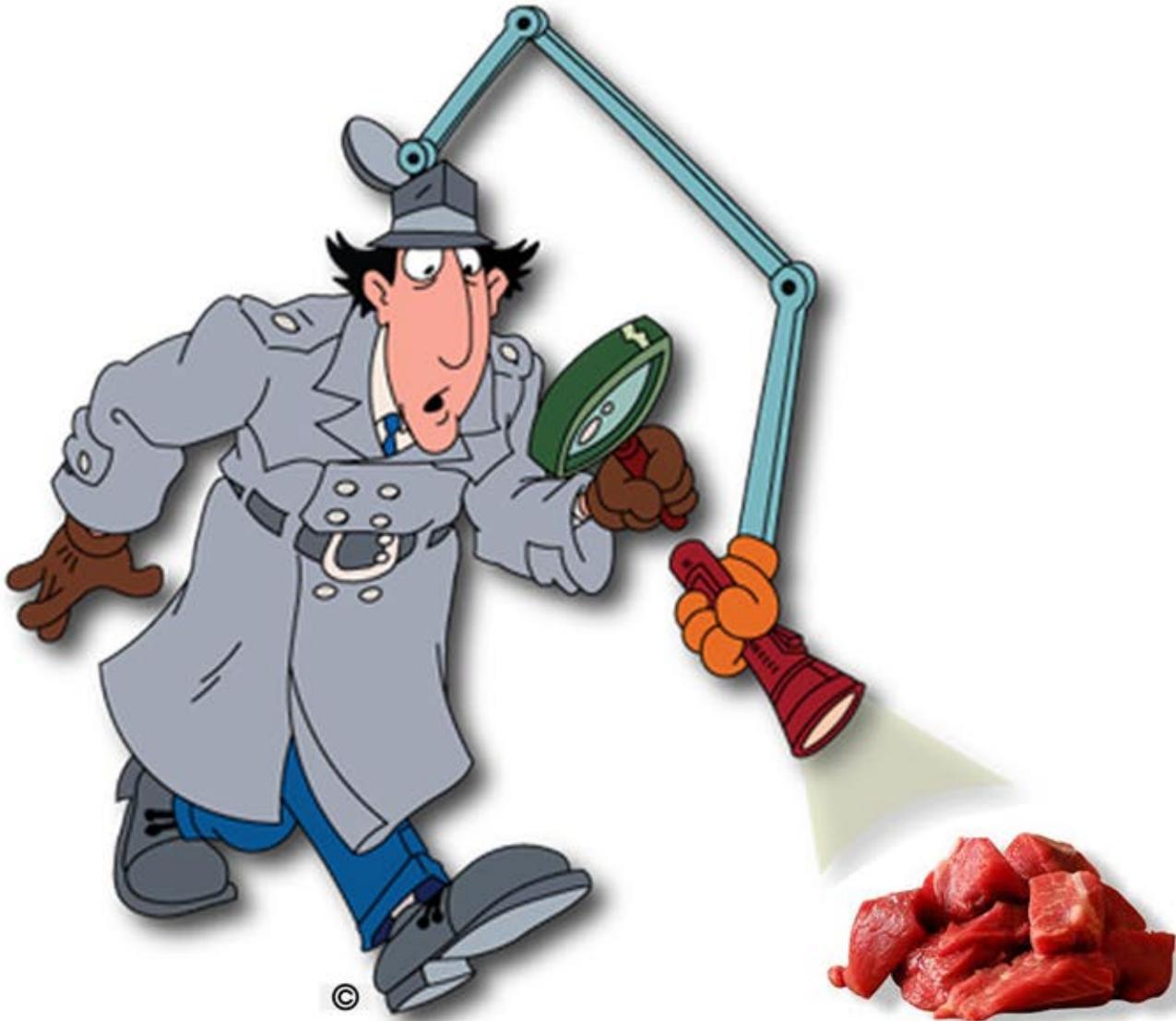




Friesen's Inc Vol 4
September 2020

Leaders in the Design and Manufacture of Custom
Material Handling Equipment and System Solutions.

The DL Inspection Gadget



NEWSLETTER

Friesen's Inc - Detroit Lakes, MN
sales@friesensinc.com 218.844.4437



Celebrating The DL's 1 Year Anniversary



Trends in Bulk Inspection



Foreign Material Analysis is a growing trend for inspecting incoming materials for further processing. No one inspection unit can inspect it all, creating a new need for bulk inspection systems.

Trends in Bulk Inspection -



Many further processing facilities bring meat trim in bulk trailer loads. The risk is not knowing if your incoming product is free of foreign materials. Processing product that is not free from foreign materials can be expensive and waste thousands of pounds of meat, time, and money.



