

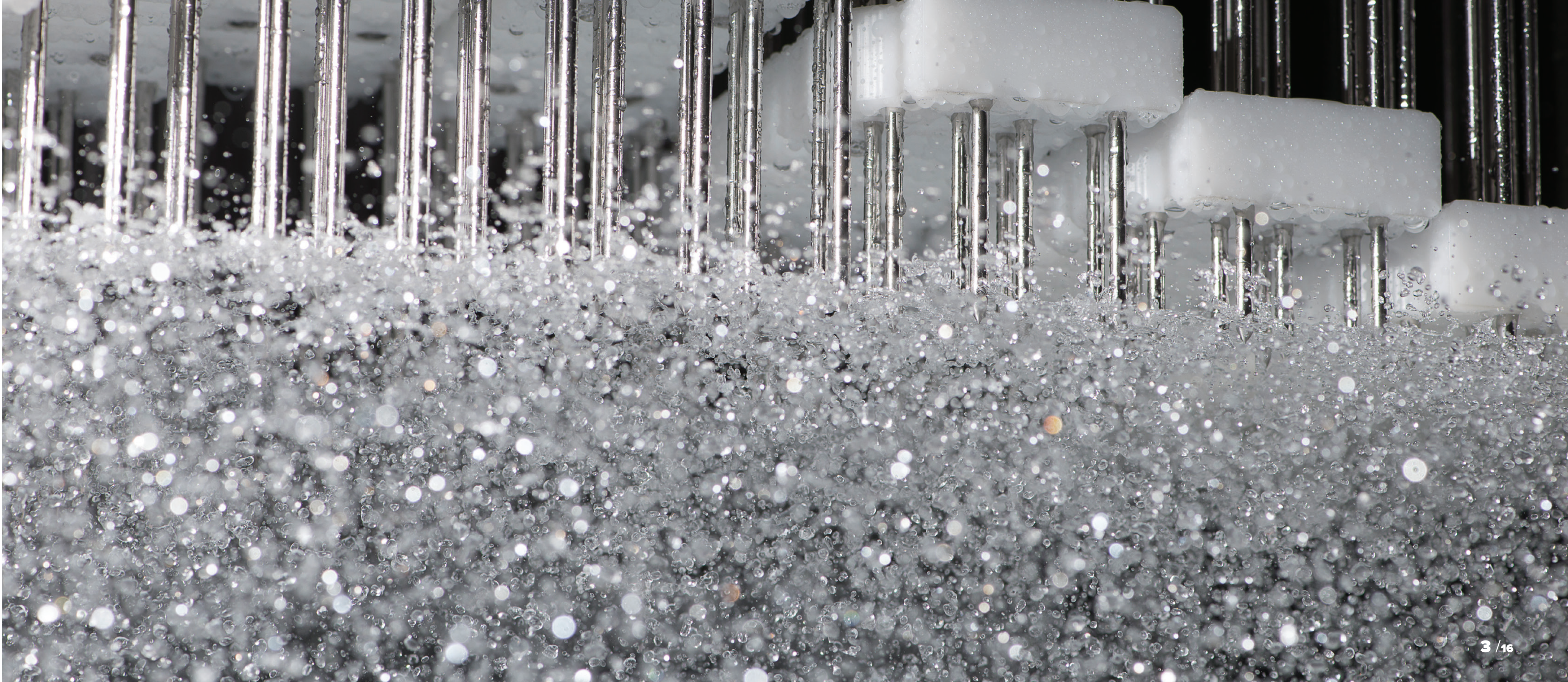
CONSISTENCY | ACCURACY | DELIVERED



**FOMACO**  
**STATE-OF-THE-ART**  
**CURING AND**  
**MARINATING**  
**SYSTEMS**

At Fomaco we specialize in the manufacture of injectors for curing and marinating all types of meat, poultry, and fish products. Our passion for excellent machine design has produced remarkable results for our customers, providing the most accurate, reliable, and intelligent machines on the market.

