



the
DL

Volume 9 | October 2022

HIGH-SPEED MERGES EDITION



BE THE GO-TO IN THE INDUSTRY



Technology Spotlight:

HIGH-SPEED MERGES

Friesen's has been designing and building high-speed merges for years; however, it first started when our customer base was looking for high-speed merging solutions behind thermoforming machines. What was available in the market at the time was antiquated with a complex design for trouble shooting. Additionally, the level of hygienic design was not up to par of today's sanitary standards.

Given these reasons, Friesen's invested in building a high-speed merge that could be easily maintained with local generic parts in sanitary execution. Today, Friesen's has built up to 8 lanes coming off a thermo-former and merging at very high-speeds. Additionally, there are options for push button changeover from multiple tracks to multiple tracks. For example, if you're running lunch meat in a 4 track (e.g., 4 across) setup and there is a need to instantly change over to a 2 track (e.g., 2 across) setup with both merging to one track, this can now be accomplished without mechanical changeover. Instead, simply pushing a button.



Since these early days, merging has become incredibly more diverse, and much faster. Slat Diverters are now a major part of the Friesen's portfolio offering a gentle way to merge from 1 track to 4 tracks (or 3 tracks). One of the most popular applications are bacon drafts in which the bacon drafts need to "stay together" even while merging. This is popular as one slicer can feed both sides of a thermoformer, as well as up to two check weighing stations. This technology has been incorporated into some of the fastest, most efficient bacon lines in the country.

Another application that has driven the need for high-speed merges are incorporating several high-speed baggers into one case packing line. This can also bear fruit when needing to merge finished packages into foreign material inspection, thus lowering the investment costs for incorporating technologies like metal detection, X-Ray, and other sensor inspection systems. Friesen's now has experience with various designs such as over-under merges, overhead sweeps, spaghetti belting, and countless conveyor options utilizing speed up belts.

Merges are one of the most integral technologies in any production facility. But, unfortunately, it often get's overlooked as to how much experience is required to successfully design. This is especially important



both in controls and mechanical execution. The algorithms and programming required for these merges are thoroughly tested in Friesen's advanced internal FAT process. Did you know that before any systems are shipped from the Friesen's factory that each department lead has to visually inspect, test, and sign off on performance prior to transfer to the shipping and crating department? Now, that's taking quality to the highest level.

Case handling also comes with it's fair share of merging challenges. Many facilities have case packing solutions at the end of each processing / packaging line, but then, turn to central palletizing in a remote part of the building or near the shipping docks. These lines can have several merges and bar code scanning for integrated sorting. Mixing systems into a larger master system has become Friesen's biggest core competency. Case merging can also be

important in blast freezers with a “First In / First Out” execution. These systems effectively transport cases from every part of the building and feed the blast freezer before then, being merged and sorted again for final palletizing.

The applications for merging are apparent in almost every facet of production and packaging. Consider Friesen’s experience and consultation to tackle your most complex high-speed merging opportunities.



NEW TECHNOLOGIES

ARKU DE-BURRING AND FINISHING

Our newest team member is the ARKU unit. This unit is remarkable in its ability to deburr cut stainless steel to a fine finish. With the efficiencies gained from avoiding taxing hours of manually deburring, our production team can focus their artistic metal working abilities into more rewarding jobs. The finish promotes employee safety for our valuable customers.



HELIX FLIGHT

Before Friesen's implemented the new Helix flight making machine, Friesen's depended on hand welding and outsourced flight building of our augers and screw conveyors. The art and craftsmanship of our production team in these endeavors are respected. With that said, this cutting edge equipment is unique in that it's one of the first of its kind in North America offering more consistent quality, reliability, and at the same time, reducing variations in the flight execution. The match-ups are greatly improved while reducing labor in the welding and grinding process. This will help our business grow as our talented production team can focus on other areas of the factory.



LASER ETCHING

Boiler Plates and serial number tags will soon be a thing of the past as Friesen's embraces the new technology of laser etching. We are currently testing and about to launch this new technology for an even more sanitary design. The etches will soon replace serial numbers, caution labels, safety labels, asset numbering, as well as portraying the Friesen's Logo. As your Friesen's representative today for more information and launch dates.



