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## MORTON VARDEMAN & CARLSON

Morton Vardeman & Carlson is one of the oldest and largest marketing, advertising and public relations agencies serving the poultry business. Founded in 1973 and located in Gainesville, Ga., we specialize in strategic business-to-business and consumer-oriented communications for leading regional, national and international clients. Our clients in the poultry business represent some of the industry's best and most innovative.

### PRODUCTION-SIDE

- American Coolair
- CWT Farms International
- Global Poultry Source
- Merck Animal Health

### PROCESSING-SIDE

- CMS Solutions & Logistics
- Foodmate
- Prince Industries

Because we'd like for you to know all our clients have to offer, we've put together this resource guide that we hope will become a well-worn tool in your office. We've included basic information for each company, as well as a host of technical and management sources that may be helpful to you in the year ahead.

The product and service information included in each company's section covers products and services offered for the poultry industry. We also have included press releases on specific news being issued at IPPE.

If you need assistance in getting further information about any of these companies or would like to use one of their representatives as a resource, please contact us. We look forward to working with you in 2020.

**Patrick Ceska, Senior Account Executive, Partner**  
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**Jeff Butler, Public Relations Account Executive**  
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**Patrick Ceska — Senior Account Executive, Partner**  
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As senior account executive and a shareholder in Morton Vardeman & Carlson for more than 20 years, Patrick has counseled a wide range of companies stretching from Maine to Florida and overseas as well.

With his broad business-to-business, consumer marketing and sales background, Patrick works with clients in developing comprehensive strategic marketing and implementation programs. His language skills have solidified and secured several international clients. Patrick is bilingual in English and German and has basic knowledge of French.

Patrick formerly worked as regional sales manager for Watt Publishing, one of the world's largest meat and poultry trade-magazine companies. Prior to joining Watt, he was the regional sales manager for Poultry and Egg News.

Involved with numerous regional non-profit boards, Patrick is a former Chair of the Marketing Committee at North Georgia Community Foundation. He also has participated on the boards of Challenged Child & Friends, the Greater Hall Chamber of Commerce, Friends of the Parks, and Gateway House. His community involvement has been recognized with his past selection to Leadership Hall in 2000.

Patrick is a graduate of Florida State University College of Business where he earned his degree in marketing and advertising.



**Jeff Butler — Public Relations Account Executive**  
*jeff@vardeman.com*

As Public Relations Account Executive, Jeff's duties include compiling, writing and promoting our clients' news through our PR News Bureau. He also provides support to the development and execution of strategic public relations plans.

Jeff, a Gainesville, Ga. native, has more than 20 years of writing experience for a daily newspaper and a national poultry trade newspaper.

He spent 12 years as a sports reporter and copy editor with The Times in Gainesville, where he was honored with more than 30 writing awards from the Georgia Press Association, Associated Press and the Gannett Corporation.

Prior to joining MVC, Jeff was a writer, editor and production coordinator for Poultry & Egg News and Poultry Times for eight years.

Jeff served on the board of directors of the Guest House, a senior adult daycare center. Jeff is a 2013 graduate of Leadership Hall County and also served on the program's planning committee.

He is a graduate of the University of Georgia and earned his degree in Communications.

## AMERICAN COOLAIR

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**Booth:** B5729

**Product categories:** Ventilation

**Industries served:** Agricultural, Commercial, Horticultural, Industrial, Restaurant

**Profile:** Founded in 1928, American Coolair celebrated its 90th anniversary in 2018. The company has manufactured high quality, versatile and economical high velocity ventilation systems for the poultry industry since its founding. Utilizing precise engineering and quality materials, the product line requires minimal maintenance, saving consumers money. Today, American Coolair supplies ventilation products to commercial, industrial, agricultural and horticultural markets throughout the world.

**Background:** In 1928, a father-son team in Jacksonville, Fla., founded American Coolair Corporation, now a leading manufacturer of ventilation products. What began as a small factory operation would, within the next few decades, flourish with the help of manufacturers' representatives and salesmen. Sales and markets for American Coolair fan systems increased rapidly.

Harry Graves Sr. was the third generation of the Graves family to manage American Coolair, and the catalyst who expanded the company to its current status. He was able to consolidate the factory and administration under one roof in the 1960s by moving the company to a 110,000 square foot building and continuing with expansion of the production facility and warehouse throughout the 1960s, 1970s and 1980s.

In addition, American Coolair built the industry's first aluminum permanent mold foundry in 1980 and the industry's first powder paint system in 1986.

Today, American Coolair operates in a state-of-the-art 210,000 square foot facility, selling and shipping products worldwide.

In the 1970s, American Coolair's product line was expanded to include agricultural and horticultural divisions. As the company continues to upgrade and enhance manufacturing techniques and equipment, its customers continue to enjoy extraordinary value at the best possible price.

Harry Graves Sr. secured American Coolair's future by teaching his children what he knew. Now, Harry Jr., Robert B., and Sara have become the fourth-generation leaders from the Graves family, cementing the family's successful tradition.

In 1991, American Coolair purchased ILG Industries' product designs, tooling and inventory, and began producing ILG Spun Centrifugal units. With the addition of ILG Industries, American Coolair became a full-line fan company with both axial and centrifugal fans. ILG Fans, which are heavier in design and construction, are used primarily in high-end restaurant and commercial buildings.

## MANAGEMENT AND TECHNICAL RESOURCES

### Harry M. Graves Jr., President

Graves has more than 40 years of experience in the manufacturing and engineering design of air movement equipment, both agricultural and commercial industrial. A member of the American Society of Mechanical Engineers as well as the Society of Manufacturing Engineers, Graves has worked at American Coolair since 1975. He holds a mechanical engineering degree from the University of Florida and a degree in economics from Stetson University.

## PRODUCTS

American Coolair has several fan products available to meet the demanding environmental and economic constraints of the poultry industry. To provide the best product possible, American Coolair includes many standard features on its fans. The company's designs:

- Exclusive static shaft design minimizes radial loading by placing the drive load in the same plane as the bearings. This unique design delivers five times the life for bearings, a fan's most critical component.
- Use larger drives to ensure longer belt life.
- Incorporate a circular support in the hub that increases blade assembly rigidity and decreases the possibility of vibration.
- Use an electrostatically applied thermosetting epoxy coating – superior to liquid paint – that is baked on rather than air-dried.

Each fan is also tested for performance at BESS Labs and in the company's AMCA certified lab.

### FGXM54 and FGXM36

The newest fan model in our agricultural line, this outside mount fiberglass fan panel is ideal for both new construction and replacing fans in existing buildings. It is available in 54 and 36 inch models. Utilizing Coolair's new and improved cast aluminum aerodynamic airfoil blades, FGXM Damper Door fans are engineered to maximize performance. The units also feature an HDPE cone, powder epoxy coated damper doors and support structure. The FGXM is also BESS Labs tested.

### Stir Fan

Now BESS Labs certified, the FM fan line can be used for spot cooling, manure drying, or general mixing of air. Featuring an extended venturi for directional air flow and high velocity discharge, the FM18 and FM24 use direct drive motors for maximum energy efficiency.

### FGBCB 52 Fan

The fiberglass FGBCB 52 fan features American Coolair's new 11.6-inch disk and a cast aluminum blade assembly. This improved design allows for more belt on the disk, which reduces the belt tension needed to drive the blade assembly. This results in less bearing load and longer motor life. The innovative drive assembly allows V-belt power to be transmitted directly through the bearings, which results in more economical operation and increased bearing life. The cast blade assembly improves performance and does not lose performance over time like fiberglass blades. Specially formed structural components provide for a sturdy, yet aerodynamic support package.

### **NBC 52 Fan with Damper Door Cone Unit**

American Coolair's improved NBC 52 fan features a damper door cone unit, which significantly reduces maintenance time. The discharge doors are a sturdy and aerodynamic alternative to the common inlet shutter. The NBC fan has cast aluminum blades and features American Coolair's new 11.6-inch disk to increase belt life. The cast blade is ideal for humid climates because it resists corrosion. The auto belt tensioner ensures continuous fan operation at full capacity. The most versatile model in our line, the NBC is also available with a slope wall housing, inlet shutter and cone.

