

# InsideTrack

Poultry processing trends and innovations

SWITCH to excellence  
and activate innovation!



## OPTiX Switch

The only Thigh Deboner that also gives you the option to debone drumstick whenever you want. Experience the magic as it effortlessly switches between thigh and drumstick deboning with the touch of a button.

See the new OPTiX Switch in full speed at our booth.



# FOODMATE HOME OF INTELLIGENT SOLUTIONS



## Embracing Challenges and Innovations: **A Message of Gratitude and Invitation**

By David Wilson | Group President of Poultry Processing Solutions

Dear Valued Customers,

First and foremost, a heartfelt thank you for your unwavering support and collaboration. The previous year presented its share of challenges, yet your loyalty and trust have been a constant source of motivation for us. At Foodmate, we're dedicated to continually improving our services to add value to your business, especially through our Aftermarket programs and innovative developments.

Our strategic focus remains steadfast on Secondary Processing, encompassing cut-up, white and dark meat deboning. We've strengthened these operations with advanced digital control systems like ChickSort 4.0 and Duravant ONSIGHT™, offering you comprehensive production control and insightful processing analytics for effective business management. In collaboration with our sister company, Marelec, we're now equipped to deliver end-to-end solutions – from post-cooling processes to final packing and dispatch. Foodmate's rapid growth in this sector is a testament to our commitment to new product development and our promise to remain your trusted partner, offering the latest and best in technology.

We understand that poultry meat, with its nutritional value, affordability, popularity, sustainability, and universal appeal, continues to be a top choice for consumers. Recognizing the impact of modern lifestyles on food preferences and consumption patterns, we're geared towards evolving and innovating to meet the growing demand for convenience and reduced cooking times.

This year, we're excited to participate in the IPPE, alongside our sister Operating Companies, Marelec, Marlen, Multiscan and Key Technology. Our collective expertise in technology and Aftermarket Services uniquely positions us to cater to your evolving needs.

We're thrilled to showcase our latest technologies in our Inspiience Center. Our specialists are eager to share these innovations with you, demonstrating how they can enhance your operations and meet the dynamic demands of the industry.

I personally invite you to visit us at booth C16159. This is a fantastic opportunity to witness our breakthroughs in white and dark meat deboning firsthand and to engage with our experts who are committed to supporting your business.

Once again, thank you for your trust and continued partnership. Your support drives our continuous growth and innovation.

Looking forward to meeting you at the IPPE.

Warm regards,

*David Wilson*

Our presence at IPPE 2024 marks Foodmate's most extensive yet, occupying 7,875 sq ft. Together with our Duravant sister companies Marelec, Marlen, and Key Technology, we present a combined total of 9,975 sq ft of cutting-edge technology. Renowned as leaders in food processing technology within their respective fields, these companies are poised to demonstrate their collective expertise in delivering intelligent, efficient turnkey solutions.



**Experience our exclusive demonstration and VIP areas. Delivering on-demand live demonstrations every day of the show. Only at Foodmate!**

"As we dive into this year's theme, 'Intelligent Integration. Superior Solutions,' it truly captures the essence of our collective effort. At Foodmate, together with our Duravant sister companies, we're on a mission to bring you cutting-edge turnkey solutions, strengthening your plant's capabilities. Our commitment remains steadfast, ensuring our customers enjoy the highest product quality, optimal automated yield, and the most reliable equipment for second processing solutions in the marketplace."



Jim James, President  
Foodmate US



## INTELLIGENT INTEGRATION. SUPERIOR SOLUTIONS.

At this show, the spotlight is on teamwork as the dynamic companies under the Duravant umbrella – Foodmate, Key Technology, Marelec, and Marlen – unite.

### What we are showcasing at our booth this year

**MAX-XL Large Bird Breast Deboning** - designed with reliability and simplicity in mind while producing the highest automated yield available on the market.

**OPTiX Switch** - developed to provide customers with an option based on sales mix, giving them the ability to continuously debone thigh meat but switch from bone-in to boneless drum meat with the push of a button.

**Marelec Portio 1DAP with STS** – bringing tender portioning to a new level!

**Marelec Portio Jet** – a modular design with COO in mind (displayed at the Marelec Booth).

**Marelec Trim Line with Suhner Turbo Trim** (displayed at Marelec booth).

**Marelec Compact Grader** – we have many solutions for grading!

**Marlen DuraKut 6000** – designed for complete cutting versatility of fresh, vacuum tumbled, crust frozen or cooked products into cubes or strips.

**Thielemann CBS-3** – three lane slicer designed for simplicity and reliability.

**Multi Scan MXV Slim bone detection** – exclusively for sale for boneless dark meat applications.

**FM650 deboner** – designed for low-capacity producers this machine can debone either thighs or drumsticks.

**FM Blade Sharpener**

**Chicksort 4.0** – designed to give you more flexibility and improve your profitability of every chicken part within your cut-up line. Also a very user-friendly design makes it easier to manage.

**Duravant ONSIGHT™ IIoT Solution** that allows you to better control your processes.

**Customer Service Desk** – we are here to hear from you! Customer service continues to be a focus in our development plans and your feedback is very important. We recognize the challenges that producers face and always want to be a part of the solution so we welcome suggestions or feedback.







# 2024 TRENDS

## POULTRY INDUSTRY NEWS

### Global Poultry Outlook for 2024

Recovering market growth, ongoing focus on affordability and efficiency

#### Poultry to remain the winning protein in a challenging business environment

The 2024 outlook for the global poultry market is moderately positive, with growth forecast at 1.5% to 2%, a decline from the long-term average of 2.5% per year, but a sign of recovery compared to 2023 when growth was only 1.1 %. With declines expected in pork and beef markets, poultry and eggs are expected to be the fastest-growing proteins in a global animal protein market forecast to grow just 0.4% YOY. Lower input costs, and therefore lower-priced chicken, should help stimulate chicken consumption in 2024 and accelerate growth in the industry.

Consumers will remain price-driven due to the weak economic context, and poultry will continue to benefit from downtrading in terms of meat type and product category. But as wages have increasingly risen in line with earlier inflation, value-based market opportunities will gradually return as consumer price inflation lowers.

Most growth is expected in Southeast Asia, the Middle East, and Latin America, but at below-average levels. Producers will need to keep balancing supply growth with relatively slow demand growth, especially in the US, Thailand, Indonesia, and more recently in China and the EU, which have been struggling with oversupply.

