

InsideTrack 2019

Poultry processing trends and innovations



FOODMATE BRINGS YOU

OPTiX

ANOTHER **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

14,400 thighs per hour

10

ULTIMATE Whole Leg Deboner

Exclusive X-ray technology

6,000 legs per hour

16

MAX 6000

Highly efficient breast deboning

6,000 breast caps
or front halves per hour



Welcome to Frankfurt

Exciting Times Ahead

Dear reader,

Thank you for taking the time to read our Inside Track Magazine, IFFA 2019 Edition. After 3 successful shows in America, Europe and Asia, we are ready for another important exhibition in Europe: the IFFA. For many years the IFFA is one of the leading shows around the world in this great and ambitious industry. IFFA is one of the few real international exhibitions with visitors from all continents. Every time we exhibit on this show we witness the enormous growth of this industry.

Growing is the key to everything, for us the term “growth” is a part of our philosophy. However, we don't allow growth to change our DNA, our flexible, customer centric attitude remains the same. As a company we embrace growth and that means that in every aspect of the industry we grow together.

The year 2019 is the year that Foodmate will celebrate its 12.5 year anniversary. As the founder of the company I can say that many things happened and have been achieved in those 12.5 years. Besides very hard work, a strong focus on innovation and a great team of dedicated people, we never would have achieved this without our customers from all over the world who entrusted us as their supplier of poultry processing equipment. I would like to thank you all for this!

Last year a lot of things happened to support our growth. Foodmate moved to its new HQ building in Numansdorp, The Netherlands. We are very happy to work in this 'state of the art' facility. With 12,000 m2 floorspace it allows us to work more efficient and increase productivity. In the USA, at our North American base in Ball Ground, Georgia, we added a 2,800 m2 expansion to the building. We acquired Computerway Business Solutions Ltd., the company behind the ChickSort software for poultry weighing, grading and sorting systems. We also made some changes in our organization structure and welcomed a significant number of new employees on different levels to the Foodmate team.

To sustain our global growth, we are very proud to announce that Foodmate will officially open a South East Asia sales and service office in 2019. Out of this hub Foodmate will be able to provide you with spare parts in the shortest time possible and will be able to provide you 24/7 service within hours.

Since the introduction of the Ultimate Whole Leg Deboning System in Europe and in the USA we have already sold and installed over 60 systems. This year we have officially introduced this machine to the Asian market to serve the whole world with this proven innovation in deboning. During the IFFA exhibition, Foodmate will give live demonstrations of the ULTIMATE. On behalf of the whole Foodmate team I would like to welcome you on our stand to experience the ULTIMATE Whole Leg Deboning System and other new technologies.



David Hazenbroek
President Foodmate BV



IN THIS EDITION:



Foodmate continues its expansion, adding another 3,000 square meters to its headquarters in the U.S. and the brand new 12,000 m² headquarters in Holland, is now open!

OPTIX

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

ULTIMATE

The Intelligent Whole Leg Deboner, whole leg deboning with surgical precision.

MAX 6000

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

CUT-UP

The new generation (NG) Thigh and Drumstick Cutter is a multi-purpose machine that can be used for both retail and food service applications.

TRAYSORT

Developed by Foodmate and Intralox to facilitate and improve our customers' final distribution goals. TraySort aims to improve labor management, reduce packaging waste and increase throughput.



AND HERE WE GROW AGAIN!

Foodmate continues its expansion, adding another 3,000 square meters to its headquarters in the U.S. and the brand new 12,000 square meters headquarters in Holland, is now open!

Innovation and Growth, that's what Foodmate stands for!

Foodmate has experienced an exponential growth, which ultimately resulted in the necessity to move. "We could not find anything suitable to our needs within the existing buildings in the Hoeksche Waard area, but we did discover a good construction site in Numansdorp, and so the decision to build seemed a logical one." stated David Hazenbroek, Owner of Foodmate B.V. The fact that the site we selected was located next to where my father's former company was located many years ago, was a nice touch and with that our decision was made, added David.

In July 2017, the construction of the new building started in Numansdorp and at the end of June 2018 Foodmate moved in. The new building is constructed on a 27,000 square meter lot, the building is approximately 12,000 square meters. The ultra-modern building houses the Foodmate office and manufacturing. The showroom is also being set up at the facility. Foodmate's new headquarters is surely an impressive piece of architecture, but it is also our home, only with much more room to accommodate our expanding family! We have currently about 220 employees, about 140 in the Netherlands, 60 in the US. and the remaining in other countries such as Brazil, Poland and the U.K.

FOODDMATE US EXPANSION

In February 2017, Foodmate US headquarters moved to new and much larger facility located at 221 Turner Blvd., Ball Ground, Georgia. The 4,500 square meters building houses a 450 square meters demo room and training facility, the Foodmate Inspirience Center, where the Foodmate Academy classes will be held.

In 2018, we already were in need of an expansion. So we are currently adding another 2,800 square meters, which will house a larger storage and warehousing facilities. FORWARD IS THE WAY!



"We sell our machines in all corners of the world. We would not succeed without our pioneering spirit. One of our initial great successes was the OPTI Thigh Deboner. Following current consumer trends, we anticipate an even higher increase of thigh meat popularity, hence our new developments, such as the new OPTI Thigh Deboner with KCR, and the new line of intelligent deboners, the ULTIMATE Whole Leg Deboner and the brand new OPTiX Thigh Deboner. We envision our growth and our new headquarters is a materialization of our vision."

David Hazenbroek, President and Founder, Foodmate B.V.



Foodmate Acquires Controlling Interest in Computerway Business Solutions Ltd.

BALL GROUND, Ga. (Jan. 30, 2019) – Foodmate, an international poultry processing systems supplier, has announced that it has acquired a controlling interest in Computerway Business Solutions Ltd.

Computerway Business Solutions Ltd., the supplier of ChickSort Poultry, Weighing, Grading, and Sorting systems, has operated alongside Foodmate for the last six years. The partnership saw Foodmate's worldwide sales of Cut-up Systems grow at an unprecedented rate because of its innovative approach and rapid delivery of radical new solutions to the market.

Foodmate's dedication to innovation, research, and development coupled with Computerway Business Solutions' proven track record in producing customer-focused software solutions has strengthened both companies. This logical progression to an even closer working relationship will allow both companies to realize their long-term goals of growth and innovation.

Computerway Business Solutions Ltd will continue to trade from the UK with the existing management and staff under the new company name Foodmate UK Ltd.

FOODMATE IN THE NEWS

This acquisition allows for significant investment both in the existing product portfolio including ChickSort, TraySort, and DMS Lite and in the research and development of new software, weighing, vision and X-ray solutions.

The companies see Foodmate UK's role becoming the software development arm of the Foodmate group of companies, providing a suite of software and control solutions that will allow Foodmate to position itself even more strongly to offer solutions throughout the entire processing plant.





