

VISION



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**We stay
strong
together**

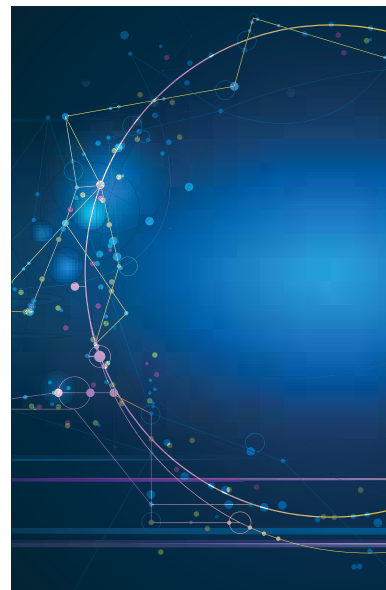
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VISION is JBT's customer magazine.
Publisher: John Bean Technologies AB
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How do you execute an expansion of your production line when the whole country is on lockdown?

NewForrest BV, a leading producer of frozen finger food and snacks in the Netherlands, are faced with this enormous challenge and share the measures they are taking to ensure a safe and successful installation.



With a global team of the brightest minds in the industry, we're reshaping the food processing landscape of tomorrow and delivering processing power.

There is no such thing as a stand-alone piece of equipment. Each process directly impacts the performance of the others... up and down the line.

Whether we are talking product quality, food safety, line expansion, cost reductions or new products, the right process at the right time is paramount.

Our secondary and further processing solutions are born on your plant floors, from your feedback and for your needs.

Put our solutions to the test.

Our Vision


To be the most trusted partner in the global food production equipment industry, by providing best-in-class customer experience and value through the lifecycle of our differentiated technology solutions

Our Mission

Empowered people helping our customers to efficiently produce great food with innovative and sustainable processes

Bob Petrie

President of Protein Europe, the Middle East and Africa



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In a rapidly changing world and with the availability of Industrial Internet of Things (IIoT) solutions and services, the food industry is faced with some key digital transformations.



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The increased need for prepared products, produce & various types of proteins has left growers, retailers and other food processors with a sudden need to increase production to ensure that consumers have access to the products they need.

WE STAY STRONG TOGETHER

“ At JBT, our thoughts remain with all affected by this crisis.

The global COVID-19 pandemic has presented our communities with unprecedented challenges and human tragedies. At JBT, our thoughts remain with all affected by this crisis.

As a leading global solutions provider and critical supplier to the food and air transport industries, our entire JBT team remains committed to supporting our customers around the world every day. We value the trust our customers have placed in us and remain resolute to continue the superior end-to-end service customers rely on us to provide ...right down the line.

To that end:

- We have taken significant steps to ensure continuity of our operations, and wherever possible and permitted, our facilities remain open and our team members remain accessible for our customers;
- We have taken all appropriate actions to keep our employees, customers and partners safe, doing our best to follow evolving government and world health regulations and guidelines. We also continue to abide by all customer-specific requests in terms of operating protocols, hygiene, and site visits;
- We have implemented operational changes and protocols in each of our





Message from JBT



businesses to be even more responsive to our customers, so that we can continue to provide the world-class equipment and service they expect from JBT;

- We continue to proactively connect with all of our key suppliers to make every effort to ensure continuity of supply for materials and services, so that we can maintain appropriate inventory and service levels; and

- We have implemented additional options for customers to communicate with our team members in all key functions, including extended support hours and remote support options.

- We know how mission-critical our customers' businesses are to feeding the world and ensuring efficient flow of essential goods. I am encouraged, and increasingly motivated, by the creative ways JBT and our customers are working together to manage through the issues presented during this difficult time.

Thank you to our employees, customers, suppliers and other business partners. Working together tirelessly, with fortitude, to solve problems each day, all while facing the personal challenges of this pandemic...inspires us all.

JBT'S PROTEIN DIVISION ANNOUNCES COVID-19 RESPONSE PLAN EMEA

COMPANY REINFORCES ITS COMMITMENT TO SUPPLY CHAIN OPERATIONS OF FOOD SUPPLY

The global response to the COVID-19 global pandemic is having a profound impact on how we consume food. From where we buy food, to the type of food we buy, the impact on food supply chains is unprecedented." says Bob Petrie, President of JBT Protein EMEA.

"At JBT, we are working incredibly hard to create a safe working environment for our employees so that we can support our customers' response to these changes and ensure our communities continue to receive the food they need during this difficult time."

Customer-facing impacts

Our customer care team remains focused on the needs of our partners, and we're making every effort to deliver and support JBT products to the extent that it is permitted and safe for us to do so. We are also in close communication with our supply chain partners to address any potential shortages or delivery delays of key components and supplies.

JBT is open for business

– we have Service offices located in Sweden, UK, Germany, Poland, France, Spain and Dubai and while some of the staff in these locations are working from home they are all in place and ready to serve you. Our Sales staff is also fully operational and ready to support you.

Production & Warehouse

– our production and parts warehouses are operating as normal as possible considering local restrictions.

Parts availability

– JBT is anticipating higher demand for spare parts and supplies, and we are preparing to meet those additional needs. However, we cannot predict possible supply shortages on spare parts, and we encourage you to pro actively manage your stock accordingly.

Parts orders

– parts can be ordered as normal; however, we strongly encourage you to plan for potential delivery delays by

ordering parts sooner rather than later in order to maximise your operations.