#### Main Global themes to look out for in 2024

- Slow economic growth and ongoing price focus among consumers, but less than in 2023.
- Geopolitical changes, greater focus on food security, and potential volatility in demand and costs.
- Slightly bearish feed prices, with ongoing volatility risks.
- Labor availability and cost challenges in emerging markets.
- AI challenges and increased vaccinations.

Price-driven markets will be an ongoing challenge for producers in 2024, as the industry will still face relatively high costs and potential volatility. Feed costs will move slightly lower, but global geopolitical issues like the Ukraine war, turmoil in the Middle East, and weather risks could affect feed costs, as well as oil and gas prices.

The fast growth in global trade seen in 2022 and early 2023 has started to slow. Raw chicken will still grow. However, processed poultry meat trade is expected to stay slow in foodservice markets in key import countries, challenging global traders in Brazil, Thailand, and China. But the market will gradually recover on improving consumer spending power.

With chicken imports from Ukraine rising in Europe and potential trade disruptions in the Middle East, geopolitics is also affecting poultry markets. Many countries in this region continue to focus local investments on food security.

Avian influenza (AI) remains a major challenge, with early winter season outbreaks in the Northern Hemisphere and heavy impacts in South Africa. More countries will start vaccination, in addition to biosecurity measures, to address this.

Pressure to supply affordable products to customers via price-driven channels will continue. Trade will not be easy but will keep growing, mainly in raw chicken meat. Producers should focus on optimal efficiency, procurement, and biosecurity.



#### US Poultry Industry makes deeper production cuts to restore market balance

##### Production slows as industry works to restore supply-demand balance

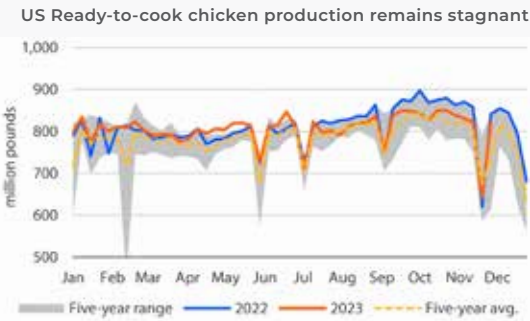
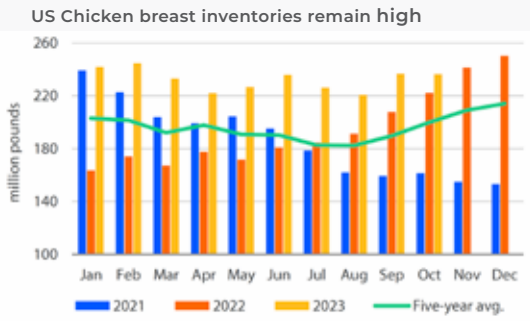
Chicken production was down 1.1% YOY per kill day in October, as the industry reduced slaughter to restore profitability. Slaughter remains lower, with Q4 2023 production expected to fall 4.2% YOY to 11.4bn lb (see figure 9). Chick placements have spent 35 weeks at or below year-ago levels, with Q4 2023 numbers down by an average of 4% YOY. Recent egg sets have rebounded seasonally and are now just 1.9% below year-ago levels, suggesting more modest production declines in the new year. Rabobank expects no growth in 2023 ready-to-cook (RTC) broiler production, with a return to modest expansion in Q1 2024.

##### Chicken prices weak, dragged lower by soft breast meat values

Seasonally weaker demand and burdensome inventories continue to weigh on chicken prices, especially boneless skinless breast meat. Despite a counter-seasonal rally early in the quarter, breast meat prices moved back to the five-year average as consumption began to weaken in late October and weakened further in recent weeks. The recent downtrend in retail chicken prices (breast meat prices were down 9% YOY in October) should help to stimulate sales, although retail trends remain soft. Dark meat prices are stronger and above the historic trend, likely a reflection of steady exports and stronger domestic consumption of lower-cost chicken. We continue to expect chicken prices to strengthen in Q1 2024 as retail prices more closely mirror underlying wholesale weakness and chicken consumption gains support from high-cost competing proteins.

##### Exports slow as geopolitical tensions continue

Broiler exports slowed in Q3 2023, with year-to-date volumes down 2.9% and value down 10.2% YOY. September export volumes fell 9% YOY, with value off 17% YOY, to USD 373m. While shipments to Mexico rose 1.3% YOY in the month, volumes to other large markets (Cuba, Angola, Colombia) shrank. Shipments to China also fell 34% YOY due to ongoing disputes about highly pathogenic AI (HPAI). New HPAI outbreaks in key growing regions and ongoing protectionist trade policies will likely weigh on 2024 trade.



#### Positive fundamentals, but supply rebalancing needed

The outlook for the EU and UK poultry industries is more challenging than in the previous two years. Although total meat supply in Europe is expected to decline due to ongoing reductions in local pork production, increasing imports is putting pressure on European chicken industry margins. Farm margins have stayed relatively strong due to ongoing tight live broiler supply, but weaker poultry processor margins will impact the whole industry in 2024. In addition, AI could impact the industry in the coming months, especially because there have been outbreaks relatively early in the winter season in several European countries. On the plus side, chicken will remain the protein of choice among European consumers, especially as pork and beef will stay expensive.

#### Raw chicken trade: Brazil on top in bearish export market in 2023

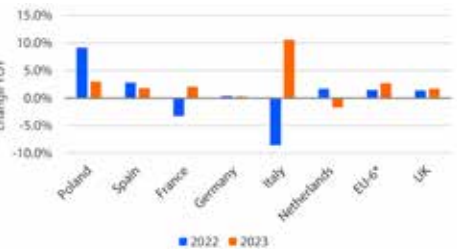
Global chicken trade in the first three quarters of 2023 was slightly above 2022 levels, at 1 O.Sm metric tons, or 0.8% (see figure 5). Brazil was the clear winner in global trade, with 12% YOY growth in that period. Thailand saw slight growth of 3%, thanks to industry flexibility in shifting from processed meat exports to raw chicken exports. Other key exporters, the US (-2%), the EU (-4%), and China (-0.5%), saw exports decline. Q3 trade was soft, with volume (-1.4%) and prices dropping.

China and the Middle East have been the strongest markets for global trade, with rising imports in Iraq, Saudi Arabia, the UAE, and Egypt. Weaker economic conditions and US dollar availability issues translated into soft import demand in Africa, with imports dropping in Angola, the DRC, and Ghana.