### **NBC 54**

The American Coolair NBC54 provides maximum airflow needed to ventilate poultry buildings. The NBC54 features all-galvanized steel construction for the ideal blend of strength and corrosion resistance. The sturdy cross-frame drive support design insures years of trouble-free operation. The NBC54 also features American Coolair's unique captured bearing arrangement which allows the blade hub to also serve as the driven sheave. Placing the belt load directly over the bearings greatly extends the life of the bearings.

### **Elliptical Damper Door Cone**

The Elliptical Damper Door Cone units maximize airflow in poultry houses without additional construction cost. By holding the maximum width of the cone to 60 inches, the new design allows the customer to mount the fans on five-foot center distances, while the vertical diameter of the cone remains the standard 67-3/8 inches. The damper doors, located within the cone, open fully when the fan is operated to provide a virtually unobstructed path for the airflow.

The 60-inch wide Elliptical Damper Door Cone is available for all American Coolair 52-inch fans and can be used as part of new building construction, or as retrofit replacements for fan units mounted on five-foot center distances.

### **NEFB 52 Fan**

The galvanized NEFB fan is popular with international customers because it can be shipped unassembled to minimize shipping costs and offers the latest technology in farm-building ventilation. It features American Coolair's new 11.6-inch disk which allows for more of the belt on the disk, resulting in less motor stress and longer fan life. The fan comes in three blade sizes – 36-inch, 48-inch or 52-inch. The 52-inch blade is the newest addition to the NEF family and provides up to 10 percent more air flow than the smaller sizes.

The blade design was precisely engineered to provide better performance and efficiency. The innovative drive assembly applies power through V-belts directly to the propeller, and blade load is concentrated directly over the bearings. The NEF fans are equipped with totally enclosed resilient-based, ball bearing 1/2 H.P. or 1 H.P. motors and can be operated with or without a discharge cone and guard.

### **Open-top Evaporative Cooling System**

The open-top system is easy to maintain and saves farmers time, because, in the past, they had to remove the tops to thoroughly clean the units. The system offers the latest evaporative cooling technology to counter periods of extreme temperature affecting in-house environments. It achieves its cooling effect by pulling large amounts of air through water saturated evaporative cooling pads and is shipped with either Glacier-Cor or Kuul pads.

Suited for all geographic locations, the open-top unit, used in conjunction with fans, can reduce temperatures 10 to 25 degrees and provides the greatest economic benefit to growers in areas where temperatures remain high for extended periods of time. The open-top design is available for both aluminum and PVC cooling systems.

### **NCF Fan**

The NCF fan provides efficient ventilation performance for poultry houses, while offering significant savings to farmers. It is available in 36-inch, 48-inch, 52-inch and 54-inch blade sizes. In terms of cubic feet of air per minute per dollar invested, the NCF52's additional blade span provides up to 10 percent more air than the NCFA48. With a cone, the fan can provide up to 20 percent more air. The NCF52 fits in the same opening as the 48-inch fan, making it easy to upgrade. The high-quality blade assembly construction assures years of quiet, trouble free service.

### **FGC52**

The FGBC52-PC fan features its new high-density polyethylene (HDPE) cone. HDPE is a high-strength thermoplastic polymer. Because it is lighter than traditional fiberglass and UV, the AMC FGBC52-PC is an economical option for ventilating agricultural buildings when paired with an interior wall shutter. The FGBC52PC uses Coolair's unique static shaft and bearing housing which allows the blade hub to also serve as the driven sheave. This places the belt load directly over the bearings extends the life of the bearings over 5 times more than a turning shaft fan thus lowering your maintenance costs. The fan comes with cast aluminum airfoil blade assemblies engineered to produce the best air performance available.

### **FWH**

The FWH wall housing is an exterior unit to house the Type NBF fan and the Type LRW shutter and can be used in pullet houses. The shutter is mounted on the discharge. The FWH wall housing is constructed of heavy gauge galvanized steel and is attached to the exterior walls. Wall housing Blackout available in 24,36,48,52 can be used in pullet houses.

### **Brownout System**

The Brown Out Kit for open top and closed top evaporative cooling systems. The kit provides substantial light control for poultry buildings and is easily installed on in the inside or outside of the building. Coolair Brown Out Kits use the Dandy Light Traps to provide light reduction in a modular aluminum frame. Coolair's Brown Out kits are designed to fit existing American Coolair evaporative cooling systems and are available as a package when purchasing new American Coolair equipment and can be retrofitted to our older evaporative pad systems. The light traps provide near blackout conditions for evaporative cooling systems while maintaining good air flow through the pads.

For more information, contact:

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## American Coolair's NBC54 3-Blade Fan Available in Slope and Damper Door Configuration

**JACKSONVILLE, Fla. (Jan. 25, 2022)** — American Coolair has added a FGXM36 to its Exterior Mount Fan Series.

American Coolair's new NBC54 3-blade fan provides better performance at higher static pressures. This fan is available in slope and damper door configurations.

An energy efficient fan, the NBC54 has been engineered to meet large volume ventilation needs while keeping energy costs at a minimum.

With three cast aluminum airfoil blades secured to a cast aluminum hub, the fan has a new unique blade design that has been engineered to provide durability, corrosion resistance, and optimum efficiency.

The NBC54 also features American Coolair's unique static shaft and bearing housing which allows the blade hub to also serve as the driven sheave. Placing the belt load directly over the bearings extends the life of the bearings over 5 times more than of a turning shaft fan thus lowering your maintenance costs.

Founded in 1928, American Coolair Corporation is a manufacturer of ventilation and evaporative cooling systems for the poultry, swine, dairy, greenhouse and golf industries. American Coolair also produces axial, centrifugal, high temperature and mixed flow fans for commercial, industrial, and restaurant applications. For more information, call 904-389-3646, write P.O. Box 2300, Jacksonville, FL 32203, or e-mail: [agfans@coolair.com](mailto:agfans@coolair.com).



## CMS SOLUTIONS & LOGISTICS

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**Booth:** C11309

**Product categories:** Poultry and Food Processing Equipment, Conveyor Systems, Metal Detectors, Weighing/Bagging Systems, Millwrighting, Maintenance Services, Parts & Belting and Custom Fabrication

**Industries served:** Poultry/Food Processing

**Profile:** Based in Gainesville, Ga., CMS engineering and design department creates poultry and food processing equipment tailored to customers' needs. Using state-of-art manufacturing equipment, the production team builds the finished product at its Georgia headquarters. In addition, CMS is a system logistics, solutions and millwright services company in the food industry. Services include consulting, project management, equipment demolition and installation, material handling, logistics and reconfigurations for heavy and light industrial projects.

**Background:** Based in Gainesville, Ga., CMS Solutions & Logistics is a processing equipment, food systems logistics, solutions and millwright services company for the food and processing industry.

Founded in 2016, the company is led by an executive team with more than 150 years of poultry industry experience. They lead a veteran team of poultry processing, engineering and sales personnel with decades of expertise.

CMS develops processing equipment and builds complex conveyor systems and product transport equipment. CMS's engineering and design department creates systems tailored to customers' needs.

The CMS equipment line includes automated breast deboner, dark meat deboning, overhead systems, offal screens, water re-use systems, scalders, giblet chillers, wing wheels, gizzard defatters, cut-up saw, tub washing and hygienic entrance.

For its millwright and project management service, CMS uses experience team of project managers complete every project and keep processing lines running. CMS handles everything from initial installation of single machines to complete processing plants, as well as performing weekend maintenance support for operations. Services include consulting, project management, equipment demolition, installation and relocation, material handling, logistics, reconfigurations for heavy and light industrial projects. CMS is the go-to source for solutions.

## MANAGEMENT AND TECHNICAL RESOURCES

### **Heath Jarrett, President**

Throughout his nearly 30 years working in the poultry industry, Heath has amassed a wide range of experience that is vital to his leadership role at CMS. He most recently served as president of an international processing equipment company's North American division. Heath also served in sales with the company including vice president of sales. He began his career working in several processing plant positions including quality control, deboning manager and plant manager. Heath has served on USPOULTRY's Board of Directors as an allied member.

### **Stanley Buell, Vice President**

Buell has over 30 years of experience in the poultry industry with a wide range of capacities. He served as Vice President of an international processing equipment company's North American division which included service and sales. Buell began his career in processing and maintenance in several processing plants.

