



# InsideTrack 2020

Poultry processing trends and innovations

2020  
Spring Edition

Experience...  
Latest innovations in  
**deboning** and  
**cut-up systems** displayed  
daily at the  
Foodmate Inspirence Center



FOODMATE BRINGS YOU

## OPTiX

THE **INTELLIGENT** DEBONING SOLUTION

FOODMATE CUT-UP AND DARK & WHITE MEAT DEBONING SYSTEMS  
EXCEPTIONAL YIELDS. NO BONES ABOUT IT.

06

**OPTiX** Thigh Deboner

Exclusive X-Ray technology  
12,000 thighs per hour

08

**ULTiMATE** Whole Leg Deboner

Exclusive X-Ray technology  
6,000 legs per hour

14

**MAX6000**

Highly efficient breast deboning  
6,000 breast caps  
or front halves per hour



# PIONEERS IN INTELLIGENT DEBONING



## Trade show season is on!

In January we kicked off with the annual IPPE in Atlanta and with just enough time in between to start processing all the exciting opportunities from this show; in March we even have three trade shows in one week. We are present at CFIA in Rennes, France, VIV MEA in Abu Dhabi, UAE and AgroWorld in Tashkent, Uzbekistan. Despite the time, effort and expense that comes with it, we decided to be present at all these shows again. At Foodmate we absolutely value these moments to have one on one contact with our local customers and take the opportunity to show what is new.

And again, we can show you something new! With last year's introduction of the OPTiX we introduced our second intelligent deboning solution with X-Ray measuring technology. With the introduction of the OPTiX we felt that there was room for even more improvement. The shortage of labor in poultry plants is a global problem and we decided to develop something to save on more labor without compromising on machine flexibility that allows it to run as a standalone machine. This year at IPPE we introduced our latest innovation, the Automatic Transfer Loader, a machine that automatically takes the product from a Cut-up line and places the product in the OPTiX. We expect a lot from this innovation and hope to be able to serve many of you with solutions of this kind.

All these things are very exciting but on the other hand we see that things can change quickly. A small thing, completely outside our control, can grow into a world concern quickly; thinking about AFS and the Corona virus in China, but also the spread of Avian Influenza in other parts of the world. These things can cause a good level of uncertainty in your business. We hope that cures to combat these viruses are discovered soon so we all can put our focus on the core of our businesses again; to provide the world with poultry proteins. Even though many things are outside our control, at Foodmate we feel it as our responsibility to provide the industry with solutions to problems that did not even exist recently. That is why our strategy is to continue to have a good focus on research and development. It is our mission to innovate, automate, and bring cost effective solutions to our customers. Or in a few words: We make it simple, You make it profitable!

Thank you for taking the time to step by our booth and we hope to be able to share one of our solutions with you shortly.

With sincere regards,  
David Hazenbroek  
President & Founder  
Foodmate



## FOODMATE PIONEERS IN INTELLIGENT DEBONING

### Foodmate - 14 years later

Timeline of our accomplishments since 2006, our commitment to a strong partnership with our customers has paid off!

4

### Innovation in the making!

Update on our new headquarters and manufacturing facility expansion - we have been working around the clock to deliver the machines you love!

20

### Foodmate Polska

The shortest path to innovation and success goes through Lublin.

22



### OPTiX

Intelligent Thigh Deboning with X-Ray technology and Cut-up line integration.

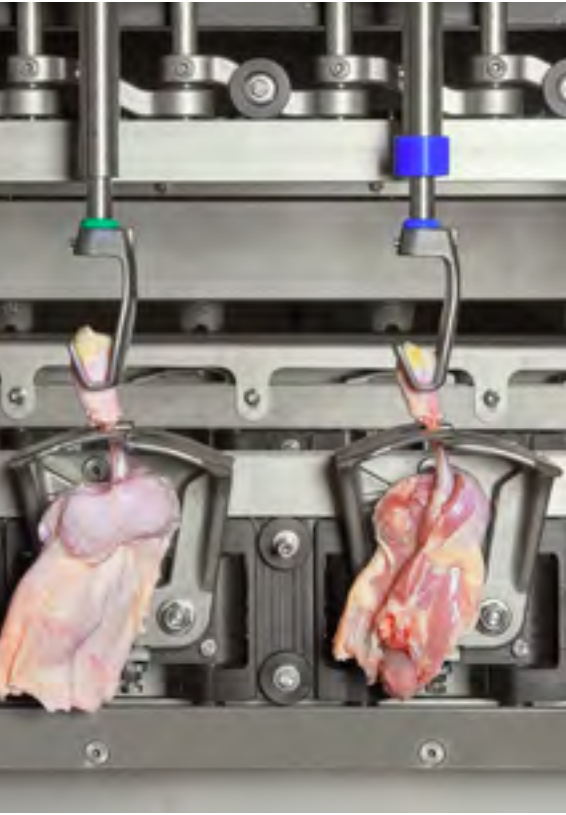
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### MAX6000

Breast caps and front halves deboner that allows for highly efficient breast deboning with the advantage of the smallest footprint available on the market.

14



### ULTIMATE

The Intelligent Whole Leg Deboner with surgical precision.

8





# FAST TRACK TO SUCCESS

Brothers Scott and David Hazenbroek venture into the creation of Foodmate, their goal: to develop the most innovative equipment in the industry.

Foodmate started in Holland, bringing together a team of industry experts with the willingness to excel.



5 Employees



Expansion in its manufacturing and R&D departments is achieved in Holland, and Foodmate US is founded.



5 Employees



The **OPTI** Thigh Deboner is launched and very well received worldwide.

Several updates later, the OPTI Thigh Deboner is still our best seller worldwide



Following industry demand, the **OPTI LTD** Whole Leg Deboner is launched.

First **OPTI Flow** Cut-up System is installed in the U.S.

**Maxima 1.0** Breast Cap Deboner is launched.



50 OPTI Thigh Deboners installed worldwide



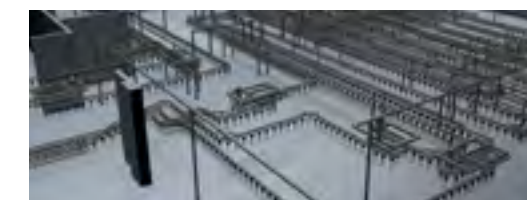
The new **OPTI LTD** Whole Leg Deboner with new J-Cutting Unit is launched.

Foodmate Brasil is founded.

Foodmate develops value-added programs in maintenance and training to support customers' needs.



Our 5-Star Customer Service Commitment Program begins to make waves in the industry



Foodmate installs the largest Cut-up system in the USA.

**OPTI LTD** with kneecap remover and new **OPTI XL Leg Processor** are launched.

To date installed systems:

275 Dark Meat Deboning Systems  
110 White Meat Deboning Systems  
106 Cut-up Systems  
150 Employees worldwide



2006

2010

2011

2013-2014

2015

2016



Foodmate Polska is founded

Introduction of the new **OPTI** Thigh Deboner with KCR and **MAX6000** Breast Deboner.

Foodmate US opens new 4,500 m<sup>2</sup> headquarters in Ball Ground, GA.

2017



Foodmate US expands yet again, adding 2,800 m<sup>2</sup> to its headquarters.

Introduction of the new **ULTIMATE** Whole Leg Deboner, with exclusive intelligent deboning technology.



