

the
DL

Volume 5 | December 2020

BACON EDITION





The World of Bacon

BELLY ROLLING

In most rolling and docking lines, the client will install a metal detector before rolling to ensure no metal exists in the product before slicing the belly or dicing the trimmings. Bacon belly combs can cause metal to be left in the bellies before entering the rolling and docking process. Friesen's belly rolling system uses a stainless-steel shoe, guide rails, and air cylinders to square the belly before the rolling process to ensure the optimal alignment for precision trimming after the rolling process. The belly's alignment is critical to ensure that the belly's maximum amount is cut into bacon. After the alignment process, the bellies enter the belly rollers. There are four sets of rollers in Friesen's



rolling press. These rollers are spaced at different heights with hard stops to ensure the rollers' spacing is accurate. The first roller has a larger opening to account for thicker and curved bellies. The belly starts in the first set of rollers, and by reducing the next three sets of rollers, we can achieve a flat belly on discharge. Each top roller has an air cylinder used as a shock absorber to allow pressure adjustment to get a constant desirable squeeze on the bellies for maximum flattening. Friesen's belly roller can run 20-25 bellies per minute. Once the rolling process is finished, the bellies then transferring into the docking process.

BELLY DOCKING

Bacon Belly docking is the next step in the process. Belly docking is a process that trims the edges of the bellies before the slicing process. Docking all four sides of the belly before the slicer ensures each bacon slice is cut to perfection. After the belly roller, the bellies run through the first docking trim line. The bacon belly trim falls onto a trim line, which allows the customers to use these trimmings for different bacon products (Bacon Bit, Bacon Pieces). Once the first two edges are docked, the bacon will make a 90-degree transfer to the second docking trim line. Friesen's incorporates a laser line to allow the operator to square the belly on the 90-degree transfer to ensure an accurate second cut. After both docking trim stations, Friesen's will move to the flattened and docked bellies to the slicing equipment.

PORK BELLIES

SORTING FOR FAT/LEAN ANALYSIS

Pork Bellies are the raw material for bacon of all types. In today's market, pork belly prices have increased dramatically due to higher demand and reduced supply, for various reasons. Taking advantage of this additional margin is a priority for all Bacon producers, one way to do this is to "grade" the bellies for several factors. Fat/Lean Analysis systems can provide the means for this grading.

FAT/LEAN ANALYSIS SYSTEMS GRADING PARAMETERS

Fat Content – In many processing plants, fat content will determine which slicing line the particular product enters. From high-quality cuts for premium labeled product to lower-valued product lines and private label products for lesser quality cuts.

Size – Many times the thickness of the belly is used to determine which slicing line or batch the product will enter based on the best fit for the product line. By using this factor, yield can be improved, resulting in reduced giveaway on net weight bacon packages as the belly size better fits the "package". Bellies can also be sized by width, length or total volume to determine the best fit for the belly in the processor's systems. This precision grading process can add 1-3 cents per pound to the producer's bottom line.

BETTER TOGETHER

One of Friesen's partners is FOSS Analytics. FOSS is the leader in Automated Fat/Lean systems across North America. They are a global company with headquarters in Denmark.

FOSS

The FOSS Meat Master II is capable of all of the analytics described above that are needed for the grading of bellies, as well as providing data for Friesen's integrated sorting systems. This partnership has been fostered by successful projects around the country with Friesen's providing engineering and layout services for the end-user, integrating the FOSS equipment, and providing top-quality equipment that only Friesen's can envision.

Friesen's out-performs the competition with the engineering of these sorting systems. By utilizing creative lift/drop gates, side drive divert arms, and other methods of mechanical innovations, we are the chosen partner for FOSS in belly production/sorting and all areas of the Fat/Lean analysis systems.



PRE-COOK BACON

Friesen's has been involved in enhanced pre-cook equipment design since 2004. Our sales, applications, and engineering teams are challenged to continuously enhance equipment required to produce precook bacon and bacon bits as related to consumer food safety, sanitary design, employee ergonomics, product chill designs, and possible product loss during transfer points while increasing throughput for our customers.