On-site field technician support

– we have technicians located in the following countries: Sweden, UK, Germany, Spain, France, Belgium, Italy, Russia, Poland, Czech Republic and Croatia. Where local government restrictions allow, these technicians are available to provide local support as you need it.

Remote technical support

– if a JBT technician is unable to access your offices due to local or facility-mandated restrictions, we will endeavour to provide remote support utilizing phone and video facilities.

Employee and community safety efforts

JBT is observing all local government recommended protocols around personnel travel, self-quarantines and managing access to its facilities in order to support worldwide efforts to contain this virus. We are communicating frequently with our employees to provide guidance on what they can do

TO SUPPORTING THE PROTEIN SUPPLIERS

to minimise their risk of infection, how to recognize symptoms of an infection, and what to do if they suspect they may be infected.

Social distancing

– we are practicing social distancing in the workplace across all our locations to reduce the chance of virus transmission. JBT has also implemented staggered work shifts and remote work schedules to reduce high concentrations of employees at our facilities.

Limiting travel

– JBT has halted all non-essential travel and we are continually monitoring exception-based essential travel activities.

Elevated sanitation measures

– we have increased cleaning and sanitation activities at all locations and have added hand-sanitizing stations in common areas.

Quarantine monitoring

– JBT is actively monitoring for anyone who is ill or who may have been at increased risk of exposure to the virus.

Ongoing situation management

– we have activated our cross-functional Crisis Management Team, which is empowered to make proactive decisions to steer JBT through situations like COVID-19.

“We’d like to thank our customers for their continued support and trust in us as we all navigate through the challenges of doing business together in a pandemic environment,” says Anders Lassing, Director of Customer Care for JBT Protein EMEA. “We also want our customers to know that we stay committed to their continued success – and to the safety of our employees and communities.”





“ COVID-19 has suddenly shifted many people’s working situation!

HIDDEN HEROES

ORDINARY PEOPLE IN EXTRAORDINARY CIRCUMSTANCES

C OVID-19 has suddenly shifted many people's working situation. Whole of Europe is in lockdown. Business as usual seems something from another era instead of something from last month.

But what if you're working in a crucial and vital profession? What if your professional habitat is the food-industry and your job is essential to keep society running? And what if you have to travel to service your customers, cross borders? What if?

In this bizarre situation working has become much more challenging with all the risks and new rules. This constant adaptation to demanding situations knows a complex dynamic. Risk minimisation is key.

Markus Deckert, field engineer and nine years working for JBT Germany talks about it real sober.

"Look, we wash our hands and stuff, we are used to it because we work with food processing machines all the time. It's the other new things related to the job; paperwork, procedures, the invisible threat."

Working within Germany is going well, assignments abroad means a lot of administrative procedures. Or for instance the 48-hour rule. An engineer at the customers plant must keep an eye on the time, because within the 48-hour limit he must be back in Germany or he will be quarantined. But where to find a hotel? Or a good meal? Everything is closed. Together with the customer they create solutions that work. We are in this together.

"It's time consuming. You have to build in extra time for everything like crossing borders. We improvise a lot, we have to."

The technicians are aware of the risks visiting known places with unknown circumstances. Such awareness certainly is in the back of their minds. For Markus the job has to be done. He and his colleagues are committed to service the customer.

Sometimes it is impossible to do the job within the restrictions of protocols and regulations. If all options have been tried and still it's impossible they cannot go. Of course alternatives, such as advice or remote control are considered. Sometimes it works, sometimes not.

During weekly meetings supervised by their managers the engineers go through all these issues. Together they tackle obstacles. The biggest one is the constant changing of rules, day by day or even hour by hour.

"Solving that has to be a team effort. You cannot do that by yourself. We share information, solve issues together."



Markus Deckert
JBT field engineer for North Europe

FROZEN IS THE NEW FRESH

Since the COVID-19 pandemic outbreak, the consumer demand for frozen vegetables has increased dramatically. The stores are sold out and food producing companies are now working around the clock to satisfy the consumer's needs. Careful planning, flexibility and a great deal of optimism are the key takeaways for Verdunova AG, who have quickly adapted their business to combat the Corona virus.

Verdunova AG, one of the largest producers of frozen vegetables and fruit products in Switzerland, share their experience with JBT during this extraordinary time. Beni Dürr, Managing Director of Verdunova AG explains how their business is now getting peaks in sales and activity. "Our sales numbers from March were increased by over 100%!". The doubling of our sales figures is a result of Verdunova AG being focused on the retail segment and delivering to over 2500 stores in Switzerland.

Emptied shelves at the supermarkets

He further describes the completely empty shelves in the frozen food aisles of the supermarkets. The consumption of shelf-stable and frozen foods has clearly been boosted by the pandemic crisis. The increased demand has put high pressure on Verdunova AG's warehouses. However, Mr Dürr is not

discouraged, since the spring harvest is in full swing and ready to meet the ramped-up demand. The fresh vegetables that are frozen by Verdunova AG come from various growers. The main suppliers are the many regional farmers and Verdunova AG's sister company Conorti AG. They sow, plant and harvest the corresponding vegetables all over Eastern Switzerland.

"We have covered the crops with fleece, so we can harvest as early as possible.", says Mr Dürr. "The challenge will be if the harvesters arriving from abroad will be able to cross the borders. But I'm optimistic that we will have the harvesters we need when the time comes. In our industry you must be flexible otherwise you will not survive, even in virus-free times."

