



Contract Maintenance



foodmate **AIP**

ASSET INTEGRITY PROGRAM

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.

ADVANTAGES

- ✓ Continuous and iterative training
- ✓ Predetermined 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 until prior to the scheduled rebuild



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WHAT IS 8% WORTH ON ONE OPTI THIGH DEBONER?

AVG. THIGH WT.	YIELD	DARK MEAT PRICE/LB.	SCRAPE TEST DIFFERENCE BEFORE/AFTER REBUILD	ADDITIONAL MEAT	ADDITIONAL MEAT/WK.	ADDITIONAL MEAT/YR.
226 gm.	71%	\$.60	8%	12.8 gm.	13,500 Lbs. or \$8,100	702,000 Lbs. or \$421,000

FOODMATE HAS REDEFINED THE TRADITIONAL SERVICE CONTRACT AS THE ASSET INTEGRITY PROGRAM (AIP)

FEATURE	TRADITIONAL SERVICE CONTRACT	FOODMATE AIP PROGRAM
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PARTS	Complex parts schemes based on outdated models	Simple rebuild schemes with the intent that the plant can take ownership of process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 US to ensure parts are not pulled by plant for other purposes

Customers have seen much improvement since the inception of this program. One Foodmate customer specifically experienced the benefits of the Foodmate AIP where the program brought an 8.0% yield gain. As part of the AIP contract, during the follow up visit a month after re-build, the CAM discovered that the maintenance and operations departments had been able to retain the knowledge gained from the re-build review and apply it to the daily operation of the equipment. They have successfully maintained the same yield percentages overtime.

“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 the process”

Todd Graff, VP of Operations, Foodmate US

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We make it SIMPLE.
You make it PROFITABLE.