**CAPTURE THE DIGITAL OPPORTUNITY**
Mrs Baader announces new CEO and Head of Digitalisation

**KEEP IT IN THE SHACKLE**
Thigh Filleting System 632 integrated into the cut-up

**COMPACT PLANT 396**
Sustainable and flexible small-scale processing

**CAS ABOVE AND BELOW GROUND**
New development to ensure animal welfare
Honorary Consul Petra Baader announces interim CEO and focuses on digitalisation

Compact Plant 396 ensures a sustainable and flexible small-scale processing

Controlled Atmosphere Stunning both below and above ground

Our poultry vision
To be the first choice of poultry customers wanting intelligent, sustainable, biosecure and leading animal welfare solutions for safe food processing factories
Mrs Baader appoints interim CEO

Changes in the poultry division

Mrs Baader has announced Mr Torsten Krausen as the new interim CEO at BAADER LINCO. This decision was taken after Mr Andy Miller (CEO until February 2018) expressed his wish to reduce his workload and focus on Product Management and Marketing. As CMO, Andy Miller will be responsible for planning, developing and marketing our future product portfolio.

Torsten Krausen will work closely together with Andy Miller and the rest of the executive level to realise our poultry vision and further grow our business. He will lead digitalisation and leverage the strength of both poultry and fish business areas. Our offices in Singapore, UK, Russia and China are good examples of subsidiaries dedicated to both industries.

Mr Krausen will further strengthen our global development and manufacturing facilities by taking advantage of the strengths that lie in each division. The poultry facilities in Denmark will focus on live bird handling and slaughtering, Holland will focus on evisceration, chilling and cut-up, and the US will focus on weighing and grading. The corporate headquarters in Germany will continue to be responsible for breast deboning and innovation.
The food processing sector is changing faster than ever before, driven by innovations and digitalisation. The BAADER Group is implementing new digital technologies that will help customers improve their processing through data sharing.

We have established a new Department of Digitalisation located in Lubeck, Germany. Our newly established Department of Digitalisation is conducting and driving our digital strategy across the BAADER business units. This includes the development of new digital products and services that can help our customers in their daily processing.

‘Industry 4.0 is omnipresent. It is the term for the upcoming change. At BAADER, we have a clear idea of Industry 4.0 and prepare the technical basis and implement our first products. We will step forward with our customers into new solution spaces, which we will first work through with the digital solutions step by step. We are therefore also a founding member of Siemens MindSphere World and are involved in the further development of content, because we want change’

Thomas Brandt
Head of Digitalisation
Capture the digital opportunity

Futurelab@baader
You may already have come to know our new digitalisation “laboratory”, futurelab@baader. It is an addition to BAADER’s portfolio. We can present new products and processing lines virtually in an early stage, allowing customers to virtually experience how a product is processed.

Futurelab@baader can show functioning prototypes to give a hand to our specialists and give them the advantage of an early ‘test drive’. In parallel, we engage with our customers and discuss with them the future of poultry production and refinement of the poultry processing value chain. Through futurelab@baader we are able to connect machines around the world to collect data to realise new digital solutions for our customers to grow with BAADER.

Virtual prototypes
Teaming up with customers to accelerate R&D has become a common practice. Virtual technologies allow the customer to experience functionalities and even simulate a given production situation. By involving experts and customers in the product development phase, and showing them the end product using virtual reality, we can readjust and eventually meet their expectations faster.

Futurelab@baader works with four virtual concepts:

- Virtual Prototype: used to confirm with experts and customers that the development concept is correct.
- Virtual Twin: based on collected data and processing recipes and used to simulate production of different raw materials and to predict “best fit” processing.
- Virtual Install: used to confirm that all interfaces with the physical factory are correct.
- Virtual Commissioning: used to simulate the commissioning of a completed install by using a Virtual Twin.
**Multinational business**
Chinese Fujian Sunner Development Co., Ltd (Sunner) has moved up in the league of the big multinational poultry players during the last years. Their global ambitions and advanced quality management have allowed them to supply multinational retailers, the fast food industry and successful restaurant chains. Sunner’s commitment to animal welfare and safe food has also allowed increased exports to the US, Japan, South Korea, etc.