"In our industry you must be flexible"

New trend, here to stay?

With the growing trend of purchasing frozen vegetables, Mr Dürr hopes it will not just be a temporary effect due to Corona but open consumer's eyes to fresh frozen products and all the advantages that come with them. Freezing means sustainability because less food is wasted; it enables well-balanced, portion-controlled consumption with the added advantage that frozen food preserves its natural nutrition.

Planning for future remains challenging

With the continued uncertainty related to Coronavirus it is extremely difficult to plan production and predict the demand over the coming months, Mr Dürr stresses. "It will have to be an educated guess based on a mix of our experience and a lot of hope and optimism. "



“ Our sales numbers from March were increased by over 100%!



Busy times for workers at Verdunova AG.



Beni Dürr, Managing Director at Verdunova AG and his daughter Rosina's key takeaways to combat the Coronavirus are careful planning, flexibility and a great deal of optimism.

Verdunova AG

Verdunova AG has been a high valued customer of JBT for more than 20 years.

They freeze a wide range of vegetables and supply to convenience retailers all over the region.

Around 100 employees work at Verdunova and their production plant in Sennwald generates 8,000 to 9,000 tons of frozen vegetables every year, all of which are frozen in JBT equipment.

We continue to support in maximising the return on their investment by optimising their equipment throughout time and by staying committed to providing premium solutions with the optimum result for each of their food products.

With their latest investment of the Frigoscandia FLoFREEZE® IQF Freezer they can rely on excellent IQF results and high capacities that will help stimulate their growth and profit on the market and keep them ahead of the crisis.

www.verdunova.ch >>



LANDING AN EXPAN PROJECT DURING CORONA PANDEMI

How do you execute an expansion of your production line when the whole country is on lockdown?

NewForrest BV, a leading producer of frozen finger food and snacks in the Netherlands, are faced with this enormous challenge and share the measures they are taking to ensure a safe and successful installation.

Frans Binnenhei, Manager of Operations at NewForrest BV have seen eating patterns changing over the years as people's lives become more fast-paced, more individual and even more international. He speaks of an emerging eating trend where small snacks form the building blocks of consumer's main meal and NewForrest BV aim to shape this market. "This is why we are currently investing and expanding our production lines," Mr Binnenhei explains.

Backup scenarios

NewForrest BV could have never imagined how challenging the expansion project would become when placing the order for three JBT Frigoscandia freezers in November 2019. "JBT is our key partner and supplier for

this project and we've been in close communication from the start on how to best carry out this project. All risks have been analysed, such as, what actions to take if travel is prohibited or sourcing of backup materials in the event of delays or availability issues," says Mr Binnenhei. He further explains how they have written and devised backup plans with their partners to be prepared for "worst case scenarios".

Secure safe work distance

Safety of their staff being of the utmost importance, a detailed plan was formed on how to deal with external contractors. Mr Binnenhei goes on to describe how walking routes and safety procedures have been carefully mapped out. All parties involved in the project have been kept informed of the progress. In addition, each external party has its own facilities, such as extra toilets and hand washing facilities. There is a strict policy to ensure that everyone can work at an appropriate distance from each other.

Realizing a major project

Given these plans, it was necessary to build-up a large stock of finished product. However, production was met given the current setback and slack in demand for food service requirements.

“ Hopefully, we can look back with satisfaction on a successful project ”

Mr Binnenhei explains. "During these uncertain times, it is also possible that we may need to deal with staff shortages. But we must ensure that we can achieve our renovation plans." JBT faces the challenge of realizing a major project within a fixed timescale. The plan is to install three spiral freezers in two phases within 8 weeks. "The daily communication is currently running very well and professionally. The next two months will be key, and time will tell whether we had everything well planned. Hopefully, we can look back with satisfaction on a successful project." Mr Binnenhei concludes.

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Frans Binnenhei, Manager of Operations at NewForrest BV



NewForrest BV offers a broad range of premium finger foods, such as the Dutch specialty Bitterballen.

NewForrest BV

With its fingerfood and snacks, NewForrest BV is building towards the food market of tomorrow, where they believe small snacks will form a major part of our eating patterns. NewForrest BV has a heritage spanning more than a century and is proud to be an essential contributor to this emerging market in Benelux.

JBT Frigoscandia freezing equipment has been part of NewForrest BV's production line for the last 20 years and we are excited to be part of their continued journey of success. For this expansion project we will supply the latest and most efficient freezing technology to enable NewForrest BV to continue supplying high-quality output.

www.newforrest.nl >>





“ We have an extremely important role to keep our customers running



*Sergio Rabadan,
JBT's Regional Sales Manager
for South Europe*

DRAMATIC CHANGES IN CONSUMER DEMAND

Sergio Rabadan, JBT's Regional Sales Manager for South Europe based in Madrid, Spain has worked at JBT for more than 20 years and he has never encountered a comparable challenge as complex and faceted as the one his customers are faced with now.

From daily contact with customers, he has a good insight into their COVID-19 strategies and the pressure on daily operation and production. He explains. "The market is very hard to predict at the moment as consumer demand is changing from day to day. Consumer's response to news, government reports and updates are instant and unpredictable, leaving shelves empty at stores and increasing stress and pressure on food manufacturers.