2018



Foodmate B.V. opens new 12,000 m<sup>2</sup> headquarters, in Numansdorp, The Netherlands .



2019



**OPTiX**

Foodmate revolutionizes the market again with the launch of **OPTiX**, the Intelligent Thigh Deboner with patented X-Ray technology.



*"Our mission is to innovate, automate and bring cost-effective solutions to our customers."*

To date installed systems:

396 Dark Meat Deboning Systems  
199 White Meat Deboning Systems  
231 Cut-up Systems  
300 Employees worldwide

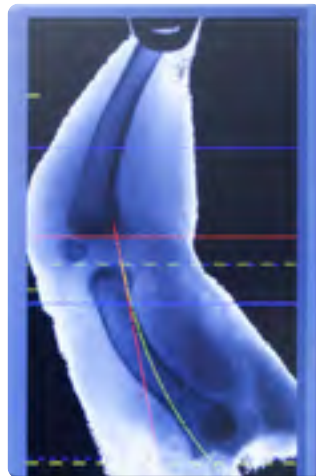
We will continue to deliver the solution you need and the experience you deserve.



# PIONEERS IN INTELLIGENT DEBONING



## OPTiX INTELLIGENT THIGH DEBONING WITH SURGICAL PRECISION



### Leading Technology in Dark Meat Deboning Solutions

#### X-RAY MEASURING SYSTEM

The new OPTiX Thigh Deboner uses an X-Ray measuring system to precisely measure each leg, it automatically adjusts for each leg in real-time at a speed of 12,000 legs per hour.

### KEY FEATURES

The OPTiX Thigh Deboner uses X-Ray technology for detecting kneecap and thigh length, ensuring the highest possible yields. The OPTiX accommodates a wide variation of bird sizes and offers integration with the OPTi Flow Cut-up System.

The meat is efficiently scraped from the bone to ensure maximum yield and high quality thigh meat; keeping labor to a minimum.

And now you have the option of Cut-up Line Integration, with the OPTiX Auto-loader module, launched this year, at IPPE2020.

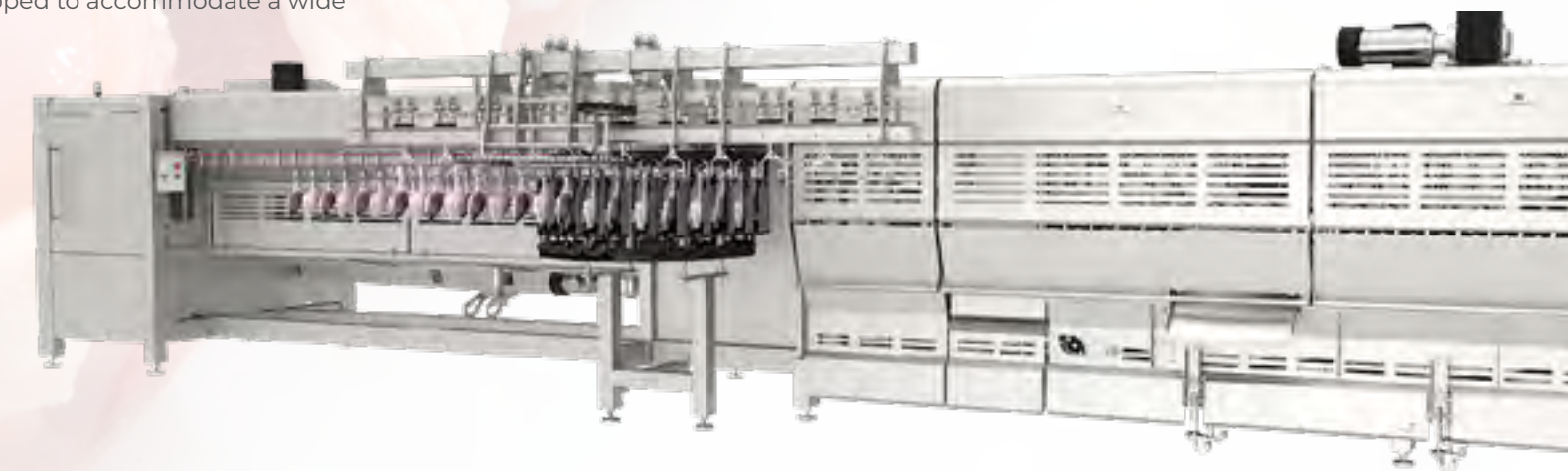
The Foodmate **OPTiX** Thigh Deboner uses X-Ray technology to determine where the kneecap is on the bone by measuring the bone length. The machine produces cartilage free meat at the highest possible yields. The OPTiX brings a combination of durable mechanics and cutting-edge technology in automation, ensuring the highest possible yields and meat quality.

The OPTiX offers the flexibility to manually hang saddles in combination with a Leg Processor, as a stand alone; or it has the ability to be integrated with a Foodmate OPTi Flow Cut-up System. The machine can operate at speeds of up to 12,000 thighs per hour depending on the line configuration and bird size. The machine produces a very high amount of cartilage free meat with minimal bone content. This results in minimal trimming and maximum kilos per man/hour.

**NEW** The integration with a Cut-up System has now become easier and more efficient! The OPTiX Auto Leg Loading is now being offered as an ad-on to new and existing machines. The auto-loading provides extra labor savings and is easily integrated to your existing Foodmate Cut-up line. In addition, and in order to fully support OPTiX's capabilities, the auto-loader is also equipped to accommodate a wide variation of bird sizes

### ADVANTAGES

- ✓ Unmatched yields
- ✓ Intuitive operating screen
- ✓ Cut-up integration or stand alone
- ✓ Debones up to 12,000 thighs per hour
- ✓ Precise cut through X-Ray technology
- ✓ Exceptional drumstick cut presentation
- ✓ Produces cartilage free meat with or without skin



### NOW WITH AUTO-LEG LOADING

EXPERIENCE SIGNIFICANT LABOR SAVINGS



INITIAL PRODUCT

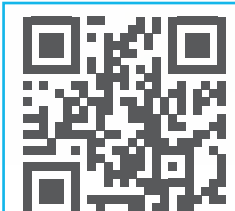


FINAL PRODUCTS



BYPRODUCT

The integration with a Cut-up System has now become easier and more efficient! The OPTiX Auto Leg Loading is now being offered as an ad-on to new and existing machines. The auto-loading provides extra labor savings and is easily integrated to your existing Cut-up line.