We at Friesen's are very proud to say we believe our Friesen's team leads our competitive industry in both precook bacon slice material handling and precook bacon bits handling from prior to cook to your choice of finished packaging equipment.

We ask you to challenge our Friesen's team in supporting your opportunities in precook bacon and precook bacon bits.



PACKAGING

PRIMARY & SECONDARY PACKAGING

There's nothing more American than Bacon, and for almost 50 years, there were no technological innovations for slicing or packaging. At the turn of the century, the equipment manufacturers in slicing had saturated the cold cuts market and were looking to expand their equipment portfolios. This led to a new focus on precision bacon slicing with substantial yield improvements, speed increases, as well as a much more hygienic design. In similar fashion, pork producers had relied on Curwood 618's (1950's technology) to provide vacuum skin packaging to their retail packages; however, the evolution beyond this existing technology was slowed by the 618's proven packaging technology and small equipment footprints. Interestingly enough, the evolution of club stores were born. This created a demand for reducing package leakers as multiple single packages were now combined into master club packs. This meant only one package had to leak for master club packs to be rejected by consumers that subsequently led to increasing food waste, supplier costs, and consumer dissatisfaction.



This combination of specific requirements for speed with a near zero leaker percentage created a change in packaging demands. Today, we see many pork producers have already transitioned or are transitioning to horizontal thermo-formers that can operate at lower life cycle costs (e.g. less moving parts), increased throughput, and a major reduction in leakers. The only obstruction for most suppliers ability to migrate to thermo-formers is that most pork producers are challenged with the availability in the floor space requirements that are needed by improved equipment technologies.

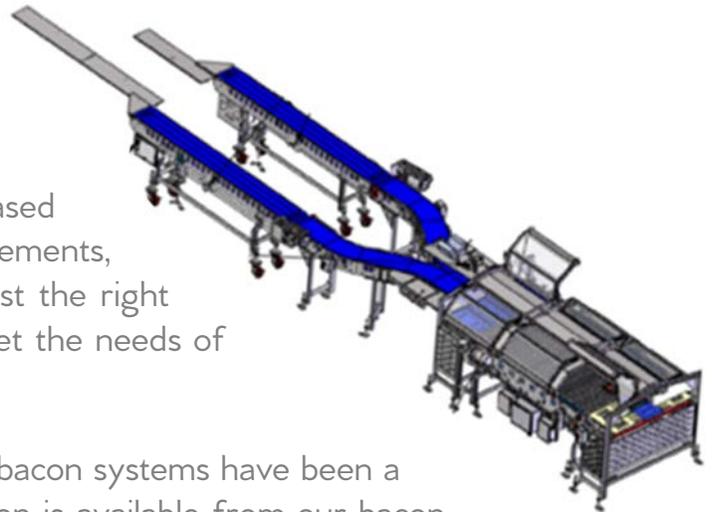
HOW FRIESEN'S CAN HELP YOU

This is where Friesen's has found a very unique niche in primary retail bacon packaging. For the last decade, Friesen's has been delivering slat diverters to gently transition bacon drafts to both sides of thermo-formers while simultaneously turning bacon drafts 180 degrees and integrating single or multiple rework stations for off weights. Our bacon experts can also design the infeed loading stations with manual loading stations that can present the bacon drafts to the packaging machines with minimal product interference and maximum throughput, eliminating the speed of the operators as the bottleneck.

The packaging machines also have the ability of running stack pack and layout bacon, as well as microwave foodservice and bacon bits, which further adds flexibility to the consumer demand with minimal changeover. Friesen's wide offering of custom solutions can also adjust to these needs with ease for maximum flexibility.

Lastly, once the product has reached secondary packaging, a Friesen's custom total line solution can be integrated to take your product all the way to the freezer. Based on floor space constraints and ROI requirements, a custom solution can be proposed with just the right amount of flexibility and automation to meet the needs of the customer.

Friesen's has many core competencies and bacon systems have been a major part of our business. Free Consultation is available from our bacon experts who have already executed numerous solutions.