Production plants are sized to run at a certain and even production rate, with shifts in end-consumption usually done gradually, giving both producers of raw material and food processors time to adapt. With the dramatic fluctuation in demand we are seeing now, it makes it a nightmare for our customers to plan and run production. "

Sergio continues. "We have an extremely important role to keep our customers running and afloat by supporting and maximising their food production lines." In the past month, Sergio has noticed an increase in application related questions being asked by customers on how to adapt line configurations and capacity in their production and supply chain to cope with the fluctuations.

Coping with fluctuating demand

The questions range from how they can get more capacity out of their existing line to how they can shorten their handling time. Sergio explains. "With our vast experience in food processing applications and configuring equipment and lines, we are happy to be at service and give advice that can help our customers meet demand." For him, it is evident that the application experts of JBT are playing an important role in supporting customers to tackle the new challenges influenced by COVID-19.

Things JBT can help with

He takes a recent example where JBT succeeded in aiding an existing customer to shorten his already optimised lead time by making adjustments to temperature settings in their freezing process. "We were able

to shorten the customer's cold storage time from 10 hours to 6 hours which enabled them to supply their products to supermarkets quicker. "

During the crisis JBT remains devoted and focused on supporting our customers in every way we can. We urge our customers to reach out to JBT's local sales and service teams to find out how we can be of assistance.



INDUSTRIAL INTERNET OF THINGS

JBT iOPS® TRANSFORMS PREVENTIVE MAINTENANCE INTO PREDICTIVE



In a rapidly changing world and with the availability of Industrial Internet of Things (IIoT) solutions and services, the food industry is faced with some key digital transformations.

The JBT version of IIoT is called iOPS® and we are excited to have the digital tools to further improve our customers' production lines with this performance optimisation technology. The technology, which allows for connected equipment and operation monitoring, provides food manufacturers with new and unique possibilities to ensure sustainable and profitable growth through insights and proactive actions that would not have been possible to achieve in a profitable way before.

With the ongoing COVID-19 outbreak limiting our travel and access possibilities, many businesses are now looking to adopt to new technologies faster than they might have planned, acting as a boost for digital, virtual and remote innovations.

Greater production efficiencies

JBT's iOPS makes use of collected real-time data providing customers a

better view of their operation and supports in planning preventative maintenance well ahead of time.

By collecting and learning from real time data from systems and machinery, iOPS can detect potential issues before they become problems and even improve the overall efficiency of operations.

"Today, most maintenance is preventive or reactive, but not predictive."

The technology enables customers to gain a far clearer idea of the true state of their Overall Equipment Effectiveness (OEE). Jean Bülow, JBT's iOPS manager, explains: "Today, most maintenance is preventive or reactive, but not predictive. By employing remote equipment monitoring we can foresee issues ahead of their occurrence, thereby saving money and time. This allows us to move from measuring a single parameter to proactive actions based on trends and expert analysis." Jean continues: "Our support team transforms the valuable data into supported advice based on knowhow and trends, allowing us to generate alarms and act before a breakdown or premature wear becomes a fact." Jean and

his team are working continuously to move the technology from a technical platform to a value adding solution for our customers. "We see a lot potential and areas where we can use the data, and I'm sure we're only at the start of a big transformation," he says. "Within the area of food production, powered by intelligent data analysis and other advantages like re-use product data from PLM or using AR/VR technology, IoT will bring a lot of advantages to our customers and in the end the consumers."

Act faster through predictive data

The next step is to act predictively and being able to adjust and change parts exactly at the right time. "By predicting, I envision that this technology will allow us in the near future to act faster when we see a failure is about to happen," Jean explains. "We will be able to optimise our efforts, such as deliveries of spare parts and the employment of field service engineers, and thereby shorten the resolution time on customer site and schedule replacement work in advance to when it best fits production cycles."

Proactive means taking steps and replacing parts before machinery



breaks, predictive means doing these things when conditions are optimal, i.e. before technical problems arise and at exactly the right time to get the most out of the investment. By making sure problems are tackled in time and avoiding parts being changed earlier than necessary it optimises the total cost of ownership.

Optimisation all over

With the increasing need to maintain high food standards, integration of iOPS can assist in improving food safety and energy savings. Concentrations of cleaning chemicals as well as cleaning water volume and temperature are examples of things we can measure and document. This provides you with the reassurance that cleaning procedures are being followed, and potential bacterial growth issues prevented. Moreover, iOPS technology greatly helps reduce waste, cost and risks at all stages of the production process.

With the onset of the COVID-19 pandemic, and greater numbers of companies moving to remote working as a result, iOPS integration can provide an overall, accurate picture of food processing operations without always having to be there in person.



iOPS® INTEGRATION PROCESS

FOR STRONGER INSIGHT AND SMARTER SUPPORT



iOPS®**is an Industrial Internet of Things performance optimisation platform**

A secure big data analytics technology that gathers and analyses your JBT equipment and process performance in real time

A system that can inform your people when actions required or automate that action for lightning-fast response.

A solution that will maximise uptime, productivity and profit, painlessly.

Removes the necessity to train your people to install or run it. We handle everything.

Maximise

- Equipment uptime
- Profit per machine
- Labour productivity

Minimise

- Equipment downtime
- Maintenance expense
- Cost of ownership
- Labour shortage/turnover impact

Realise

- Maximum ROI
- Optimum business results
- The promise of Industry 4.0

A solution that will maximise uptime, productivity and profit. Painlessly.