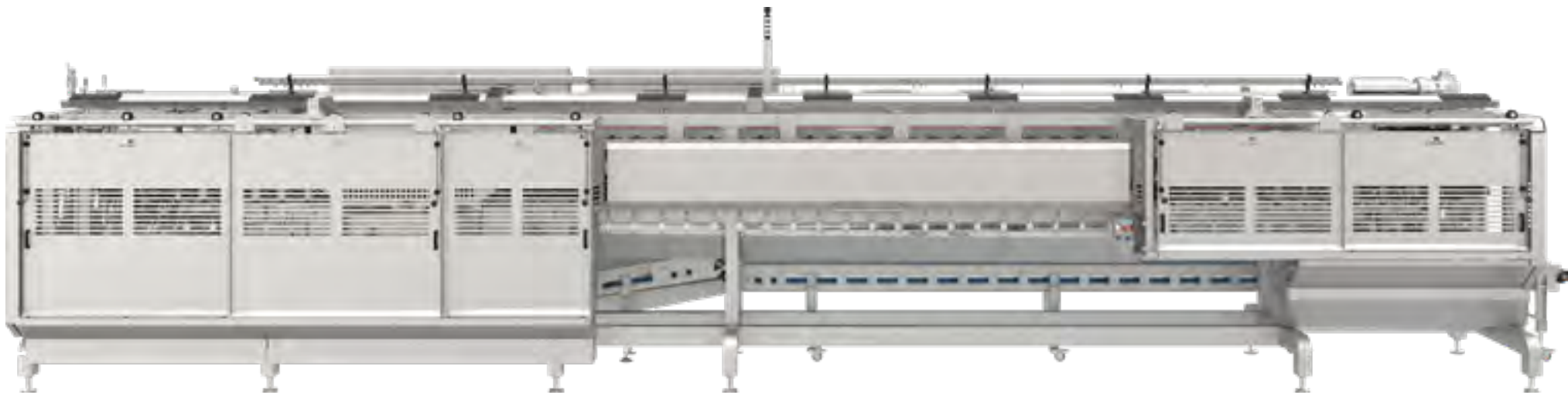
SEE THE  
**OPTiX**  
IN ACTION





# ULTIMATE

## INTELLIGENT WHOLE LEG DEBONING WITH SURGICAL PRECISION



- ADVANTAGES
- ✓ X-Ray measurement system
  - ✓ Individual sizing for each leg
  - ✓ User friendly control panels
  - ✓ Output speed of 6,000 legs per hour
  - ✓ Automatic J-Cut station
  - ✓ Semi self-cleaning system



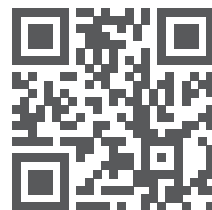
INITIAL PRODUCT



FINAL PRODUCT



BYPRODUCT



SEE THE  
ULTIMATE  
IN ACTION

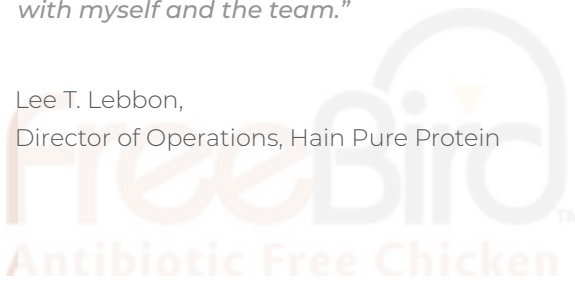
### KEY FEATURES

The combination of X-Ray technology and shackle height adjustment, allows the blades to cut precisely around the kneecap and the knee joint, ensuring high yield and cartilage free meat.

The meat is efficiently scraped from the bone to ensure maximum yield and high quality leg meat; keeping labor to a minimum.

*“ We have been able to increase output by 100% ; and yield gain conservatively 5%. I feel as though FM still values relationships which is very important to me. Service after the sale is there to support us. I always felt as though Foodmate valued our business even though it took three years to get the project approved. We are a small player but you would never know that by the way Foodmate has dealt with myself and the team.”*

Lee T. Lebbon,  
Director of Operations, Hain Pure Protein



### SUCCESS STORY

Hain Pure Protein

#### FOODMATE EQUIPMENT

One (1) **ULTIMATE** Whole Leg Deboner

#### SCOPE

Hain Pure Protein needed a whole leg deboning solution, their major issue was the ongoing labor challenge, automation became a necessity.

#### OBJECTIVE

Hain Pure Protein was using a competitor's whole leg deboning solution, running at 60 legs per minute and was taking 40 people to do run it. Their yields was in the low 50's and they were sending about 54000 kilos a week out to contract deboners to debone the legs. That was not an ideal scenario, their objective was to stop their deboning outsourcing by increasing their in-house deboning capacity without adding labor to it.

#### FOODMATE STRATEGY

Foodmate invited Hain PP's management team on multiple plants that were successfully operating the ULTIMATE. In addition, Hain PP team's came to Foodmate's Inspirience Center, our in-house demonstration and testing facility, in Ball Ground, GA, where performance tests took place. Tests were performed using the company's own product, which was important for them. Their goal was to have tests meeting these three criteria: high meat quality, higher meat yields and minimal trimming. All three were exceeded.