YOUR BACON
SYSTEM EXPERTS

DEPARTMENT SPOTLIGHT

Friesen's Production Team



DL: David, tell us a little bit about your work history and the dynamics of your production team.

David Schafer: I have been in metal manufacturing for about 30 years, with aerospace, medical, automotive, and food industries. The Friesen's production team has a vast range of experiences as machinists, fabricators, tig welders, laser operators and many others. They take pride in the work they do so our customers receive high quality robust equipment.

DL: How has the pandemic affected your ability to service our customer base?

David Schafer: Raw materials have been very challenging to attain within our timeframes, out bound logistics are much more scarce, and keeping our internal employees safe and motivated are a few challenges we see today.

DL: What changes have been implemented to accommodate the current environment?

David Schafer: We are keeping much more raw material stock on hand, we have reached

out and qualified more logistic companies for our shipments, internally we have implemented plant wide sanitation 3 times a day, motivation wise, we are having an October chili cook-off with 10 teams the rest of us are going to judge a winner.

DL: What is your plan for the future of plant production at Friesen's?

David Schafer: We plan on continued quality, on-time shipments and growth. We will be certifying our welders through Minnesota State Technical College here in Detroit Lakes this November 2020.

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

David Schafer: Tools and steps to ensure customer expectations - I will refer to our quality program as each and every step of the process is quality controlled from engineering to shipping and service. There are checks and balances throughout the process and finally an internal F.A.T. is completed for each piece of equipment that is built.

DL: Talk about some of the equipment and upgrades that Friesen's has implemented in the last few years to better service our customers.

David Schafer: In 2016 we installed a 6K fiber optic Laser with automation. In 2017 we installed another CNC router for the UHMW parts as well as a Bar feeder CNC Lathe. In 2018 we installed 2 CNC press brakes. In 2019 we installed 2 state of the art metal finishing bays, 2 CNC turning centers and 1 CNC Lathe. With this added capacity we better service our customers by being very efficient, accurate and can adapt to the ever changing food environments.

DL: You were the project manager for the building upgrades, can you talk about the work that was done and what were your favorite parts?

David Schafer: The building upgrade included expanding our Engineering groups, Purchasing groups and Financial group as well as putting a fresh look to our building in the reception areas with added conference rooms. In two of those conference rooms we built the furniture as we also built the staircase that run upstairs. We also added the Metal Finishing Facility on the South side of our factory that increased our finishing capacity. My favorite part would be our cold room or lab for testing our equipment in the customers plant environments. This room is fully wash down with temperature control to drop into the 30 degree range.

A COMMITMENT
TO EXCELLENCE

CHILI COOK-OFF FUN

Friesen's had their first annual chili cook-off and the smells were fantastic. Lots of smiles and full bellies were had, to see how much spice is just the right amount. The boys emerged victorious with enough spice to set your hair on fire.

Second Place:

Kari Friesen, LaRae Danielson, Kalyn Willson



First Place:

Ward Luneburg
Theo Dalbec
Jeremy Cameron
Ron Doll
Pete Beavers



Standard Features

- HMI with User Centric Design
- Safety Redundancy with CAT 3
- Reliable Non-Contact Interlocks
- High-Visibility Machine Status
- Easily Accessible Grace Port
- Auxillary Operator Station
- Remote Access Support Capability
- Easy-to-use Pallet Configuration Tool

HMI with User Centric Design

- Uniform Across all Machines
- Less Training Time
- Faster Changeover and Fault-Recovery
- Improved Machine Maintenance



Service Support

- Extensive Service Team across the Country
- All machinery is Remote Access Capable
- FANUC Certified Technicians
- 24/7 Live Service Support




Erect

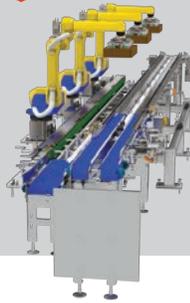


Case Erectors Bliss Formers

- Slow to High-Speed
- Ultra-Small to Oversized Case Sizes
- Glue or Tape
- Random Robotic Case Erecting