Read more online >>



Our teams are dedicated to supporting our customers. We are committed to finding good and safe ways of solving the challenges we face.

For instance, there are difficulties for our Installation and Service teams to travel across borders, so we need to help each other. As an example, we have a Service Technician supervising an installation job in a country where the installation team has no resident, so the Technician is supported remotely from the Installation team and is the eyes and ears on the customer site leading the job together with local subcontractors.

Phone support is always part of our job but right now more than ever. We also see an increased demand for critical spare parts kits, customers are building stock to be well prepared for delayed transport and logistic issues faced by the pandemic.

We keep a close eye on the supply chain and on stock levels to make sure we can deliver the parts our customers need. We encourage them to plan well ahead if needed for a specific service job, as transports typically take longer time right now. Some customers are preparing for their high season while some are busier than ever because of the increased demand in retail, meantime others are decreasing capacity or even temporary closing factories to cope with the situation.

We are a strong organisation with local presence in many countries, more important now than ever as travelling is restricted. It is our top priority to continue supporting our customers and to navigate through this together, and hopefully we will come out of this even stronger together.

Anders Lassing

Customer Care Director,
Protein EMEA

STAY AHEAD OF THE CURVE

In these challenging times, JBT remains focused on developing and delivering automation solutions that allow poultry and red meat producers to deliver safe and affordable trimmed and portioned meat products to retail markets for consumers to take home to their families.

The industry leading JBT DSI® 800 S Series Portioning System is a verified food safe processing method that uses high-pressure waterjets to trim and portion products, allowing producers of retail poultry and red meat products to ensure business continuity by reducing the labour required to fill orders. The DSI 800 S System guarantees rapid payback on investment by achieving yields over 94% on poultry strip and chunk applications in a single pass system.

Jon Hocker, JBT's Director of DSI and Global Product R&D describes an increased demand of portioning equipment producing retail products to match the recent change in consumption patterns caused by the Novel Coronavirus outbreak. "Recent DSI customers have seen an uptick in demand and product types, combined with a decrease in available labour. As an example, a small processor of value-added retail products currently using manual methods for portioning saw his orders and long-term contracts dramatically increase and could not find 12 more people to hire. The

business owner contacted JBT to quickly secure a DSI automated portioning system to support his business growth using his current labour force."

Safe Production

With hundreds of installations around the world, 30 years of experience, and an X-ray guided waterjet solution for automated pork rib processing, DSI is a proven food-safe and profitable production method for poultry and red meat producers. The DSI System utilizes water pressures up to 6,000 bar with low flow rate to cut products in a sanitary process that eliminates contact between the food product and mechanical cutting components and minimal human interaction. Combined with the proven sanitary design and manufacturing methods, typical DSI System customer studies reveal outstanding performance on microbiological and sensory parameters, shelf life, product quality, and yield.

Reducing Labour, Increasing Throughput and Yield

The DSI 800 Series Portioning System is the most flexible and widely used portioning platform available in the world and it combines industry proven machine vision systems and proprietary DSI Q-LINK™ Portioning Software to allow the producer to automatically cut and trim product to the required retail specifications - all while maximizing yield on every single piece.



“ DSI systems improve yield and throughput while decreasing labour in retail trimming and portion operations with proven food safe process



The DSI 800 S is immune to illness and turnover while achieving year-over-year trimming and portioning yields that are up to 2 – 5% higher than hand trimming and hand portioning processes. For example, on a production line producing 200,000 kg/week, the DSI System can produce an additional 6,000 kg per week of saleable product with the same input as a hand cut process – using less labour.

The DSI System can be fitted with proprietary automated harvesting technology that will further reduce the labour required to fill orders and limit people-product interactions.

For example, it would take 16 hand cutters to produce 1,800 kg/hr of finished product, whereas with a DSI System it would take only 4, a labour savings of 12 hourly workers per shift for a small operation. For higher capacity lines, it would take only 8 individuals in a single shift operation to process up to 200,000+ kg/week.

The increased yield produced when converting to the DSI System combined with the resulting reduced labour requirements ensures that costs will remain low in this high demand period and that your business is consistently delivering affordable and safe products to the market.

Read more online >>



AVURE HPP

HOW HIGH PRESSURE PROCESSING (HPP) OFFERS OPTIMISM DURING COVID-19

The novel Coronavirus COVID-19 continues to upend global markets and trade. During this time of uncertainty, Avure's High Pressure Processing (HPP) technology has some positive benefits to support the food industry and offer encouragement to consumers, manufacturers and retailers alike.

HPP prevents costly waste and food losses with its expanded shelf life capabilities.

During COVID-19, many countries public health authorities suggest a minimum two-week supply of water and food. Consumers are stocking their refrigerators with food and beverages that last longer. HPP technology vastly extends the shelf life* of products— in some cases more than four times. For example, homemade guacamole spoils after 3 days. HPP'd guacamole lasts 40 days and tastes just as great as the day it was treated.

Additional refrigerated foods using HPP include ready-to-eat and ready-to-cook meats, ready-meals, fruits and vegetables, smoothies and energy shots, soups and sauces, wet salads and salad dressings, dairy products, pet food, baby food, seafood and shellfish. Longer expiration dates give consumers confidence to consume food they might otherwise purchase and discard. Moreover, they make fewer trips to the grocery store minimizing the risk of contracting COVID-19.

