



# Protein Insights

## Newsletter



### A Letter from the President

Dear colleagues,

The JBT Protein North America team is fully committed to bringing you business solutions that help you improve efficiencies and up-time, increase line throughput and deliver high quality products.

We have implemented a new business structure that was developed based on customer-backed segmentation that aligns with how our customers and industries operate. These new segments – Primary, Secondary and Further Processing – now offer dedicated resources, including a dedicated General Manager who oversees each segment as well as dedicated sales, service and product development teams. Customer Care has also been elevated as its own business segment, focused on serving customers for life. You can count on support not only when you purchase and implement business solutions, but also through the years JBT products are in your line.

You can expect:

- Better response and resolution time for service calls on your current products
- Improved lead time and more proactive communications about new products
- Continued innovation to help you bring the latest solutions to your lines
- Expanded training on current and new products
- Dedicated research and development for new market features

We have also hired a new program manager to lead our iOps® System expansion. Eric Lescourret is leading an effort to deliver technology innovations that equip you with information and insights to help you more efficiently operate your processing lines.

Thank you for your continued trust in the JBT team, we look forward to continuing to serve you through your entire line.

Augusto Rizzolo

## Equipment from JBT Foodtech: Protein North America

*We're with you right down the line.*

### Primary Processing

State-of-the-art equipment designed to your specifications for chilling and initial processing of raw materials like poultry, meats & seafood into food commodities for both human and animal consumption.

### Secondary Processing

Value added processing with groundbreaking JBT automation, marination and inspection solutions that improve yield, reduce labor as well as improve and verify product quality. Injection equipment with best-in-class technology made just for you.

### Further Processing

You've painstakingly developed recipes and manufactured foods distinct to your brand. JBT offers cost-saving equipment uniquely designed and hand-crafted to your specifications. Bread, Cook, Steam, Roast, Sear, Proof, Bake, Coat, Fry, Cool, Chill, Freeze and X-ray; the list goes on and on.

### Customer Care

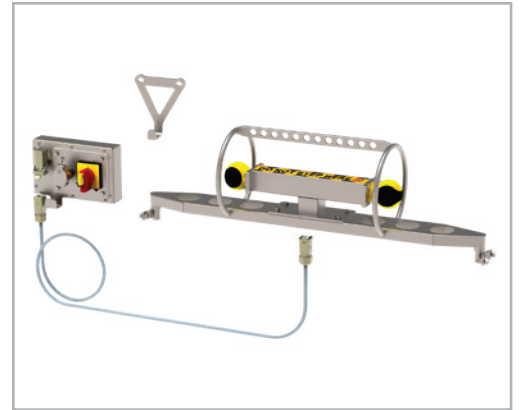
# SAFELY IMPROVE UPTIME!

## DSI™ Uptime Improvement Kit For 800 Series Portioning Systems

During production, cutter housing windows are often occluded by mist and debris. With the Uptime Improvement Kit for 800 Series Portioning Systems, trained maintenance technicians can open enclosures to inspect equipment while remaining safely outside of any moving machinery or hazard.

The Uptime Improvement Kit gives technicians the visibility they need to quickly and safely observe orifice and fitting quality safely. That means more uptime and less maintenance.

**To order an Uptime Improvement Kit, contact your local JBT Customer Care sales representative or contact us at the Customer Care 24-hour Support: +1 866 JBT 4YOU (+1 866 528 4968).**



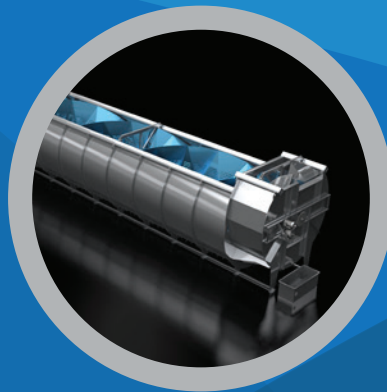
# ALWAYS INNOVATING

Great things are happening at JBT! In early 2021, we launched three new products. Learn more at [jbtfoodtech.com](http://jbtfoodtech.com)



### CleanFREEZE™ Spiral Freezer

The JBT Northfield CleanFREEZE™ Spiral Freezer delivers sanitary design, superior performance and easy maintenance. The latest innovation from JBT Northfield represents a leap forward in high-volume freezing, chilling and cooling for a wide range of both packaged and individual quick freeze (IQF) food products.