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Friesen's designs and manufactures innovative automated processing system solutions for the top fortune 500 Consumer Producing Companies in the world. When you join Friesen's, you'll be working as a Team with individuals who are dedicated to producing outstanding equipment to meet our clients' needs. We're hiring for the following positions:

- Field Service Technician
- TIG/MIG Welders
- Sandblast
- CNC Machinists
- Applications Engineers
- Router / Laser / Waterjet Operators
- Logistics
- Saw Operators
- Press Brake
- Mechatronics Technicians
- Automation Controls Engineers
- Design Drafter
- Metal Finishing
- Mechanical Engineer
- Electrical Technicians



WELCOME TO THE FAMILY

We're grateful to have these talented individuals on our team!



Austin Sutherland
MECHANICAL ENGINEER



Ted Milz
MECHANICAL ENGINEER



Shane Bergeron
BUILDING SUPERINTENDENT



Tiffany Strehlow
RAW MATERIAL COORDINATOR



Susan Collins
ACCOUNTS PAYABLE



Cora Schultz
RECEPTIONIST



Madison Olson
ADMINISTRATIVE ASSISTANT



Tom Hunter
SERVICE / INSTALL MANAGER



Francisco Blanco
SANDBLAST / METAL FINISHER



Randall Cook
CNC MACHINIST



John Lindstrom
TIG / MIG WELDER



Jason Berger
TIG / MIG WELDER



Cody Harris
ELECTRICAL TECHNICIAN



Kenneth Hampsmire
GENERAL LABOR



Brian Hammer
MANUFACTURING ASSEMBLER

ICE CREAM SOCIAL

One may not believe that it can get hot in Detroit Lakes, MN, but that guess would be wrong. Summers temps can reach into the 90's, making it the perfect temperature for water sports, sunbathing, and yes, of course, Ice Cream. That's exactly what Friesen's offers on the dog days of summer. It's the one of the best ways to cool off.



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DEPARTMENT SPOTLIGHT

Friesen's Service Team



Left to Right: Back Row: Dave Fouquette, Walker Martin, Brandon Ketter, Chris Sanders, Dan Evenson, Tom Hunter, Isaac Wurst. Front Row: Bryce Yokom, Kirk McDonald, Shantel Jutz, Cody Harris, Jason Vandermay.

DL: Tom, tell us a little about yourself and your experience as you further your career here at Friesen's.?

Tom Hunter: I spent 24 years in the Navy, and 20 in Coastal Riverine Forces. I like to joke that I did 3 things in the Navy, drove boats, shot guns, and went camping. I was fortunate to serve with some of the very best out there, men and women that represent all walks of life, not only in the American military but in services from other nations. Later I spent a few years at a small

glass company and then moved to JLL/Amazon. I was lucky to lead some excellent technicians as the Maintenance Manager of the launch team for BOI2 a 2.5million square foot Amazon fulfillment center in Boise Idaho.

Covid in 2020 sent everyone home from work, and my wife was no exception. Early this year Page's company made the official decision to not return to offices, allowing nearly all of them to work from home. After many years of living far away, this provided an opportunity to live near her family once again. Page is from Barnesville, and still has 2 sisters, a brother, and her parents living in the area, so now...here we are.



DL: Of course, being new to Friesen's, there's a lot to "take in". What is your vision for servicing Friesen's customers and how do you plan to support the incredible growth?

Tom Hunter: I have lofty goals, most of them rest upon the sales team getting us tons of work. I'd like to see 9-12 service tech's split across large regional sections of the US. A team where regular visits correlate with customer planned downtimes and teams arrive at installs having tested the equipment themselves in DL. With techs regularly visiting the same facility and developing deep relationships with the customers at those locations. I want our techs to have a quality of life that means they can expect a certain amount of travel to places they are familiar with and on a schedule that allows them to also be assets here in DL.

DL: We assume there was a major sense of urgency when you worked for Amazon. What lessons learned in that fast-paced environment do you feel can be implemented for Friesen's service?

Tom Hunter: There are a few, but the top 2 I'd say we could apply are:

If it takes 5 min or less you need to do it right now.

Be extremely customer-centric, everything in an Amazon building is measured against whether it will impact customer experience. If it doesn't impact customer experience, it's 3rd tier and may never get addressed. However, this isn't a bad thing as it makes you over time recognize how everything you do needs to work towards that one goal.

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

Tom Hunter: Communication is key, as I slowly get my name out there to our customers, email responses and text responses are important. Those are really my key tools, email and text, it may seem minor, but at the end of the day people want to know you heard them. In order to meet the “ask” of customers, once I am really humming along, I will start working on backward paths and making comments like “we have 6 workdays left before the ship date we agreed to, how many steps do you have left, and will we meet them all? “

DL: With the existing shortage of labor in the industry, do you have ideas for helping our customers improve uptime efficiency? Are there support programs that you’d like to develop to support customers with labor shortages?