By combining our 40 years of know-how and specialist skills with our unwavering desire to constantly move forward, we create groundbreaking, thoroughly tested, state-of-the-art curing machinery for the food processing industry worldwide.







## THE PEOPLE BEHIND IT ALL

At Fomaco we recognize that we are never better than the people we assign to a task, we are proud to employ the most brilliant and dedicated engineers and developers.

Most of our employees have been with us for years, building a deep knowledge and understanding of our products and the environments in which they are operating – a vast pool of valuable know-how and expertise, which directly benefits our customers.



## WHY WE DO WHAT WE DO

As one of the world's leading machine manufacturers in our field, we deliver thoroughly tested, reliable technology that brings value to every part of our customers curing and marinating process. We always strive for perfection, and we never compromise on quality.

Everything we do, we do from the perspective of our customers. We are always up to date on the development of the food processing industry, we understand how the industry judges success, and we relate to its working environment and production requirements.

We care deeply about the success of our customers and every day our goal is to add value to businesses around the globe. To us flexibility and a welcoming attitude towards both customers and business partners are a given.

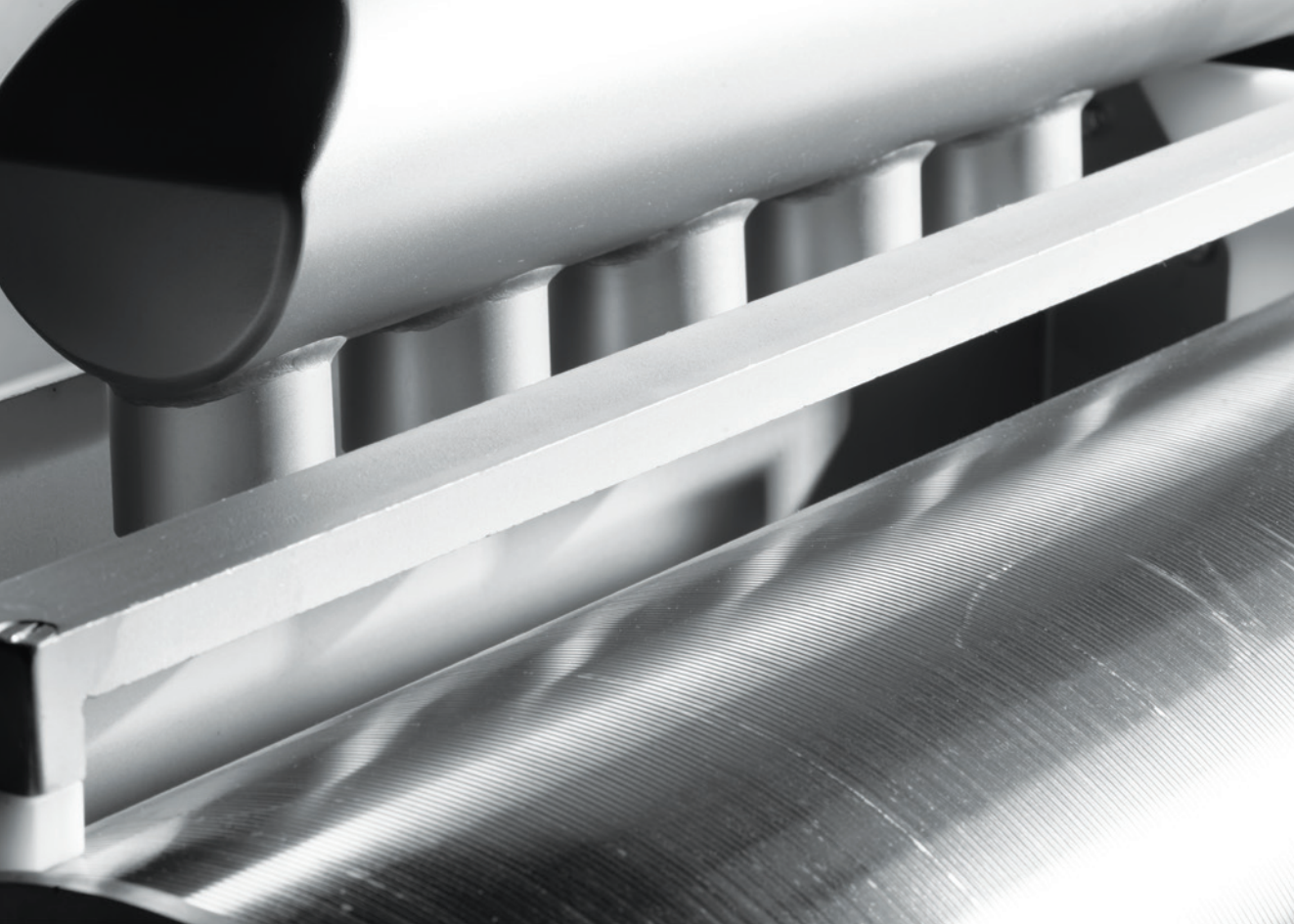
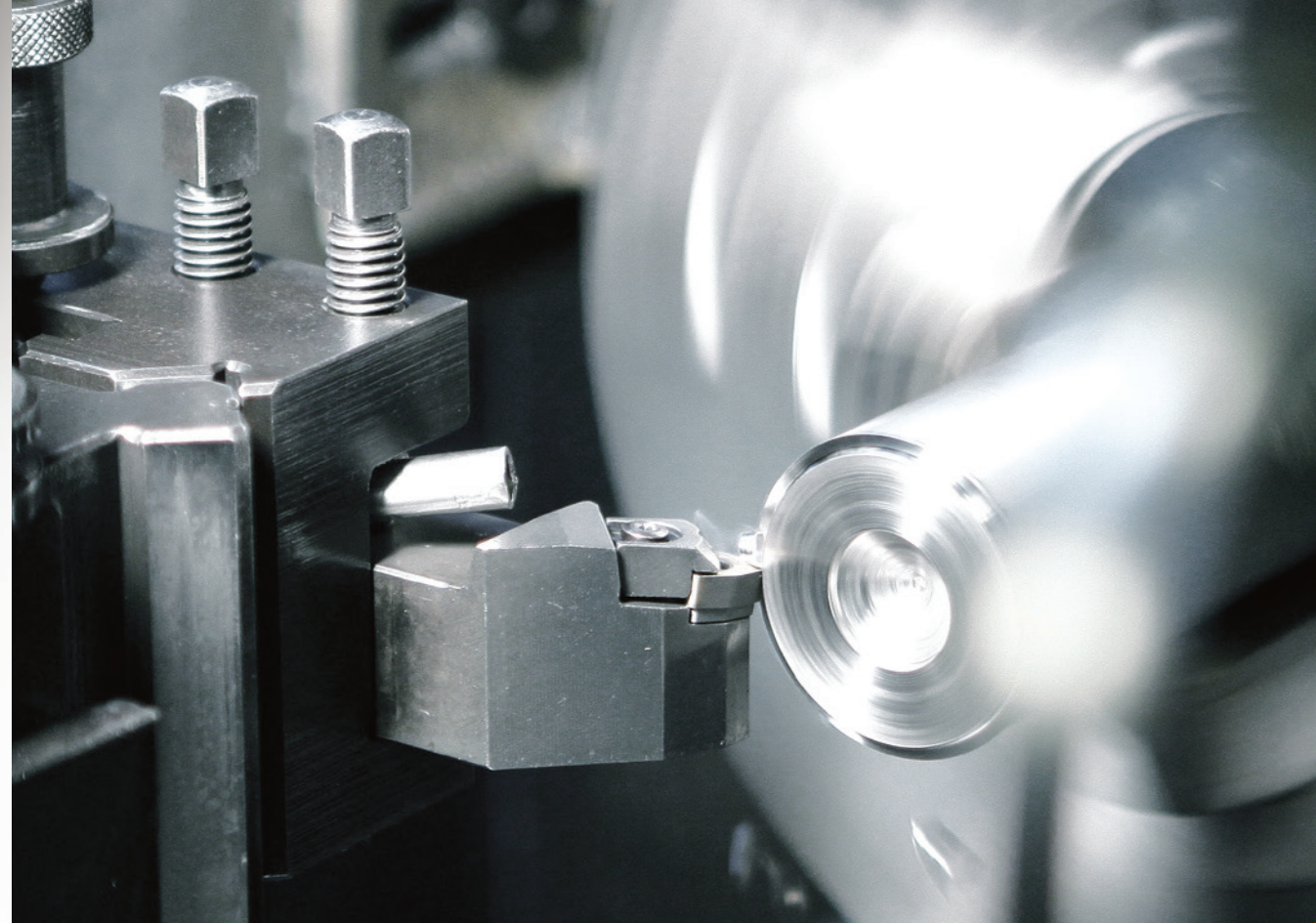
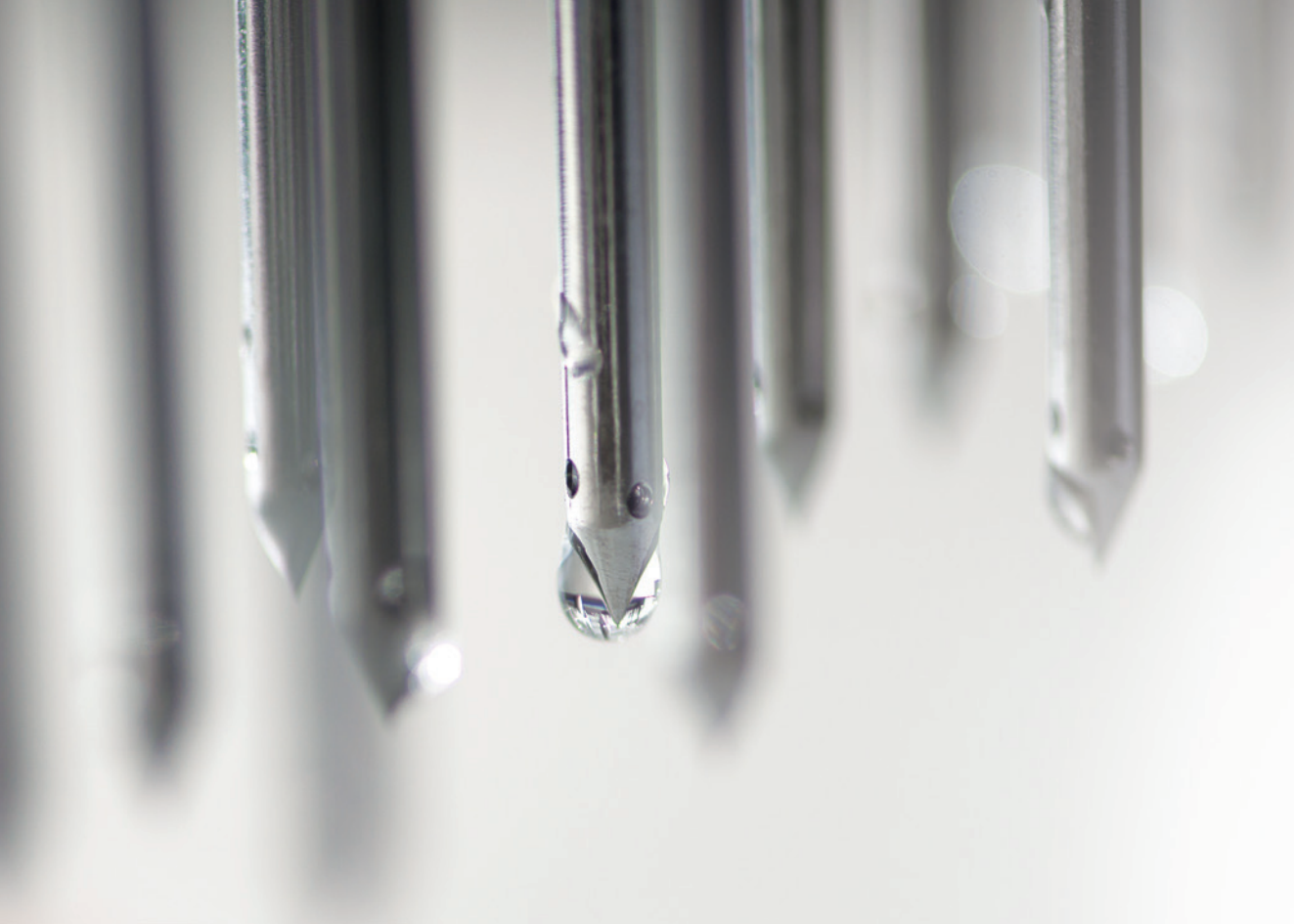
We reach our goals not only because we have a deep understanding of the food processing industry, but also because excellent craftsmanship is in our DNA. Our passion, creativity and hard work has got us where we are today and it is the same core values, which will see us into the future.