### **Jimmy King, Sales Support Manager**

As Sales Support Manager, Jimmy assists with the daily operation at CMS. He provides quotes and equipment pricing and works with the sales managers and sales support staff to present quotes and production information to customers. Jimmy also manages project close outs. With more than 20 years in the poultry industry, Jimmy served as engineering manager for a large poultry processing equipment company for 13 years before joining CMS.

### **Jim Bowling, Sales Support/Assembly Manager**

Jim works in sales support, assisting the sales and manufacturing divisions. He has a strong background in overhead conveyance and water reuse equipment. Jim has nearly 35 years of experience in the poultry industry. He and a partner began Diversified Machine Products, a poultry processing equipment company, in 1987. They sold Diversified in 2010 to a national poultry equipment manufacturer and he served as its general manager until joining CMS.

### **Brent Edge, Manufacturing Manager**

Brent manages manufacturing for CMS, focusing on the building of quality CMS products and ensuring on-time delivery for the customer. He has 20 years of management experience, including 15 years as a manufacturing planner and scheduler.

### **Genea Christensen, Purchasing/Parts Sales**

Genea has more than 20 years of experience in the poultry industry in parts, maintenance and sales capacities. She has served as inside sales manager for an aftermarket parts manufacturer.

### **Scott Ferguson, BOM Coordinator**

Scott is responsible for on-time delivery of products also providing support to the production floor for blueprints, updates, and other tasks. He has over 10 years in manufacturing industry having a wide scope of duties in previous positions including document control processing engineering change control in an electronic manufacturing facility. He has also has manufacturing purchasing experience.

### **Ronnie Williamson, Project Manager**

Ronnie works with customers throughout the sales process, providing information and technical expertise about the equipment. He has more than 30 years of poultry equipment installation experience with several equipment manufacturing companies.

**Alex Patton, Senior Sales Engineer**

Alex serves as a mechanical designer and the software administrator for CMS. The United States Marine Corps veteran is an Autodesk specialist, and he is responsible for update implementation and training of all used design software.

**Gani Ajeti, Mechanical Designer**

Gani is responsible for design of new products in the company's line of conveyors, platforms and equipment for the food processing industry. Prior to joining CMS, Gani was a senior project manager for 15 years and designed high-end custom metal and glass fixtures, from display cases for the food service industry to custom shower enclosures for the residential market.

**Patricia McCrary, Mechanical Designer**

Patricia is a Mechanical Designer with other 15 years of experience in the design of industrial and consumer products. She is proficient in creating 3D models and detailed mechanical drawings for piece parts and assemblies. Patricia graduated from Mississippi State University with a bachelor's degree in technical education with a specialty in drafting.

**Scott Nighswander, Mechanical Designer**

A mechanical engineer, Scott is responsible for the design of new product equipment within the company lines of conveyors, platforms and equipment for the food industry. Scott has over 20 years of experience in the industrial manufacturing. He has previously worked in the pharmaceutical, medical devices, food and nutraceuticals industries in various management roles within maintenance and production.

**Ricky Jones, Regional Sales Manager**

Ricky has worked 28 years in the poultry industry in a various capacities. He will serve customers in Georgia, Florida, Alabama, South Carolina and Tennessee. He began his career working for several major poultry processing companies as a maintenance manager, project and shop manager. Most recently, he worked as sales engineer/manager for a large poultry processing equipment company.

**Curtis Poindexter, Regional Sales Manager**

Curtis will focus on customers from North Carolina up through the northeast to Maine. Having worked in the poultry industry since 1990, Curtis started as a service representative and then became a regional sales manager. He has worked in sales for the last 25 years at two poultry equipment manufacturing companies.

**Ray Tatum, Regional Sales Manager**

Ray serves as regional sales manager for customers west of Alabama. With more than 20 years of poultry equipment sales experience, Ray has worked in processing plants as a Complex Safety Manager and Plant Manager. A Louisiana Tech University graduate, he serves on the board of directors of Louisiana Poultry Federation.

**Ruben Guevara, Regional Sales Manager**

Ruben, who has worked in the poultry industry for 30 years in varied capacities, will serve customers in the Texas, Oklahoma, Northwest Arkansas and Missouri. Ruben began his career working for a major poultry processing company as a production manager. He also worked as a service technician and then sales manager for a large poultry processing equipment company.

**Bruce Ming, Designer**

Bruce has worked in the poultry industry for more than 35 years with experience in all facets of the processing operation. He designs process flow layouts, process layouts for CMS's deboning machine and helps design new equipment.

**Chuck Champion, Project Manager**

Chuck is a project manager for CMS, and he also installs our food processing equipment. An industry veteran with 30 years of experience, Chuck has worked for several large equipment manufacturers. He is a Marshall Tech graduate and earned AWS certification in 1991.

**Greg Tarpley, Site Manager**

Greg is a site manager for CMS. He has nearly 25 years of experience including more than 15 with two large poultry equipment manufacturers. Greg has worked as an installation and service technician as well as a welder, fabricator and machinist throughout his career.

**Jesus "Chuy" Rivas, Service Technician**

Chuy's responsibilities include on-site installation, repair, maintenance, troubleshooting and testing of all CMS equipment. He also trains customers on proper operation and maintenance of equipment. He began his career in the poultry processing industry in 2013 as a maintenance technician.

**Chad Grant, Service Technician**

Chad has 43 years of experience in the poultry industry and 20 years of experience as service technician. He completes equipment installations and start-ups for CMS customers. Chad, who holds a mechanical engineering degree from the University of North Georgia, also has experience in research and development.

**Curtis Deaton, Service Technician**

With a long career as a service technician, Curtis trains our customers on CMS's processing equipment and assists with installation. He has worked as a technician in several industries including positions with poultry equipment manufacturers. Curtis holds certifications in computer electronics and engineering from Bauder College.

**Jack Howard, Service Technician**

Jack has more than 35 years of experience in poultry processing industry. He has worked for several major processing equipment companies over his career. He also has experience as a further processing production supervisor for a major poultry producer and has worked as a salesman, production supervisor, research & development, project manager and service technician.

**Bobby Chapman, Service Technician**

Bobby has worked in the poultry industry for more than 25 years for a large poultry equipment manufacturer for 16 years before joining CMS. He also has worked for 10 years in quality control and maintenance for a leading poultry processing company.

**Shelley Mize, Sales Support**

Shelley assists our customers by providing quotes, answering questions throughout the sales process and confirming orders. She has more than five years of experience in the poultry processing industry, specializing in administration and sales support.

**Justin King, Sales Support**

Justin, who has seven years of sales experience, assists with sales quotes and customer support. Prior to joining CMS, he worked in dealer support for an outdoor building supplier and as sales manager for an insurance company, where he also managed the office.

**Lynn King, Assistant Controller**

As assistant controller, Lynn works with all aspects of our accounting including data entry, reporting, billing, accounts payable and data management. A University of North Georgia graduate with a degree in accounting and management, she has previous experience working in accounting and office management positions. She most recently served as Deputy Clerk in the Hall County State and Superior Court Clerk's office.

**PRODUCTS**

CMS Solutions & Logistics provides food systems equipment including processing equipment, conveying systems, and hygiene systems.

Among the processing equipment CMS designs and builds include breast and thigh deboners, tub washers, offal screens, water reuse systems, scalders and statutory wing portioning. CMS sells, installs and services its equipment.

For more information, contact:

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## CMS Solutions & Logistics Offers Automated Breast Deboner

**GAINESVILLE, GA. (Jan. 25, 2022)** – CMS Solutions & Logistics introduces the CMS-ACE DB-5 Breast Deboner, an all-new automated deboning concept engineered, designed, manufactured and supported in the US.

A patent is pending on the CMS-ACE DB-5 Breast Deboner.

The CMS-ACE DB-5 Breast Deboner produces butterfly cuts, clipped tenders and whole wings. The minimal need for rework and the high yields are comparable to hand deboning.

The CMS-ACE DB-5 Breast Deboner can process birds from 3.5 to 12 pounds with a capacity of 50 birds per minute. The machine is capable of running front halves and footballs with or without necks and can process one wing birds. It utilizes a simple touchscreen PLC control system with an integrated automatic safety shut-off.