**Ensuring meat quality**
Sunner’s integrated business model is their foundation to ensure food quality. When the live bird quality meets the strictest requirements, it is only logical to protect this quality throughout transport and processing. Therefore, Sunner is fully engaged in animal welfare, because it is a prerequisite for ensuring quality. In their quest to continuously protect quality, Sunner has integrated a UniLoad live bird handling system including Controlled Atmosphere Stunning (CAS). This controlled stunning process significantly reduces bird stress and improves meat quality.

**Searching for new technologies**
To further upgrade the production line, Sunner is looking for cut-up and filleting improvements to meet their quality requirements. Investigating new technologies and equipment developments led Mr An, Xiang (Deputy President of Fujian Sunner Development Co., Ltd) to Holland where the Sunner delegation visited our premises in Doesburg. Our Dutch team showed the delegation our latest developments on thigh filleting and wing segmenting. Seeing the performance of the wing segmenting equipment convinced Sunner to purchase both our new Mid-Wing Cutter and the Wing Tip Cutter.

**Show plant visit**
After the visit in Holland, Sunner was invited to visit our show plant in the UK, where the Managing Director at Iqbal Poultry, Mr Nadeem Iqbal, was kind enough to explain in detail their reasons for choosing BAADER LINCO as supplier of their plant in Thorne.

We thank both Sunner and Iqbal Poultry for some enriching days discussing poultry business.
New Controlled Atmosphere Stunning system

BAADER LINCO is continuously developing our proven UniLoad live bird handling system with Controlled Atmosphere Stunning (CAS) to meet growing industry needs for greater animal welfare and value as well as improved meat quality.

Our product line is expanding to offer the CAS system above ground. Customers with existing poultry processing plants or installation sites with geological constraints will have a choice. Soon they can choose between our UniLoad CAS Pit system, which offers the smallest on-site footprint and the lowest CO₂ consumption worldwide, or the above-ground CAS system and still benefit from enhanced animal welfare and product quality.

The simple installation of our modular tunnel system utilises CO₂ + O₂ gas mixture. Controlling the gas mixture during each phase helps induce loss of posture and consciousness, which decreases involuntary movements during the stunning process. The multi-phase system minimises the pain and distress that the birds may experience when exposed to high concentrations of carbon dioxide.

With great dedication to animal welfare standards, we partnered our team of experienced industry professionals and dedicated engineers with Dr Dianna Bourassa from the Department of Poultry Science at Auburn University, Alabama, USA.

Successful testing of the new above-ground system began in early 2018. Dr Bourassa reports, “Overall, the controlled atmosphere stunning system tested is operating as anticipated and achieves a high level of animal welfare while potentially minimizing carcass damage.”

Dr Dianna V. Bourassa, Ph.D.
Assistant Professor/Extension Specialist, Department of Poultry Science, Auburn University (USA)
Celebrating 100 years in 2019

After Sales on a world tour

Coming to your place
We have designed a container that will travel around the world with our experts on preventive maintenance, service and spare parts.

The container will go to exhibitions and events during 2018 and 2019. We have invited customers to take advantage of our experts to discuss your own processing challenges – bring photos or videos to best identify your processing or maintenance issues, and let our experts analyse on them.

After Sales services
BAADER LINCO is committed to providing a worldwide after sales service:

- Daily customer service (telephone or remote network support, on-site field support, etc.)
- Service agreements (regularly scheduled service visits)
- Spare parts order handling
- On-site equipment evaluation (extensive machine audits and equipment performance review)

Visit our After Sales container and learn more about our offerings.

Celebrating 100 years
In 2019, BAADER will celebrate its 100 years’ anniversary. The container will end its world tour in Lubeck (the BAADER headquarters). We will celebrate with a special after sales event.

A container full of expert advice
Capturing count data on the shop floor

Keeping count

Counting how many birds are being processed at any given time reveals discrepancies between the expected and actual number of birds being processed.

Live bird receiving
Counting the shackled birds is critical intake information. Did you in fact receive the number of birds that you expected? Also, the count can, together with live bird weight, be used to estimate bird density during transportation. Too low a density means that the transport was not 100% optimised. Too high a density means that animal welfare was compromised.

Loosing products
Counting birds several places throughout the process enables detection of whether costly products are being lost due to poor machine adjustments. A typical configuration could be to count shackled birds after bleeding and then count again after defeathering. Comparing the two counts gives an overview of lost birds in the picking process and indicates if fine-tuning of the picking equipment is necessary.