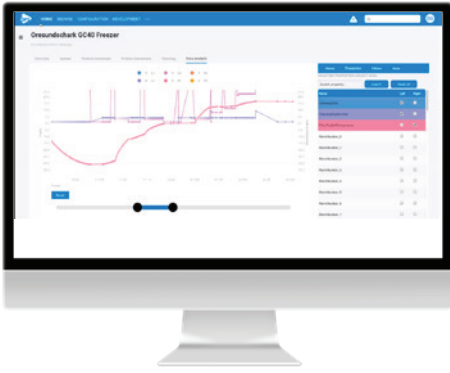
### C.A.T. NEOCAT Chiller

This auger immersion chiller is an innovation in whole bird chilling – solving some of the biggest problems challenging poultry producers today. By reducing the chiller footprint, eliminating areas of bird damage and adding automated cleaning, the NEOCAT Chiller can increase yield while saving you time and money.



### C.A.T. CLEAN-IN-PLACE Technology

Now there's a safer, more consistent and effective way to clean your chiller. With Clean-in-Place (CIP) Technology, you can automate the cleaning of any JBT chiller. Because only one employee is needed to run CIP, you'll immediately cut labor costs, improve safety and achieve greater plant efficiency.



# iOPS SYSTEM 2.0

## Introducing the next generation in machine monitoring

The JBT iOPS® System provides valuable data to help manage equipment health, optimize uptime and plan ahead for maintenance and equipment needs to ensure you can always meet demand and stay up and running. And now it's even better.

iOPS 2.0 is available starting Q2 and will allow for data visualization by machine subsystems and provide direct feedback for the three components of Overall Equipment Efficiency (OEE) – availability, performance and quality. The results? Higher uptime. More throughput. Higher product quality. More good product in the case at the end of the shift.

"iOPS 2.0 gives our customers a very data-driven way to optimize machine performance and predict preventative maintenance to better manage planned downtime," said iOPS Program Manager Eric Lescourret.

Starting in Q2, all new GYRoCOMPACT® freezers and ovens, the new JBT Northfield CleanFREEZE™ Spiral Freezer and Stein TwinDrum™ spiral ovens will come with iOPS System and one year of free level 1 remote access.

## TEAM UPDATES

The JBT Protein North America Team welcomes two members to new roles and one member to the JBT family.

### **ANDREW JOHNSON: Account Manager, Midwest Region**

Andrew will cover the JBT Further Processed product portfolio in IL, WI, MN, IA, ND, SD, NE, MI. Andrew began with JBT in 2010 as a Mechanical Design Engineer and most recently was working as an Applications Engineer focusing on the Coating/Frying and Cooking product lines.

### **BRENDON SOMERFIELD: Account Manager, West Coast Region**

Brendon will cover the JBT Further Processed product portfolio in the CA, WA, OR, NV, ID, UT, AZ, AK, HI, MT, WY. Brendon began with JBT in 2008 in the Technical Center as a Freezer Lab Technician and Freezer Applications Engineer. He has worked in Sales Support, Product Management, R&D, and most recently Customer Care Business Development.

### **HUMBERTO HERNANDEZ: Customer Care Business Development Manager**

Humberto will be responsible for leading Customer Care sales and business development function, ensuring JBT customers receive excellent support as a customer for life.

## Automation Spotlight

### Increase Profits with the DSI X-RAY GUIDED PORTIONING SYSTEM™

The DSI 844 S9X System combines industry-leading waterjet portioning with next-generation FLEXSCAN™ X-ray scanning technology to generate higher value rib products for the pork industry.

The portioner's modular design features a suite of advanced features including X-ray bone detection, intelligent height mapping, mist mitigation, and value optimization software. DSI™ PORK VALUE OPTIMIZER SOFTWARE analyzes rib packs, intelligently chooses the highest value product, and automatically generates a customized cut strategy. For most customers, yield gains and labor savings generate payback periods of less than one year.



# MARK YOUR CALENDAR!

## Pack Expo 2021 – Las Vegas, NV

Mon, Sep 27, 2021 – Wed, Sep 29, 2021

Booth# 5244

## Process Expo – Chicago, IL

Tue, Nov 2, 2021 – Fri, Nov 5, 2021

Booth# 22025

## IPPE 2022

Jan. 25-27, 2022

We look forward to being with you in-person for IPPE 2022 at the Georgia World Congress Center in Atlanta — You won't want to miss it!

**NEW!**



## JBT Connect Webinar Series

Choose from a series of 30-minute webinars to learn best practices and hear about JBT's latest innovations.

Find more information and register at [jbtc.com](http://jbtc.com)

Go to [News & Events](#) > [Events](#) > [JBT Connect Webinar Series](#)



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**NEW!**

**The automatic way to clean  
your chiller!**

Details inside.