Birds are manually loaded onto cones by two employees and an automatic positioner assists in aligning the birds correctly. The neck skin cutting module makes a precise cut. The CMS-ACE DB-5 Breast Deboner then makes the precision whole wing cut. After the scapula and wishbone are cut, the whole breasts butterfly and the tenders are harvested for maximum yield.

With reduced labor cost, high yields for multiple cuts, and only a 22-foot long and 41-inch wide footprint, the CMS-ACE DB-5 Breast Deboner is an excellent option for all deboning operations.

Founded in 2016, Gainesville, Ga.-based CMS Solutions & Logistics is led by an executive team with more than 150 years of poultry industry experience. The CMS product line includes automated breast deboner, dark meat deboning, overhead systems, offal screens, water re-use systems, scalders, giblet chillers, wing wheels, gizzard defatters, cut-up saw, vat/tub washing, hygienic entrance and vacuum transport systems. CMS's millwright and logistics services include consulting, project management, equipment demolition, installation and relocation, material handling, logistics, reconfigurations for heavy and light industrial projects. For more information, please contact CMS at 678-971-6715 or 833-872-4178 (toll free) or visit [www.cmsfoodlogistics.com](http://www.cmsfoodlogistics.com).

## CWT FARMS INTERNATIONAL

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**Booth:** B6427

**Product categories:** Hatching Eggs

**Industries served:** Poultry

**Profile:** CWT Farms International Inc., which celebrated its 60th anniversary in 2019, produces high standard broiler and layer hatching eggs for customers all over the world. The majority of CWT's business is done in North America, Central America, Mexico, the Caribbean and South America. Other markets served are Western and Eastern Europe and the Middle East.

CWT produces hatching eggs of the breeds specified by its customers. CWT's multi-lingual staff is always ready to answer questions and discuss any aspect of a poultry operation anywhere in the world.

CWT has access to all major breeding companies which allows the company to source the right breed for each customer's needs. Through years of experience and research, CWT has developed handling and shipping controls to ensure safe transport of its eggs. CWT is accredited by the National Poultry Improvement Plan and works to meet the most stringent biosecurity requirements.

**Background:** CWT Farms International Inc. has a long and successful history. For 60 years, CWT has earned the trust and respect of the poultry industry by producing quality broiler and layer hatching eggs.

CWT was formed by combining three existing hatching eggs companies – Twin Oaks Hatchery, A.C. Smith Milling Company and Bruce and Wilson Company.

CWT Farms, Inc. was purchased by the Arbor Acres broiler breeder division of Booker, London, England in 1989. The Arbor Acres Division was sold to BC Partners, a private investment company, and combined with Ross Breeders Ltd. into the Aviagen Group, the largest producer of broiler breeders in the world in 1999. The Aviagen Group changed ownership in 2003 when Advent International purchased it from BC Partners. Advent sold the group to Erich Wesjohann GMBH & Co. KG (the Erich Wesjohann Group), a leader in the poultry egg science industry.

## MANAGEMENT AND TECHNICAL RESOURCES

### **Rickey Smith, President**

After graduating from the University of Georgia, Smith has spent more than 35 years working in the poultry industry. Over that time, he worked with different breeders, production cycles, biosecurity challenges, vaccine requirements and overall bird health. In addition, he is experienced in financial analysis for all aspects of the industry. This overall experience is a valuable asset as he leads the CWT management team.

### **Patty Chickering, Vice President of Sales**

Chickering has more than 35 years of experience in the poultry industry, including 17 years with primary breeder companies. Over that time, she has gained experience in genetics, financial analysis, production planning, government compliance and regulations and logistics. Her hatching egg knowledge was developed over years of working hands-on with customers and maintaining industry standards both domestically and internationally. She works closely with CWT clients to meet their egg hatching needs.

### **Tim Hardy, Vice President of Live Operations**

Hardy, a West Virginia University graduate, began work in the poultry industry right after graduation. Having worked with different integrators, he received a variety of industry experience. With CWT, he has been the driving force behind the building of new complexes, managing feed mills and training his field staff in biosecurity. Working with his growers, he has taught them good management practices that have improved their profitability.

### **Jeff Pierce, Vice President of Marketing and Strategic Alliances**

Pierce will gather customer, competitor, and market intelligence to support development and execution of marketing strategy. He will identify trends that create opportunities for new products and services. Pierce has over 30 years of experience in international poultry sales and marketing with the past 26 years in the broiler hatching egg industry.

### **Brandon King, Vice President of Finance and Accounting**

King provides detail financial analysis and input to help the company grow. A University of Georgia graduate with a degree in Finance, King worked in finance for companies outside the poultry industry where he gained valuable experience.

## PRODUCTS

CWT Farms produces and supplies hatching eggs to the broiler industry. The key to achieving this goal is the quality of our breeding stock. With access to all major breeding stock companies, we have the ability to source the right breeds for all our customer's needs.

From leading edge construction and equipment of the houses, to precise flock management by our experienced staff, CWT applies the most advanced techniques to maintain top performance of flocks. Our hatching eggs will provide chicks that yield the best results, giving our customers the return in investment that is expected.



For more information, contact:

**Jeff Butler**

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## CWT Farms International Purchases New Warehouse Equipment

**GAINESVILLE, Ga. (Jan. 25, 2022)** —CWT Farms International recently invested in three pieces of equipment to enhance its warehouse operation.

CWT Farms purchased two shrink wrap machines and a vacuum lift to aid in shipping eggs.

“With the new equipment, we have increased efficiency and are able to package the eggs for shipment faster,” CWT Farms Warehouse Manager Richard Snyder said.

Previously, CWT Farms warehouse employees hand wrapped the pallets of eggs for shipping. The new shrink wrap machines secure the eggs for shipping faster and more proficiently.

The vacuum lift takes the weight of lifting and stacking the boxes off the employees when the eggs are being prepared for shipping. The lift also makes the process faster and more efficient.

Since 1959, CWT Farms International has been dedicated to the production of high standard broiler hatching and brown layer eggs for customers all over the world. The majority of CWT's business is in North America, Central America, Mexico, the Caribbean and South America. Other markets served are Western and Eastern Europe and the Middle East. CWT produces hatching eggs of the breeds specified by its customers. For more information, contact CWT at 770-532-3181 or visit [www.cwtfarmsinternational.com](http://www.cwtfarmsinternational.com).

## FOODMATE

**Primary Contact:** Scott Hazenbroek, President, Foodmate US  
Erik Blom, President, Foodmate B.V.; David Hazenbroek, Managing Director – Business Development, Foodmate B.V.  
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**Product categories:** Though cut-up and deboning systems are the company's main focus in the U.S., Foodmate's product line spans a wide assortment of poultry processing equipment designed for live bird handling, killing and de-feathering, eviscerating, chilling, weighing and grading systems, and more. In addition to equipment manufacturing, Foodmate provides an extensive variety of spare parts, equipment service and training. Further supporting the industry, Foodmate also delivers equipment that can be used in industrial washers including crate washers, pallet washers and container/drum washers.

**Industries served:** Poultry

**Profile:** Foodmate is a leading manufacturer of poultry processing equipment such as cut-up and deboning systems. Driven by research, paired with unmatched knowledge and decades of experience, it is Foodmate's mission to innovate, automate and bring cost-effective solutions to the industry.

**Background:** In 2021, Foodmate was purchased by Duravant. Headquartered in Downers Grove, IL, Duravant is a global engineered equipment company with manufacturing, sales and service facilities throughout North America, Europe and Asia. Through their portfolio of operating companies, Duravant delivers trusted end-to-end process solutions for customers and partners through engineering and integration expertise, project management and operational excellence. With worldwide sales distribution and service networks, they provide immediate and lifetime aftermarket support to all the markets they serve in the food processing, packaging and material handling sectors. Duravant's market-leading brands are synonymous with innovation, durability and reliability.

Founded by industry experts in early 2006, Foodmate quickly expanded its worldwide distribution into North and South America with the launch of Foodmate US and enhanced that coverage with the opening of Foodmate Brazil in 2015. In the last 10 years, Foodmate has become the committed and reliable partner of major poultry processing companies worldwide. Inc. magazine has recently ranked Foodmate No. 885 on its 36th Annual List of America's Fastest-Growing Private Companies, the Inc. 5000, the most prestigious ranking of the nation's fastest-growing private companies.