The new dashboard will offer an overview of bird count

Bird Counting Unit
One Bird Counter Control captures the incoming signal from up to three bird detection equipment modules mounted on either the same production line or on different production lines. On the touchscreen, the operator is provided with count information.
ClassifEYE® defect detection

Manual quality inspection at high production speed can be expensive and prone to human errors. The solution is an automated vision technology to inspect and grade each bird.

Every bird has its own characteristics and should be processed accordingly. The ClassifEYE® vision system uses advanced camera and software technology to detect defects on the bird’s surface and classify each whole bird accordingly.

Hardware and software hand in hand

The ClassifEYE® system is equipped with high-resolution colour cameras and built-in LED lighting. The two-camera solution captures images of front and back. When adding side cameras (four-camera solution) the system also captures defects on the bird’s sides and under the wings, and the grade classification becomes more reliable.

Downstream distribution optimisation

The classification is a powerful tool to optimise the usage of each bird according to incoming orders. It allows a single line processor to optimise the use of the bird and ensure the supply to multiple markets: food service, retail and deboned meat with the correct size and quality.

There is a reason for every defect

The defect detection is also an important indicator of upstream processing challenges. Defects occur for a reason. The smart processor makes sure to correct these causes immediately to minimise further impact on profitability. Too many broken wings could be caused by poor live bird handling and additional operator training could remedy the problem. Too many skin flaws could be caused by poor picking adjustment and equipment adjustments should be performed immediately. One-leg-hangers or empty shackles may indicate poorly adjusted transfer machines. Whatever the nature of the defect, the answer is immediate action.

New ClassifEYE® system on the evisceration line

ClassifEYE® 7040 is a circular classification system for the evisceration line. The system is equipped with two cameras for monitoring breast and back of the bird. An early overview of quality allows the processor to plan production after chilling. Also, faster upstream processing adjustments can be performed to limit downgrades and profit loss.

The new dashboard is developed to help our customers keep track of quality per batch - both in real time and for reporting purposes.
Running the new Thigh Filleting System in the US

Keep it in the shackle advantages

Our Thigh Filleting System 632, integrated into a new or existing ProFlex Premium cut-up line, is being tested in co-operation with US customers. It is furthermore being presented on exhibitions worldwide. We show visitors live demonstrations of the system and we offer them a virtual reality tour to experience all the details.

In the US, the system is designed to shackle water-chilled saddles directly on the cut-up, eliminating further re-handling between cut-up and thigh filleting.

In countries where air chilling is standard, the distribution of the whole bird can be automated. By integrating our Weigh Transfer 520 and ClassifEYE® vision system, valuable weight and quality information is obtained about the whole bird and associated legs. In-line processing allows us to maintain this information through the complete cut-up and thigh filleting process.

The system is able to process 14,000 legs per hour while keeping the legs in a standard ProFlex Premium cut-up shackle. It is designed to secure the knee joints in the same position during the entire process, ensuring optimum performance and yield.

The leg guides ensure correct positioning of the knee joints on both the left and right leg. Correct positioning optimises yield.

Experience a VR tour
CV STIGMA (Indonesia) has invested in a Compact Plant 396 to ensure a consistent, high-quality production of their 15,000 birds per day. The plant in Cirebon will supply Jakarta with boneless poultry meat.

The Compact Plant 396 is delivered prepared to connect to the main electric, water and gas supply with all internal hoses and cables pre-installed in cable trays. The installation and set-up are simple, and still the system offers a set-up flexibility that allows for easy adjusting of bleeding time, scalding time and shackle speed.

When establishing a new plant, it is important that our Indonesian customer considers future processing needs. The Compact Plant 396 is prepared for a modular capacity extension. Thereby, the Compact Plant 396 is already designed to accommodate future needs for growth.

With this new investment, the plant in Cirebon will set new processing standards and the produced meat quality will help our customer become preferred supplier.

Flexible manufacturing and good hygiene practices

The conveyorised, in-line processing on the Compact Plant 396 offers labour savings and increases efficiency and food safety.
Finding the processing “sweet spot” on the Compact Plant 396

Testing and training facility in Doesburg

The Compact Plant 396 has been installed at our premises in Doesburg, Holland, for testing and training purposes.