#### Weaker European market conditions; breast meat prices under pressure

European poultry market conditions have gradually weakened in Q4 2023 due to rising supply and sluggish demand. The market for breast meat has been under pressure while prices of cheaper legs and wings have stayed relatively strong. European breast meat prices have dropped almost 20% since the summer. Still, the relatively small whole chicken market has stayed fairly strong (see figure 15). There are also differences across European markets, with weaker conditions in northwestern Europe, the UK, and Poland and relatively stronger performance in southern Europe. On a positive note, feed costs have continued to drop in Europe and are 5% to 10% lower since the summer.

#### Ongoing slow growth in Europe's Q1-Q3 chicken production



Source: USDA, Rabobank Quarterly Q1 2024 - Published by the Global Animal Protein sector team Lead author: Nan-Dirk Mulder.



Additional resources for our curated articles: US Poultry Association, The National Chicken Council and its industry dedicated blog, Chicken Check-in.

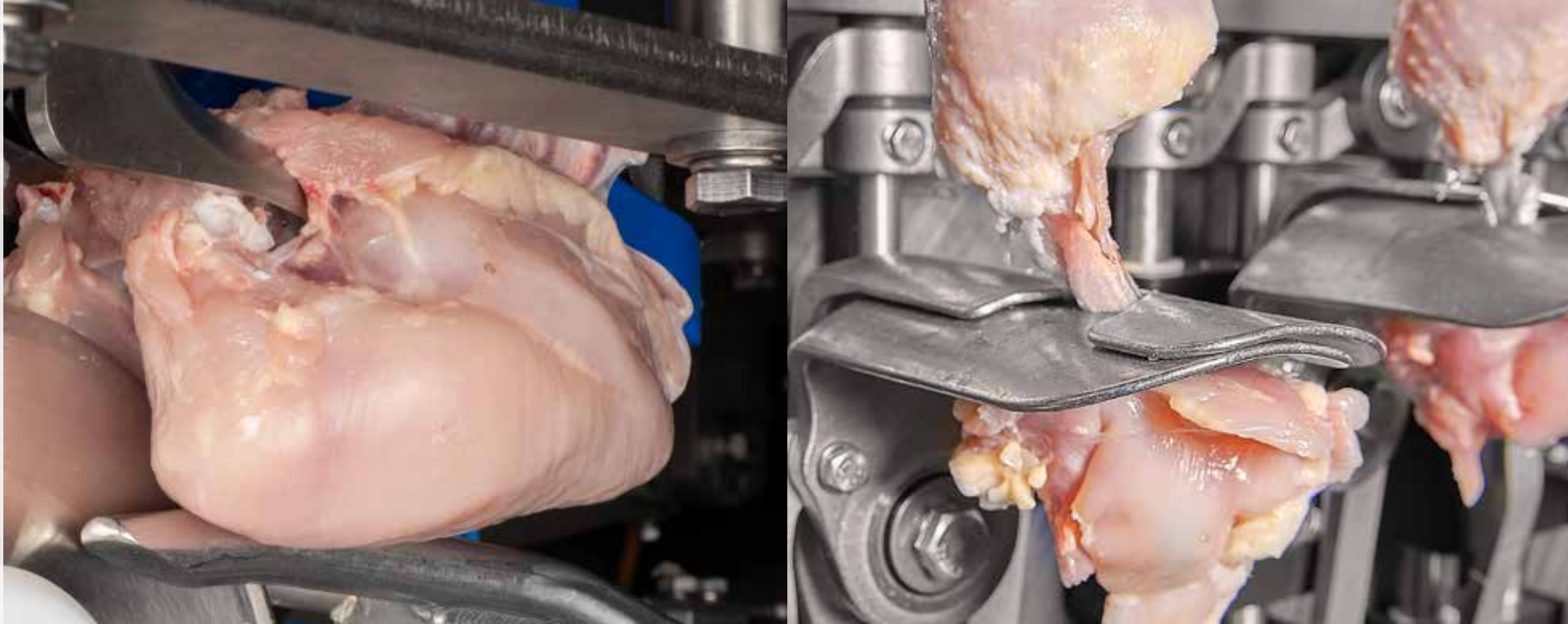




## MAX XL | 4800 bph

### THE EFFICIENT BREAST DEBONER FOR LARGE BIRDS

The new MAX XL is designed to address the specific needs of the large bird production line. The MAX XL will produce exceptionally better yield and better product quality compared to other existing auto deboning systems.



## OPTiX Switch | 7200 lph

### THE INTELLIGENT AND FLEXIBLE THIGH + DRUM DEBONER

Elevate your processing capabilities with the cutting-edge technology featured in the new Foodmate OPTiX system, now extended to give you the power to choose your final product – whether it's a perfectly deboned thigh or drumstick.



Because big birds deserve big attention!

The new MAX XL promises exceptional yields and superior quality for auto deboning systems. Tailored for birds of up to 12 lbs, it redefines efficiency and excellence in poultry processing.



INITIAL PRODUCTS



FINAL PRODUCTS



BY-PRODUCTS

INITIAL PRODUCT



Drumsticks



Whole Anatomical Legs

FINAL PRODUCT - Switch to thigh or drum meat



Thigh Meat



Drum Meat

BY-PRODUCT



Optional Skin



Optional Skin

#### ADVANTAGES

- ✓ Small footprint
- ✓ Completely enclosed machine
- ✓ Flexible final product selection:
  - › Butterfly fillets, half fillets and tenders out
- ✓ User friendly operator interface
  - › With loading efficiency rating and batch control
- ✓ Exceptional yield and final product presentation
- ✓ Capacity of 4,800 breasts per hour
- ✓ Integrated automatic skinner and wishbone remover
- ✓ Touch-screen display panel with multiple pre-programmed product selection

Our MAX XL isn't for the faint-hearted featherweights; it's for those birds that give the tape measure a workout! Say hello to a deboning experience that's XL in every sense.



### Switch from drumsticks to deboned drum meat in a split second.

The Switch allows processing left, and right legs at the same time. The meat is efficiently scraped from the bone to ensure maximum yield and high quality thigh and drum meat, keeping labor to a minimum. The OPTiX Switch accommodates a wide variation of bird sizes, and offers integration with the Flexible Cut-up System.