INTELLIGENT THIGH DEBONING SOLUTION

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 machine offers integration with the OPTI Flow Cut-up System and accommodates a wide variation of bird sizes. The machine adjusts in real time for each leg on the line.

The OPTiX brings a combination of durable mechanics and cutting-edge technology in automation, ensuring the highest possible yields and meat quality.

The OPTiX can be integrated with a Foodmate OPTI Flow Cut-up System. In the near future a stand alone machine with safety doors will come available. The machine can operate at speeds of up to 14,400 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.



Final Product
Exceptional product presentation and excellent drum cuts.



ADVANTAGES

- ✓ Unmatched yields
- ✓ Minimal trimming
- ✓ Debones up to 14,400 thighs per hour
- ✓ Exceptional drumstick cut presentation
- ✓ X-ray technology to adjust each leg in real time
- ✓ Produces cartilage-free meat (with or without skin)
- ✓ Cut-up integration (or, in the near future, stand-alone)
- ✓ Provides hand cut meat appearance with oyster attached



The new Foodmate **OPTiX** Thigh Deboner uses X-ray technology for detecting kneecap and thigh length, ensuring the highest possible yields. In addition, the **OPTiX** offers integration with the **OPTI Flow Cut-up System** and accommodates a wide variation of bird sizes.

X-RAY TECHNOLOGY + CUT-UP LINE INTEGRATION

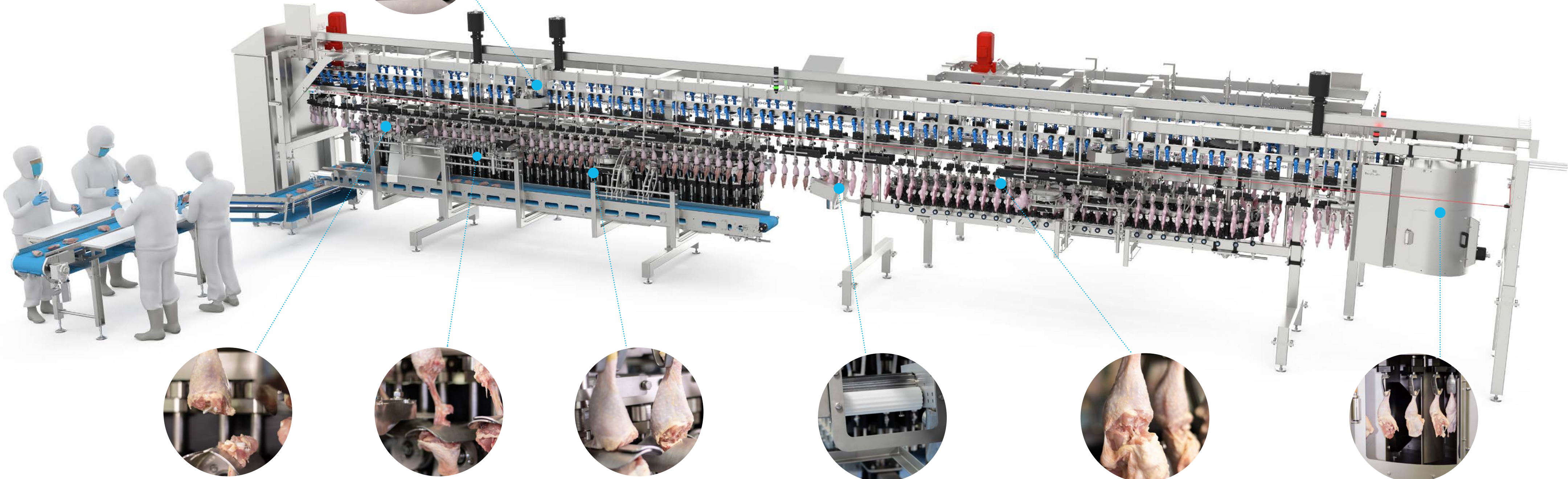
HOW **OPTiX** gets it done!



FOODMATE BRINGS YOU ANOTHER INTELLIGENT DEBONING SOLUTION

OPTiX

DRUMSTICK UNLOADING



THIGH/DRUMSTICK
SEPARATION



THIGH MEAT
REMOVAL



THIGH MEAT
SCRAPING



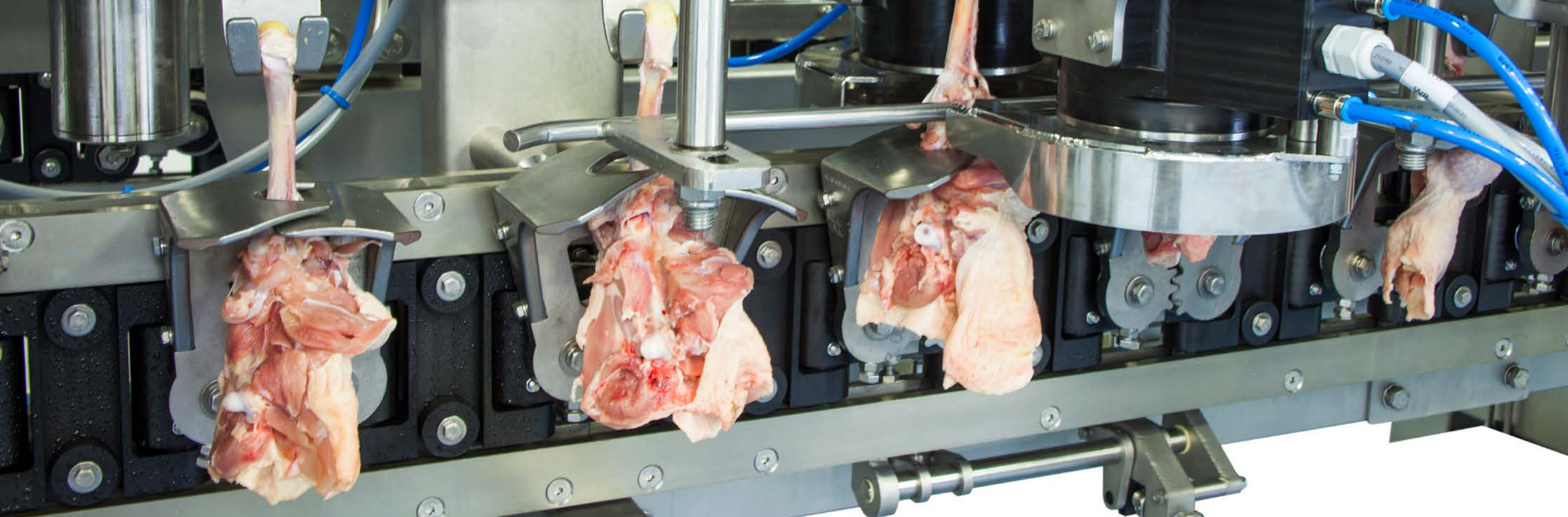
SKINNING



PRE-CUT



X-RAY



ULTIMATE WHOLE LEG DEBONER WITH SURGICAL PRECISION

The Foodmate ULTIMATE Whole Leg Deboner marks the introduction of a new generation of poultry deboning equipment, bringing a combination of durable mechanics and cutting-edge technology in automation ensuring the highest possible yields. The ULTIMATE offers the flexibility of configuration in a left, right or a combination of left and right execution.