Manufacturers and retailers also benefit from shelf life extension. Coupled with the reduction of spoilage is the improvement of quality afforded with the longer shelf life. HPP products do not exhibit significant product deterioration as microbiological shelf life nears. This allows manufacturers to reduce the costs associated with distressed products and more importantly, deliver a higher quality product to consumers.

HPP inactivates foodborne pathogens.

According to the United States Food and Drug Administration (FDA): "Currently there is no evidence of food or food packaging being associated with the transmission of COVID-19". In instances of specific foodborne pathogens, such as e-Coli, Listeria and Salmonella, which can cause illness, death, or trigger an outbreak, HPP is a proven method to inactivate harmful bacteria. Producing safer food builds a healthier world, and everyone benefits from safe, healthy food during these pandemic times. HPP foods can contribute to a healthier population.



Green light for clean labels.

A Nielsen investigation has identified six key consumer behavior threshold levels that tie to concerns around the COVID-19 outbreak. The #1 threshold is Proactive Health-Minded Buying: interest rises in products that support overall maintenance of health and wellness. According to Nielsen, “Throughout the thresholds, consumers will be seeking greater assurance that the products they buy are free of risk and of the highest quality when it comes to safety standards and efficacy, particularly with respect to food items”.

HPP allows food processors to inactivate pathogens, eliminate preservatives, and maintain the vitamins, minerals and taste of the product, achieving a “clean label,” product. The global population seeks healthy, natural choices in convenient foods and beverages during this pandemic, and HPP products deliver just that. In addition, some common preservatives are linked to chronic health problems. Improving health reduces the environmental burden associated with treating food borne illnesses and diseases, one less worry for consumers, retailers and manufacturers during stressful COVID-19 times. And as people stay at home more, they will buy brands that provide healthy, clean label products.

Longer Term Impact on the Food Supply Chain

The dynamics in the food industry are rapidly changing during COVID-19. In the short term, the retail supply chain is seeing intensified demand from shoppers to stock grocery store shelves with safe products. In the longer term, and dependent on the impact that COVID-19 has on the food industry supply chain, shoppers may forever evaluate food and the benefits that they see as the key factors to consider in the wake of a pandemic including extended shelf life, food safety and clean label products.

During COVID-19, rest assured that Avure remains committed to providing the same high level of service to customers as they have come to expect from us. “We are grateful to serve the strong food industry during these uncertain times and proud that HPP enables food safety by inactivating pathogens and extends shelf life thus reducing spoilage”, says Ryan Pereira, President. “Avure does not anticipate any issues in the supply chain or shortages in parts during this pandemic, with the caveat that the situation is fluid”

In fact, many customers are adding both capacity and labour shifts to keep up with the increased demand in the food industry. “During COVID-19, we have seen a shift across the industry from the foodservice sector to retail.

The need for HPP remains robust and we are staying quite busy”, says Tom Woodward, Chief Commercial Officer, Universal Pure.

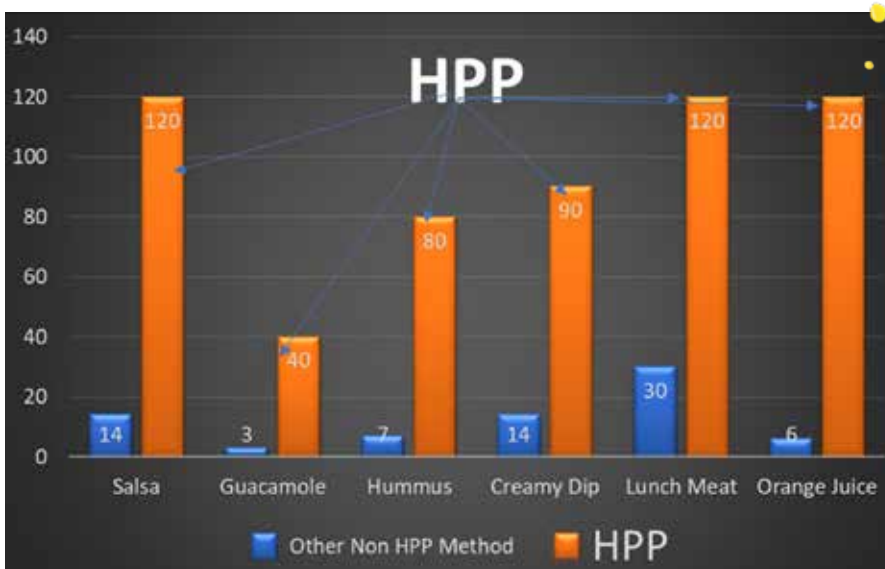
HIGH PRESSURE PASTEURIZATION (HPP)

is cold pasteurization in pure water; it uses ultra-high pressure purified water to keep packaged food pathogen-free to stay fresh longer. At very high pressures bacteria such as Listeria, E. coli, and Salmonella are inactivated. Foods using HPP include ready-to-eat and ready-to-cook.

AVURE Technologies is the global leader in High Pressure Processing. With more than 60 years of experience and expertise in HPP science and manufacturing, AVURE specializes in HPP systems for food and beverage processing with the fastest and most reliable systems in the industry. AVURE helps producers implement HPP from recipe development and process validations to installation, regulatory affairs, and post-installation support. AVURE equipment is used to treat the majority of all HPP-protected food around the world.