## M3

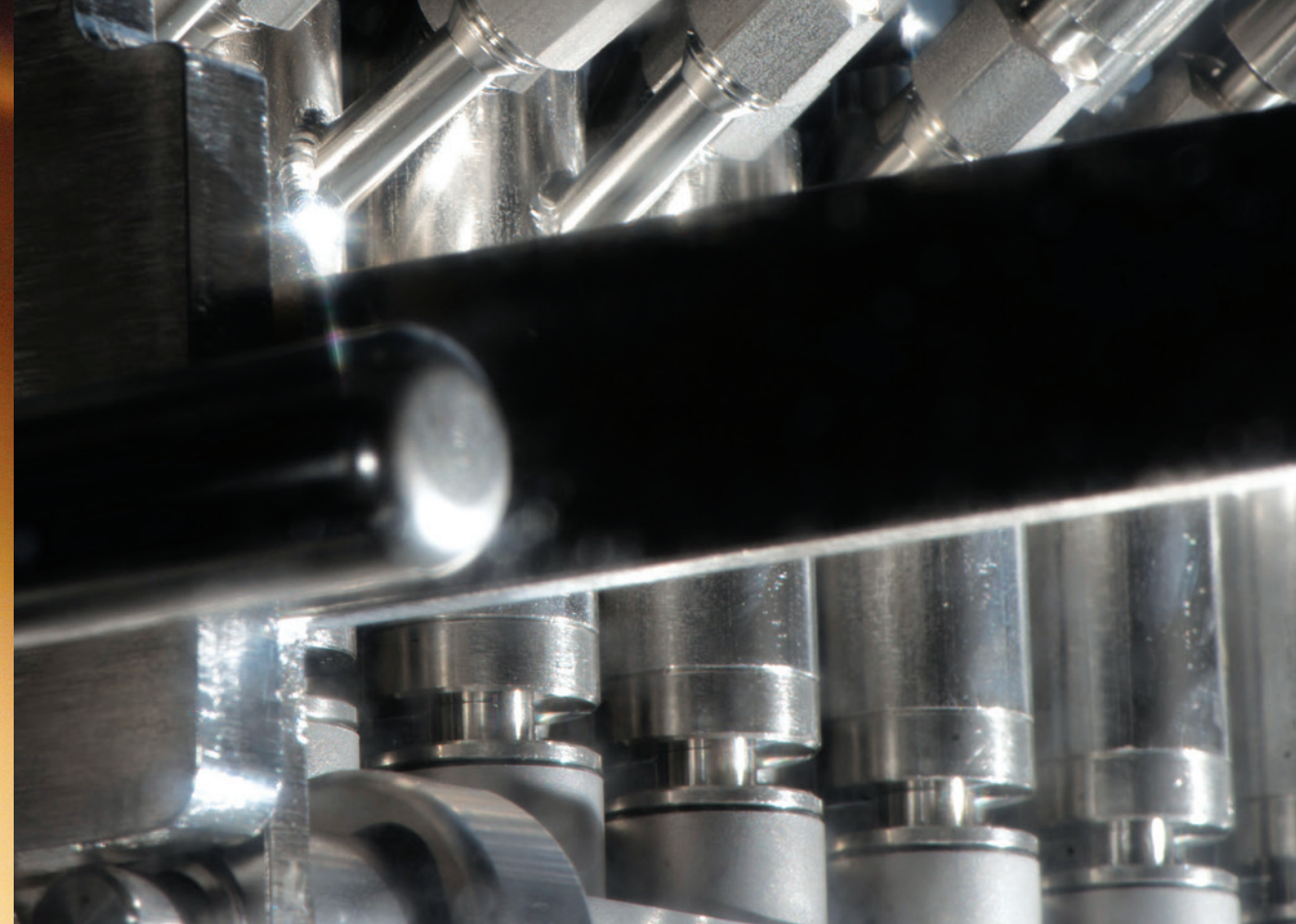
In 2007 Fomaco launched the M3 series - an entirely new generation of injectors and tenderizers - raising the industry benchmark for accuracy, capacity, hygiene and reliability.