Our team of dedicated professionals is backed by decades of poultry industry knowledge and experience, resulting in the engineering, development and implementation of highly innovative designs geared to our clients' ever-changing needs.

In 2015, Foodmate US opened the Inspirience Center, a training facility at its Ball Ground, Ga. headquarters. The center is home to Foodmate Academy which offers classroom and hands-on training for Foodmate products. Customers can send their employees to the center for intense training on Foodmate equipment.

## MANAGEMENT AND TECHNICAL RESOURCES

### **Scott Hazenbroek, president | Foodmate US**

Scott Hazenbroek has been in the poultry processing industry since a very young age, when his grandfather and later his father, started a poultry equipment manufacturing company in Holland. In 2006, he along with his brother, founded Foodmate. In 2010 Foodmate US was founded, and since then, Scott has been overseeing the U.S. and Canadian operations. Scott graduated college in the Netherlands, is bilingual in Dutch and English and speaks German and French.

### **Erik Blom, president | Foodmate BV**

Erick Blom served as President – Food Processing EMEA before becoming president of Foodmate BV. He led Duravant's Key Technology, Marlen and WECO brands in the region. As Foodmate BV president, Blom will also have responsibility for Marlen EMEA and the rest of Foodmate International.

### **David Hazenbroek, managing partner – business development | Foodmate BV**

David Hazenbroek has a thorough background in all aspects of poultry processing. He has over 17 years of international sales experience. In addition to presiding over Foodmate BV, David oversees expansion efforts in Europe and Asia. David grew up around the poultry processing equipment business and is a second-generation company owner.

### **Rik Wijnhorst, general manager | Foodmate BV**

Wijnhorst manages the day-to-day operations, overseeing the management of production and production schedules, engineering, sales, purchasing, and delivery schedules. He has a strong background in the production industry, purchasing, and technical sales.

### **Jim James, senior vice president of service operations | Foodmate US**

James oversees the company's customer service operations. He has a long career in the poultry industry dating back to 1986. He has held high level management positions in customer service, sales and marketing with several major processing equipment companies.

## US SALES AND SERVICE TEAMS

### **Tim Morgan, national account manager | Foodmate US**

Morgan has more than 25 years in the poultry industry, specializing in packaging, poultry processing, service and installation of processing equipment.

### **David Coburn, national account manager | Foodmate US**

Throughout his 25 years of working in the poultry industry, Coburn has worked in various areas of processing including sales management and installation for some of the largest processing companies in the U.S.

### **Barry Jeffcoat, national account manager | Foodmate US**

Jeffcoat has worked in most areas of poultry processing over the last 20 years. His experience includes plant operations, deboning, processing management, customer service and sales management.

**Howard Saul, national account manager | Foodmate US**

Saul has 30 years of experience working in the meat industry. He worked for 13 years with several large poultry, meat and seafood processing equipment companies. In addition, he has 17 years of experience in product management with two food companies.

**David McNeal, area sales manager | Foodmate US**

Throughout his 23 years in the poultry industry, McNeal has worked successfully with customers to find solutions to their processing needs. He previously served as product manager for Foodmate US. McNeal graduated from the University of Georgia with both an undergraduate degree and Master of Science in Poultry Science.

**Peter Goffe, area sales manager | Foodmate US**

Goffe has more than 35 years of operations, sales and management experience for major poultry equipment companies. Peter is responsible for sales in the Canadian market.

**Paul Breure, training and development manager | Foodmate US**

Responsible for the implementation and delivery of the company's sales and training demonstrations, testing and programs; Paul is eager to deliver interactive classes that illustrate Foodmate's high standards of safety and design. With over 18 years of experience in the poultry industry, Paul is involved with the R&D team and their activities in the field and around the Inspirience Center.

**Inspirience Center****John Trayler, senior service manager | Foodmate US**

In his role as a Senior Service Engineer/Technician, Trayler will install Foodmate equipment and provide maintenance for US customers. He will also be responsible for providing customers with technical support and advice on poultry equipment.

**Greta Holloway, AIP manager and parts and after sales manager | Foodmate US**

Holloway has nearly 30 years of experience in the industry, with specific expertise in spare parts and after sales management. In addition to bringing dedicated focus on the AIP contracts, she is also expanding and managing the current Customer Asset Manager (CAM) crew.

**PRODUCTS****White and Dark Meat Deboning Systems****MAX 2.0**

The New MAX 2.0 has been completely redesigned. The stronger and more reliable MAX comes with higher performance, safety, and hygiene benefits, while still offering exceptional flexibility in final products. Product options are butterfly fillets, half fillets, and tenders in/out. Enhanced features such as a standard conveyor over the machine's full length, and drip trays over the conveyors, add to the machine's performance. Improved hygiene, such as advanced CIP, reduces sanitation time. The MAX 2.0 can operate at a speed of 6000 caps or whole breasts per hour. The machine still continues to be easy to maintain. The user-friendly and intuitive control panel ensures the operator is comfortable operating the machine with minimum training. MAX 2.0 allows the user to operate two different pre-set programs, such as half fillets or butterflies. This gives the operator the ability to control production on the fly and saves valuable setup time.

### NEW OPTiX Thigh Deboner

Expanding on the success of the ULTIMATE Whole Leg Deboner which marked the introduction of a new generation of poultry deboning equipment with x-ray technology, Foodmate now launches the NEW OPTiX Thigh Deboner. The NEW OPTiX brings the same combination of durable mechanics and cutting-edge technology in automation ensuring the highest possible yields. The OPTiX offers the flexibility of hanging leg pairs (left and right execution), with the unprecedented ability to be integrated with the Foodmate OPTI Flow Cut-up System. OPTiX Leg Deboner uses an X-ray measuring system to precisely measure each leg; using this data the machine automatically adjusts for each leg in real-time at a speed of 12,000 legs per hour. The OPTiX Leg Deboner was developed to be integrated with the OPTI FLOW Cut-up System, but it is also being developed to run as an independent system.

### The Ultimate

Foodmate's Ultimate Whole Leg Deboning System can process up to 6,000 legs per hour. With its patented X-ray measuring system, the Ultimate is capable of handling different size legs without any changes to the machine. The X-ray system accurately measures the position of the kneecap and the length of the drum and the thigh bone. This information is sent to the automatic adjusting system to ensure a precise cut along the kneecap. Legs are input into the machine with or without the skin and the finished product is output with the whole leg meat deboned and the kneecap still attached at the knee joint. By processing the legs this way, there is less trimming after the leg runs through the machine which reduces labor. The Ultimate, which has a small footprint, can be set up for left, right or left and right leg processing.

### OPTI LTD Whole Leg Deboner

Foodmate OPTI-LTD Dark Meat Deboning System is a flexible, total dark meat deboning solution that produces high-yield, superior quality meat efficiently and cost effectively. Capable of deboning 100 skinless or skin-on anatomical whole legs, thighs and drumsticks per minute, this system is so flexible that no additional parts or changes are required when switching between the various dark meat deboned products. One of the most important but also labor-intensive processes to debone whole legs is to make the pre-cut (J-cut) along the drum and thigh bone. Making a proper J-cut is a critical step to ensure good yields and high-quality boneless leg meat that meets all boneless dark meat requirements. With the new automated J-cutting unit, all the issues with manual J-cutting are addressed, making the investment in leg deboning automation even more justifiable and giving it an even faster return on investment.

### OPTI Thigh Deboner with Kneecap Separator

Foodmate has developed a Kneecap Separator (KCS) for its OPTI Thigh Deboner as a solution for extra labor that is normally needed in the deboning process. During thigh deboning, cartilage can sometimes be left on the meat during deboning. The Foodmate KCS provides a cartilage free product which results in less manual trimming. As a result, the meat has a hand-cut appearance with less labor required. Since the introduction of the OPTI Thigh Deboner in 2011, Foodmate has successfully installed over 50 machines worldwide. Customers in the US, Canada, Korea, Australia, France, Poland, Turkey, Russia and several other countries are realizing significant yield improvements and labor savings as well as seeing improved thigh meat quality and increased shelf life. The Foodmate OPTI Thigh Deboner has been developed to address problems commonly found in both manual and automated thigh deboning operations. Its unique design provides high meat quality and optimum yield, with minimum trimming and inspection. The innovative scraper design and tendon cutting system give the meat a hand-cut Appearance without shattering the bones. Unlike other automated thigh deboners, the OPTI Thigh Deboner does not require a rubber disc to clean the bone, which significantly reduces operating costs and minimizes bone shattering.