ULTIMATE | A NEW STANDARD IS SET

X-RAY MEASUREMENT SYSTEM

The X-ray measuring system measures precisely each leg. With this data the ULTIMATE automatically adjusts for each leg in real-time at a speed of 6,000 legs per hour. The X-ray system allows the machine to cut at surgical precision around the knee joint, leaving the kneecap attached to the bone ensuring very high yields and minimum labor during trimming.

INTEGRATED J-CUT UNIT

This specially designed unit makes a precise cut along the bone without damaging the meat or the bone; reducing stress on the bone during meat stripping, simplifying final inspection and allowing for good presentation.

HEIGHT ADJUSTMENT STATION

Based on the X-ray data, this station will automatically adjust the height of the shackle to ensure a proper kneecap cut.

WHOLE LEG DEBONING REDEFINED | MEET THE ULTIMATE

KNEE JOINT CUTTING STATION

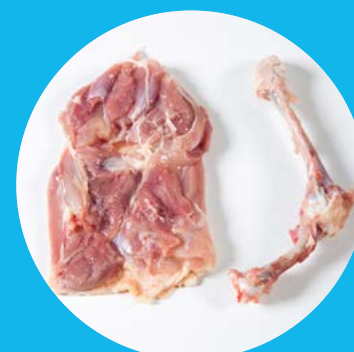
The combination of X-ray and height adjustment, allows the knee joint cutting station to cut the tendons precisely around the kneecap, ensuring a high yield and keep the kneecap attached to the leg bone.

FINAL PRODUCT

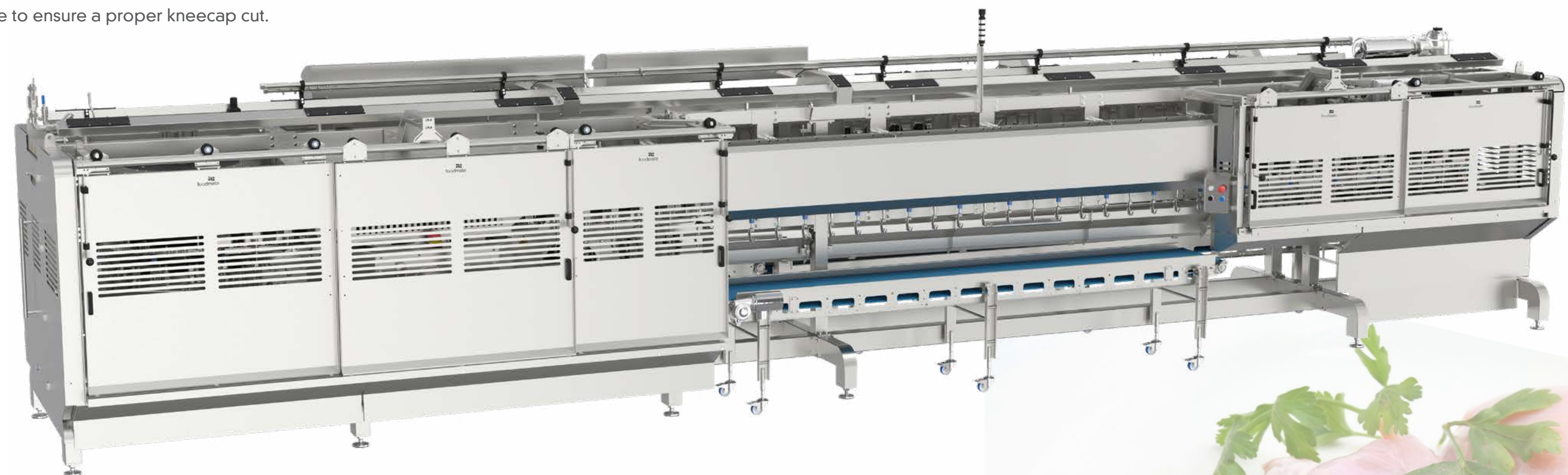
Exceptional yields; appearance of the end-product is equal or superior to manual operation, meeting the highest quality requirements for diverse food applications.

ADVANTAGES

- ✓ Unmatched yields
- ✓ Minimal trimming
- ✓ Easy product loading
- ✓ Debones up to 6,000 legs per hour
- ✓ Integrated J-Cut Unit (leg incision)
- ✓ Produces cartilage-free meat (with or without skin)
- ✓ Controlled by X-ray technology to adjust each leg in real time
- ✓ X-ray measurement system provides:
 - › Precise cutting
 - › Kneecap detection
 - › Individual sizing for each leg
 - › Automatic shackle adjustment



Final Product





The ULTIMATE at work

Integrated J-Cut Unit

This specially designed unit makes a precise cut along the bone without damaging the meat or the bone; ensuring reduction of pressure during meat stripping, simplifying inspection and allowing for good presentation.

SUCCESS STORY

WHAT OUR CUSTOMERS ARE SAYING

CUSTOMER

Fieldale Farms · Murrayville, USA

FOODMATE EQUIPMENT

Four ULTIMATE Whole Leg Deboners



SCOPE

Fieldale was asked by one of their key customers, to develop new dark meat deboning, marination and packaging process. To meet the requirements and quality set forth by the customer, Fieldale decided to expand their facility by 4,000 square meters. Based on the success of the initial ULTIMATE Whole Leg Deboner, the plant decided to add three more systems, giving them a total of four high-speed ULTIMATE Whole Deboners. After whole leg is deboned on the ULTIMATE, the deboned dark meat is then marinated, bagged, weighed and placed in an in-line box-making process. The cases are then robotically stacked, palletized and wrapped with new state of the art equipment.

OBJECTIVE

Fieldale's need to expand their leg deboning operation to accommodate their clients' demands came with some challenges. With a tight labor market, it had been increasingly difficult to meet their weekly production goals. Their primary objectives were to reduce labor and increase yields. To achieve these goals, highly automated equipment was a necessity.

Having had previous experiences collaborating with the Foodmate US team, Fieldale approached Foodmate when the Cornelia plant was looking at high deboning solutions. The success of the thigh deboners led to the order of three (3) OPTI Flow Cut-up Systems. So, when Fieldale started to look for an efficient whole leg deboning strategy, it was only natural that Fieldale approached Foodmate for a solution, and Foodmate had the "ULTIMATE" answer! While still in its final stages of R&D, Foodmate installed the ULTIMATE Whole Leg Deboner at Fieldale's Murrayville processing facility; they were the first plant ever to test the ULTIMATE.