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**ONLY THE NEWEST AND  
FINEST TECHNOLOGY  
AND COMPONENTS ARE  
USED IN THE FOMACO  
MACHINES.**





## CREATED WITH PASSION DESIGNED FOR SUCCESS

Fomaco is known worldwide for its high quality production machines, which never fail to deliver.

We offer solutions for the meat, poultry, and fish industry, and no matter the product, our series of injectors, tenderizers, brine mixers and tumblers assist you in delivering a better, more consistent end product. While consistency and accuracy are keywords in our strong engineering concept, our solutions also provide a higher degree of production flexibility, increased reliability, as well as optimum hygiene in production and cleaning.

The global demand for ever increasing output rates, optimized yields and less time off-line for servicing, cleaning and inspection has resulted in some very strong engineering concepts. In particular the development and launch of our high volume needle head attachments like the BLP, BLP DS and BIP. Also, the new and already well proven filtration systems, the belt filter CBF 500 and the dual rotary filter DRF 1100, have raised the performance, output and end yields dramatically by keeping needles clean for full production days, thus reducing overall down-time.




## FOMACO: YOUR SOLUTION PARTNER

The driving force behind our products is understanding our customers' needs. We understand the reality and environment in which our solutions are used, and we know that it is extremely valuable to take extra measures to ensure that the end product is as consistent as possible.

That is why we pride ourselves in being the solution partner, who aids customers in bringing value to their production, both prior to, during and after injection. From mixing and handling the brine and loading the product for injection or tenderizing to the final tumbling of the product, Fomaco is with you every step of the way.

Get a complete overview of our products and read more about our solutions at [www.fomaco.com](http://www.fomaco.com)

 Did you know that we are the world's leading manufacturer of injectors for the fish industry?





## FROM LOCAL TRADING TO GLOBAL MANUFACTURING

Fomaco is a family owned company that takes pride in strong values and a high degree of technical competence.