Pack



Case Packer Partition Inserter Bag Inserter | Uncuffer

- Robotic Top Loading
- Robotic Insertion of Chipboard or Corrugated Partitions
- Bag insertion for perforated roll stock



Seal



Case Sealer Bliss / Side Sealer

- Slow to High-Speed
- Ultra-Small to Oversized Case Sizes
- Glue or Tape
- Random Infeed



Palletize



Robotic Palletizers

- Standard compact cells for single production lines
- Custom solutions for central palletizing systems, high payload or speed, unique products or integrated systems

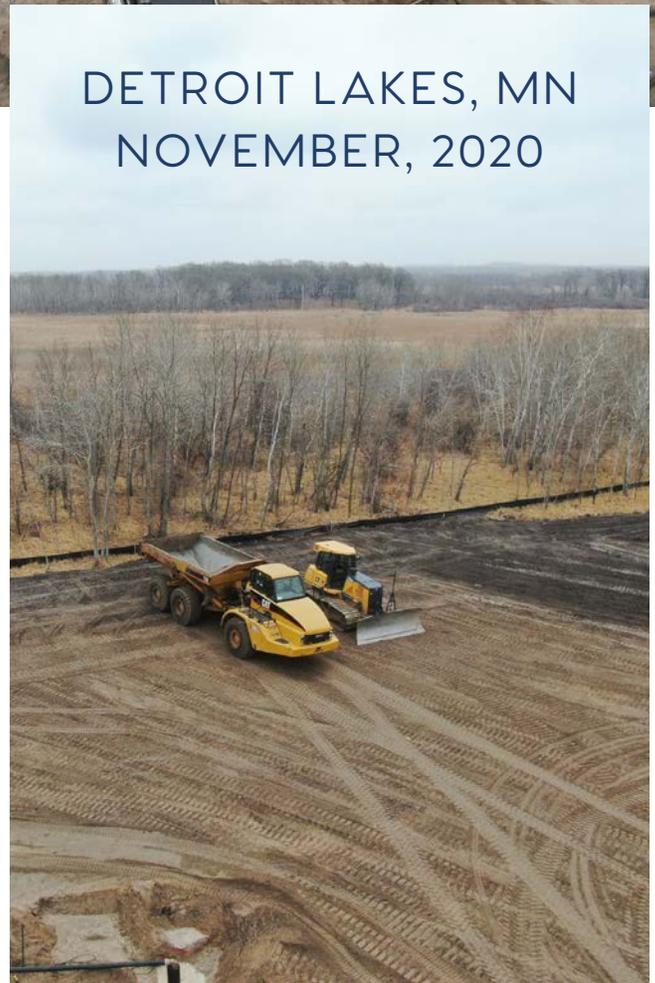
EXPANSION UNDERWAY



DETROIT LAKES, MN
NOVEMBER, 2020

We're Expanding...

Friesen's is announcing a 20,000 foot expansion of their existing factory. The brick and mortar project comes after 3 consecutive years of building expansions, office renovations, and major equipment upgrades such as a 6,000 fiber watt laser, multiple CNC's, satin finishing bays, and passivation capabilities. The expansion is to include a state of the art parts warehouse and additional space for equipment assembly. The additional floor space will accommodate larger system FAT capabilities along with expanded integration capabilities.



NEW HIRES

welcome to the TEAM!



In a lot of ways, Jason is coming home as his parents live locally near Detroit Lakes. Starting his career at the University of North Dakota, Jason has experience in Automation, R&D, and Business Development. He is technically creative with a fun hobbies including modifying kayaks with fun gadgets like trolling motors and depth finders. He's also built his own gun range with 30+ different targets.



This proud dog owner of two is joining Friesen's to lead our second shift production team as our business continues to grow.

Jason Mott

ASSISTANT PLANT MANAGER

welcome to the TEAM!



Sometimes in life, it's fun to change gears and try something new and exciting. That definitely holds true for Friesen's with abundant opportunities for creativity and career growth. Jen has developed her talents working for an optical clinic and has now joined the Friesen's family.