Friesen's has emerged as a leader in the industry for integrating systems that utilize your favorite partners in inspection.

For Vision Systems, you can find and reject materials such as gloves, corrugate, as well as labels.



Metal Detection can find buckshot, bolts, and barb wire, amongst other metals.

With X Ray, the technology allows the ability to find bones and other materials regarding density, as well as chemical lean and fat analysis.

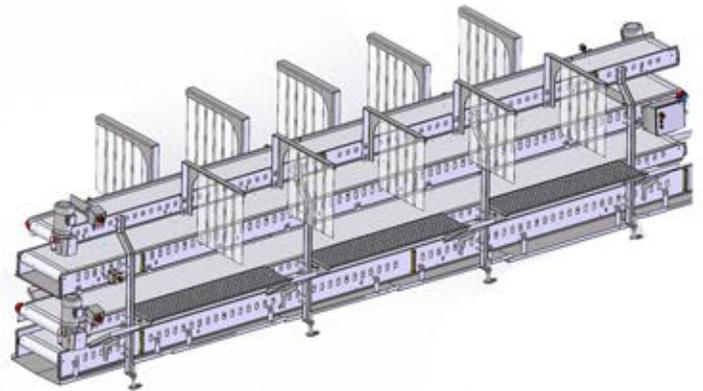
Lastly, the reject from these three inspection stations can be consolidated into one manual inspection area for rework and further analysis, before being conveyed back to the start of the line to be reintroduced into the process.

The ROI on this process can be staggering and in some case, if a particular foreign material is found prior to further processing, the product can be reloaded onto the truck and sent back to the supplier.

Friesen's has in house controls, in house engineering, 3D modeling and simulations, as well as FREE in house FAT's that can help guide your business to a profitable solution regarding bulk inspection systems.

Please reach out to your Friesen's representative for further details and consultation to bring your project to reality and success.

sales@friesensinc.com
ph 218.844.4437



COVID - Our customers continue to struggle with the challenges of the pandemic. We offer solutions from cafe stools to sanitizer stands to full blown production systems.

meatingplace

Starting in October of 2020, start looking for Friesen's advertising on meatingplace.com.

This is a great opportunity to spread the good word of Friesen's and our capabilities to our current and future customers.





Detroit Lakes, MN - Friesen's recently had a drone capture amazing footage of our growing facility. As our sales and production continue to grow, our facility continues to get upgrades and improvements to allow Friesen's to better serve our customers in an efficient and timely manner.

This aerial shot shows the entrance of the building and subsequent photos show some of the upgrades on our production floor.







JMP Solutions

Industrial Technology Partner to the Fortune 1000

www.jmpsolutions.com

Automation & Robotics

Division

Our customized robotics solutions deliver exceptional customer value through guaranteed performance, precision and elimination of human error in repetitive tasks, reduced risk of cross-contamination and streamlining of labor in traditionally close proximity processes.



About Us:

At JMP our Automation & Robotics division specializes in designing, building, commissioning and servicing fully integrated automated robotic systems and solutions. Our solutions are designed to increase throughput, compliance, quality and safety while reducing overall operating cost in the CPG and Food Manufacturing industries with vertical application specialties in a variety of challenging machine tending and Oil and Gas pipeline handling applications.

Robotic Case Packing Solutions:



An extensive scope of both primary and secondary picking and packing solutions allow for the handling of a nearly infinite range of food and CPG products. From raw and ready-to-eat processed foods to rigid, boxed consumer products and cello-wrapped tissue and paper products, we have a solution to meet your exact needs. Hygienic design options deliver NSF compliant food safe handling tools while IP67 rating allows for self-contained CIP and washdown processes to eliminate cross-contamination risk while minimizing time between cycles.

Robotic Palletizing Systems:



Our flexible palletizing systems offer a wide range of configurations for all applications with an extensive scope of peripheral system expertise to fully integrate any arrangement of conveyance, depalletizing or case wrapping requirements. Through our participative design process, we seek to understand every aspect of your process and design your palletizer around your unique requirements with respect to case, carton or bag geometry, tier sheet application, empty pallet handling and other associated parameters.





Friesen's Annual Company Fishing Tournament - Long Lake, MN

Winning Team: (Trophy)
Walker Martin (17.5" Walleye)
Darren Johnson
Sherina Bernardson

Smallest Fish:
Andy Skersick (2 Bottles of fish
 food and a pair of rubber fish)

Largest Fish: **Walker Martin**
 (Frying Saucer with Utensils)



New Hires

Kalyn Willson - Procurement



Put your hands together for our newest and "energetic" colleague, Kalyn Willson.