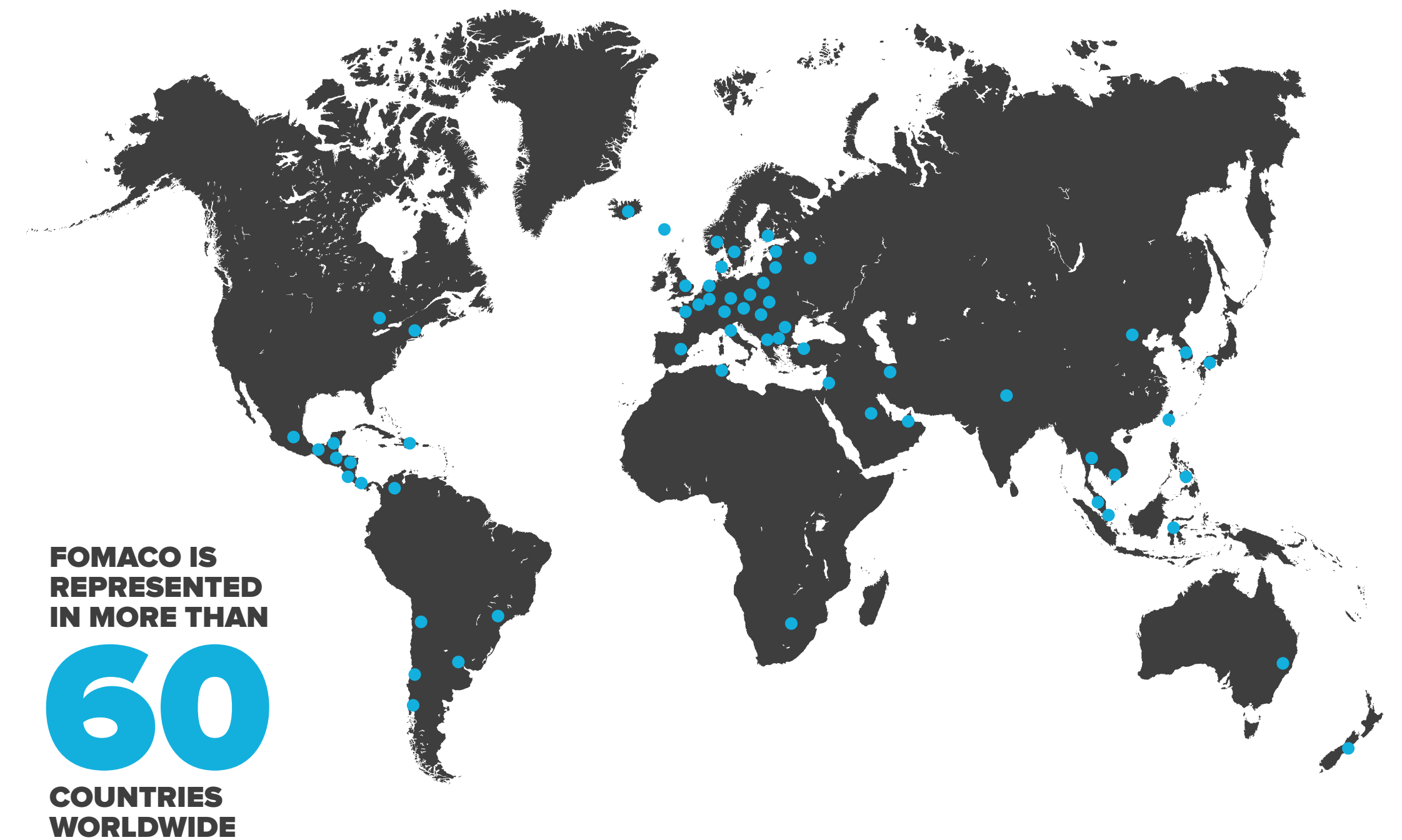
Fomaco was founded in 1976 as a trading and manufacturing company, providing machinery and equipment for the food processing industry.

Based on innovation, production, and selling of reliable quality products, Fomaco has undergone continuous development and growth. Today Fomaco is represented worldwide in more than 60 countries.



Did you know that Fomaco has a day-to-day service policy?

We offer next day delivery on machine parts and if needed, service engineers and technicians can be at your site within 24 hours.





# CASE: TULIP FOOD COMPANY

## SIGNIFICANT PRODUCTIVITY INCREASE

### FOMACO CASE STUDIES

At Fomaco we deliver cutting-edge solutions, customized to fit our customer's needs. We engage in close collaborations with our business partners and have a long record of providing exceptional value to businesses in the meat, poultry, and fish processing industries.

Our client results and case studies tell the story.

With its modern large-scale production facilities, the Tulip Food Company produces and exports high quality products to more than 110 countries worldwide. At its subsidiary in Oldenburg, Germany, the curing system had, however, seen better days. Consequently it was a bottleneck within the production.