Jen has a passion for anything outdoors with her favorite hobbies being fishing and hunting. She stays busy as a mother of 3 beautiful children who fill her life with joy. Welcome to the Family, Jen!



Jen Lindblad

PROCUREMENT ASSISTANT



THANK YOU!

11.11.20 This Veteran's Day we congratulated our veterans who have kept Americans around the world safe during both times of peace and conflict. We are absolutely thankful and honored to have these wonderful heroes as part of the Friesen's team.

Please join us in extending a special thank you to these brave people who now contribute to the success of Friesen's. This year, on Veteran's Day, Friesen's congratulated and recognized our team with a special ceremony as a sincere gesture in saying THANK YOU.

Attendees include: Pete Beavers, Jenny Lindblad, Jason McKeever, Michael Kramer, Shaun Millward, David Schafer, Adam Moenedick, Pete Greisen, Dave Fouquette, Mark Boulware, and Jacob Baer. Not pictured, Brandon Ketter and Thomas Warweg.



SALES UPDATES

Apprenticeship Program

Please join us in congratulating Andrew Friesen as the first graduate of Friesen's apprenticeship program. Andrew has worked in Friesen's parts department for 10 years and has earned a reliable reputation for follow up and execution.

The apprenticeship program included 6 weeks with the applications group, 2 weeks in design engineering, 2 weeks in controls engineering, 1 week with field service, 1 week with production, and 6 weeks with the sales team. At the end of each course, Andrew made a presentation to Sr Management to ensure his learnings and sharpen his presentation skills. Amongst the training, he learned the basic elements of Autocad, the internal process at Friesen's, and the best way to respond to the customer's needs in a timely and efficient manner.

As a result of this graduation, Andrew has been promoted to the West Coast Regional Sales Manager position and will be relocating from Detroit Lakes, MN to Las Vegas, NV. This should ensure rapid response to our customer's needs on the West Coast to further support Friesen's sales support structure.





Andrew Friesen

WESTERN REGIONAL SALES MANAGER

Please put your hands together to celebrate the promotion of Andrew Friesen as the new Western Regional Sales Manager.

Andrew's ambitious personality, along with 10 years of company loyalty, will place him as a valuable asset to maintain and grow the West Coast business for Friesen's. Andrew's recent graduation from the Friesen's Apprenticeship Program will help prepare him to best support our valuable customers.

Welcome to the TEAM!