The testing period lasted about 12 weeks, and the results convinced the Fieldale team that the machine would be a significant improvement over their current process and help with their challenges in labor, quality, consistency, and yield. After an extensive testing experience, the plant proceeded with the purchasing of the system, along with an additional three ULTIMATE Whole Leg Deboning Systems. The three other machines were installed once Fieldale's planned building expansion was completed, in August 2018.

RESULTS

Labor and yield improvements have both succeeded our expectations. Fieldale management was pleased to discover that their return on investment is exceeding all the goals. "We particularly like the X-ray and auto adjustment on shackle features, it is very unique, it gives the ability to treat each whole leg individually, we had never been able to do that before with any system", stated David Rackley, Plant Manager.

"The installation and commissioning of the four ULTIMATE Whole Leg Deboning Systems have been a huge success. We have been able to decrease labor by over 100 positions over two shifts. Additionally, we have been able to increase our pounds per man hour and our yield by 4% when compared to our old processes."

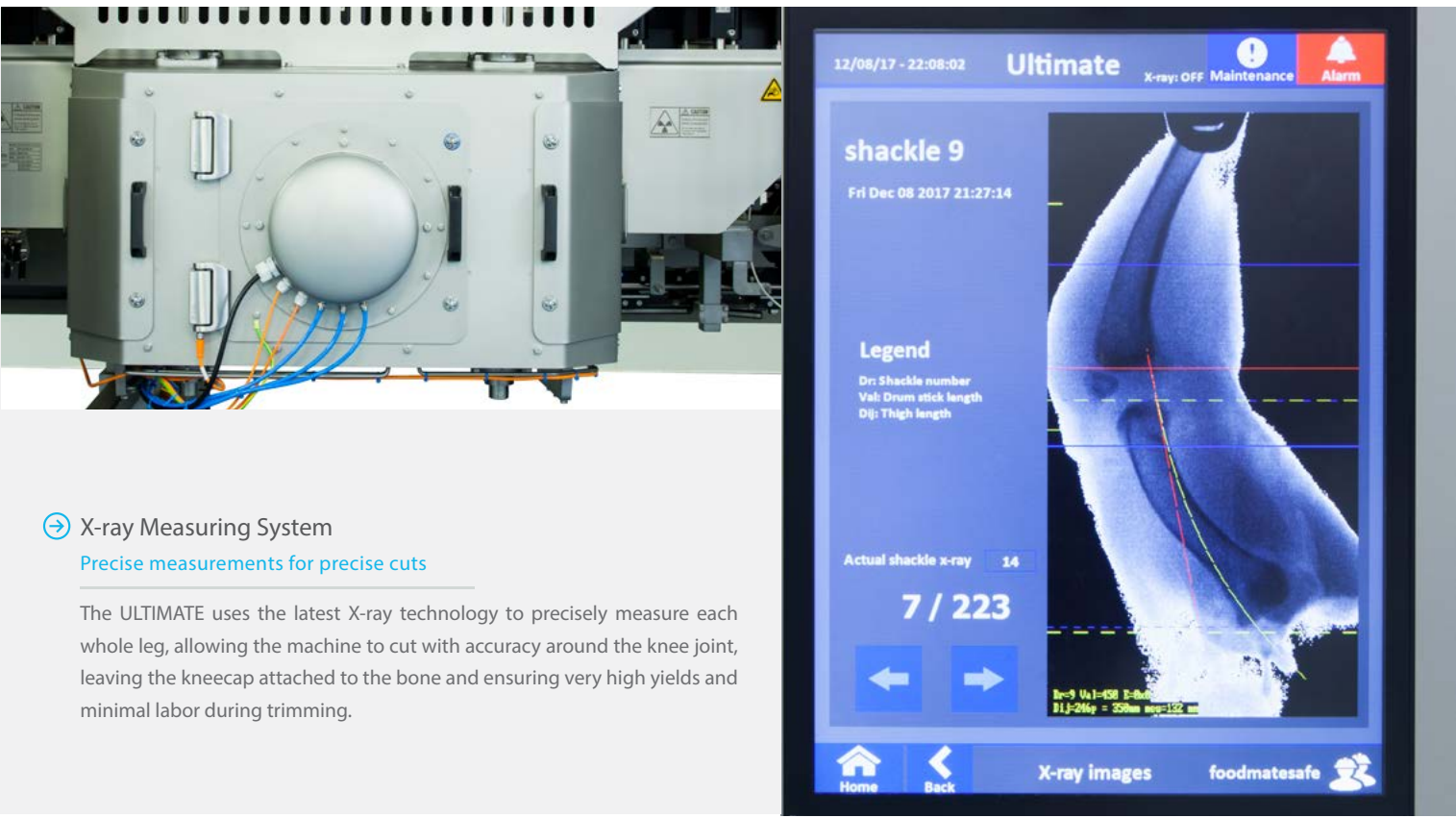
David Rackley
Plant Manager, Fieldale Farms, Murrayville, USA

"We made Fieldale's challenge our challenge and by collaborating with them to solving their problems and needs, we created a true partnership. We provided the technology and they provided the chicken and together we made this a very successful partnership!"

Scott Hazenbroek,
President & Founder, Foodmate US



From the left: David Rackley (Fieldale Murrayville Plant Manager), David McNeal (Foodmate Area Sales Manager) and Thomas (Hawk) Adams (Fieldale Murrayville Plant Engineer).



X-ray Measuring System

Precise measurements for precise cuts

The ULTIMATE uses the latest X-ray technology to precisely measure each whole leg, allowing the machine to cut with accuracy around the knee joint, leaving the kneecap attached to the bone and ensuring very high yields and minimal labor during trimming.



User-friendly touch-screen gives real-time production information.

OPTI THIGH DEBONER WITH KNEECAP REMOVER (KCR)

Current and new customers can achieve an even faster Return on Investment with the recently developed Kneecap Remover (KCR). Since the official introduction of the OPTI Thigh Deboner in 2011, Foodmate has successfully installed over 240 machines worldwide. Customers in the US, Canada, Korea, Australia, France, Poland, Turkey, Russia, Brazil and several other countries are profiting from significant yield improvements and labor savings as well as seeing improved thigh meat quality and increased shelf life.

100 THIGHS PER MINUTE

OPTIMAL YIELDS. DELIVERED. WORLDWIDE.

100 THIGHS PER MINUTE

The Foodmate OPTI Thigh Deboner with Kneecap Remover (KCR) has been developed to address problems commonly found in both manual and automated thigh deboning operations. The innovative scraper design and tendon cutting system give the meat a hand cut appearance without shattering the bones. Adding the automated KCR does not impact meat quality and yields are very similar or even better than manual trimming.