Kalyn will help us implement the new ERP Team Launch in the purchasing department.

Kalyn was educated at the American Music and Dramatic Academy in New York City.

Her hobbies include wake surfing and singing. She's got a great energy and we're excited to have her on our team.

Welcome Kalyn!

Clare Miller - Applications



Please join us in the welcoming of Clare Miller as our new Application Design Specialist.

Clare grew up near Duluth, MN, but spent much of her youth in River Falls, WI.

In her free time, Clare enjoys hiking, skiing, and other outdoor activities. She's also enjoys science fiction and action movies. You might also be surprised that she's quite the sewer. She's busy.

Welcome Aboard, Clare!

Career Opportunities



West Coast Sales Professional

Friesen's Inc. • San Francisco, California, United States

Posted 1 week ago • Be among the first 25 applicants

Looking for a charismatic sales professional with technical aptitude to communicate customer's engineering and production needs. Work from home as a representative of one of the leaders in custom engineered solutions and hygienic design. The candidate needs intimate knowledge of the West Coast Food Industry and the need for hygienic equipment in stainless steel. HQ in Detroit Lakes, MN.



Mechanical Design Engineer

Friesen's Inc. • Detroit Lakes, Minnesota, United States

Posted 1 week ago • Over 200 applicants

We're Hiring! Are you a looking for an opportunity to utilize your creative talent in a fun work environment? Friesen's is growing and in need of mechanical design engineers with natural innovation and mechanical skillsets. Minimum 10 years experience. Apply Today!





THE DRUM MOTOR SPECIALISTS

Van Der Graaf Sales & Service by Conveyor Technology

We sell run time because we understand the cost of downtime.

**Featuring the super
sanitary profiled
shell drum motor.**



OUR SERVICES INCLUDE:

- **Application Expertise** (We guarantee to get you the right motor for the application)
- All rebuilds assembled by **factory trained service technicians**
- All rebuilds backed by **1 YEAR WARRANTY THAT BEGINS THE DAY OF INSTALLATION**
- **Prepaid inbound shipping** on all drum motor repairs
- **Failure Analysis** on all rebuilds
- **Fastest turnaround** in the industry

We are the Drum Motor Specialists

If you currently use or are interested in using Drum Motors you will want to know about us. Conveyor Technology is North America's largest Van der Graaf dealer and the only independent facility dedicated exclusively to rebuilding drum motors. Our team of factory authorized technicians don't just repair motorized pulleys, we rebuild them to factory specifications. Plus, our work is backed by a one year warranty that begins the day of installation. In other words, a Van der Graaf motorized pulley rebuilt by Conveyor Technology can sit on the shelf for years and the warranty begins the day it is placed into service!

29 Collins Industrial Place, Bld 2G • North Little Rock, AR 72113 • 800.847.1726 • sales@ctiusa.net

www.conveyortechology.com

Spotlight on Friesen's Field Service



Sam Caudill
Service and Support
Manager



Shaun Millward
Field Service Technician



Dave Fouquette
Field Service Technician

In every issue of DL, we like to take the time to introduce you to a department of Friesen's and there's no department more important than field service. This career requires a problem solver mentality as they go into each day with the challenge of fixing, training, adjusting, and setting up new equipment for our valued customers.

These gentlemen spend a lot of time away from their friends and family in distant cities and remote locations. They love what they do and we love them for taking care of our loyal customers. Thank you to our team for their superior support services and customer care.



DL: Sam, tell us a little about yourself and your team?

SC: The Service Department currently consists of three employees: Sam Caudill, Dave Fouquette, and Shaun Millward. Collectively, we have a variety of backgrounds including military, electronics, high voltage electrical, metal detectors, and controls. These various backgrounds all mesh together to allow us to provide a variety of services for our customers and be able to handle any of the many issues that regularly occur in the field. We are also well supported by the other departments within Friesen's (Applications, Engineering, Controls, Parts, Production, etc.), including individuals from these departments handling work in the field, on some occasions.

DL: How has the pandemic affected your ability to service our customer base? What changes have been implemented to accommodate the current environment?