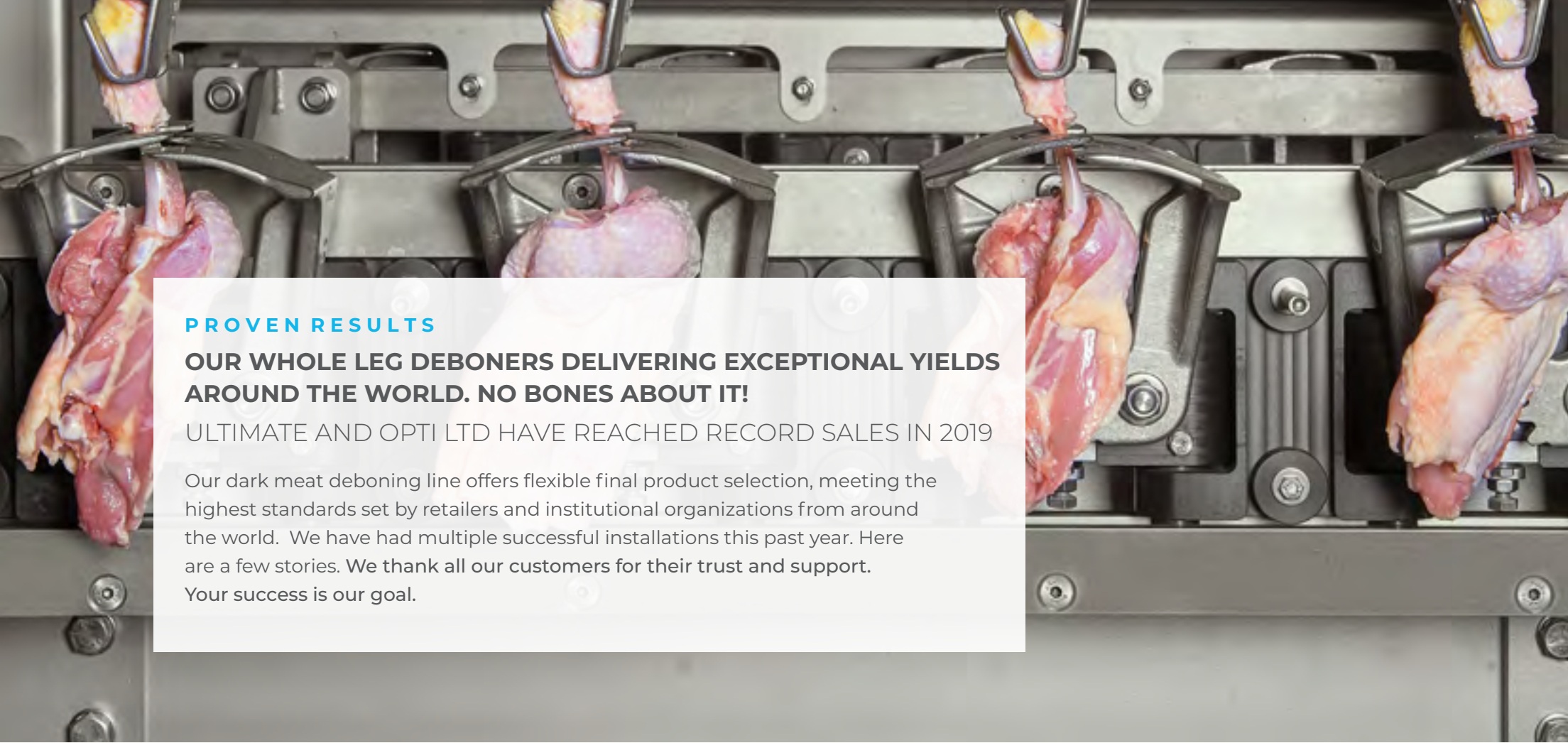
#### SOLUTION AND END RESULTS

It was Foodmate's goal to ensure that the transition from Hain's previous machine was a smooth one. Special attention was given to ensure installation was successful and downtime was minimal. "Foodmate did a good job providing access to the machine prior to the sale, both in a real plant environment and controlled R&D. The Project Manager, Mark Salley, communicated well with our staff and did a site visit well prior to the install. By the install date, we were all on the same page and understood expectations and requirements on both sides.", stated Lee Lebbon, Hain PP Director of Operation.

The ULTIMATE is allowing Hain to run twice the volume they were on their previous whole leg deboner, and using half of previously required labor. Hain PP met their production goals within two weeks from install. In addition, the company reduced the amount of whole legs sent out by over 75%.







## DARK MEAT DEBONING

### CUSTOMER

IMEX POLAND Sp. z o.o.

### FOODMATE EQUIPMENT

One (1) **ULTIMATE** Whole Leg Deboner

### SCOPE

IMEX Poland sp. z o.o. has been operating in the Polish poultry industry since 1992. The company is continuously developing and upgrading its equipment. In 2008, Imex built a new poultry plant in Brzesko, where chickens are processed. The plant operates in a three-shift system. The organization of work and implemented technological solutions allowed to obtain an ecological processing plant certificate and HALAL ritual slaughter certificates.

### RESULTS

"With the ongoing and dynamic changes in the poultry processing market, it essential to invest in new technologies and equipment. Also, the current volatile and unreliable labor market forced us to invest in whole leg deboning automation. After a detailed analysis of the poultry market and its equipment industry, we decided to purchase the Foodmate **ULTIMATE** Whole Leg Deboner. We were the first company in Poland to buy the machine in January 2018. After 1.5 years of using the Foodmate **ULTIMATE** Whole Leg Deboner, we can say that it met our expectations, both in terms of quality and quantity of the final product. The purchase of the **ULTIMATE** also allowed us to reduce labor in production", stated Witold Chmielarz, Director of Plant Production.

When asked how **ULTIMATE** performs in their daily production, Chmielarz added: "The machine works well and is basically error-free. As in any equipment, it requires supervision and maintenance, which we perform often. Our team was trained by Foodmate technicians and feel they are very well prepared. If any issue occurs (and these turn out to be minor issues), we are able to solve them ourselves.



From the left: Jarosław Stępień (Managing Director, Foodmate Poland) and Witold Chmielarz (Director of Plant Production, Imex Poland).



SUCCESS STORY

## DARK MEAT DEBONING

"The machine purchased has improved our earnings, giving us the possibility to increase production while complying with current labor laws, and providing improvements in health and welfare of employees. In addition, our foreign customers report great product satisfaction with now improved meat quality."

Eugenio Canova Castro  
Industrial Director  
Vibra Agroindustrial S/A



## VIBRA

### CUSTOMER

VIBRA AGROINDUSTRIAL S/A

### FOODMATE EQUIPMENT

Four (4) OPTI LTD Whole Leg Deboners

### SCOPE AND OBJECTIVE

Vibra processes a total of 530,000 birds/day; at the Pato Branco location, the capacity is of 160,000 birds/day, but Vibra expects to double this capacity in the coming years. Therefore, the company's objective was to increase as much as possible the deboning of whole legs and breasts for the foreign and domestic markets. Automation is the industry solution for productivity gains, eliminating repetitive operations that cause RSI; and so, it was clear that automating their deboning process was the way to go.

After careful market analysis, Vibra concluded that the Foodmate OPTI LTD met all the company's whole leg deboning process requirements.

### FOODMATE STRATEGY

Along with Vibra's technicians, the Foodmate team planned installation far ahead and in detail, to ensure a smooth installation process. The machine proved to be easy to assemble and installation was complete on a weekend, so the plant experienced no downtime. This allowed production to resume normally. Training took place the week after, along with fine adjustments.

### RESULTS

Vibra reported that all expectations regarding equipment were met. They also noted that though the OPTI LTD is a high-tech equipment, it is easy to operate and its maintenance is simple.

"We are so pleased, that we already bought the second leg deboning line and we are preparing ourselves to acquire the third line. Nowadays, we can debone 12,000 legs/hour and we need to increase. In addition, we are studying the possibility of deboning breasts with Foodmate equipment as well.", stated Eugenio Canova Castro, Industrial Director of Vibra.

### SUCCESS STORY

City view of Pato Branco, PR, Brazil.



#### CUSTOMER

ALGAS sp.z o.o. sp. k.

#### FOODMATE EQUIPMENT

One (1) **ULTIMATE** Whole Leg Deboners  
One (1) **OPTI FLOW** Cut-up System (Flex Cut-up Line)

#### SCOPE

Algas sp.z o.o. sp. k., is the most modern poultry processing plant in Europe. The company has been active since 1991. In 2010, in order to meet their customers' expectations regarding product quality and demand, Algas invested in the construction of a modern facility located in Dąbrowa Górnicza. And seven years later, it came time to modernize the cut-up and packaging area. After seeing the Foodmate **ULTIMATE** Whole Leg Deboner at Expo POLAGRA 2017, Algas became very interest in what the machine could offer them. After experiencing the **ULTIMATE** results more thoroughly at plant visit in the Netherlands, and analysing Foodmate's design, planning and strategy, Alga's management decided to buy not only the **ULTIMATE** Whole Leg Deboner, but also an entire OPTI FLOW Cut-up System.

#### FOODMATE STRATEGY

The existing infrastructure of the plant was thoroughly analysed, and the project engineering team optimally repurposed the conditions in the production facility and the logistics of the plant. The layout of the Cut-up line and its modules were designed to produce the best yield. The modules were positioned to obtain the most favourable and functional production line. "We wanted the plant to work as effective as possible and with minimum downtime.", stated Jarosław Stępień, Managing Director of Foodmate Poland. "The installation was planned down into the smallest details, which allowed us to eliminate or minimize all potential difficulties. It took five days to set up all modules and have the line running. This short downtime was achieved thanks to the work of twelve engineers and technicians.", added Stępień.

#### RESULTS

The estimated return on investment is two years. The most important benefits achieved so far are: higher product variations, allowing the plant to offer new products. In addition, as Algas expected, the plant achieved increased production, higher productivity, labor savings, improved product yield, and now offer a better quality of the final product (regardless of the size of the initial product supplied).

The **OPTI FLOW** Cut-up System and the **ULTIMATE** Whole Leg Deboner are among the most modern solutions in the world. Algas has agreed to allow Foodmate to showcase their plant and products to potential customers, who come from around the world to see the installed Foodmate equipment running before making their final purchase decision.