## MAXIMA

The Foodmate MAXIMA Breast Cap Deboner design displays a PLC controlled technology to automatically de-skin the breast, remove the wishbone and remove the tender from the outer fillet with minimal bone content and high yields. The meat that is produced presents well for tray packing and is suitable for many food service applications. The Maxima has a small footprint and can produce up to 50 breast caps per minute / to 3,000 breast caps per hour with minimal loading, inspection and trimming staff. The Maxima's sanitary design consists of large access doors for easy cleaning and maintenance to address food safety concerns. The machine has large see-through doors which provide optimal internal visibility to all moving parts and visual performance monitoring.

## Cut-up Systems

### OPTI Flow Cut-Up Systems

The Foodmate OPTI Flow Cut-up System is one of the market's most advanced chicken cut-up systems, offering excellent efficiency and flexibility. The system combines the advantages of the optimal solution for whole bird distribution based on grade and weight, as well the optimal logistic solution to deliver parts to any desired location in the cut-up area. Modules can be customized according to your plants' Requirements. Differences between the Frame Cut-Up Systems and the OPTI Flex Cut-Up Systems Include a one-touch operating system, reduced number of conveyors, open and sanitary design and more importantly, flexibility. The efficiency improvements provided by these innovative cut-up systems are numerous and must be explored by anyone seeking to reduce resource consumption while increasing equipment safety and productivity. The OPTI Flex Line is capable of processing 200-plus birds per minute out of the chiller which can distribute birds by weight and/or grade to all the necessary WOG drops or cutting modules. It can be paired with Foodmate|ChickSort Weighing Transfer machine and InVISION Camera Grading System.

### Food Service Cut-Up System

Food Service Cut-Up Systems are typically designed to meet all 8-piece and 9-piece cutting requirements set by various fast food chains, such as KFC, Popeye's, Church's Chicken and Bojangles. But these poultry processing machines are also often designed and customized to meet other food service cut-up requirements from different countries around the world, such as in Korea and Thailand. Foodmate has also supplied lines to make four- and six-piece bone-in breast cuts, which are used for school lunch programs in the US. The Foodmate Food Service Cut-Up System requires minimum installation time and offers superior cutting accuracy at higher line speeds. It provides accurate cuts on up to 6,000 birds per hour. All Foodmate Food Service Cut-Up Systems are supplied with self-correcting magnetic cutup shackles to help prevent the shackles from misfeeding when entering the cut-up modules. The unique turning point and side plate configuration makes the machine easy to clean and flexible for future line modifications. The stand-alone machine requires minimum installation time because all of the single point connections are integrated into the machine. The system is versatile enough that the individual modules can be placed in different areas on the cut-up line. The stainless-steel design makes clean up easy. The Food Service Cut-Up Frame is a self-contained, easy to install, and flexible cut-up system. Durability and practicality are two of the main design considerations for this system.

### Foodmate Compact Cut-Up

The Compact Cut-Up Systems are available in different configurations, designed to meet mainly traditional product mixes. Some systems are as simple as just cutting front halves and cutting leg quarters. Others may include wing segmenting and options such as weighing and whole bird

distribution. Line speeds can vary from 100 birds per minute on 12-inch centers to 140 birds per minute on 8-inch centers, depending on the type of cuts.

## **High Demand Cut-up Modules**

### **Thigh Drumstick Cutter New Generation (NG)**

The FM Thigh and Drumstick Cutter is a multi-purpose machine that can be used for both retail and food service applications. It has a simple construction design that contains no rebuild points, thus reducing cost of ownership. It gives an anatomic cut and depending on the type of cut, various configurations are possible. The electrical sync allows for more accurate cutting and the absence of a 90-degree gear box lowers maintenance costs. Key benefits are direct drive motor, which improves cut quality and appearance; increased line speed due to the direct drive gear box; friendly interface with easy access to make adjustments, and its performance is for a maximum of 6,000 birds per hour.

### **OPTI Leg Processors**

The Foodmate OPTI Leg Processor is specifically designed to maximize bone-in and boneless dark meat yields. The machine gives a high yield anatomical cut and good meat and skin presentation. The leg processor can accommodate a wide size range while maintaining a high percentage of “white knuckles” and minimal bone content. In addition, the OPTI Leg Processor is designed to handle large chickens, a relevant and in high demand feature specifically for the U.S. market.

### **OPTI FH Cross-Cut Halving Machine**

The Foodmate FH Cross-Cut Halving Machine addresses problems commonly found with single bladed front halving machines. The machine provides a highly efficient cross-cut front half, significantly reducing the number of tipped keels and miscuts. Using two blades instead of one large blade gives a straighter cut across the hips and gives more control over the number of ribs that stay attached to the front half.

The FH Cross-Cut can run both on 12-inch and 8-inch centers, and it can process a large size variation without adjustment. Its versatility allows for installation on current line configurations or newly constructed Frame and OPTI Flow Cut-up Systems. The FH Cross-Cut provides increased dark meat yield, does not cut into keel tip, and the cut can be adjusted to help increase leg quarter yield. With the FH Cross-Cut Halving Machine, there is no need for a pre-cutter; in addition, the machine contains a simple construction with no belts and easy maintenance.

### **Wing Cutter Super Cut**

The Foodmate Wing Cutter Super Cut is designed to meet the latest requirements for anatomic wing cutting. The Wing Cutter Super Cut can be installed into most existing cut-up lines and on a Foodmate Compact Cut-Up System. It contains a stainless steel frame and motor and is easy to clean with minimal maintenance required. Catering to client's requests and demands, the new enhanced features allow for easy adjustment support for larger birds, handle broken wings without clogging up and promote continuous production.

### **Breast Processor**

The Foodmate Breast Processor runs bird's breast first. An arbour and several guides pick up the bird and guide them into the circular blade. The breasts are then cut and transported through the machine by the pick-up chains. The Breast Processor allows for a maximum of 6,000 birds per hour; it has a stainless steel frame and motor; it is easy to clean and requires minimal maintenance.

**Thigh Drumstick Cutter**

The FM Thigh and Drumstick Cutter is a multi-purpose machine that can be used for both retail and food service applications. It has a simple construction design that contains no rebuild points, thus reducing cost of ownership. It gives an anatomic cut and depending on the type of cut, various configurations are possible. The electrical sync allows for more accurate cutting and the absence of a 90-degree gear box lowers maintenance costs. Key benefits are direct drive motor, which improves cut quality and appearance; increased line speed due to the direct drive gear box; friendly interface with easy access to make adjustments and its performance is for a maximum of 6,000 birds per hour.

**SMART Cut-Up Shackle**

When people first see the new and innovative FM SMART Cut-Up Shackle they cannot seem to figure out what triggers the shackle to turn, but there is no trigger. Instead, the SMART Shackle uses magnetic technology to turn when activated at a turning point. Magnetic technology is not the only reason why the shackle is named the SMART shackle; an innovative design prevents the shackle from being turned in the wrong direction when entering the cut-up modules. The built-in, self-correcting feature allows for this incredible benefit.



## GLOBAL POULTRY SOURCE

**Primary Contact:** Hutch Porter, Live Productions Manager

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**Booth:** B6964

**Product categories:** Hatching Eggs, Poultry Equipment

**Industries served:** Hatching Eggs, Vaccines, Vaccinator Equipment, Poultry Production Equipment, Feed Additives and Feed Mill Equipment

**Profile:** Global Poultry Source, a full-service supplier of hatching eggs, poultry production equipment, vaccinator equipment and vaccines, serves customers throughout the world from its headquarters in Gainesville, GA.

**Background:** Fueled by a strong desire to provide world-class service and equipment to even the smallest growers and producers, Rick Wood and John Borrow opened Global Poultry Source (GPS) for business in 2019. A full-service supplier of broiler hatching eggs, layer eggs, poultry production equipment, vaccinator equipment and vaccines, GPS serves customers throughout the world from its headquarters in Gainesville, Ga., quality, service and value are the foundation and the mission of Global Poultry Source.