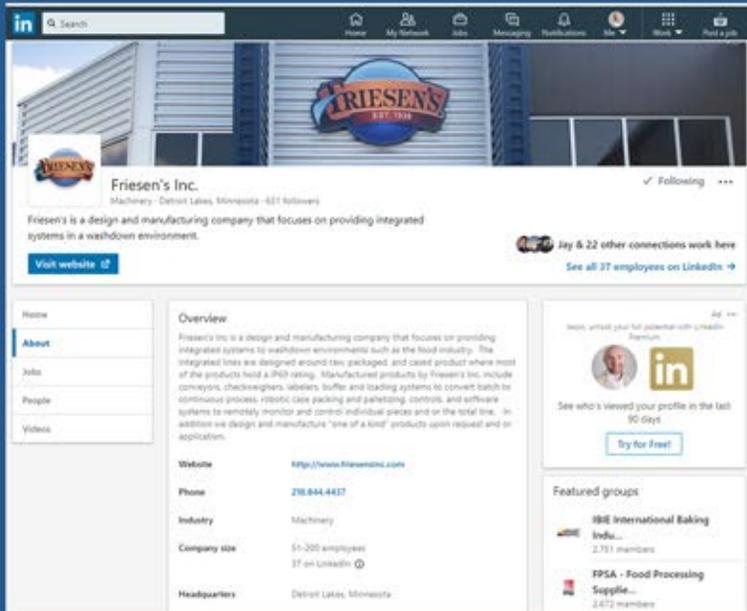
SC: In the early stages of the pandemic we were forced to severely limit our travel and customer interaction, and many of our planned jobs were pushed out by customers as they also struggled to come to terms with the changing environment. As the travel restrictions have eased over the past couple of months, we have slowly returned to more normal operations, cautiously optimistic about what the future holds.



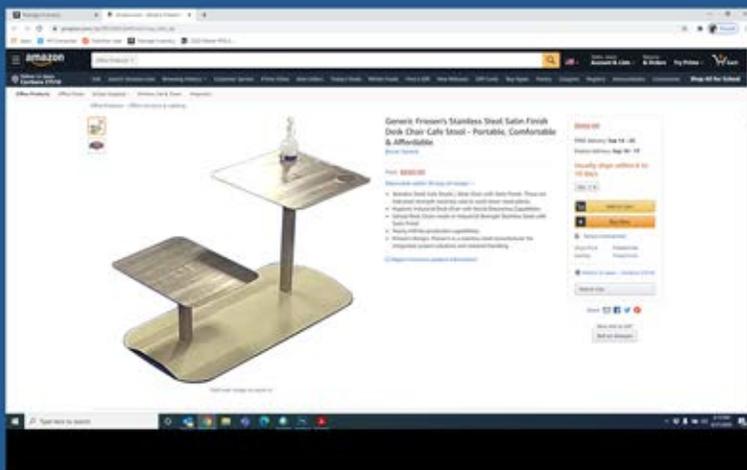
Friesen's ONLINE.

Friesen's Brand Awareness is growing. Look for Friesen's on LINKEDIN and AMAZON. Our Stainless Steel Furniture can be bought directly via Friesen's Amazon presence.

LINKEDIN



AMAZON



SC (Cont'd): Luckily, we have been able to meet all of our customer's needs and have not missed any planned work. Our customer base has done a good job of implementing changes necessary to ensure safety throughout the many facilities we visit, including temperature checks, masks, and face shields.

DL: What is your plan for the future of service for Friesen's?

SC: Continued steady growth and department headcount, along with additional Friesen's offerings. Some of the offerings we are currently working on is a preventative maintenance (PM) program for scales, and a partnership with FOSS to act as a service arm for their company including handling FOSS upgrades, installations, and warranty jobs.

DL: What are some of the tools or steps you take to ensure customer expectations are met for each job?

SC: Prior to the start of any field activity, we educate ourselves on the project, both through internal meetings with other departments (Applications, Engineering, etc) and utilizing the available information (drawings, electrical schematics, etc.)



SC (Cont'd): We then initiate communication with the customer, utilizing phone and e-mail, to confirm the expected Scope of Work by our customer, and to discuss the customer's schedule. While the project is being completed, I will typically speak to the customer every other day to ensure that we are meeting all their needs and discuss any outstanding issues that may have been discovered since we started on site. Finally, at the conclusion of the job, I normally have a final call with them to gauge how we performed on site and to make sure all of their concerns have been addressed. All findings are shared with any pertinent departments internally so that any changes can be noted and/or incorporated into future projects.

DL: What is the best way for our valued customers to call in for emergency service to ensure timely response times and customer satisfaction?

SC: By utilizing our 24/7 Support Line:
Ph. (218) 844.5781
Email: support@friesensinc.com

DL: How often are customer situations satisfied through phone troubleshooting versus an on-site visit? Is ethernet dial in advantageous to support our customer's production needs?

Did you Know? In addition to our systems integration capabilities and material handling equipment, we also provide a range of stainless steel furniture for a hygienic solution to the current environment.

Reach out to your sales professional today for more info on equipping your facility with custom hygienic furniture and accessories.