John Dattilio

EASTERN REGIONAL SALES MANAGER

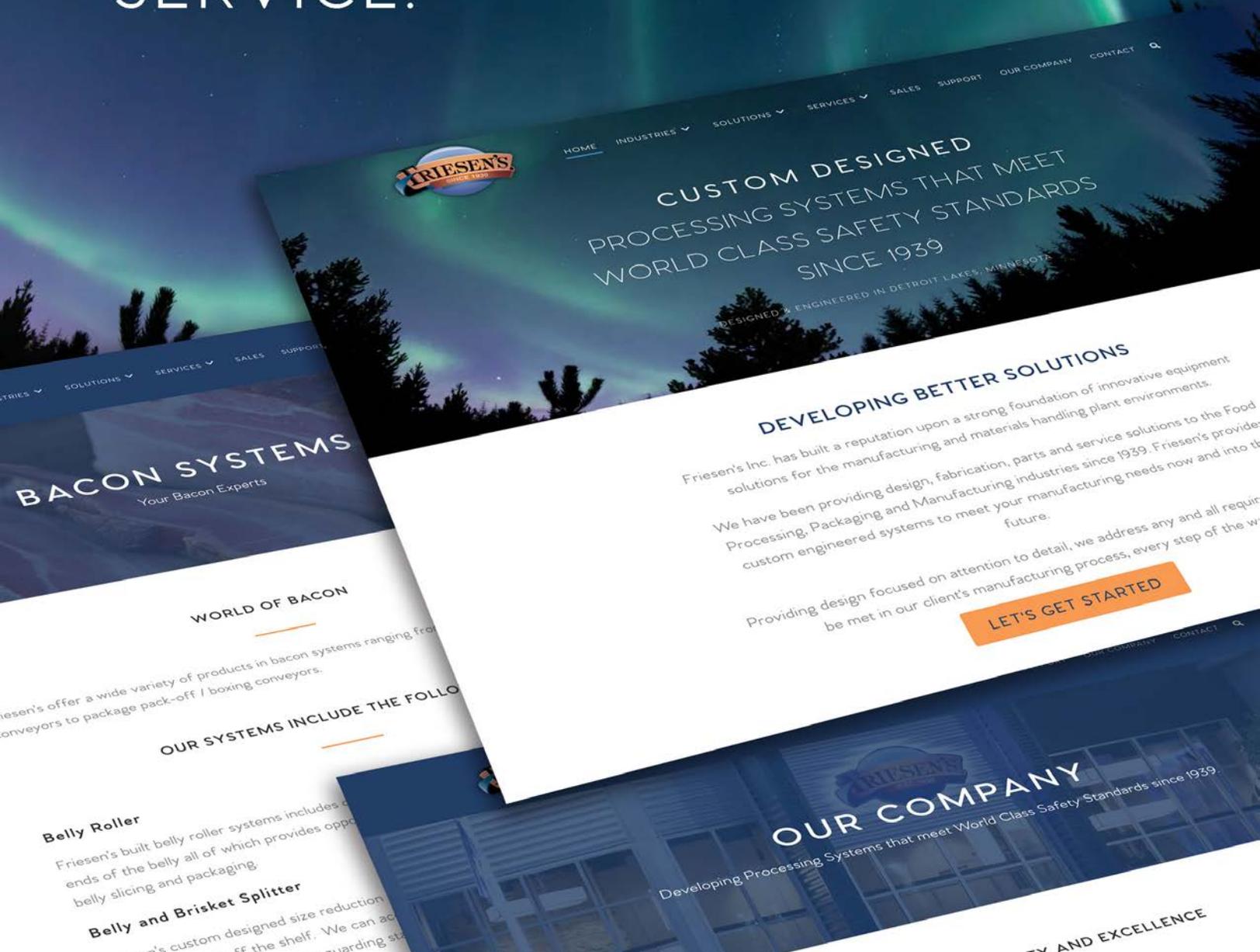
John comes to Friesen's from a business development career in food plant engineering and construction. He's always had a fascination with electro-mechanical equipment and is excited to be representing Friesen's on the East Coast.

His hobbies include ethnic cooking from different parts of the world. He also spends his free time in home improvements, refinishing guitars, and exercise like rollerblading, hiking, and mountain biking.

Please welcome John to our Friesen's family.

KEEPING THE
METAL MOVING

NEW LOOK,
SAME GREAT
SERVICE.



Visit Our New Website

After months of hard work and dedication, we're delighted to officially announce the launch of our new website on October 15th, 2020. We wanted to make the new website faster, easier to navigate, and more user-friendly. Visit www.friesensinc.com today to view our food processing equipment and systems equipment processing portfolio.

FOSS

FRIESEN'S & FOSS PARTNERED SINCE 2016

CUSTOMIZED SOLUTIONS FOR ANY PLANT



The smart-enabled MeatMaster™ II is the leading in-line fat analyzer offering unmatched accuracy.

Easy to integrate 'in-line' into production, scanning up to approx. 50 tons per hour.

Standard options include measuring of fat content, weight determination and inspection for foreign objects.

www.fossanalytics.com
(952) 974-9892

GIVING BACK



November Food Drive

A huge thank you to all of the Friesen's employees who participated in the November Food Drive! We donated 229 pounds of food and \$150 cash!

Lakes Area Kinship Program Donations



For December, Friesen's will have a donation box for the Lakes Area Kinship program. They're in need of diapers, wipes and winter gear; as well as cash donations. Donations can be dropped at the reception desk.