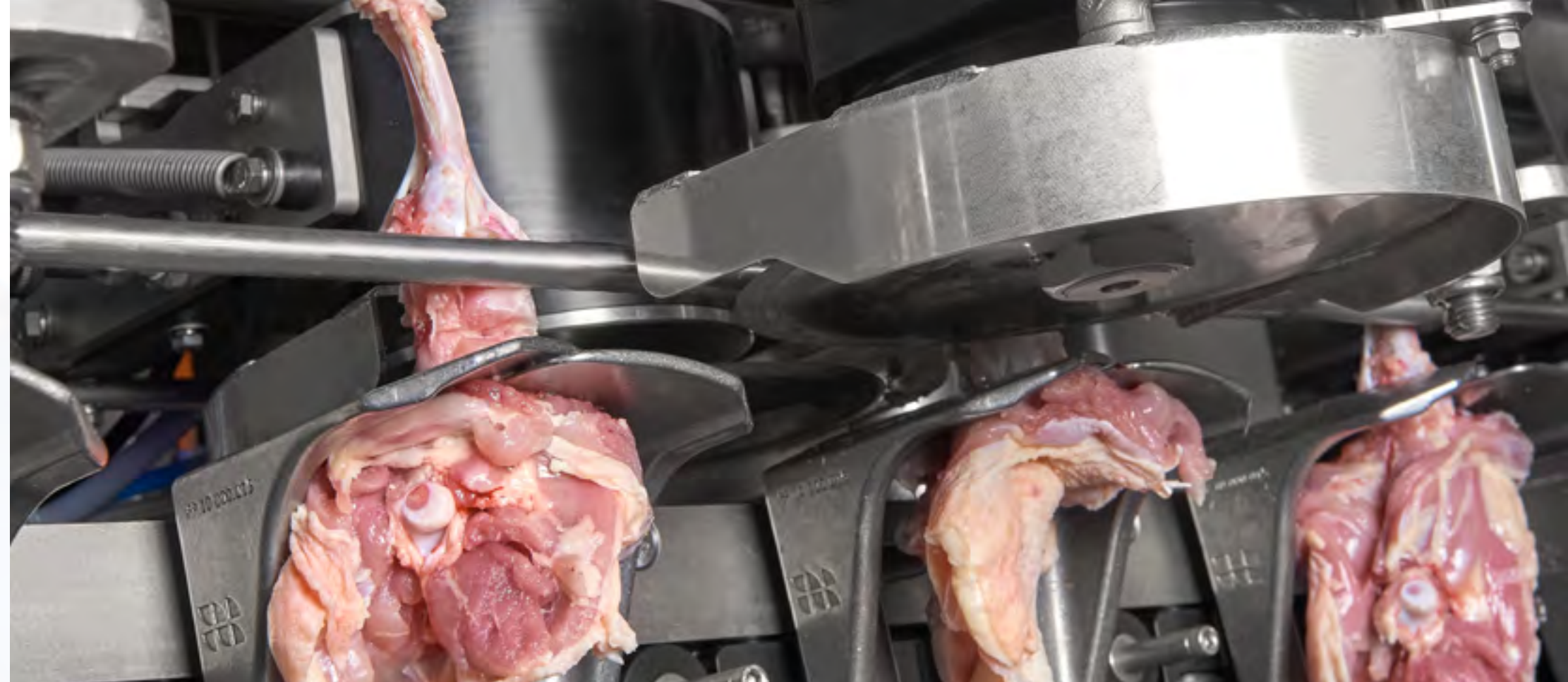


SUCCESS STORY

## DARK MEAT DEBONING

*"The machine is running for a few months and we are very satisfied. As it was promised, Foodmate service engineers set up all modules so that we get optimal cuts. Moreover, the quality has improved and the bird selection is appropriate. Earlier when the size of birds varied, it was not easy to have a high quality of anatomical cuts. The cutting performance of the machine is almost perfect. We can already see that the purchase of the ULTIMATE was a very good decision."*

Szczepan Szatan  
Algas Sp. z o.o. Sp. k.



SUCCESS STORY

#### CUSTOMER

RES-DROB

#### FOODMATE EQUIPMENT

One (1) **ULTIMATE** Whole Leg Deboner  
One (1) **OPTI LTD** Whole Leg Deboner

#### SCOPE AND OBJECTIVE

Res-Drob is the biggest poultry meat producer in Podkarpackie Voivodship, and one of the largest poultry companies in Poland. The plant, which has been operating for 68 years, is being intensively restructured and equipment is continuously upgraded.

#### FOODMATE STRATEGY

The first Foodmate machine, the **OPTI LTD** Whole Leg Deboner, was installed in Res-Drob in January 2017. It has proven itself so well that the management of RESDROB decided to invest further in newer Foodmate equipment. In February and April 2019, two **ULTIMATE** Whole Leg Deboners were installed. One of them runs around the clock with a short break for sanitizing, the other, runs from morning till evening. Due increasing demand for chicken leg meat, plans are to run both machines 24 hours a day soon.



## DARK MEAT DEBONING

#### RESULTS

Until recently, poultry processing equipment was less efficient and required more operators. Now, with the **ULTIMATE**, the plant achieves significantly higher performance and requires only a half of the standard staff. The machine debones the whole leg, removing meat with or without skin, depending on the order. For the final control and trimming, only a few people are needed.

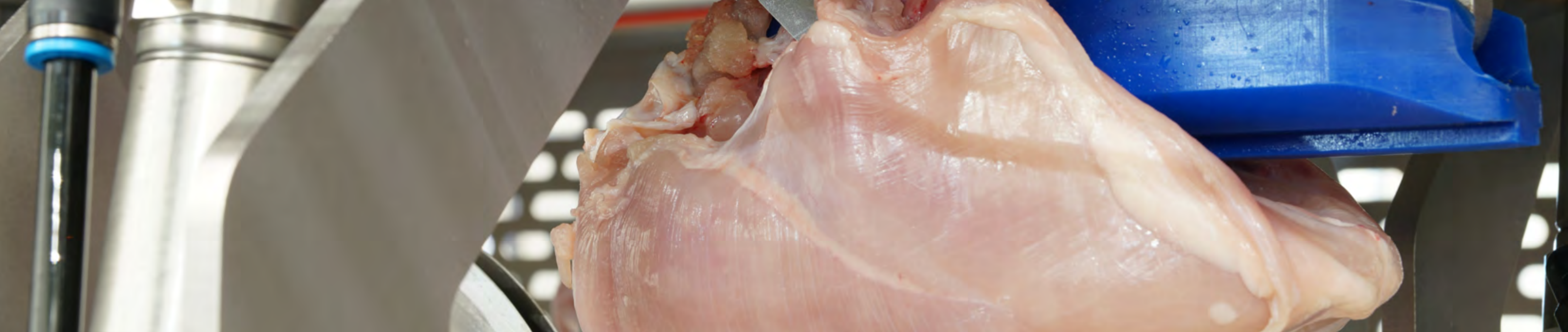
"During start-up there were some minor problems but we resolved them with the Foodmate Service Team and everything worked well from the beginning. It is a very thoroughly designed machine that provides significant labor savings. It is in a class of its own. It is impossible to compare the **ULTIMATE** with the equipment it replaced.", stated Jolanta Sroka, Production Manager for the plant.

