPTI Thigh Deboner 2.0 New Optional Kneecap Remover

Optimal Yields, less rework

Our well known OPTI Thigh Deboner can now be equipped with an automatic kneecap remover. This new module on our bestseller provides a kneecap free end product, resulting in less rework after the process.

The Process

The easy loading of the product has not been changed. The new module removes the meat around the kneecap and bone by using a rotating circular blade. After this process, the tendons around the bone have been cut. Then, the meat is scraped from the bone by using the high performance deboning unit and after scraping the meat, it is cut off by another rotating blade.

This process results in a kneecap free product with high yield. It is possible to add this money saving module to your existing machine.

Unique Features and Benefits:

- Integrated skinner option
- Debones both "A" grade and "downgrade" thighs
- Consistent yields when operated correctly
- Accommodates thighs with or without skin
- Requires less skilled labor
- Eliminates bone shattering
- Increased kilos per man-hour
- Reduced training cost
- Reduced cost per kilo

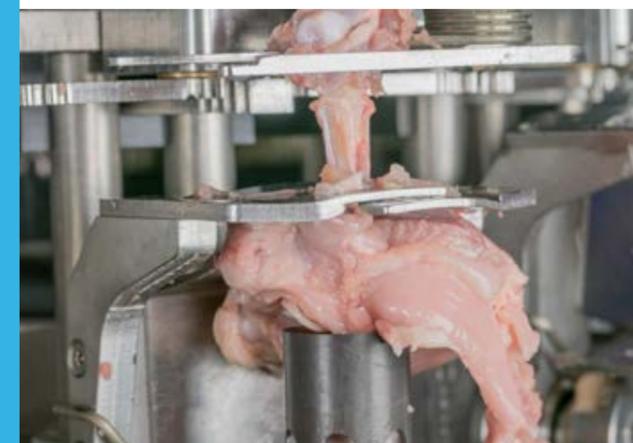
Options

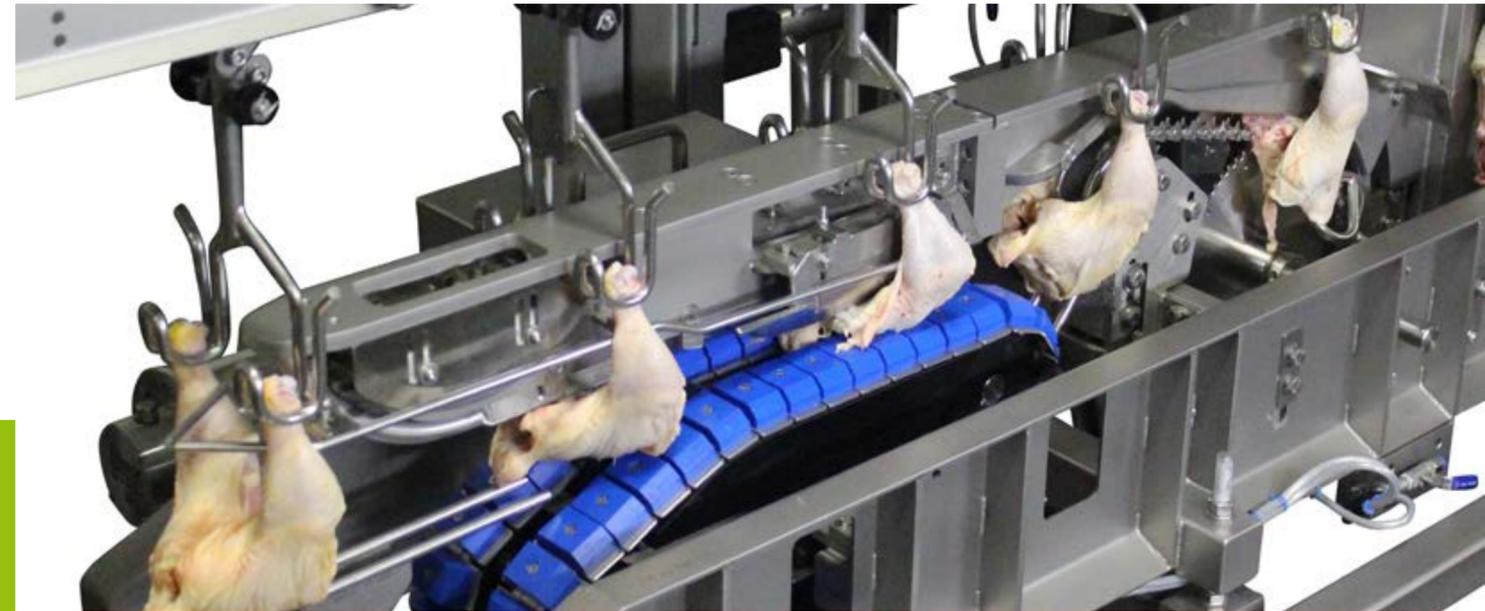
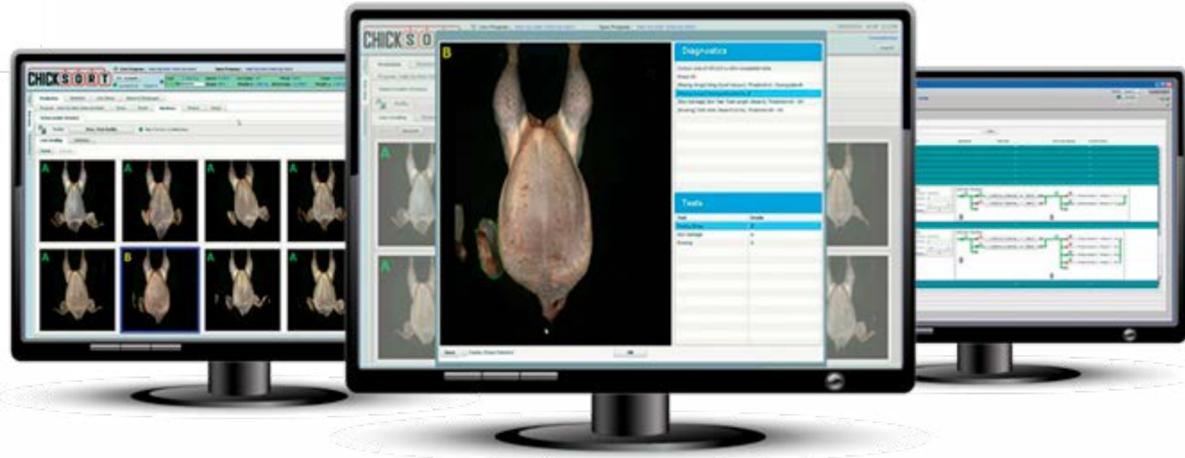
- Integrated conveyor belts
- Automatic skinner
- Kneecap remover

The Foodmate OPTI Thigh Deboner has been developed to address problems commonly found in both manual and automated thigh deboning operations. Its unique design provides high quality meat and optimum yield, with a minimum of trimming and inspection.

The innovative scraper design and tendon cutting system give the meat a hand-cut appearance without shattering the bones. Unlike other automated thigh deboners, the OPTI Thigh Deboner does not require a rubber disc to clean the bone, which significantly reduces operating costs and minimizes bone shattering.

There are many benefits with the OPTI Thigh Deboner over hand deboning systems. Customers have reported a significant increase in kg. per man-hour, consistent yield results, reduced training cost due to less employee turnover and reduced ergonomic issues.





PRODUCTION AND DISTRIBUTION CONTROL SOLUTIONS

Foodmate and its partner ChickSort have developed various production control, grading and distribution solutions that grade poultry products based on various weight and quality criteria. ChickSort uses an exclusive algorithm to allow for last millisecond decisions to be made, failed selections can easily and automatically be rerouted to any downstream selection point. Automatic band widening allows the product specification to be relaxed if the required rate is not being reached. Advanced batch control may be filled simultaneously and can be controlled automatically, manually or interlaced with external hardware. Products can be distributed between drops by using user-selectable criteria. System includes failover features and redundant hardware support facilitating advanced diagnostics while simultaneously minimizing disruption, ensuring that line sensor faults have no impact on production.

These advanced grading and weighing solutions are comprised of various technologies such as the InVision Grading; In-Line Weighing or by incorporating the Foodmate Weigh Transfer System (WTS) with ChickSort weighing controls. To optimize the grading and weighing process it is possible to install an InVision Grading Solution in combination with one of the various other weighing solutions Foodmate has to offer.