The KCR unit can be installed on existing machines or it can be integrated into a new machine; it is located underneath the meat scrapers and is cam and gear operated. Each meat scraper has a circular blade that comes from underneath the thigh bone to cut the tendons around the knee joint. After the tendons are cut, the meat scraper pulls the meat off the bone, leaving the kneecap attached to the bone.



CUSTOMER

Pilgrim's® / JBS

FOODMATE EQUIPMENT

Eighteen OPTI Thigh Deboners with Kneecap Remover (KCR) will receive the upgrade

SCOPE / FOODMATE STRATEGY

The scope of this project was to upgrade every Foodmate OPTI Thigh Deboner with a Kneecap Remover (KCR) within the Pilgrims organization. Before installation of the KCR's, each plant was visited to minimize or eradicate any potential issues during the install. Once the teams were comfortable with back-end planning, it was decided to installation of the KCR units take place over the weekend, minimizing downtime.

OBJECTIVE

To reduce staffing at the trim table and improve yields by reducing over trimming. Many plants that operate the Foodmate OPTI thigh deboners require on average 6-8 trimmers to remove the cartilage (kneecap) left on the meat after deboning and (depending on the trim spec) remove excess fat and potential bone. One of the inherent problems caused by this manual process is over trimming which can create significant yield losses.

By upgrading every machine Pilgrim's expected to reduce the number of trimmers and to improve yields. Also, by reducing the number of manual trimmers they hoped to improve workers' health through reduction of highly repetitive motions.

RESULTS

"With the installation of the KCR we have been able to reduce the number of trimmers and the amount of trim generated, thus increasing yield. The KCR is a great addition to a new OPTI Thigh Deboner or to an existing machine in the field. The investment is quickly justified for a quick ROI", stated Chris Knight, Director of Engineering Services, Pilgrim's Corporate.

"The project is still in progress, and communication at multi-levels with Foodmate has been very interactive. We have had no issues during installations; so far five plants are completed including Cold Springs. Although it is still a work in progress, to date, 5 of the 18 ordered KCR upgrades have already been installed successfully and we look forward to the remaining installations", added Chris.

SUCCESS STORY
WHAT OUR CUSTOMERS ARE SAYING

"With the installation of the KCR we have been able to reduce the number of trimmers and the amount of trim generated, thus increasing yield. The KCR is a great addition to a new OPTI Thigh Deboner or to an existing machine in the field. The investment is quickly justified for a quick ROI."

Chris Knight, Director of Engineering Services, Pilgrim's Corporate.



- ✓ Integrated skinner
- ✓ Eliminates bone shattering
- ✓ High yields when operated correctly
- ✓ Output speed of 6,000 pieces per hour
- ✓ Integrated kneecap remover to minimize trimming
- ✓ Provides hand cut meat appearance with oyster attached
- ✓ Simple and accessible design allows for easy maintenance
- ✓ Safety features such as integrated safety PLCs and DC injection brakes



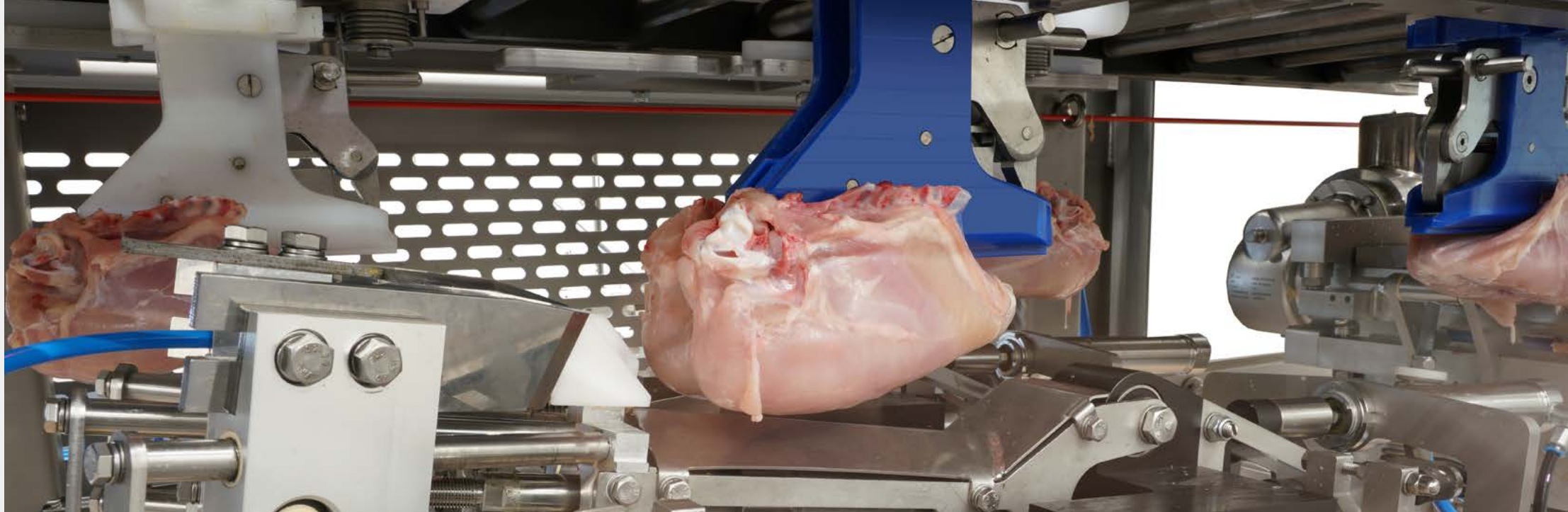
Final Product

High yield, hand cut appearance without shattering the bones.



MAX 6000
SMALL FOOTPRINT. BIG RESULTS.

The MAX 6000 is a revolutionary new concept in breast deboning. It is the first breast cap or front halves deboner that offers highly efficient breast deboning with the advantage of the smallest footprint available in the market.