*The X-Ray measurement system works great, we no longer have problems with the different sizes of the product. All we need to do is servicing everything properly, sanitize thoroughly and to replace the blades regularly. With a clear conscience I can recommend these machines to all investors."*

Jolanta Sroka, Production Manager,  
RES-DROB







# MAX6000

SMALL FOOTPRINT. BIG RESULTS.



### FLEXIBLE PRODUCT SELECTION



INITIAL PRODUCTS

FINAL PRODUCTS

BYPRODUCTS

### ADVANTAGES

- ✓ Reduces labor cost
- ✓ Consistent and high yield
- ✓ Integrated skinning unit
- ✓ Produces half fillets or whole fillets
- ✓ Compact design and small footprint
- ✓ Automatic wishbone remover
- ✓ Low total cost of ownership (TCO)
- ✓ Minimal bone content and rework
- ✓ PLC Controlled with simple HMI touch screen
- ✓ Debones up to 6,000 breast caps or front halves per hour



SEE THE  
MAX6000  
IN ACTION

## WHITE MEAT DEBONING

### KEY FEATURES

The MAX6000 offers exceptional flexibility with final product options such as butterfly fillets, half fillets, and tenders in/out.

The MAX6000 allows the user to select different pre-set programs, such as half fillets or butterflies. This gives you the ability to control production on the fly and saves valuable set-up time.

### SUCCESS STORY

Gerber Poultry

#### FOODMATE EQUIPMENT

(2) MAX6000 Breast Deboners

#### SCOPE

The scope of the project was to remove two existing breast cap filleting systems and replace them with two Foodmate MAX6000 Breast Deboners. Plant production is around 650,000 birds per week, about 70-80% of which is deboned, depending on orders.

#### OBJECTIVE / STRATEGY

Foodmate's goal was to provide a solution that would improve the plant's throughput, quality of end-product, and reduce the cost of ownership of automated breast debone.

Having completed other large projects with Gerber's, Foodmate has established a good partnership and successful track record with the company. We wanted to work closely with their team to ensure their ultimate goal to improve product quality and achieve labor reduction was met. After thoroughly studying their existing equipment and current production levels, we recommended the MAX6000 Whole Breast Deboner due to its flexibility and efficiency levels. Gerber's mainly runs individual fillets with tender out and a highly trimmed fillet. The plant also at times, and requires tender in/ butterfly fillets; hence, MAX6000's flexibility was the best option.

#### FM SOLUTION AND END RESULTS

The install went very smoothly and on schedule. Improvements were met shortly after install. "We are producing significantly more products of a higher quality. The plant has not shown a staffing reduction in the process yet, but because of the increased throughput and higher quality,



we now need the people on the packout side. With our previous systems, we had to run a second shift to meet orders. We the Max6000's current throughput increase and quality, we believe we will be able to meet orders on first shift; so this will be great overall labor reduction.", stated Becky Rhodes, Vice President Production/ Operation for Gerber's.

#### Has Gerber Poultry noticed any improvement since installation?

We are very satisfied with the machines' performance. We have increased throughput in the first shift, despite being in the training process of loading machines. We knew that loading would be our biggest obstacle with the machines. With time and training, though, the loading process will become easier. We had a significant improvement with tender quality/ quantity, harvesting an additional 1,800 kilos of tenders/per day, which was previously being either downgraded or lost to byproducts on the frame, and this represents huge savings for us.

My favorite feature on this machine is tender and breast cuts, final product quality is excellent. Also, with the height of machines, we now have more space; plus, machines' design makes maintenance easy to perform

The fillet cut is also much cleaner than in the previous machines we were using. No labor savings as of now, but the overall quality and output has improved. Our first shift has increased by 18% input kilos over four weeks. Again, I am planning on seeing that percentage to increase with training and experience.", added Rhodes.





WHITE  
MEAT  
DEBONING

MAX6000  
SMALL FOOTPRINT. BIG RESULTS.

SUCCESS STORY

Allen Harim

FOODMATE EQUIPMENT

One (1) **MAX6000** Breast Deboner

SCOPE

Allen Harim's plant in Millsboro had two lines at 105 birds per line each, and needed to debone 210 birds/min, therefore the decision was made to move from cone lines to auto-deboning. With the increasingly difficult labor challenge, deboning automation seemed the logical option for this client.

OBJECTIVE

Due to the summer season and their proximity to the Atlantic beaches, Allen Harim experiences massive labor shortages from May through September, resulting in up to 40% absenteeism daily. The company's objective was break the cycle by going to as much automation as possible. Breast deboning in particular, was one of the areas they had a major focus on. Their goal was to debone 200 front halves per min which would allow them to shut down 6 cone lines and remove approx. 50 people from the process. Foodmate was committed to seeing their goal was met.

FM STRATEGY

Foodmate invited Allen Harim's management to tour several plants that were successfully operating the MAX6000. In addition, our technical team received AH's management to our Inspirience Center, our inhouse demonstration and testing facility, in Ball Ground, GA, where performance tests took place. Results were very good, meat quality was excellent and tender quality was the best they had seen to date. It became apparent that MAX6000 would resolve their biggest challenge and meet their expectation.



FM SOLUTION AND END RESULTS

In order to ensure MAX6000 was the right fit for Allen Harim, Foodmate agreed to conduct an in-plant testing at their Millsboro facility. Testing lasted two weeks and was done in approx. 100 bird batches. Yield data was collected and measured - breast, tender, frames and bone were measured - and our number exceeded their cone line numbers. Foodmate achieved 100bpm, bone content was manageable and tender quality was 97% A grade. Allen Harim's labor dropped by half in comparison with their cone lines. The writing was on the wall, MAX6000 was the answer, and the machine never left the plant!

When asked how production at the plant has changed and if they would recommend the MAX6000 and Foodmate, Tracy Allen, Director of Operations stated the company is very satisfied with the machine's performance as well as with Foodmate as a company. "The installation process was very smooth, the Foodmate team worked with our maintenance team to schedule the install and ensure utility requirements were in place. Technicians stayed on site to train our maintenance staff on preventative maintenance and troubleshooting. Since the machine has been running, we have been able to reduce costs significantly due to staffing reductions and overtime reduction. Breast meat quality is good and tender quality is fantastic. As Foodmate had stated it would happen, we are better than 97% A-grade tenders coming off the equipment. Foodmate's products have met or exceeded my expectations for the lines I have used. They are low maintenance, deliver consistent yields, and high uptime percentage, and these are the main drivers in our industry, as we all know. Foodmate machines have consistently delivered in each of these area.", added Mr. Allen.

"The Max6000 delivers high quality boneless breasts and tenders. We don't have to worry about having an experienced shoulder cutter or tender clipper to obtain consistent quality. We have been able to reduce staffing without excessive yield loss."

Tracy Allen  
Sr. Director Of Operations & Environmental  
Allen Harim, Millsboro DE



PACKING & DISTRIBUTION SYSTEMS

PACKING AND  
DISTRIBUTION SYSTEMS

EFFICIENT FINAL PRODUCT TRAY WRAPPING

THE STRENGTH OF FOODMATE AND INTRALOX COMBINED  
INTO ONE SOLUTION: TRAYSORT

TraySort was developed by Foodmate and Intralox to facilitate and improve our customers' final distribution goals in packaged chicken and meat products. The newly developed TRAYSORT grading, packing and distribution system aims to improve labor management, reduce packaging waste and increase throughput. The partnership brings together Foodmate's innovative and efficient Cut-up line and vision technology and Intralox's vast experience in maximizing product handling requirements through logical conveyor layout. Foodmate and Intralox's goal is to ultimately create a highly efficient environment for each plant, executing the best in automation capability in Cut-up, production and distribution.