OPTI XL Leg Processor

The new Foodmate OPTI XL Leg Processor was specifically designed to maximize bone-in and boneless dark meat yields. The machine gives a high yield anatomical cut and good meat and skin presentation. The leg processor can accommodate a wide product size range while maintaining a high percentage of "white knuckles" and minimal bone content with minimal to no adjustments. The OPTI XL Leg Processor is designed to handle the so called "big birds" or large chickens.

- High Yield
- Low bone content
- High percentage of "white knuckles"
- Very heavy duty and durable design
- User friendly – only requires minor adjustments
- Integrates into existing frames or flex type cut-up systems
- Increases flexibility by accommodating a wide product size range

OPTIONS

The OPTI XL Leg Processor can be installed in either a new Foodmate Cut-up System or it can easily be integrated into existing frames or flex type cut-up systems.

ChickSort Mobile Command Centre

ChickSort MCC gives the user untethered access to a range of essential settings and controls.

Load cell calibration, weight signal graphing, sensor graphing and unloader timing can all be performed on your mobile device of choice.

The ChickSort MCC app can be run on any mobile device, Android Tablet, mobile phone, iPad etc.

Line control at your fingertips, real time, on line and on the factory floor.

InVisionDetectionParameters:

- | | |
|--------------------|---------------------------|
| Skin flaws/Barking | Hock burn |
| Single Leg Hang | Bile Stain |
| Physical Size | Bruises |
| Broken wings | Feathers |
| Missing parts | Organs |
| Hock length | Missing shackle detection |



The strength of Foodmate | ChickSort Production and Distribution Control Solutions is that processors can achieve a high level of control and information without having to buy a complete new packing room. Systems can be integrated with virtually any existing line.

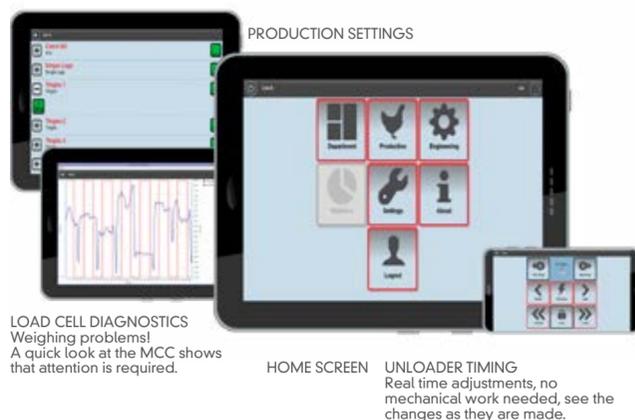
Foodmate | ChickSort user interface allows the same software to be used remotely by operators, managers and engineers. Software capabilities include:

- Total production reporting
- Histogram by release station
- Downtime reporting per line
- Extensive user-defined reporting
- Combined Rate Limiting across all lines
- Customized reporting by selection criteria
- Duty cycling and monitoring of system for PM requirements
- Data export capabilities | PDF, XML, CSV, ODBC, FTP and JDBC
- Integration with ERP and MRP systems, such as SAP and Dynamics



Final Product

The leg processor accommodates a wide product size range while maintaining a high percentage of "white knuckles" and minimal bone content.



PRODUCTION SETTINGS

LOAD CELL DIAGNOSTICS
Weighing problems!
A quick look at the MCC shows that attention is required.

HOME SCREEN

UNLOADER TIMING
Real time adjustments, no mechanical work needed, see the changes as they are made.



Foodmate *Inspirience & Training Center*



A place where inspiration and experience meet!



The New Foodmate Inspirience and Training Center: our commitment to help maximize your investment!

When our customers invest in new automation, it is important that the maintenance and production staff is well trained to operate the new equipment and ensure that the investment provides for the lowest downtime, optimal yield and highest quality.

What we often see in the field is that the technical and production staff feels overwhelmed with all the new automation and that they have very little time to learn how to operate the newly installed equipment. This is particularly the case when large projects are installed.

To help our customers get the most out of their investment and to ensure success Foodmate invested in an Inspirience and Training Center.