Tom Hunter: I have a couple of ideas, and they are tied into a 9-person field team. I’d like to see us have planned scheduled customer visits, purchased at the beginning, and used to bring an experienced Friesen tech into their site, at known intervals, and on planned dates for our own inspections. Purchased in advance, they could be offered at a discount, and even come with call support or priority parts access. There is plenty of costs associated with unplanned downtime and getting in when our customers are doing regularly scheduled downtime to do our inspections would reduce downtime related to anything we produce and could go a long way towards solidifying Friesen’s name as the go-to in our industry.

DL: What advice do you have for customers or prospects that want a full Friesen’s turn key solution that could involve both millwrights and electricians? What steps would ensure the best chance for a successful installation and startup?

Tom Hunter: While Friesen’s can be the one-stop for your needs, there is an increased responsibility on the part of the customer. Better access up front, more clarity on the process, the expectation, and a timeline that moves across the calendar. If you (the customer) are late with something, they’d need to expect the entire project moves that many days to the right on a calendar. We can control our own teams’ schedules (to a degree) but we cannot manipulate our sub’s and once dates are planned they need to be met, or have ample time for all sub’s to be reallocated.

Tom Hunter: I like to use this phrase as often as I can. Great is the enemy of Good, Good is the enemy of Great. If you want to understand how that is, please ask me, it’s worth the 3min of time and might just help us out.

DL: Tom, welcome to the team. Your fantastic attitude is already contagious within the organization. Thank you.

FRIESEN'S FUN

Ladies Night

“THANK YOU” to Grandflower Farm for hosting our bloom social for the lovely Friesen’s Ladies. Our bouquets are full of your beautiful farm-fresh flowers. Not only are these ladies employees or spouses of employees, but they are part of our TEAM!



SUMMER BBQ

As we all know, Friesen's main industry is the food industry and this makes Friesen's one of the best places to work. We are constantly introduced to great foods. In this case, as employee appreciation, the senior management team provided a BBQ to the entire company. Out front, the food was grilled up by our President, Brett Friesen, as he shows our appreciation for our great colleagues and team members.



GIVING BACK

Meat Me in Memphis

Meat Me in Memphis is the annual fundraiser for the **Monogram Foods Loves Kids Foundation**. It is one of the largest single-night fundraisers in the Mid-South. The event hosts live music, a silent and live auction, food to taste from notable chefs across Memphis and a night of fun for all who attend! Our very own Shane Peterson represented Friesen's at the event after contributing to the need in the highest category "Trail Blazers". The Friesen's team is delighted to be partnered with the Monogram team for this very important event.



IN PRODUCTION

When taking a tour at Friesen's, you never know what you might see. Even though, a large percentage of our projects are full systems, we do offer product lines that can be purchased individually.

On the Friesen's production floor, we have several powered turntables designed custom for a valued customer's pack out floor. These accumulation zones are tailored to custom dimensions required for the job.

Also, on the floor are decanting conveyors. Designed with a water fall effect to wash off incoming spice bags and/or deli logs prior to the packaging room. This is an automatic process and ensures the highest level of hygiene.



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WATER CARNIVAL



Friesen's supports the community by engaging in events such as the Annual DL Jaycees Water Carnival. The Water Carnival has been a long-standing Detroit Lakes tradition for more than 80 years! Friesen's sponsored 1 team (Kristen, Jen, Brandon, Dan, Issac and Tamie) who entered the Water Carnival fights and went head-to-head with the Detroit Lakes Fire Department, Sanford Health, & Green's Plumbing. They held their own against the Fire Fighters and Green's Plumbing, however lost in the final battle rounds to Sanford Health. Money raised from each years Water Carnival goes towards organizations around the community such as the Food Pantry, Camp Confidence Learning Center, Dollars for Scholars, Essentia & Sanford Health, Lakes Crisis Center, and many more!