TRAYSORT CONTROL&DISTRIBUTION

How TRAYSORT increases your productivity



- ✓ The correct product is directed to the correct wrapping machine again saving on packaging costs and labor.
- ✓ Badly packaged product is rejected before wrapping, saving on packaging costs and labor.
- ✓ The system can work with tray gaps as small as 6" thus increasing throughput
- ✓ TRAYSORT Safeguards product quality by ensuring gentle handling and no cross-contamination. The Active Integrated Motion Multi Lane Sorter from Intralox is fast, gentle and accurate, resulting in stable product in the tray allowing for optimal presentation.



Utilising InVISION Camera Grading System from Foodmate, the system can recognise and sort products according to customer requirements.

TRAYSORT offers touch-screen automated pre-programmed product recognition criteria such as:

- ✓ Tray size
- ✓ Tray color
- ✓ Product type
- ✓ Product quantity
- ✓ Orientation on belt
- ✓ Tray gap detection
- ✓ Foreign object detection
- ✓ Product overhang detection







**FLEXIBLE**  
Cut-up System

**FRAME**  
Cut-up Systems

**FLEXIBLE CUT-UP**  
**OPTI FLOW CUT-UP SYSTEM**

Foodmate OPTI Flow Cut-up System is one of the market's most advanced Cut-up systems, offering excellent efficiency and flexibility. The OPTI Flow combines the advantage of the optimal solution for whole bird distribution based on grade and weight as well as the optimal logistics solution to deliver chicken parts to any desired location inside the plant.

The system can be controlled by advanced ChickSort weighing and InVision Grading Software to help optimize bird utilization based on weight and grade throughout the process effectively, by increasing A grade pack out and increasing yield value throughout the entire process. The lines can be configured with by-passable bird unloaders and by-passable Cut-up modules.

Modules can be customized according to your plants' requirements. The system is able to handle all basic cuts, such as wings, breast, whole legs and drum and thighs with a speed of up to 105 birds per minute on 12" centers and up to 130 birds per minute on 10" centers, depending on product mix and bird size.

Foodmate OPTI Flow is a flexible Cut-up systems, designed to keep maintenance and sanitation to a minimum without compromising performance and quality. One of the unique features is the self correcting magnetic Cut-up shackle which prevents shackles from incorrect feeding into the cutting modules.

**FRAME CUT-UP SYSTEMS**

Frame Cut-up Systems are characterized by its self-contained structure with cutting modules and is delivered pre-wired with a control panel that is already mounted to the machine. Frame Cut-up Systems are easy to install and only requires one power connection. The inline design easily lends itself to connect automatic transfer machines, which are often supplied by distribution lines for optimal cutting results and eliminates the manual hanging process.

All Frame Cut-up Systems are supplied with self-correcting magnetic Cut-up shackles to help prevent the shackles from incorrect feeding when entering the cut-up modules. The unique turning point and side plate configuration makes the machine easy to clean and flexible for future line modifications. The stand-alone system requires minimal installation time because all the single point connections are integrated into the modules/machines. Frame Cut-up Systems can be used for Food Service applications and for traditional Cut-up applications.

**COMPACT CUT-UP SYSTEMS**

Foodmate Compact Cut-up Systems are available in different configurations, designed to meet mainly traditional product mixes. Some systems are as simple as just cutting front halves and cutting leg quarters, while others may include wing segmenting, options such as weighing and whole bird distribution. Line speeds can vary from 100 birds per minute on 12" centers to 140 birds per minute on 8" centers depending on the type of cuts. This system allows for a maximum of 100 birds per minute, depending on product mix.

**FOOD SERVICE CUT-UP SYSTEMS**

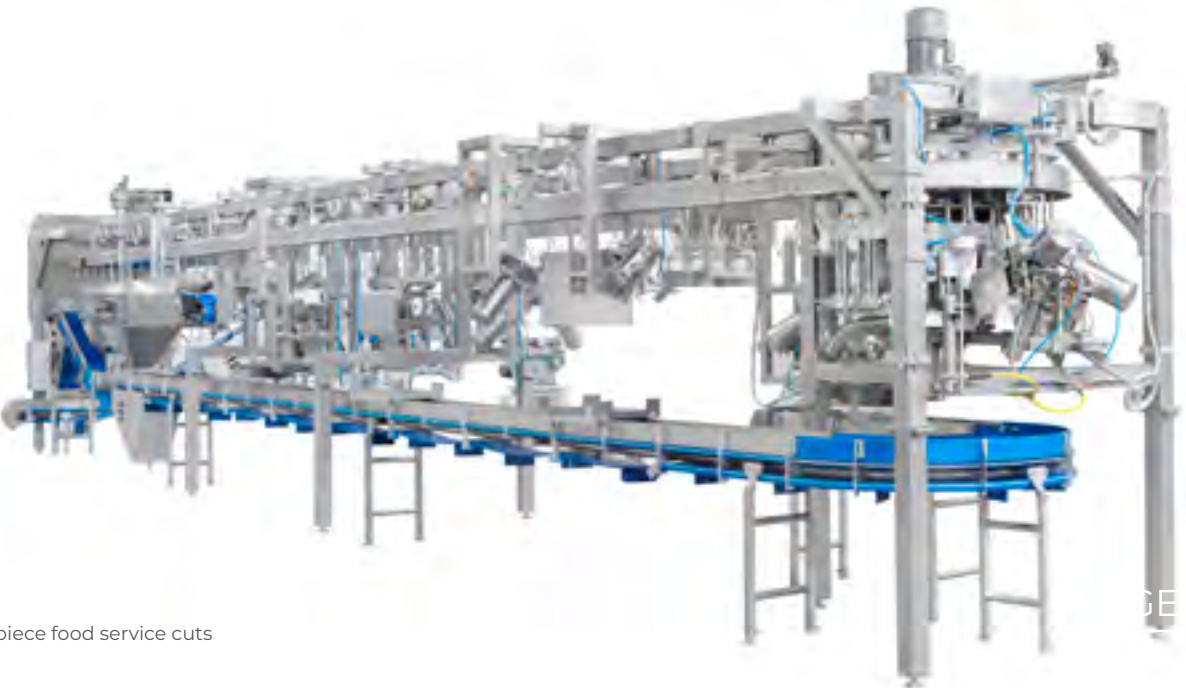
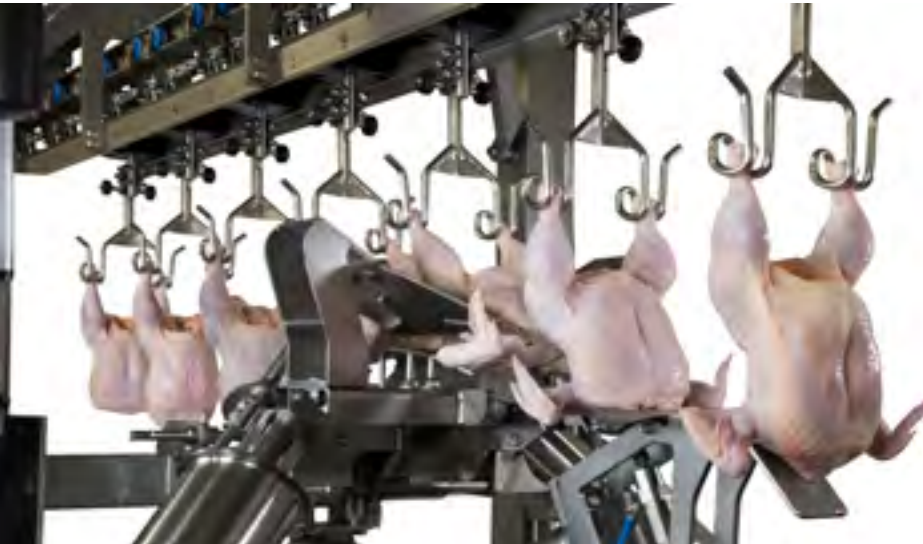
Food Service Cut-up Systems are designed to meet all 8 and 9-piece cutting requirements set by various fast food chains such as KFC, Popeyes, Church's Chicken and Bojangles'. This system can also be designed and customized to meet other food service Cut-up requirements from different countries around the world, such as Korea (25-piece) and Thailand. Foodmate has also supplied lines to make 4 and 6-piece bone-in breast cuts as well as 3-piece thigh cuts for school lunch programs in the U.S.