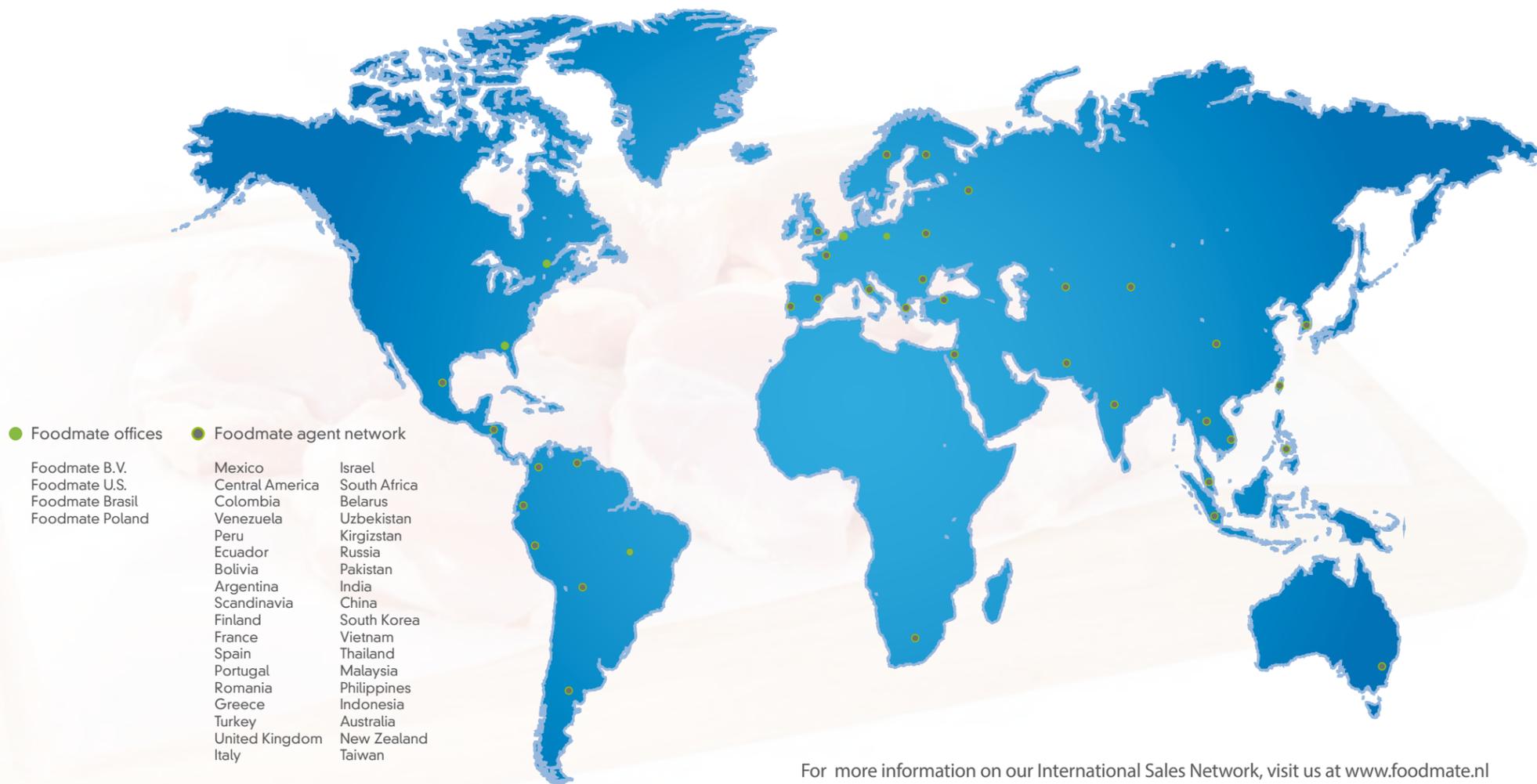
The Inspirience and Training Center is an environment where we have installed a Flex Cut-Up System with all possible features, including our ChickSort Control System, Vision Grading, Weighing and all cut-up modules we offer to date. In addition, the center also houses our line of dark meat deboning which includes the OPTI LTD Whole Leg Deboner and OPTI Thigh Deboner.

At the Inspirience and Training Center our customers can receive several days of uninterrupted access of the machines and training where your personnel will learn every aspect of the equipment. We believe that receiving training before the installation of a new system is the most efficient. This way your staff is already familiar with the equipment when it arrives.

In addition to training, the Inspirience and Training Center will also be used for equipment demonstrations, testing and R&D.

We are excited to offer you such a high level of service and we encourage you to take advantage of our Inspirience and Training Center, as it will help maximize your ROI.

Technology and Training in action!



For more information on our International Sales Network, visit us at www.foodmate.nl