We will run live demonstrations on the equipment for specially invited customers during the VIV Europe 2018 exhibition.

After the exhibition, the Compact Plant 396 will form part of the training centre that we have established in Doesburg. Our service technicians, sales people and our customers will be able to participate in training sessions and learn how to install, set up and operate the plant.

A variety of adjustment possibilities:

- Live bird shackling on an overhead track with adjustable speed to optimise the slaughter process.
- Electrical Water Stunner with adjustable voltage/frequency to optimise animal welfare and slaughter.
- The manual “throat cutting” can be varied (Halal/one or two sided).
- The length of the overhead track in the bleeding process can be varied to increase or decrease the bleeding time.
- The length of the overhead track in the scalding process can be varied to increase or decrease the scalding time. The scalder is heated using LPG or natural gas and the temperature can easily be adjusted.
- The picker is our smallest standard Tunnel Picker 284 with 3 rows per side that can be manually adjusted.

One of the main benefits of this compact, small-scale poultry processing solution is the high degree of flexibility that the system offers to the processor. Bleeding time, scalding time and shackle speed can easily be adjusted to best fit variations in bird intake and market needs. The training sessions will focus on these adjustment possibilities and prepare technicians and customers to find the processing “sweet spot” based on raw material characteristics (live birds) combined with the matrix of process settings and performance results (eviscerated bird quality).
Chef’s corner

Our chef at BAADER LINCO brings you his recipe on Chicken breast with risotto

The poultry cut
The lemons used in this recipe give freshness and succulence to the chicken breast meat. It’s a delicate and creamy dish, yet it has character.

Ingredients
4 pcs chicken breasts
2 pcs lemons
1 glove of garlic
1 bundle of parsley
Olive oil
200 g (7 oz) of risotto rice
100 g (3.5 oz) of parmesan cheese
1 red pepper
1 onion
4 dl (1.7 cups) of water
½ dl (2 cups) of cream
Salt

How to
Peel the lemons and squeeze the juice into a bowl. Add chopped parsley and garlic and marinate the chicken breasts for approx. four hours in the fridge.

Stir the chicken breasts on a pan in olive oil and put them in the oven at 120°C (248°F) for approximately four hours.

Stir the risotto rice in olive oil on a pan and add finely chopped peppers, onion, water and salt. Leave it simmering 10-12 minutes and then add cream and grated parmesan cheese to make the rice delicious and sticky.

Rest the rice for about 5 minutes before serving it with the chicken breasts.

Serves 4 persons
Enjoy!

Nicki Holdt
Chef at BAADER LINCO’s head office in Denmark
New Head of HR

Human resources play an essential role in developing a company’s strategy as well as handling the employee-centred activities. Annette Kleven has taken over as new Head of Human Resources. She will guide, manage and provide strategy on the people function for our poultry division located at the headquarters in Denmark. Her role is fundamental to the development of our company culture according to our vision statement and values.

‘It is an important part of our work in HR to ensure that existing competencies in the company are strengthened and developed. And that existing competencies are used in the most efficient way’

Annette Kleven, Head of Human Resources, Denmark

46 years in the company

Many of you might know Kaj Lindgard because he has been working in our company for more than 46 years. The 4th of May 2018 his well-deserved retirement was celebrated in the headquarters in Denmark.

Kaj was awarded with the Royal Reward Medal in silver for more than 40 years’ loyal service in the company. Kaj is the third person in LINCO, who has been awarded with this medal.

Thank you Kaj for the effort during the years.

Kaj Lindgard together with Andy Miller.

Meet us here in 2018

Here is an overview of some of the exhibitions that we attend during 2018. Looking forward to seeing you there.

VIV Europe, 20.06 - 22.06, 2018
Iran Food and Bev, 29.06 - 02.07, 2018
IranPlex, 06.09 - 09.09, 2018
VIV China, 17.09 - 19.09, 2018
PolagraTech, 30.09 - 04.10, 2018
Saudi Agriculture, 07.10 - 10.10, 2018
AVEC, 27.10 - 30.10, 2018
Gulfood Manufacturing, 06.11 - 08.11, 2018
Poultry India, 28.11 - 30.11, 2018