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Shelf Life Days: HPP vs Non HPP



*The graph illustrates the extension of shelf life for a selection of HPP products.





PRIME

PRIME CUT-UP AND DEBONE SOLUTIONS ALLOW PRODUCERS TO FOCUS ON RETAIL MARKET AS CONSUMER MARKET SHIFTS

C OVID-19 pressure on food service markets increases production to case-ready solutions for grocery stores

In response to consumer demand during the COVID-19 poultry processors are focusing more on case-ready products for the retail market, and Prime Equipment Group's cut-up and debone solutions are a big part of that solution for processors around the world.

Poultry products for retail tend to focus more on boneless and skinless cuts, and Prime Smart Line Cone Lines, CSK-Series Skinners and CWS-Series Wing Segmentors are helping processors deliver to grocery shelves chicken filets, cut wings and a variety of skinned chicken breast and thighs that are used in countless raw and cooked products.

Along the way, we offer some of the best, most effective solutions for maximum yield, labour efficiencies and worker safety, allowing processors to maximize output for grocery stores amid the pressures of the COVID virus is placing on food-service sectors.

Prime Equipment Group, a recent acquisition to the JBT family of brands, has been an industry leader in the debone room for more than 30 years, ever since the group's founder, Geno

Gasbarro, created an entirely new category of equipment when he invented the company's patented and extremely successful poultry skinner.

With extensive installations throughout the USA and South America, Prime's hardworking equipment is more important than ever for a retail markets that has required more product due to COVID-19 pressures.

The key with many Prime machines is that we allow you to upgrade a process without upgrading an entire line – offering plug-and-play convenience to upgrade or re-tool a line for new markets. A few of the company's cost-effective and yield-preserving solutions that case-ready producers have proven effective include:

Industry-leading poultry skinners –

The CSK-Series of skinners have a great reputation for effective skin removal for all types of products. The CSK-2 Skinner is great for boneless breast and bone-in thighs and legs, while the CSK-Auto effectively skins bone-in thighs and legs straight from the conveyor, without the need for a worker to orient the product skin-side-down. Both models offer a compact footprint to fit into the tightest layouts.

Chicken Wing Segmentors –

Compact solutions to cut wings into two or three pieces, either adjacent a cone-line or in an off-line application,

Prime CWS-Series wing segmentors cut at a high volume while maximizing A-grade cuts.

The Prime Smart Cone Line –

Integrating traditional cone-lines with skinners, segmentors, tendon clippers and more to improve labor efficiencies without giving up yield to full automation, Prime Smart Lines take labor efficiencies to new levels.

Chicken halvers, breast processors and back half processors –

Prime offers complete solutions, all designed to work together or separately to offer high throughput and impressive yields, for upgrades anywhere on the line.

Always in touch with the industry, Prime has doubled down on customer service during this challenging time to help keep processors up and running. In addition to stocking and delivering spare parts crucial to keeping the industry going strong, Prime continues during this crisis to do in-person and video-remote service calls, produce equipment, drive projects forward -- and salutes all those in food production who continue to do vital work for customers around the world.

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FTNON

FTNON WELL PLACED TO SUPPORT FRESH-CUT INDUSTRY DURING COVID-19 CRISIS

Although grocery retail sales for fresh products have remained steady during the COVID-19 crisis, the practicalities of dealing with such an emergency have created problems across the fresh-cut, ready-to-eat sector, largely as a result of worker absences and labour shortages. JBT's FTNON business unit – a global leader in technological solutions for fresh-cut and other industries – is well placed to help companies cope with such difficulties, thanks to ingenious systems that can dramatically reduce the amount of manpower needed.

While grocery sales started strongly at the beginning of the crisis, the situation has stabilized and demand for fresh and Individual Quick Frozen (IQF) products remains consistent, according to FTNON Sales Manager, Joost Lotgerink Bruinenberg. However, a combination of workers returning to their countries of origin as lockdowns have taken effect and the need to send employees home if they develop symptoms has increased pressure on food processors.

This situation, says Lotgerink Bruinenberg, has created an opportunity for FTNON, which provides automated systems covering everything from prepping and trimming for fresh-cut to blanching, cooling and steaming for IQF and ready meals. "For iceberg, romaine and all kinds of lettuce, we can de-core automatically, so no people are needed to do that job," he explains. "For example, one person can trim on average 150 kilograms of iceberg lettuce in an hour and if you have 1000 kg, you need around seven or eight people. We can cut it down to two people: one who is feeding the line and another carrying out manual inspection. The rest is done by the FTNON system while also providing consistency of the process and yield improvements."

The need for such automation is going to become more important after the crisis is over, predicts Lotgerink Bruinenberg, driven by greater awareness of food safety and traceability. "The industry is going to become more data driven," he says. "Who grew it, when it entered the factory, what the temperature was when it reached the production area, which store it went to; these kinds of things will become more and more important."

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PROSEAL

DURING THESE UNPRECEDENTED TIMES, PROSEAL REMAINS COMMITTED TO SERVING ITS CUSTOMERS.

The increased need for prepared products, produce & various types of proteins has left growers, retailers and other food processors with a sudden need to increase production to ensure that consumers have access to the products they need.

On March 17th, 2020 a customer reached out to Proseal America with an urgent request. They needed a tray sealing machine as soon as they could get one and had a strict deadline of just 72 hours.