Co-owners Rick Wood and John Borrow each bring deep history and extensive knowledge of poultry to the company. Wood's family has been in the poultry industry since 1964 and Borrow has longtime connections to the industry.

As a former poultry farmer in North Georgia, Wood likes to work with the growers he knows in the area to provide quality hatching eggs to GPS customers. Borrow's goal is to ensure that GPS is serving smaller poultry companies that often do not get the attention they need from larger suppliers.

Global Poultry Source has an experienced bilingual staff to work with our customers in Mexico, Central and South America. Our staff has a deep knowledge of international shipping and documentation requirements to ensure your shipment arrives promptly. Each country we ship hatching eggs to has different requirements. Our staff is familiar with each country's specific rules and regulations so we can expedite the shipping of your eggs.

## MANAGEMENT AND TECHNICAL RESOURCES

### **Rick Wood, President**

Rick Wood is a business leader with deep roots in agriculture, rural telecom and electric cooperatives in the southeast. He is a lifelong resident of Habersham County in the foothills of Northeast Georgia, where he currently lives with his wife of 42 years. Active in his church and community, Rick has served on various public service boards including the Department of Family and Children's Services and the Habersham County Chamber and the Small Business Access Partners Board of Directors.

His family farms over 275 acres and specializes in extensive Embryo transfers to produce the best seed stock, resulting in cattle with high all-purpose index EPD's from his purebred Simmentals. The family also operated poultry houses, until June 2019, producing approximately 240,000 broilers a year.

### **John Borrow, Vice President**

John Borrow is a businessman who owns seven McDonald's restaurants in North Georgia. A longtime business partner of Wood, he has contacts throughout the poultry industry and several family members who work in the industry.

John has deep connections in North Georgia and currently serves as Mayor of Cornelia. As co-owner of Global Poultry Source, he puts his business acumen to work in focusing the company on providing highest quality products, unmatched service and value to our customers. His personal mission is to work with small poultry companies that often times don't get the attention they need from larger suppliers.

### **Maria E. Lieberman, Office Manager**

Office manager, executive administrative assistant to the Global Poultry Source president and vice-president, and assistant to international sales manager and live production manager – that's Maria E. Lieberman. But that's not all. Maria supervises the egg sales manager and administrative assistant. She is also responsible for accounts receivable and accounts payable, payroll and maintenance of the customers and vendors database. And she handles correspondence with Latin American customers, translations, input of product codes, purchase orders and invoicing. Maria, who has more than 15 years of experience in the poultry industry and 40 in office management and administration, is experienced in international shipping requirements and preparation of shipping documents. It's no wonder she is our go-to to keep our office running smoothly. Maria is fluent in English and Spanish. Maria enjoys spending time with her husband, Henry, and son, Jonathan. Away from work she loves traveling, photography, reading positive spiritual books and watching movies.

### **Guilliana Rivera, Egg Sales Manager**

Fluent in English and Spanish, our egg sales manager Guilliana Rivera works closely with our customers. Guilliana has more than six years of experience in the egg industry and handles all egg sales on both the domestic and international sides. In addition to offering our variety of products, she also provides formal quotes, coordinates shipments, and handles invoices, health certificates and any other required shipment documentation.

Guilliana enjoys spending time with her husband, Justin, and children, Liam and Leyla. She loves their trips together, especially to the beach. Guilliana is an avid reader and likes to do arts and crafts.

**Jimeno Gutierrez, International Sales**

Jimeno Gutierrez is well-known throughout the Latin American egg industry. Serving as our International Sales Executive, he has more than 35 years of sales experience in the region. Jimeno, who has a degree in animal science from the University of Louisiana-Lafayette, has worked in sales and technical support for animal nutrition, feed additive and equipment companies in the region since 1984. His knowledge and expertise in the poultry industry are invaluable to Global Poultry Source and our customers worldwide. Jimeno is fluent in English and Spanish.

Jimeno likes to hike, jog and play soccer. He and his wife, Adriana, have two children, Luis and Mariana.

**Talia Reyes, Administrative Assistant**

Administrative assistant Talia Reyes keeps work moving in our office by helping with quotes and invoicing. She has previous experience as administrative assistant with another poultry company and is very knowledgeable about eggs and poultry equipment. Talia is also bilingual in English and Spanish.

Talia and her husband, David, have one son, Jonah. The family likes watching movies together and Talia enjoys working on her arts and craft projects in her time away from work.

**Hutch Porter, Live Operations Manager**

As live operations manager, Hutch Porter's role is key to our company's production of hatching eggs. He brings more than 20 years of pullet and breeder hen management to GPS's breeder operation enabling us to offer highest quality products to our customers. Hutch raises and manages cattle and working horses in his spare time. He and his wife, Allison, love to travel.

**Camille Dunn, Field Technician**

Camille Dunn will become a very familiar, friendly face to our growers while working closely with them onsite to help manage their flocks health. As field technician, she manages our contract growers' flocks' health to maintain egg production levels. Visiting Global Poultry Source's contract growers each week, she assists with proper growing environment, vaccinations and biosecurity protocols at pullet and hen houses.

**PRODUCTS****Hatching Eggs**

Global Poultry Source offers hatching eggs for worldwide distribution. This ensures that clients receive the best hatching eggs available in a timely manner. We monitor production closely and manage for quality. In addition, every step possible is taken to minimize the risk of exposure to other poultry operations and possible disease breakouts.

**Poultry Production Equipment**

Pre-fabricated housing, feeders, drinkers, vaccines, vaccinators, curtains, ventilation and evaporative cooling systems are offered by Global Poultry Source on behalf of quality manufacturers. The company also provides spare parts for equipment in all areas of the poultry production operation as well as equipment for feed plants.

For more information, contact:

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## Global Poultry Source Offers Feeding and Watering Systems

**GAINESVILLE, GA. (Jan. 25, 2022)** – Global Poultry Source offers superior quality feed bins and feed distribution systems. Manufactured with the highest possible gauge galvanized steel, the bins are built to last for many generations.

Feeding systems are available in manual or automatic and pan or chain to meet customers' needs and assure quality results in every flock.

GPS also has a large inventory of top quality water systems, including manual and nipple drinkers. These systems are guaranteed to provide the water necessary for maximizing the birds growth performance.

Global Poultry Source, a full-service supplier of hatching eggs, poultry production equipment, vaccinator equipment and vaccines, serves customers throughout the world from its headquarters in Gainesville, Ga. For more information, see <http://www.gpspoultry.com/> or contact International Sales Manager Jimeno Gutierrez at [jim@gpspoultry.com](mailto:jim@gpspoultry.com) or 678-498-1970

## MERCK ANIMAL HEALTH

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**Booth:** B4803

**Product categories:** Vaccines and pharmaceuticals

**Industries served:** Cattle, swine, poultry, companion animal, equine, aquaculture

**Profile:** Today's Merck is a global healthcare leader working to help the world be well. Merck Animal Health, known as MSD Animal Health outside the United States and Canada, is the global animal health business unit of Merck. Through its commitment to the Science of Healthier Animals™, Merck Animal Health offers veterinarians, farmers, pet owners and governments one of the widest range of veterinary pharmaceuticals, vaccines and health management solutions and services. Merck Animal Health is dedicated to preserving and improving the health, well-being and performance of animals. It invests extensively in dynamic and comprehensive R&D resources and a modern, global supply chain. Merck Animal Health is present in more than 50 countries, while its products are available in some 150 markets. For more information, visit [www.merck-animal-health.com](http://www.merck-animal-health.com) or connect with us on LinkedIn ([https://www.linkedin.com/company/merckanimal-health?trk=company\\_name](https://www.linkedin.com/company/merckanimal-health?trk=company_name)), Facebook ([www.facebook.com/merckanimalhealth](http://www.facebook.com/merckanimalhealth)) and Twitter at @MerckAH.

**Background:** Merck Animal Health has a rich history; it is a story of innovation, commitment to research and entrepreneurship in animal health dating back over 70 years. This long-standing experience is helping to shape the future of animal health.