#### ADVANTAGES

- ✓ Debones up to 7200 legs per hour
- ✓ Product with skin on and skin off
- ✓ Precise cut through x-ray technology
- ✓ Processing left, and right legs at the same time
- ✓ Automatic J-cut station with bypass
- ✓ Final product with or without deboned drums
- ✓ Produces cartilage-free meat with or without skin
- ✓ Accurate cutting by individual measuring of every leg
- ✓ Easy to clean, low maintenance and operational cost
- ✓ Switch from drumsticks to deboned drum meat in a split second.





## Low Capacity Solutions

Whether you operate a small or large-capacity plant, Foodmate ensures quality and efficiency in deboning solutions. Our flexible final product selection meets the highest standards set by retailers and institutional organizations worldwide. Count on us to optimize processing, regardless of your plant's size.

At Foodmate, customization is at the core of our R&D culture. We understand that every plant is unique, and we take pride in adapting our solutions to seamlessly align with your plant's size and specific requirements. Our dedicated approach ensures not just optimal processing, but a tailored experience that caters to the specific needs of your facility. Trust Foodmate to optimize your deboning and cut-up processes, irrespective of your plant's scale - because excellence knows no bounds.



### WHITE MEAT DEBONERS

MAXIMA | 3000 bph

FM 7.50 | 3000 bph

Semi automatic breast cap deboner | 1400 - 2400 bph

### THIGH AND DRUM DEBONERS

OPTI Thigh Deboner with KCS  
6000 TPH

OPTI Drumstick Deboner  
6000 dph

FM 6.50 Thigh & Drumstick  
Deboner | 2400 tdph



**Turkey Deboner**  
2400 thighs or drums ph

- Compact design and footprint
- Minimum moving parts
- Low cost of ownership
- Heavy duty construction to handle up to 22 kg turkeys

Interested in learning more about our Low Capacity Solutions? Reach out to our dedicated sales team today!



### THE LINES JUST RUN!

Our Flexible Cut-up System never fails to impress our customers. It is one of the market's most advanced cut-up systems, offering excellent efficiency and flexibility. And, as one of our good customers said, "*The lines just run*". After all, that is precisely what they were designed to do.



Since its foundation in 2014, Farmer Focus has grown to employ more than 750 and contracts with 87 farms.(Courtesy Shenandoah Valley Organic LLC and WattPoultry, 09.2022)

Let's see how Shenadoah Valley's Flexible Line is running!

**Customer:** Shenadoah Valley Poultry - Harrisonburg, VA

Follow up interview with: Bob Bahr, Vice President of Operations

### Foodmate Equipment: (1) Flexible Cut-up System

**Scope:** The plant currently kills approximately 140 bpm with a 6.50 ALW (average live weight); however, it was limited on cut-up line capacity of 80bpm. Foodmate has replaced the plant's outdated frame line, as it had a max speed of 80 bpm, and they needed to get a cut-up line to maximize their kill capacity. The main goal was to deliver a cut-up line that would perform at 140bpm, reduce labor and meet or exceed yields for the plant's previous process. For this to happen, our team would need to deliver a solution that would improve the performance of the cut-up line to match kill speeds.

**Foodmate Strategy:** Our team studied the plant's needs and developed a solution that addressed the main goal: maintain or increase cut-up line capacity, increase cut-up yield and decrease labor. To that end, our engineering team provided a plan to put in a single Flexible Cut-up System. The project included replacing the frame line with ChickSort vision and weighing, FM Super Wing Cutter, Single Blade Halver, Leg Processor, and the Thigh and Drumstick Cutter NG - all at running lines at 140bpm, which had not been done before. Our team's goal was to deliver our equipment on schedule and ensure a smooth start-up with minimum downtime.

**Foodmate Solution and End Results:** The ideal solution was to install 1 Flexible Cut-up line for 140 bpm and achieve optimal yields while at the same time reducing staffing. The project has been a success.

### What were the deciding factors when selecting your new Foodmate equipment?

Line speed capability with our product mix.

### How has your efficiency level improved regarding rework and labor?

Our previous line could only operate at about 95 BPM. With our 1st processing operating at 140 bpm, it required us to constantly take product out of flow and then run overtime to put them back into the process. The FM Flexible system has allowed us to cut up and distribute the product at production speed and has effectively eliminated the out-of-flow product. It has also enhanced our ability to size products and get the desired final product in the form that our customers want.

### Can you comment on labor improvement you have experienced since the machines have been running?

We eliminated at least five positions in our single shift process.

### How has your maintenance/operations team adapted to the new equipment?

There has been a learning curve, but overall it has gone well.

### Do you feel that the new equipment has impacted your turnover rate?

Yes, we reduced the number of people required to hang the WOGS from a conveyor to the processing line, and those were our highest turnover jobs.



With a new plant opening in 2022, specialty poultry producer Shenandoah Valley Organic LLC has been expanding and building on its unique business model.

Since its foundation in 2014, Shenandoah Valley Organic, doing business as Farmer Focus, continued to grow and expand. Now, it employs over 750 and contracts with 87 farms. The company is a 100% U.S. Department of Agriculture certified organic producer.

Farmer Focus' business model differs from traditional contracts. It allows farmers to own their flocks and make decisions on raising chickens. The cost used in calculating the grower's payment is an average cost based on performance of all the growers. Each individual grower is paid the same amount per pound.

In alignment with its business model, the individual growers purchase chicks and feed from third-party hatcheries and feed mills, who Farmer Focus partners with, to leverage buying power.

Foodmate is proud to support Shenandoah Valley Poultry with our efficient and flexible equipment!







Operational Intelligence | Situational Awareness | OEE Analysis



## Industrial Internet of Things (IIoT) for the Poultry Industry

Bridging Intelligence, Powering Efficiency

In an industry driven by ever-growing global consumption, the poultry processing sector is continually pressed to elevate its quality and production benchmarks. Recognizing this imperative, Foodmate has pioneered game-changing products like OPTiX and ULTIMATE, capable of processing thousands of units per hour with unparalleled precision. As technology becomes the cornerstone of maximizing productivity, poultry processors are embracing innovation to sustain peak performance of these machines.

Now, introducing a groundbreaking solution that transcends conventional IIoT offerings - our IIoT services, fueled by Duravant ONSIGHT™. This marks a new era where operational excellence is not just a goal; it's an achievable reality.