The Proseal team got to work, the sales team was able to allocate a stock machine. However, it was quickly discovered that the tray sealer was not readily specified for the customer who had requested Gas Flush seal process, and a swift machinery modification would be necessary.

The Proseal Machines department, in charge of the final fitting and testing of each machine before leaving the facility, was able to immediately create a modification kit that satisfied the requirements for the Gas Flush specification.

As the machine was being modified, the manufacturing side of the operation was able to allocate a stock toolset. The manufacturing department succeeded to quickly convert

the toolset to be compatible with the newly modified tray sealing machine, the customer's packaging materials, and the seal processes that it needed to perform.

Once the machine and toolset had been modified, tested and approved, the service team took the reins. The machine was shipped to the customer location some 250 miles away and was met by a team of Proseal service engineers, ready to install the equipment and ensure the machine operating at its very best.

The Proseal team was able to come together and get the customer exactly what they needed within their strict timeline, offering an invaluable level of support, and ensuring that the customer could stay up and running, in their ongoing efforts to feed the nation.

Read more online >>



Proseal

Our continuing customer service excellence includes a dedicated group of multi-disciplined service engineers who are available by telephone 24 hours a day, 365 days a year, ready to diagnose issues, dispatch spare parts where required or support engineers where possible as well as taking orders for new equipment.



Regular inspections and preventive maintenance are important factors for safe operations.

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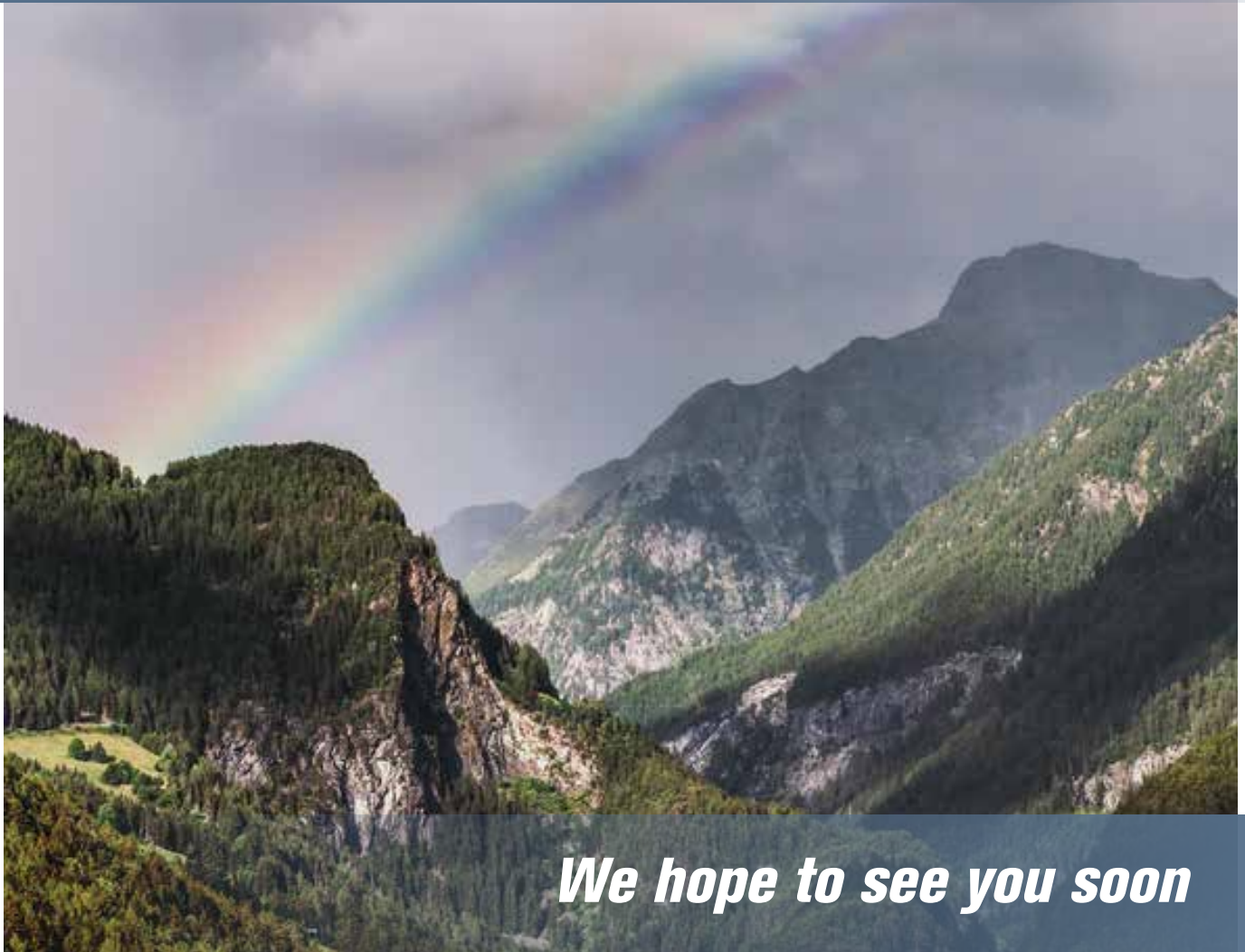
A special thanks to our customers for sharing their stories:

Beni Dürr, Managing Director, Verdunova AG

Frans Binnenhei, Manager of Operations, NewForrest BV

Thank You

Take care and stay safe!



We hope to see you soon

JBT EVENTS

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