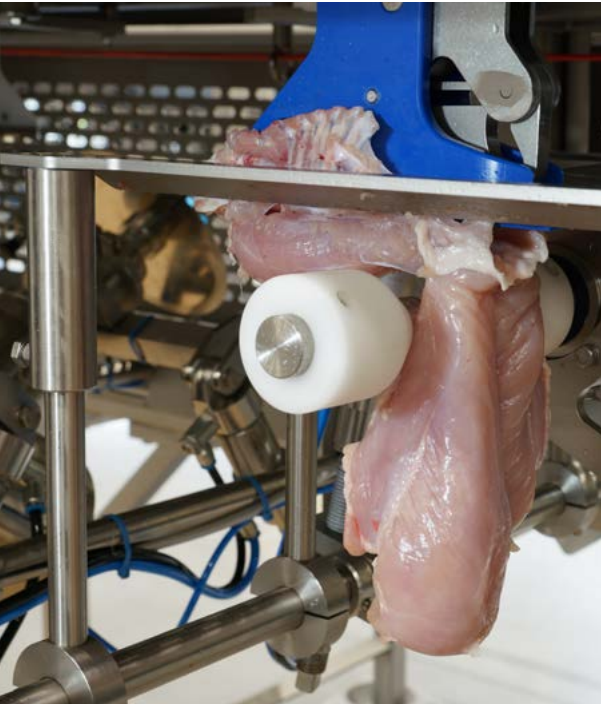
BREAST CAP AND FRONT HALF DEBONING

Until now, deboning breast meat has been a very labor intensive process. It required a lot of skilled labor which is becoming difficult to find, train and retain. Further, current automated debone solutions require a large footprint, are expensive to maintain and significant staffing due to rework.

The MAX 6000 can operate at a speed of 6,000 breast caps or front halves per hour and only requires a 10 x 1.5 m footprint. In addition, the MAX 6000 has a user friendly and intuitive operating touch-screen panel with pre-programmed product selection.

This allows the operator to easily select a particular product from the menu touch-screen. The system uniquely allows the user to operate two different programs, such as fillets or butterflies (can be pre-programmed) allowing the user to control production on the fly and save valuable set up time.

The MAX 6000 offers exceptional flexibility with final product options such as butterfly fillets, half fillets, and tenders/inner fillets. All final products display high quality cuts, exceptional yields and presents well for tray packing and many food service applications.



ADVANTAGES

- ✓ Integrated tender clipping and harvesting
- ✓ Easy access for cleaning and maintenance
- ✓ Exceptional yield and final product presentation
- ✓ Capacity of 6,000 breast caps or front halves per hour
- ✓ Integrated Automatic Skinner and Wishbone Remover
- ✓ All controlled and monitored by PLC (Programmable Logic Controller)
- ✓ Touch-screen display panel with pre-programmed product selection

INITIAL PRODUCT	FEATURES	FINAL PRODUCT
<div>Breast Cap</div> <div>Front Half</div>	<div>Integrated Skinner</div> <div>Wishbone removal (Integrated Wishbone Remover)</div>	<div>Butterfly Fillets with/without Tenders</div> <div>Half Fillet with/without Tenders</div> <div>Tender/inner Fillet</div>



Fieldale Farms, Cornelia · USA

NEW NEW GENERATION (NG) THIGH AND DRUMSTICK CUTTER

The New Generation (NG) Thigh and Drumstick Cutter is a multi-purpose machine that can be used for both retail and food service applications. Specially designed to handle large size variations while ensuring the highest percentage of anatomical cuts. It has a simple construction design that contains no rebuild points, thus reducing the cost of ownership. It provides an anatomic cut and depending on the type of cut, various configurations are possible. The electrical sync allows for more accurate cutting and the absence of a 90 degree gear box lowers maintenance costs.



Final Product

ADVANTAGES

- ✓ Can be by-passed
- ✓ Straight anatomical cut
- ✓ Accommodates a wide size range
- ✓ Skin coverage suitable for tray packing
- ✓ Inline design (does not require 180 degree corner)
- ✓ High yields on drum, leaving kneecap intact to the thigh
- ✓ Designed to provide a good cut on the fat line between drum and thigh
- ✓ Line speeds of 105 bpm at 12" center shackles and for 10" it is 125-130 bpm
- ✓ Line run birds from a 0.6 to 1.0 kg. range, giving up to 95% USDA "A" Grade Cuts

"If I had to build a new plant today, I would put as much Foodmate equipment in as possible. Our plant used to run almost every Saturday, and since installation we have not had to run many Saturdays at all, this was a huge improvement. I am extremely pleased with the flexibility of your service team during and post implementation"

Jerry Franklin, Plant Manager
Fieldale Farms, Cornelia · USA



CUSTOMER

Fieldale Farms · Cornelia, USA

FOODMATE EQUIPMENT

Three new Foodmate **OPTI Flow Cut-up Systems** on 10" centers including **ChickSort 3.0** weighing and vision grading software.

SCOPE

The scope of the project was to provide a new cut-up solution for the plant's tray pack operation and to be able to process 280 birds/minute while utilizing the least amount of space. The product mix includes A-grade bag birds, whole wings, sizing of fronts for automated de-boning, split breast, leg quarters, whole legs and drum and thighs. Fieldale was asked to develop a new process for their customer; so they added an additional 7,5000 square meters on to their production plant.

OBJECTIVE

The main objective was to increase quality and yield and to deliver a system that required less labor than the plant's previous system. Foodmate was able to accomplish this with **three OPTI Flow Cut Up Systems on 10" centers** rather than the traditional four lines on 12" centers approach.

Foodmate and Fieldale were very dedicated to meet all of the goals of the project and worked collaboratively towards its success. The 10"center system was the first of its kind and it allowed the plant much more productivity and throughput capacity with only three lines in comparison to 4 conventional 12" center lines. Running the lines on 10" centers allows for more birds on the line because there are more shackles on the line. The lines can easily process 125 birds/min but the line speed is the same as processing 105 birds/min on 12" centers.

RESULTS

A quality audit was completed prior to the changeover and all quality and yield goals were exceeded. What in particular stands out is a significant improvement in split breast accuracy. The plant reports an increase in A grade cutting accuracy from 80% to 99.5%. But all other cutting modules have also improved the plants' yields and A grade pack out.

The project initially had one **Wing Cutter Super Cut** module but due to the big size variation, there was still some room for improvement, so at the suggestion of the service engineering teams at Foodmate, Fieldale added a second **Wing Cutter Super Cut** wing module as a test in one of the lines and as it worked so well, Fieldale decided to add that second module to rest of lines. Fieldale is very satisfied with results, management states that there was a learning curve, but the 10" centers was a good improvement. Fieldale also reported that interaction with Foodmate's team members was excellent, "Throughout the project we have had some difficult conversations, but Foodmate's team was very responsive, planning and reacting immediately in the face of any issues" stated Jerry Franklin, Plant Manager. When asked if this project caused any major improvement in their operations, Fieldale stated a significant overall yield improvement and the related lines uptime dramatically increased as the lines show no downtime.

SUCCESS STORY
WHAT OUR CUSTOMERS ARE SAYING



SUCCESS STORY
WHAT OUR CUSTOMERS ARE SAYING

CUSTOMER
Gerber Poultry · Kidron, USA

FOODMATE EQUIPMENT
Poultry grading, distribution and OPTI Flow Cut-up System drip line out of the chiller to a weight transfer system to distribution line with vision grading. Three buffer transfer machines to three retail frame cut up lines, multiple WOG drops and one 8/9 piece cut up line.