## MANAGEMENT AND TECHNICAL RESOURCES

### Key Management

Rick DeLuca, President, Merck Animal Health

Scott Bormann, Vice President, North America, Merck Animal Health

### Key Technical Services

Ivan Alvarado, D.V.M. M.S., PH.D., DACPV

Steve Fitz-Coy, Ph.D., M.S.

Andres Montoya, D.V.M., M.A.M., M.P.V.M., DACPV

Alexandra Reilley, D.V.M., M.S., DACPV

Blayne Mozisek, M.S., D.V.M., M.A.M., DACPV

Jim Stockam, D.V.M

## PRODUCTS

### Innovax®-ND-IBD

Provides simultaneous single injection protection against Newcastle Disease, Infectious Bursal Disease and Marek's Disease.

### Innovax®-ND-ILT

Provides simultaneous single injection protection against Newcastle Disease, Infectious Laryngotracheitis Disease and Marek's Disease

### Innovax®-ND

For in ovo vaccination of 18-day-old chicken embryos and subcutaneous vaccination of 1-day-old chickens for the prevention of Newcastle Disease and Marek's Disease

### Innovax®-ILT

Recombinant Fowl Laryngotracheitis – Marek's Disease Vaccine.

### Innovax®-ILT-SB

For the vaccination of 18-day-old chicken embryos by in ovo administration and of healthy 1-dayold chickens by subcutaneous route as an aid in the prevention of Marek's Disease and Infectious Laryngotracheitis.

### Coccivac®-B52

A live coccidiosis vaccine for broilers. Contains live oocysts of Eimeria acervulina, Eimeria maxima, Eimeria maxima MFP, Eimeria mivati and Eimeria tenella. For vaccination of healthy chickens at one day of age.

### Coccivac® D2

A live coccidiosis vaccine for broiler breeders and layer pullets. Contains live oocysts of E. acervulina, E.mivati, E.maxima, E. tenella, E.necatrix, E.brunetti.

### BRON-NEWCAVAC® SE

BRON-NEWCAVAC-SE is prepared from Newcastle disease virus, infectious bronchitis virus, Massachusetts type, and Salmonella enteritidis, inactivated and suspended in the aqueous phase of an oil emulsion adjuvant.

**SE Guard®**

SE Guard is for the vaccination of healthy chickens 10 weeks of age or older as an aid in the reduction of Salmonella enteritidis phage types 4, 8 and 13a colonization of internal organs, including the reproductive tract.

**Safe-Guard AquaSol®**

Safe-Guard AquaSol enables easy, effective deworming for broilers, breeders and pullets.

## PRINCE INDUSTRIES INC.

**Primary Contact:** Jesse A. Prince, President  
Leon Hernandez, Sales Manager  
Stephen Thomas, Sales/Service  
**Address:** Prince Industries Inc, P.O. Box 290, Murrayville, GA 30564  
**Phone:** 800-441-3303; 770-536-3679  
**Fax:** 770-535-2548  
**Website:** [www.prince-inc.com](http://www.prince-inc.com)  
**Email:** [info@prince-inc.com](mailto:info@prince-inc.com)  
**Booth:** C11860

**Product categories:** Mechanical Deboning Equipment/Spare Parts

**Industries served:** Poultry, Beef and Fish Processing

**Profile:** Prince Industries Inc. has been a specialist and innovator in mechanical deboning for more than 40 years. Prince set the standard for mechanical deboning and its equipment continues to lead in quality, and design capabilities. Prince offers complete turn-key mechanical deboning systems that increase production and efficiency.

Prince provides individualized consulting service that helps our customers determine what types of products to manufacture, what markets would be most profitable, and which raw materials best suit their needs. Prince designs systems specifically to meet those business demands, from a single piece of equipment to an entire operation.

Expert information on pricing, packaging, labeling, and computerization of our clients' entire system is also a part of the complete Prince package. Whether the business is small, and family owned or a large corporation, our experience will work for you.

### PRODUCTS

#### 2020 Volume Deboner

The Prince 2020 Deboner offers high volume output and superior yield unmatched in the industry. It is engineered with innovative thrust housing and requires little maintenance. Simple to operate, the 2020 Deboner uses a high yield screen design and maximum yield setting which result in minimum temperature rise. It provides a wide range of deboned products from all forms of chicken, turkey, beef, pork, lamb, fish, fruits, and vegetables. Made of stainless steel, the 2020 Deboner features Prince's unique self-pumping feature which has the capability to pump deboned meat a short distance (2 meters) from the deboner to mixer/blenders, hoppers, pack off areas, or combos without the expense of extra pumps and conveyors.

#### 2000 Volume Deboner

The 2000 Deboner offers a medium volume output but can be easily upgraded at minimal cost to handle more volume. This feature makes it an attractive choice for expanding companies that predict growing mechanical deboning needs in the future. The 2000 Deboner is made of stainless steel and designed to provide a wide range of mechanically deboned products. It features Prince's unique self-pumping feature which has the capability to pump deboned meat a short distance (2meters) from the deboner to mixer/blenders, hoppers, pack off areas, or combos without the



expense of extra pumps and conveyors. 2000 Combo Deboner For cost efficient, medium volume deboning needs, the Prince 2000 Combination Deboner offers the highest quality of output and yield in the mechanical deboning industry. Crafted of stainless steel, the machine is designed to provide a wide range of deboned products. Specifically engineered for low to medium volume, the 2000 Deboner offers simple, clean mechanical deboning for the poultry and fish industries. A unique meat pump encircles the 2000 Combination Deboner and the self-pumping feature pipes the deboned meat directly into boxes or bags for easy handling, packing, and shipping.

### **221 Combo Deboner**

The 221 Combination Deboner is ideal for low to medium volume deboning needs. The 221 Deboner was recently updated with a larger hopper to increase capacity. Offering the highest quality of output and yield, the stainless steel machine is designed to provide a wide range of deboned products for the poultry and fish industries. Prince's 221 Combination Deboner has a self-pumping feature that pipes the deboned meat directly into boxes or bags for easy handling, packing, and shipping.

### **Model 8 Grinder**

The Model 8 Grinder provides precision craftsmanship, cooler cutting, and minimum temperature rise. The Prince Grinder features greater strength and easier clean-up of the hopper. It is equipped with a spring-loaded knife holder containing self-seating and sharpening inserts, feed screws designed for fresh and tempered meat, reversible cutting plates and replaceable center bushings. Another advantage provided by the grinder is the elimination of center pin breakage since knife holders are rotated by the drive lugs that are built into the feed screw. To better accommodate our customers, the motor can be mounted underneath or on the side.

### **HV-RMJ**

The HV-RMJ is the newest Prince mechanical deboner designed for medium volume producers. The HV-RMJ provides medium volume producers the ability to operate with higher yields, lower temperature gains, and lower cost of operation. The deboner features Prince's unique 360-degree compression ring design, which allows for the easy discharge of bone residue. This produces the maximum amount of yield with minimal temperature rise in the meat. The compression setting can be adjusted during operation.

For more information, contact:

**Jeff Butler**

**Public Relations Account Executive**

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## Jesse A. Prince Takes Over as Owner and President of Prince Industries

**MURRAYVILLE, GA. (Jan. 25, 2022)** — Jesse A. Prince is now owner and president of Prince Industries, following the retirement of his father, Jesse J. Prince.

Prince has been with Prince Industries since 2003 and has overseen management of the company since 2011. He worked in sales and service early in his career and then in manufacturing operations before moving into overall management.

"We want continue our investment in research and development of innovative, cutting edge mechanical deboning equipment," Prince said. "We are looking to increase our product line to offer our customers a wide variety of equipment for their processing needs."

Prince Industries serves the poultry, pet food, beef and fish processing industries in the U.S., Latin America and Asia.

"Our goal is to continue to grow our product line and to increase our footprint in these specific regions," Prince said.

Prince is the fourth generation of the Prince family to lead Prince Industries. The family has been innovators in the food processing business since the 1920s.

Prince Industries Inc. has been a specialist and innovator in mechanical deboning for more than 40 years. Prince Industries offers complete turn-key mechanical deboning systems that increase production and efficiency. For more information, call 770-536-3679 or visit [www.princeindustriesinc.com](http://www.princeindustriesinc.com).