WORK HARD
PLAY HARD

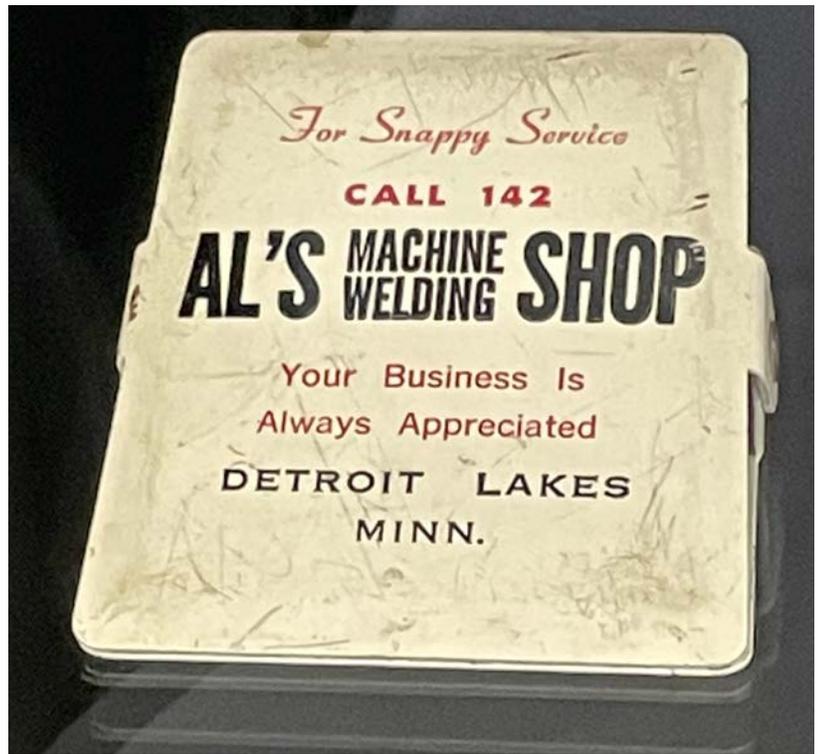
FOR THE HISTORY CABINET

INTERESTING FACT:

Check out the phone numbers in these photos. In the older advertisement, you can see the phone number is only 3 digits. In the more recent, we see a 7 digit phone number, which still predates today's 10 digit phone numbers.

Recently a local supporter provided a neat part of history to Friesen's. In the photo below, it appears the item is from the early days of Friesen's when mink processing equipment was a key part of the business.

These pieces of history have been added to the Friesen's history cabinet in Detroit Lakes, MN.



HyperScope

HYPERSPECTRAL SEAL INSPECTION OF RIGID FOOD TRAYS & POTS



Contamination in the seal of rigid plastic packages causes important issues for food producers as it may lead to leakage and consequently reduced shelf life, health issues and even expensive recalls with potential brand damage. As such automatic detection of contaminated seals is important for both food safety and packaging production automation. Engilico, specialist in in-line seal inspection for flexible packaging, now introduces a seal inspection solution for rigid trays, pots and thermoforms sealed with plastic or thin paper film.

The HyperScope™ solution is based on hyperspectral imaging (HSI). This technology enables to obtain images with much higher contrast than traditional vision systems and can even detect contamination through printed films. Typical applications are the in-line inspection of trays with meat, cheese, seafood and vegetables.

In-line, 100% inspection

In an industrial food production environment, a hyperspectral system is implemented as an in-line, 100% seal inspection system that can check up to 160 packages per minute. Every package is inspected and the system issues a signal to an ejector to reject packages with seal issues. The "core" of the **HyperScope™** system is situated in the software controller that uses GPU-accelerated artificial intelligence to instantly recognize the orientation of the package, and to analyze the seal quality. All information is displayed in an operator-friendly user interface to provide feedback on every package. All production related data, such as product type, number of good/bad packages, date, time is saved to monitor the production quality.

In general, in-line seal inspection enables customers to realize better packaging quality, higher packaging productivity, end-of-line automation and reduction of manual inspection.



Visual image

When product and film have similar colors (yellow-on-yellow), contamination in the seal is not visible



Hyperspectral image

The higher contrast reveals contamination (red) in the seal (green mask)

CONTACT

Engilico Trading LLC
 2 Cityplace Dr - Suite 200
 St Louis, MO 63141 - United States
 andre.bihan.thomas@engilico.com
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FRIESEN'S AT DAWN

One of Friesen's long time employees, Ed Harris, was inspired one July Morning when he was walking into work. He stopped for a moment to take this beautiful photo with the sun coming up from the East.

It's a beautiful photo and now we know one of the extended talents from one of Friesen's longest tenured employees.

Thank you, Ed, for your artistic eye.



BE ON THE LOOKOUT....

Watch for information on Friesen's bacon rolling and side strapping systems in our next newsletter!

ENJOYING THE DL?

Your thoughts matter. If there is anything you'd like to see in future newsletters, please let us know and we'll take it into consideration!



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