Achieve greater efficiency from your Foodmate equipment with operational intelligence that goes beyond today's off-the-shelf IIoT.

- ✓ Enable your digital ecosystem
- ✓ Maximize your investment
- ✓ Situational awareness and operational readiness

**Unlock Full Control and Automation with Duravant ONSIGHT™** • Maximize the full potential of your operations through the seamless integration of Foodmate products with our cutting-edge IIoT solution, ONSIGHT™. Instant access to a comprehensive range of data empowers operators to effortlessly compute advanced metrics, including Service Level Availability, Production Counts and Rates, and Equipment Effectiveness - all in real-time. This heightened situational awareness empowers operators to proactively address challenges before they emerge, ensuring smooth and efficient operations.



### Situational Awareness

Instant access to critical indicators, real-time alerts, comprehensive reports, and advanced machine learning algorithms empowers operators to proactively address challenges before they materialize.



### Machine Efficiency

Leverage the power of timely insights to fuel advancements in machine availability, productivity, and quality. The right information, precisely when needed, propels transformative improvements.

### Operational Readiness

Your all-in-one destination for proactive maintenance, service requests, remote support, and status tracking.



### Digital Operations

Leverage the full potential of machine data for operator analytics with our cutting-edge API and data broker services.



## ChickSort 4.0 is the new standard in Production Control, Grading, and Distribution Solutions.

Foodmate Production Control, Grading, and Distribution Systems accurately measure, control and monitor manufacturing processes and activities. Our intuitive user interfaces allow production managers to easily translate complex production requirements into highly efficient production recipes, which correct and adapt abnormalities or variations from specified values.

CHICKSORT 4.0

## The Best Decision For Every Bird

Foodmate Production Control, Grading, and Distribution Systems accurately measure, control and monitor manufacturing processes and activities. Our intuitive user interfaces allow production managers to easily translate complex production requirements into highly efficient production recipes, which correct and adapt abnormalities or variations from specified values.

Processing plants can rely on the ChickSort continuous replanning algorithms to ensure that the best decision is made for every bird, keeping production consistent and minimising product waste.

Next generation ChickSort 4.0 builds on the global leading ChickSort family of weighing, grading and distribution controls, setting a new standard as the most advanced user-friendly, graphics-based grading and distribution software on the market.



Recipe Dashboard



Shackle data



Line Builder



Dashboard Filter

### INVISION DETECTION Parameters

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

- ✓ HTML5, browser-based platform, enabling simple multi-site visibility.
- ✓ Improved sorting engine - ChickSort assigns "the best decision for every bird", replanning continuously based on any changes to recipe, weight, grade or changing condition.
- ✓ Improved, faster recipe & InVision system management.
- ✓ Higher performing InVision engine. Improved vision analysis, particularly skin tear management and different profiles, such as dyed birds.
- ✓ Improved line builder tool with integrated line configuration import tools from ChickSort 3
- ✓ Integrated local dashboards for Foodmate deboning machines.
- ✓ Improved user interface with streamlined, simple settings update tools.
- ✓ Better long term software security support.
- ✓ Integration with Duravant ONSIGHT™ IIoT Platform.



Enabling seamless control of Foodmate Flexible Cut-up Systems, ChickSort 4.0 integrates with Foodmate deboning machines and data management systems to deliver complete visibility of the entire cut-up and deboning process.





Foodmate and Marelec,  
working together, to  
bring you intelligent  
solutions and higher  
performance.

INTELLIGENT INTEGRATION.  
SUPERIOR SOLUTIONS.



So who are our Duravant sister companies  
at IPPE this year?!

## Meet MARELEC

MARELEC Food Technologies, a leading manufacturer of intelligent portioning and customized weighing and grading solutions based in Belgium, serves the poultry, meat, seafood, and marine sectors, designing and manufacturing innovative turnkey systems that ensure high-quality output and maximum yield for food processors around the world.

Recognized globally as a high-tech solutions provider for secondary processing solutions, MARELEC has been serving multi-national customers for 40 years. Their team of engineers and food processing experts are driven by a customer-oriented design philosophy. Using innovative technologies, such as portioning software with intelligent cutting algorithms, their systems are built for high speed and precise performance, helping operators maximize yields and quality.

### MARELEC Portio 1DAP

The PORTIO 1 DAP is a dual-lane, fixed-weight portion cutter that uses a top camera on each lane to scan the volume of the chicken fillet, tender fillets, or deboned leg meat. It is typically used for portioning poultry cubes, poultry slices, karagee, kakugiri or BLK. The DAP Intelligent Portion cutter is a superior machine, when considering the width of the belt, for instance.



- ✓ Enhanced yield optimization and unmatched precision
- ✓ Modular belt design for flexibility and automatic adjustment across 5 knife positions
- ✓ Expanded customization options for tailored solutions
- ✓ Intuitive and user-friendly software interface with a convenient touch screen operation
- ✓ MATRIX P production reports for comprehensive insights
- ✓ Exceptional hygiene with easy cleaning
- ✓ Reliable and efficient service support
- ✓ Low-noise operation for a quieter environment
- ✓ Individual control and precise knife positioning

the MARELEC PORTIO JET, a cutting-edge waterjet portion cutter built on over 15 years of successful portioning experience. Specifically designed for boneless poultry products, this state-of-the-art cutter ensures precision and efficiency in every cut. With unparalleled accuracy, optimized yields, and intelligent cutting algorithms, the PORTIO JET guarantees top-notch performance. Its modular design not only allows for increased capacity but also offers flexibility in adapting to varying production volumes.