SCOPE
The scope of the project was to provide grading and cut-up for 220 bpm out of the chiller. From the chiller, the birds are introduced to a distribution line where the birds are weighed and graded and then distributed to the appropriate WOG drops or cut up lines based on weight and grade.

OBJECTIVE
The main goal was to increase production, improve product flow through the plant, reduce labor; increase A grade pack out and reduce double handling.



FM STRATEGY
From conception to execution, Foodmate used a team approach in close collaboration with the customer. Due to the size of the project, there were multiple integrators involved so it was very important to remain flexible in all stages of the project. This was a major investment for Gerber's with a lot of new technology and several partners/integrators, so Foodmate Engineering, Projects, and Service teams all worked collaboratively to minimize any potential gaps.

RESULTS
Gerber Poultry reported that all objectives and goals have been met. Especially the improvement in product flow and reduction in double handling. Gerber's management is very pleased with the entire project and would recommend Foodmate US to others in the industry. To allow for minimum downtime the project was installed during multiple phases and the project has evolved during each phase. But the end result is that the system is functioning as promised and the investment is meeting all expectations.

When we asked how was the interaction with Foodmate team members throughout the project, Gerber Poultry reported that communication and interaction were good before, during and after install. "The entire project was very smooth. It started up with no downtime" stated Matt Shoup, General Manager. "We chose Foodmate largely because of the type of company Foodmate US is - not so large that the customer doesn't know who to call, with a flat organization, flexibility, and ability to respond to all service and parts needs immediately", added Matt.

Has Gerber Poultry noticed any improvement since installation?
The plant eliminated 2nd shift Choice Department which was 9 employees - now on 2nd we run with 1 department 33 employees. Savings of around \$243,360 but if you add back the 4 people on 1st shift to do wings we actually cut 5 positions \$135,200 to bottom line. "As a company we are running more lines and have basically the same staffing and putting more kilos through. "We almost doubled our production now through the cut-up lines. You have to consider the waiver also going from 140 to 175 bpm has helped. This has made a difference with having product to run through the machines with 140 bpm, we were struggling to run them all before." stated Becky Rhodes, Vice President Production/Operations.



From the left: David Coburn (National Account Manager, Foodmate) and Mike Gerber (Owner of Gerber Poultry).

"Our production is much more streamlined, no WOGS are kept in inventory, no double handling, the Invision Camera Grading System has helped with getting more A-grade WOG selection and ultimately, fill customer orders. Without having to keep WOGs in inventory, yield and shelf life are immediately improved. The system layout was key in optimizing this product flow."

Matt Shoup, General Manager
Gerber Poultry · Kidron, USA

FOODMATE CUT-UP SYSTEMS THE LINES JUST RUN!



VISION AND GRADING
PRODUCTION AND DISTRIBUTION SOLUTIONS
POULTRY GRADING FOR THE 21ST CENTURY

THE STRENGTH OF FOODMATE & CHICKSORT
PRODUCTION AND DISTRIBUTION CONTROL SOLUTIONS

Foodmate and ChickSort are introducing a whole new generation of ChickSort Production Control, Grading and Distribution Solutions. ChickSort 3.0 is the most advanced user friendly, graphics based grading and distribution software on the market today with seamless integration to Foodmate OPTI FLOW Cut-up Systems. ChickSort 3.0 allows processors achieve a high level of control and information without having to buy a complete new packing room. Systems can be integrated with any existing line equipment.

Utilizing a simple graphics based user interface ChickSort 3.0 ensures that production control is placed firmly back in the hands of the user. ChickSort 3.0 ensures that every part of every bird is accounted for. Utilizing an advanced dashboard to display real time process status, management can see at a glance what is being produced where. By splitting process control into three distinct areas (whole bird, front half and back half) ChickSort 3.0 permits maximum process flexibility. New users will benefit greatly from ChickSort 3.0's advanced process control capabilities.

DETECTION PARAMETERS:

- ✓ Skin flaws/barking
- ✓ Single leg hang
- ✓ Physical size
- ✓ Broken wings
- ✓ Missing parts
- ✓ Hock length
- ✓ Hock burn
- ✓ Bile stain
- ✓ Bruises
- ✓ Feathers
- ✓ Organs
- ✓ Missing shackle detection

CHICKSORT 3.0 OPERATING SYSTEM



CHICKSORT 3.0 DASHBOARD

The advanced Dashboard indicates at a glance:

- ✓ Current production
- ✓ Combined piece rate
- ✓ Total piece production
- ✓ Individual line histogram
- ✓ Total production histogram
- ✓ Grade performance graph
- ✓ Average bird weight
- ✓ Whole bird weight spread
- ✓ Individual line speeds
- ✓ Hanging efficiency
- ✓ Reference position
- ✓ Hanging efficiency per line and combined



PACKING AND DISTRIBUTION SYSTEMS

EFFICIENT FINAL PRODUCT TRAY WRAPPING

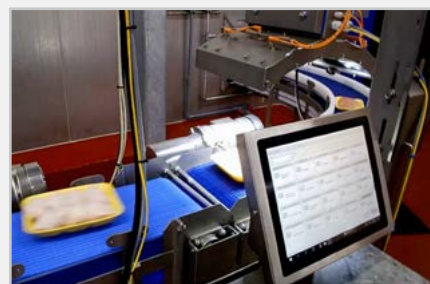
THE STRENGTH OF FOODMATE AND INTRALOX COMBINED INTO ONE SOLUTION: TRAYSORT



TRAYSORT CONTROL & DISTRIBUTION

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 InVision 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 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



TRAYSORT offers:

- ✓ Consulting
- ✓ Increased productivity
- ✓ Automated product recognition
- ✓ Improved product handling and optimal presentation
- ✓ Touch-screen automated product recognition criteria

How TRAYSORT increases your productivity

99.4%

InVision System
Performance

99.9%

System Accuracy

- ✓ 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.