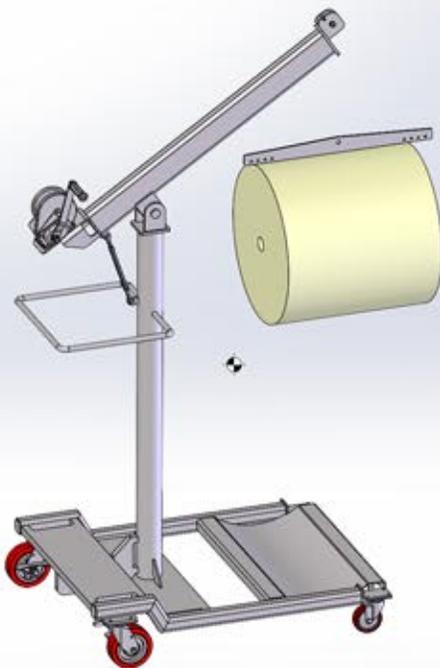
Whether Field Service or
After Hours Parts... Call

Support (218) 884-5781
Support@friesensinc.com



SC (Cont'd): Quite often we are able to resolve customer situations over the phone, depending on the level of complexity. We have multitude of subject matter experts within Friesen's, so even for difficult questions or situations, we can often deal with the issues over the phone or guide the customer to a solution without needing to visit the site. When available, the ability to remotely access customer equipment and programming is a huge advantage and allows for quick troubleshooting and fixes, which is vital in most production plants.

DL: Sam, to you and your team, keep up the outstanding work and thank you for taking care of our valuable customers.



Did You Know?

Friesen's offers a variety of material handling equipment for packaging film rolls as well as tooling carts and storage.

With customization our specialty, please work with your sales professional to design exactly what you need to keep your equipment and materials clean and accessible.

5S options also available.





Friesen's Continuous Improvement Team Building Event

From L to R:

Gene Bridges - Director of Continuous Improvement

Jason McKeever - Director of Applications

Adam Dunnigan - Director of Engineering

Nick Cervenka - Sr National Accounts Manager





PREVENT **FOREIGN MATERIAL AND PATHOGEN RISK.**
 MAINTAIN THROUGHPUT AND OPERATIONAL GOALS.
PRODUCE SAFE FOOD. EVERY DAY.

Intralox® FoodSafe™ is a portfolio of services and technology backed by experts to help you produce safe food and protect your brand.

We understand the root causes of belt- and conveyor-related foreign material, pathogen, and allergen risk.

With our innovative line of FoodSafe products and the expertise to optimize your facility's new or existing conveyors, Intralox offers the services and technology to help you process food safely.

> RELIABLY INVENTIVE





EXPERTISE

Your food safety challenges require comprehensive, industry-specific solutions.

Only Intralox offers the research and product development teams, hygienic conveyor design specialists, and the strategic consulting and sanitation training expertise to help your facility process food safely.

SERVICE

Conveyor Design Guidelines

Developed in collaboration with you to ensure optimal mechanical and hygienic design of new conveyors

Intralox 360° Start UpSM

Comprehensive program that optimizes conveyor startup, uses ThermoDrive[®] technology, and includes Intralox project coordination throughout the process—from conveyor design to first production cycle

Conveyor Assessments

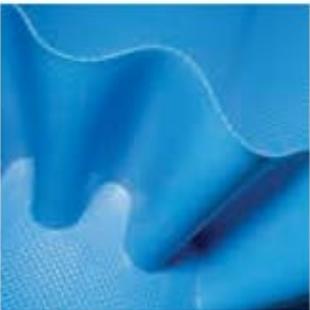
- Determine mechanical, sanitation, and chemical-related risks associated with conveyors, including foreign material risk
- Recommend fixes and follow-up programs

Conveyor Workshops

- Practical, theoretical, and hands-on training that incorporates examples from Assessment or plant walk-through
- Encourages plant-wide alignment and a passion for food safety
- Specialized workshop available to focus on foreign material risk mitigation associated with conveyors

Commercial Food Sanitation

Integrates strategic consulting, expertise, and training to provide durable solutions for food safety and sanitation challenges in food processing plants



TECHNOLOGY

Modular Plastic Belting

New, cleanable, detectable, durable, and chemically resistant materials and technologies that address food manufacturing challenges—including belt-related foreign material risk—to give you peace of mind

ThermoDrive Technology

Homogeneous thermoplastic belting with a smooth conveying surface that eliminates harborage points for allergens and pathogens, and makes cleaning in place achievable

Contact Intralox Customer Service or visit our website to learn more about Intralox FoodSafe.



Since 1939

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