#### Key Benefits:

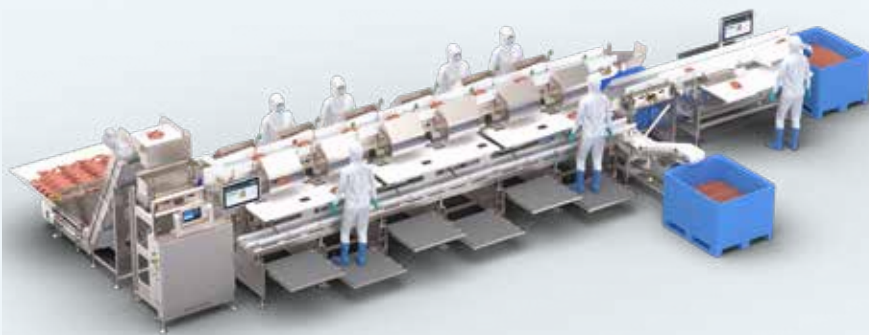
- ✓ Optimized yields
- ✓ Separate high-pressure pump
- ✓ Extremely hygienic and easy to clean
- ✓ User-friendly touch screen interface
- ✓ Unparalleled accuracy for precise portioning
- ✓ Modular design for increased capacity and flexibility
- ✓ Integration with MATRIX J, facilitating data collection
- ✓ Intelligent cutting algorithms for enhanced performance

The PORTIO JET is versatile, capable of cutting chicken fillets into fixed-weight portions, cubes, or strips. Boneless leg meat can be trimmed down and portioned into fixed-weight portions, known as steaks or thigh patties. Popular patterns include strips or cubes, such as karaage, kakugiri, or BLK. This waterjet cutter empowers you to create diverse final products with precision and consistency. The user-friendly touch screen interface, coupled with a separate high-pressure pump, makes the PORTIO JET exceptionally reliable and easy to clean.

MARELEC TrimLine is a revolutionary system for real-time monitoring of yield and throughput in trimming processes. Customized to specific needs, it ensures equal capacity distribution among operators, enhancing overall efficiency. Real-time monitoring of critical factors such as yield and capacity allows immediate adjustments during production. The MATRIX software facilitates data-driven decisions, storing all processing data for access to valuable information anytime. MARELEC's commitment to customization is evident in a diverse range of tailor-made solutions.

### MARELEC TrimLine

- ✓ Equal capacity distribution among operators
- ✓ Custom designs tailored to specific needs
- ✓ Hygienic design adhering to stringent standards
- ✓ Integrated hardware and software for seamless operation
- ✓ Real-time monitoring of yield, capacity, and operator efficiency







## DuraKut™ 6000 Series Dicers

Precision Cuts of the Highest Quality

Whether you are looking to integrate with a Marlen Spiral Oven or food processing equipment, the DuraKut can give you the cut you need.



DuraKut™ 6000

So who are our Duravant sister companies at IPPE this year?!

## Meet MARLEN

It's the Company Behind the Machine that Makes a Difference.

Recognized as a global manufacturer of highly engineered food processing equipment and systems, Marlen designs and builds innovative solutions for the food processing industry.

Our premium products have long set the standard for quality and performance in vacuum stuffing and pumping, portioning, size reduction, thermal processing, and food handling.

We assure value to our customers through the highest consistency, accuracy, and product integrity. Our teams of expert engineering, design, and technical personnel consult, collaborate, and partner with you to create custom solutions for your business.

Marlen has been trusted by leading food brands for over 70 years. Our world-class Solution Centers allow processors to lean on our highly experienced food processing technologists to develop and test unique solutions for your products.

Marlen is a Duravant Company and comes with a complete lifecycle management program for parts and service.



### Continuous Cooking & Chilling Solutions

The Marlen Spiral Ovens & Chillers feature an industry leading number of control points and largest value of throughput for space occupied. These state-of-the-art designs offers a wide range of processing possibilities. Marlen offers Micro sizes fit for Universities and R&D locations all the way to Extra Large for Mega-Processors.

Most common industries serviced are proteins, ready-meals, and vegetable processors. Marlen continues to consistently innovate with advancements in sanitary design, improved yields, improved color, and reduced utility consumption.

The Marlen Spiral Ovens integrate easily with any continuous line.



### Size Reduction

Marlen's hygienic size reduction equipment includes slicers, dicers, shredders, strip cutters, and jet knives. Highly engineered continuous flow solutions for fresh or cooked products allow our customers to take control of their processing with premium quality, improved shelf life, and better yield.

Marlen's DuraKut series is designed for complete cutting versatility of fresh, vacuum tumbled, crust frozen or cooked products into cubes or strips. DuraKut's robust durable design with tool-free disassembly reduces changeover and sanitation tear-down times for different cut sizes. Also available with horizontal slicing attachment for three-dimensional dicing.

Whether you are looking to integrate with a Marlen Spiral Oven or food processing equipment, the DuraKut can give you the cut you need.

### Continuous Grilling & Browning Solutions

Marlen's industry leading continuous grilling and browning solutions are known for adding value to food products through a broad range surface treatment options. These technologies include individually controlled infrared or direct flame for pasteurizing, grilling, roasting, and searing. Adjustable height, angle of burners, residence time, bar-marking, and different belt options allow for optimization of proteins, alternative proteins, and vegetable products. Marlen's continuous grilling solutions help you enhance the appearance, aroma and taste of value-added food products.

Meet Chef Justin

### Experience culinary excellence with Chef Justin from Marlen at IPPE 2024!

Indulge your taste buds with delicious samples of the Foodmate PopDrum cuts and other mouthwatering delights from his specially crafted menu for IPPE.

Chef Justin not only dazzles with his culinary expertise but also serves as a valuable resource for all your Marlen equipment inquiries. Join us for a flavorful experience and discover the perfect blend of culinary mastery and cutting-edge equipment at the **Marlen booth C19159**.