THE INDUSTRY LEADER IN BULK INSPECTION SYSTEMS

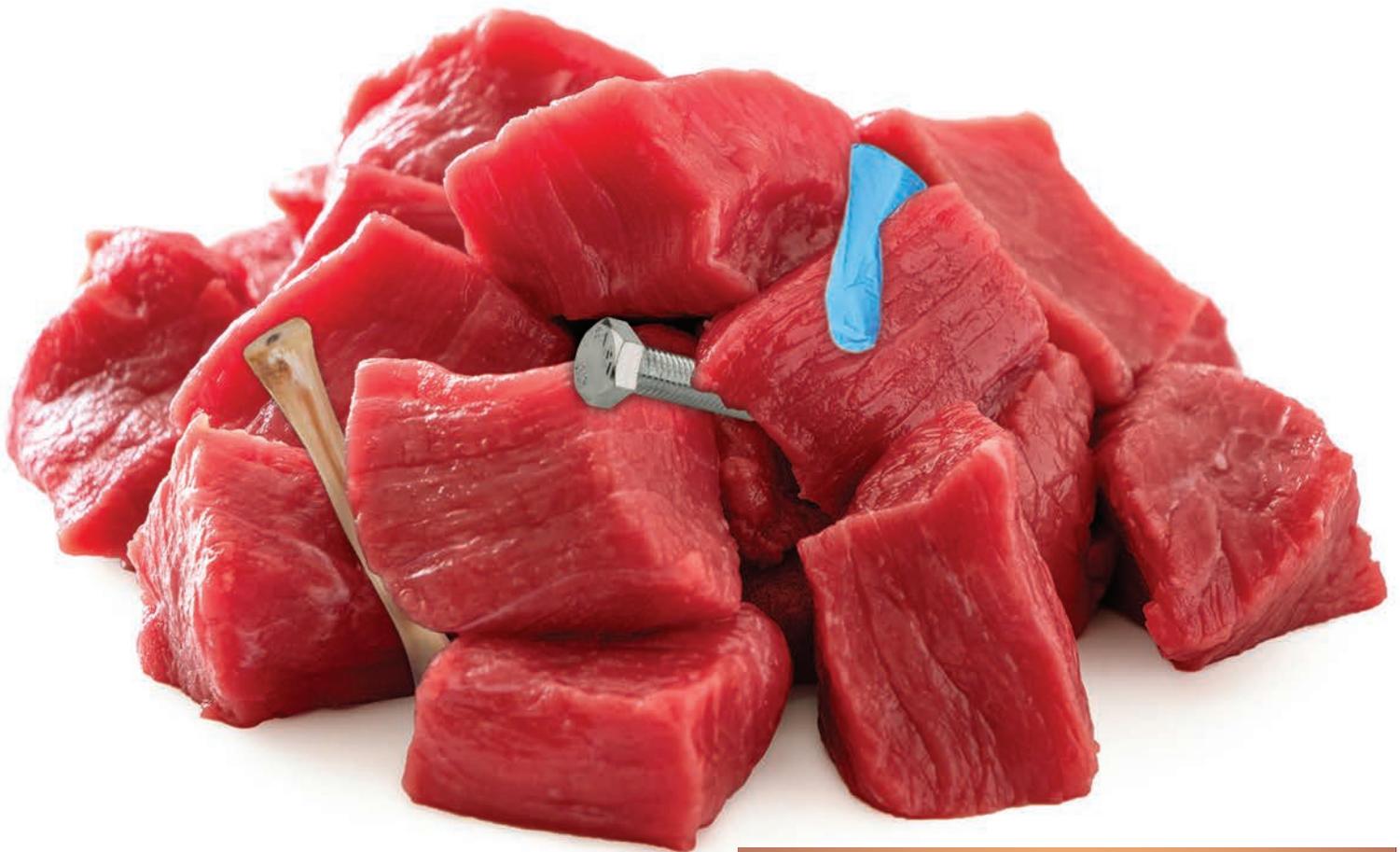
X-RAY



METAL DETECTION



VISION



**CUSTOM SYSTEMS
INTEGRATOR**



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VIRTUAL EVENTS

Join Us for our Virtual Events in February

Targeting February of 2021, Friesen's will be hosting virtual events to display the latest technologies in trim management systems. Partnering with FOSS, the line will be live in Detroit Lakes, MN, and sign-ups will be orchestrated by your sales professional.