SUCCESS STORY
WHAT OUR CUSTOMERS ARE SAYING

SUCCESS STORY

WHAT OUR CUSTOMERS ARE SAYING

CUSTOMER

Esbro B.V. · Wehl, the Netherlands

FOODMATE EQUIPMENT

ULTIMATE (1) and Thigh Deboning System (1)

OBJECTIVES AND RESULTS

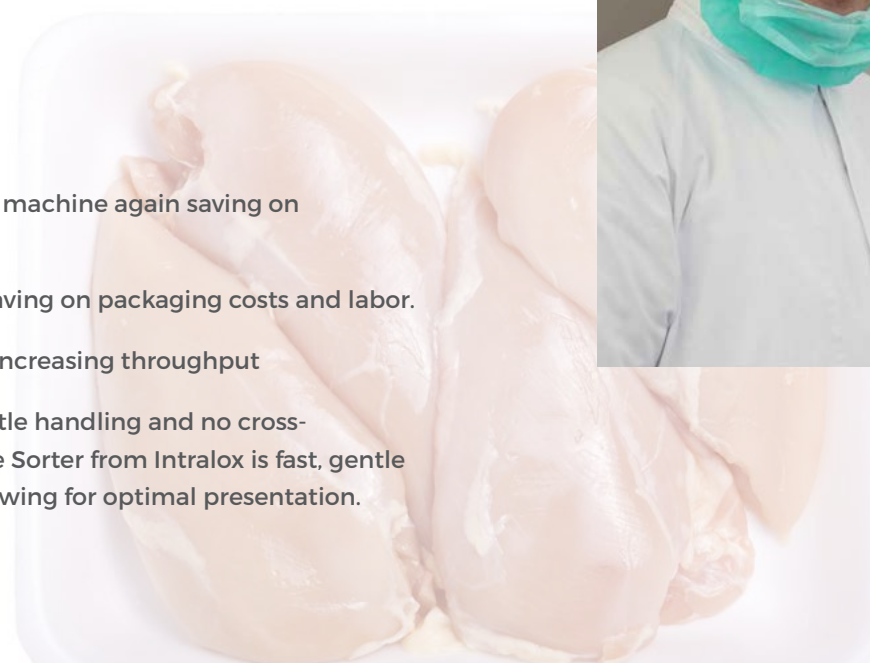
Esbro is one of the most modern, advanced poultry processing plants in Western Europe. The current plant is only a few years old. Nowadays Esbro is part of the German PHW Group, in Germany better known as Wiesenhof. The PHW Group is a group of innovative companies that belong to the leading players in the field of food, health, and agriculture. Esbro has a firm hold on the Dutch retail industry and is growing in this field. "A couple of years ago we hardly served the retail industry," says Mr. Edward Windhorst (CEO). "By providing excellent service, quality, innovation and flexibility we became a solid player in this field."

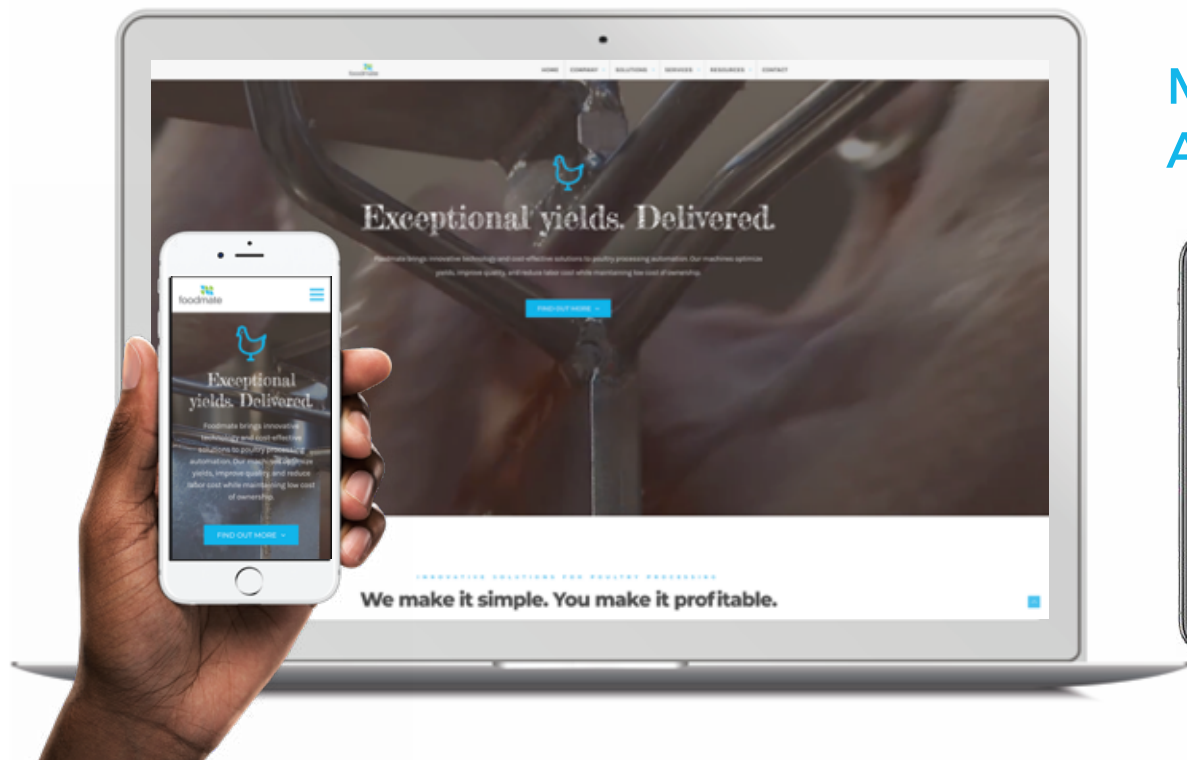
Over the last two years, Esbro invested a lot in upscaling and upgrading their dark meat process. Foodmate became the preferred partner in automatizing this process. Foodmate and Esbro initiated the strong partnership when Esbro chose the OPTI Thigh Deboning System to support their increasing demand for boneless thigh meat. Most recently, Foodmate installed an ULTIMATE Whole Leg Deboning system at Esbro.

"Until a couple of years ago, the focus on deboning was only on breast meat," says Jan Legters (Plant Manager); "but over the recent years, the Dutch retail and consumers started to appreciate boneless dark meat products. For us, deboning thigh and leg meat became significantly important and opened a lot of new markets and opportunities"; continued Jan. We are also thrilled to work with Foodmate. We believe that the level of service, commitment and innovation is unique. Although we also have good partnerships with other machine suppliers, there is for sure, a level of added value that Foodmate brings to the table."



From left: Jan Legters (Plant Manager) and Edward Windhorst (CEO), Esbro B.V.





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Quick responsive layouts

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Founded by industry experts in early 2006, Foodmate quickly expanded its worldwide distribution into North and South America with the launch of Foodmate US, and in 2015, it expanded that coverage with the opening of Foodmate Brazil. In the last 12.5 years, Foodmate has become the committed and reliable partner of major poultry processing companies worldwide. Our team of dedicated professionals is backed by decades of poultry industry knowledge and experience, resulting in the engineering, development and implementation of highly innovative meat processing equipment geared to our clients' ever-changing needs.

"Our experience with the Foodmate team was a very good one. There is a sincere desire to see us succeed."

Tim Biron - General Manager,
Foster Farms, Farmerville, LA

"On this project, we experienced outstanding work by your team. The Milford team are proud to partner with Foodmate."

Dean Walston - Director of Operations,
Perdue Farms, Milford, Delaware

"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



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