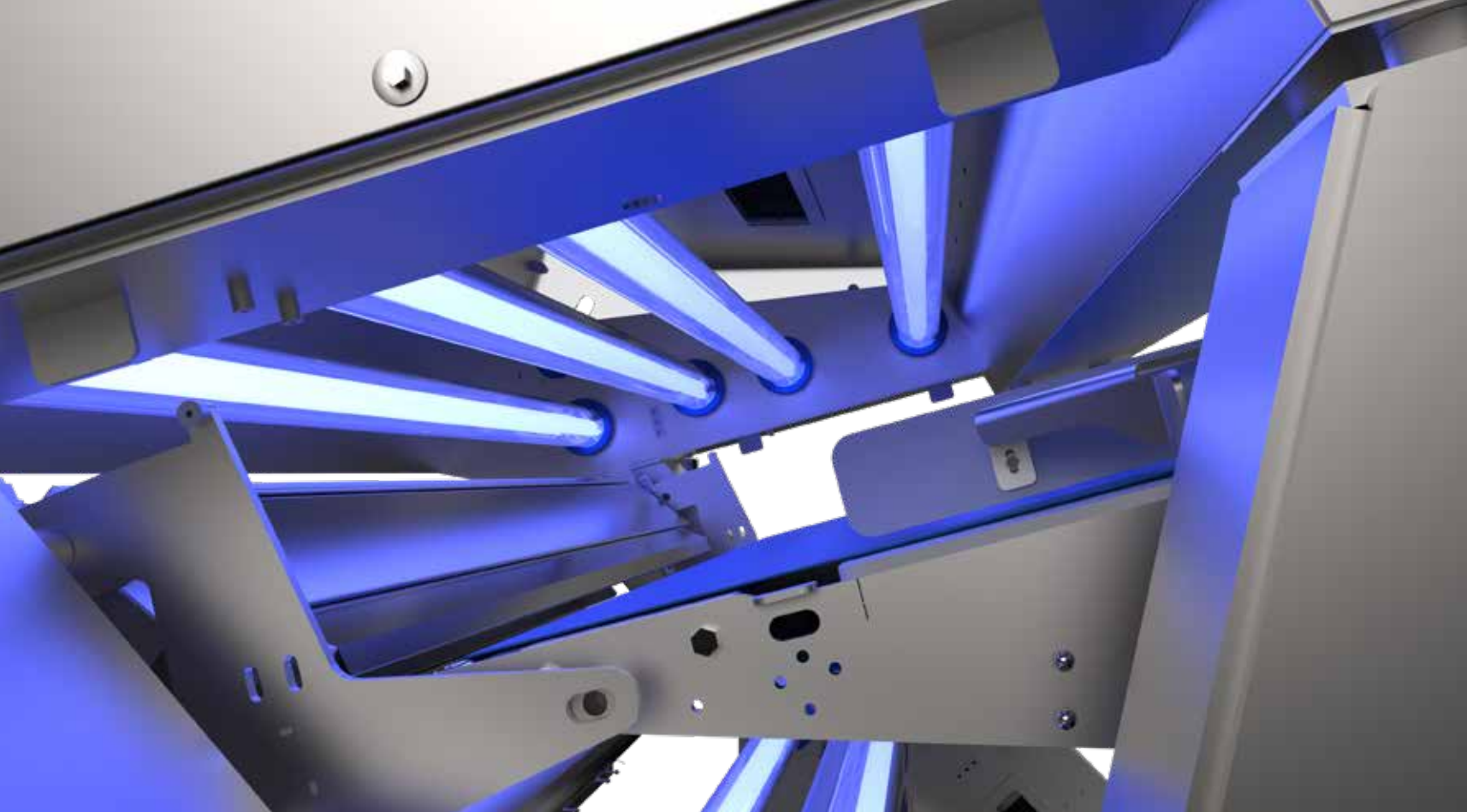


### Worldwide Solution Centers for Processing Technologies

Designed for the convenience of our Customers, our world-class Solution Centers, strategically located across the globe, serve as collaborative hubs to test new processing methods and tackle new projects without interfering with plant production. Whether targeting new accounts, developing new products, or determining if new processes could improve existing production lines, processors can lean on Marlen's highly experienced food processing technologists for their needs.







The most important thing we build is relationships.

We build strong, long-term relationships with our customers and partners by listening first. They count on us to always do the right thing, and do what we promise we'll do, every time. We are proud to say we are more than trustworthy—we are trusted.

#### Horizontal Motion Conveying

In addition to Key's vibratory conveyors, the Zephyr Horizontal Motion Conveyor provides gentle, high-capacity, and minimal maintenance conveying for processors of frozen, fragile, seasoned, breaded, or coated products. Offering up to twice the throughput of other horizontal conveyors, the Zephyr gently conveys product without bouncing to reduce product breakage and the loss of coatings such as seasonings and batters. Zephyr's patented drive system is designed with fewer parts to make maintenance easy – no timing set up required - its self-cleaning horizontal motion reduces product build-up, and every aspect of the system utilizes sanitary design and manufacturing principles. System noise is limited to 75 decibels or less and the counterweight drive minimizes floor vibration to improve the production environment.



So who are our Duravant sister companies at IPPE this year?!

## Meet KEY TECHNOLOGY

### Clear Vision, Clear Progress

Key Technology ("Key"), a member of Duravant's Food Sorting and Handling Solutions group, is a global leader in the design and manufacture of automation systems including optical sorters, conveyors, and other food processing equipment.

With 75 years of experience as a food machinery supplier, Key serves dozens of industries including meat, poultry, fruit and vegetables, nuts and more.

Applying processing knowledge and application expertise, Key helps customers improve quality, increase yield, and reduce costs. A proactive partner, committed to creating long-lasting customer relationships, Key listens closely to process challenges and offers seamlessly integrated, customized solutions that create real impact and ROI.



#### Optical Sorting

Key's optical sorters for processed protein products help optimize product quality while improving yield and reducing labor. The COMPASS and VERYX optical sorters detect the color, size, shape, and/or structural properties of every object to identify and remove a variety of product defects including clumps of product, clumps of breading/batter, or product that has not been formed, or coated correctly.

Foreign material (FM), such as plastic, metal, glass, and paper, that may have been accidentally introduced to the production line is also removed. For processed protein applications, optical sorting is most often utilized immediately prior to packaging for final inspection but may also be utilized upstream to inspect incoming ingredients.

#### Customized Vibratory Solutions for Food Handling

Key's tailored food handling systems for proteins are designed to meet specific product characteristics and line requirements. Whether engaging in batter/breading, frying, drying, or special freezing processes, Key's vibratory conveyors optimize throughput efficiencies through various functions such as aligning, singulating, feeding, batter/spread feeding, collecting, conveying, cutter/slicer feeding, dewatering/deoiling, distribution to packaging, fines removal, and scale feeding.

In contrast to plastic or fabric belt conveyors with hidden surfaces that can harbor bacteria, Key's vibratory solutions provide sanitary bed surfaces that are easy to clean. The absence of belting material, drive or discharge pulleys, and any contact with product conveying surfaces by bearings, drive belts, or sprockets ensures robustness, minimizing maintenance, maximizing uptime, and reducing the total cost of ownership.







Duravant's expertise in food processing, packaging and material handling delivers solutions for our customers that optimize productivity, efficiency, and profitability. We optimize safety, productivity, efficiency and connectivity for the world's producers and movers of high demand goods.

INNOVATION THAT WORKS.



## Meet DURAVANT

**We produce only premium-quality products.** Our products are the highest quality available in the market today. They are well designed and well made, engineered for low cost of ownership—durable, reliable, built for years of problem-free operation, easy to maintain. And from day one, our equipment works. Specify it. Install it. And you'll never have to worry about it.