Final Product | 9-piece food service cuts

*"THE LINES JUST RUN!"*

*Robert Garlington, VP of Operations, George's Inc.*







## Foodmate, this is how innovation is made tangible!

At Foodmate we work every day on improving our customers production tools. We believe that innovative machines cannot be produced by outdated technology. Foodmate has invested in the latest technology of machining and welding equipment, and is committed to continue doing this. Last year a brand new 5-axis milling machine with a robotized loader was purchased. This addition to our machine park allows us to produce certain parts at night when the rest of the factory is asleep; production never stops!

Parts are now produced faster, with higher accuracy and more efficiently. At the welding department we have placed a state of the art exhaust system to ensure our workers health. All the welders work with special welding helmets providing them clean air where the exhaust system removes all toxic fumes.

In the Foodmate factory, we take care of the complete production of the machine from drawings to the operational machine in the field. A team of 120+ technicians are responsible for the construction and assembling of the Foodmate machines. Within a few weeks, pieces of stainless steel are transformed in full functioning machines.

*"In my opinion Foodmate is one of the more out-of-the-box thinking suppliers to the poultry industry at the moment. Their ability to view issues differently and come up with new solutions that positively impacts yields and throughputs, while reducing labor in many cases, is game-changing."*

Tracy Allen, Sr. Director Of Operations & Environmental,  
Allen Harim, Millsboro DE, U.S.A.

## Expect excellence.

When you look at companies for your equipment spare parts or maintenance needs, look to Foodmate for our quality, training, and easy access to original parts for your convenience. We prepared for it!



## We will continue to deliver the solution you need and the experience you deserve.

### How do we do it?!

We receive daily deliveries of stainless steel at the factory. At the cutting department we cut the pieces on the right length and in the right shape, from there they are brought to the construction department. At this department our welders weld the pieces together to create a heavy duty frame. From there it's taken to the assembling department where all pieces are put together and where the electric components are connected. It's at this department where the real machine comes to life!

When everything seems to function well our quality manager takes care of the final checks of the machine before it is sent to the logistics department. At our logistics department the machines are secured in containers or custom made wooden pallets, (a special machine does not fit in a standard box). This is the moment where the machine leaves our hands to be welcomed again at our customers location by our service engineers.







The shortest path to innovation and success goes through Lublin.

**FOODMATE SP. Z O.O W LUBLINIE**

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E-mail address: [biuro@foodmate.nl](mailto:biuro@foodmate.nl)

**FOODMATE POLSKA**

Foodmate Sp. z o.o. with its seat in Lublin was registered on August 30, 2017 as the Polish branch of the Dutch company FOODMATE B.V., whose owner is David Scott Hazenbroek. Establishment of Foodmate Sp. z o.o. was a response to the dynamic development of the Polish market. Foodmate products have been present in our country since the beginning of the company's existence. They came to Polish producers thanks to an engineer - Jarosław Tomasz Stępień.

The Managing Director of Foodmate Sp. z o.o. Mr. Jarosław Stępień, is responsible for optimizing production in poultry processing plants and he also provides advice and assistance in solving technical problems. Together with a team of engineers, he is present during installation and start-up of new production lines, he supervises the trouble-free operation of delivered machines and after-sales service both in Poland and in neighbouring countries.






The company serves dozens of poultry processing plants, in which the following machines operate: ULTIMATE whole leg deboners, OPTI LTD whole leg deboners, filleting machines, skinning machines, cut up lines, weighing lines and eviscerating lines.

Foodmate Sp z o.o. cooperates very closely with the headquarters in the Netherlands. The Dutch service centre, via the internet, provides the machines operating in Poland with 24 hours a day, seven days a week, support.

Where remote support is not possible, Polish engineers immediately swing into action.

Ms Marlena Zalewska is responsible for the office management and the service is provided by the engineers: Paweł Kozłowski, Michał Krzewski and Daniel Daniłko.

Employees of Foodmate Sp. z o.o. in Poland:

				
Jarosław (Jerry) Stępień Managing Director +48 601 270 015	Marlena Zalewska Sales Secretary +48 692 003 177	Paweł Kozłowski Service Engineer +48 728 884 465	Michał Krzewski Service Engineer +48 600 699 661	Daniel Daniłko Sales/Service Engineer +48 660 069 659



There is a reason why our service department is rated the best in the industry.  
**We want it that way!**

Exceptional customer service is at the foundation of Foodmate. As we have seen our business grow at a tremendous pace in 2018 and 2019, we can say that this in large part to the excellent work of our service department as many customers trust Foodmate with their business because they know that Foodmate cares and provides outstanding service, 24/7.

Our strong growth also comes with the need to restructure the service department and to ensure continuation of this excellent customer service going forward. In the past, Foodmate's immediate troubleshooting function was an integrated part of the field service team and our service manager handled both activities of the department at the same time. We recognize that with a fast growing team, this is no longer sustainable.

As part of a new strategy therefore Foodmate is announcing a new fully dedicated Help desk function to meet the immediate needs for technical assistance at any given moment.



*"Foodmate has the most responsive technical service team in the industry. They provide excellent service before and after the sale of equipment."*

Chris Knight  
Director of Engineering Services,  
Pilgrim's Corporate

**MEET JOHN AND GRAHAM**



Foodmate has appointed John Trayler as our new Help Desk Manager. John has been with Foodmate since 2011 and has been our Service Manager for the last few years. John has done an outstanding job in building the field service team from the ground up and we are confident in his ability to now build up a new help-desk department as well.

And as part of this new management structure, Foodmate has appointed Graham Dear as the new Service Manager. Graham has been with the company since 2015 in the role of Project Engineer and Project Manager. Graham has a lot of experience working with our customers, our equipment and our service team.





foodmate

Poultry Processing Systems

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The Netherlands (HQ) - USA - UK - Poland - Korea - Brazil