As part of the promotion, you can enter for the chance to win a FREE iPad Mini by following Friesen's on LinkedIn and attending one our virtual events. Contact your sales professional for more details.



PROMOTIONS

Congratulations to our employees who've been promoted!

Michael Kramer – Controls Lead

Bryce Yokom – Controls Manager

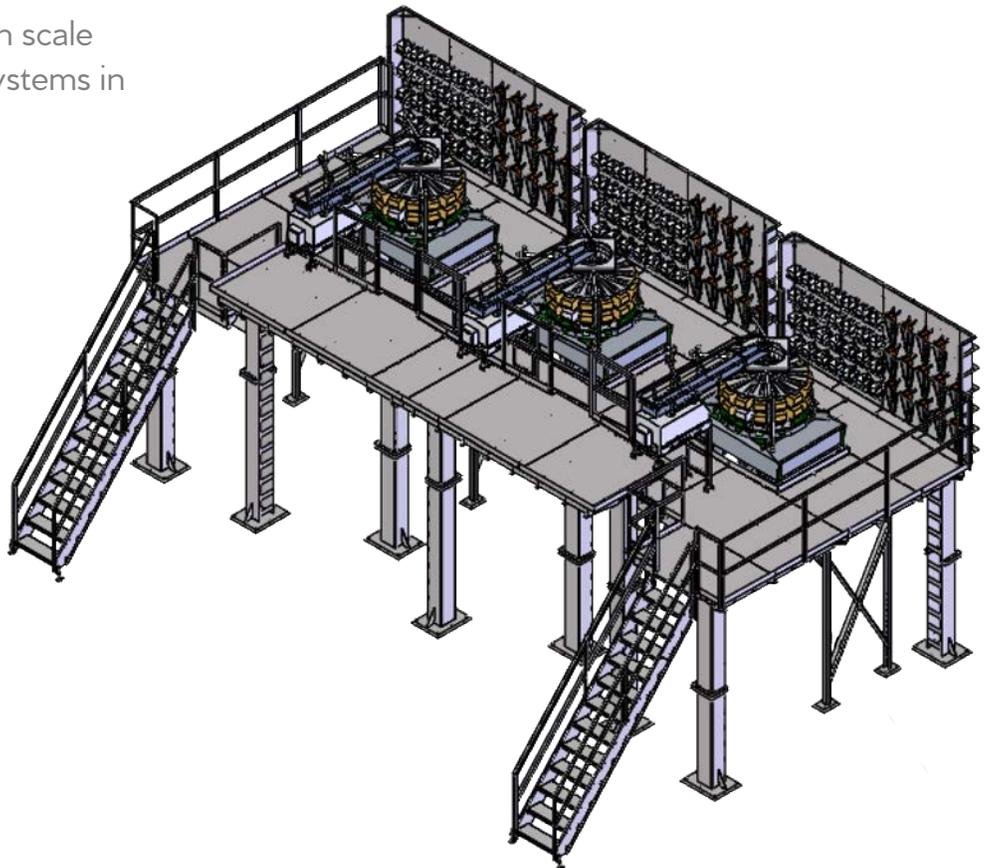
Kristen Ketter – Procurement Manager

Andrew Friesen – Western Regional Sales Manager

Congrats!

BE ON THE LOOKOUT....

Watch for information on scale decks and rotary scale systems in our nex newsletter!



CUSTOM DESIGNED FOOD PROCESSING SYSTEMS *by Friesen's since 1939*

**DEPENDABILITY
YOU CAN TRUST**

We've been designing and delivering customized engineering solutions for food processors since 1939.

Engineering is the backbone of Friesen's approach. Our in-house engineers are expert system integrators.

24/7/365 Nationwide service and support guaranteed.



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