**We deliver more than equipment.** It's more than a product. It's a complete solution. We take great pride in going beyond the spec to understand the application, so we can ensure that the product we provide is the right one for the job. We deliver everything, from pricing to product, on time. And we offer full aftermarket support to make sure our equipment keeps running.

**We're always here for you.** The most important thing we build is relationships. We do that by listening first. When you pick up the phone, we answer. When there's a challenge, we meet it. When there's a problem, we solve it. Not just before the sale, but also for years after installation.

Most of our customers and partners are longtime customers and partners because they know they can count on us to do what we promise we'll do, every time. We are proud to say we are more than trustworthy - we are trusted.

We're Duravant.  
Designers, makers and  
maintainers of highly  
engineered process  
equipment.

Developers of innovative  
solutions, builders of  
long-term, productive  
relationships.



Duravant is a global automation equipment company with a premium portfolio of products, services and integrated solutions. Duravant's expertise in food processing, packaging and material handling delivers solutions for our customers that optimize productivity, efficiency, and profitability.

Headquartered in Downers Grove, IL, Duravant is a global engineered equipment company with manufacturing, sales and service facilities throughout North America, South America, Europe and Asia. Through their portfolio of operating companies, Duravant delivers trusted end-to-end process solutions for customers and partners through engineering and integration expertise, project management and operational excellence.

## The Common Thread

We are a diverse mix of companies tied by a common thread.

**OUR VISION** is to be recognized worldwide as the leading provider of the most innovative and reliable engineered equipment in every market we serve.

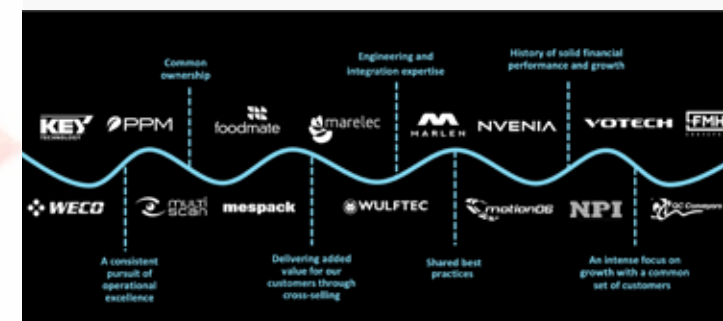
**OUR MISSION** is to consistently deliver unrivaled performance to our customers and partners through leading product design, project delivery and exemplary service. We seek to create long-term relationships that drive value for our customers and profitable growth for our shareholders.

## OUR GLOBAL REACH

Serving customers worldwide, Duravant has manufacturing and sales facilities throughout North America, South America, Europe and Asia. With distribution partners across six continents, we provide the highest quality products, services, and solutions engineered to optimize our customers' local and regional needs.



Watch our We are  
DURAVANT video



Duravant's market-leading brands are synonymous with innovation, durability and reliability.



## ONGOING IMPROVEMENT PROGRAM

Foodmate has redefined the traditional Service Contract Agreements. Meet our **Customer Care Program**

### Unlock Peak Performance with Our Customer Care Program

Haven't joined our Customer Care Program? Consult our dedicated Service Team to learn how you can start reaping the benefits! Our Customer Care Program stands as your steadfast guarantee for preserving equipment at its prime operational state. Embrace this exclusive opportunity to witness concrete improvements in production, quality, and above all, consistent yield within your plant. It's not just a program – it's your direct route to unmatched achievement.

- ✓ Consistent and tailored training
- ✓ Set timetable for all appointments
- ✓ Comprehensive labor for rebuilds included
- ✓ Proven preventative maintenance plans
- ✓ Anticipated equipment maintenance budget
- ✓ Objective performance monitoring, and trend analysis
- ✓ Personalized Care with a monthly visit from a designated Customer Care Technician

### Customer Service Desk at IPPE

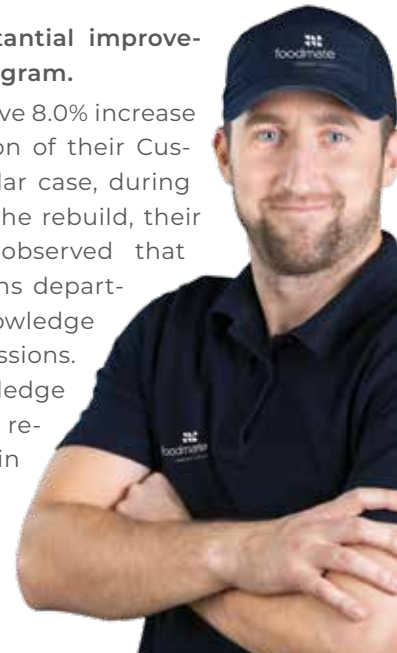
This year, we've brought our Aftermarket Services help-desk directly to you at the show! Drop by our Customer Care Service Desk, where your feedback takes center stage. As an integral part of our development plans, customer service remains a focal point. Acknowledging the challenges faced by producers, we actively seek to be part of the solution. At Foodmate, we embrace the Dutch Frankness in our corporate culture - a commitment to openness and candid communication. **Your suggestions and feedback are not just welcomed; they are crucial. Engage with us, and let's build solutions together!**

There is a reason why our service department is rated the best in the industry. **Because that's exactly what we aimed for!**



### Customers have experienced substantial improvements since the initiation of this program.

Notably, a client achieved an impressive 8.0% increase in yield following the implementation of their Customer Care Program. In this particular case, during the follow-up visit one month after the rebuild, their assigned Customer Care Technician observed that both the maintenance and operations departments had effectively retained the knowledge gained from training and review sessions. They successfully applied this knowledge to their daily equipment operations, resulting in a sustained improvement in yield percentages over time.



Foodmate,  
a World Class Partner  
with a World Class Team.



Want to learn more about our solutions?  
Schedule a conversation with us now!

**Inc.  
5000**

Inc. magazine ranked Foodmate No. 885 on its 36th annual Inc. 5000, a ranking of the nation's fastest-growing private companies. This recognition places us among the most successful companies in the dynamic landscape of independent small and mid-sized businesses in the American economy. Further highlighting our achievement, Foodmate secured the No. 13 position in the manufacturing sector and No. 38 in the state of Georgia.

[foodmateglobal.com](http://foodmateglobal.com)



The Netherlands (HQ) · USA · UK · Poland · Brazil · China