Tulip Oldenburg wanted to increase their volume of production while keeping its very high product standard. In addition they wanted to take extra measures to ensure a uniform end product. To accommodate these demands, Fomaco first of all replaced the old machines with state-of-the-art equipment and added several needle and tenderizer heads. This ensures not only a refined salt distribution but also allows Tulip to increase their production volume.

Secondly, Fomaco addressed Tulip's brine mixing process. Typically, several different operators handle this process, which compromises the uniformity of the brine.

- **INCREASED CAPACITY**
- **HIGHER YIELD**
- **IMPROVED QUALITY**
- **IMPECCABLE RELIABILITY**

To eliminate this risk, Fomaco delivered a system specifically designed to secure a consistent, homogeneous brine production. The brine recipe is entered remotely via a computer and is then password locked, preventing operators from mixing the brine incorrectly. Furthermore, an individual bar code on each ingredient bag together with a scanner on the mixer

prevent operators from accidentally adding the wrong ingredient at the wrong time. With this unique system Tulip can be certain that the batches of brine are identical – every time.

Lastly, with a fully automatic, self-cleaning belt filter, Tulip were provided with the highest filtration standard. This eliminates the risk of blocked needles throughout the entire production day. Moreover, it means no cleaning during production, no breaks in production and therefore an optimized use of the operator's time.

The result? Tulip Oldenburg has gained a significant productivity increase, an optimized brine mixing process and a consistent production day throughout – all vital to an optimized curing process.





## CASE: SOUTH AFRICA AN EVER-EVOLVING POULTRY INDUSTRY

Over the last 20 years, the poultry industry in South Africa has developed rapidly and grown immensely due to a great increase in the consumption of chicken. As a result, a single slaughter line will usually cut up 10-12,000 chickens per hour.

It goes without saying, that these high volumes impose special requirements to all production equipment, including the curing and marinating systems. With the M3 Fomaco has been able to meet these requirements with great success, as the machine comes in four different sizes, making it highly adaptable to all sizes of production facilities. In fact, the M3 was in part developed especially for the South African poultry industry. However, adjusting the width of the conveyer is not enough. Without appropriate filtration, the needles will block almost

instantly. Therefore, in close collaboration with a South African representative as well as South African business partners, Fomaco developed the DRF 1100 C - a dual rotary filter, particularly designed to perform in large-scale production facilities, which eliminates the risk of blocked needles throughout the production day.

- **EXTRAORDINARY CAPACITIES**
- **EXCELLENT FILTRATION**
- **EFFORTLESS SELF-MONITORING**

Especially beneficial is the attachable cooling unit, which maintains a low brine temperature, thus reducing the bacteria count to a minimum and ensuring the perfect product colour as well as an optimal binding of the brine in the product.

Increasing regulation on injection levels leaves the South African poultry industry with yet another challenge: Documentation. Here the Fomaco IWC system is highly valuable, as it weighs the products prior to and after injection, data such as actual pick up and injection percentage is exported to an external production management system, making self-monitoring extremely easy.

Fomaco has witnessed the South African poultry industry's incredible journey from a small to large-scale business.

The extreme conditions of South African production facilities has pushed Fomaco to think differently, and only by evolving with it, Fomaco has succeeded in meeting the demands of an ever-progressing industry.

## CASE: VEGA SALMON TIMELY DELIVERY AND RELIABLE SERVICE

VEGA SALMON has rapidly evolved from a family-owned company to a high capacity cooperation.

Increased demands requires increased production efficiency, which in turn requires timely capacity growth. To meet the continuously emerging demands, VEGA needs a supplier who is able to grow in line with its customers. They made the obvious choice from the get-go when they teamed up with Fomaco. Back then, the needs were modest and so the machinery delivered was a smaller setup. As VEGA grew, Fomaco continued to stay in sync with their production needs and continued to deliver all necessary machinery and equipment.

Today VEGA has top of the line equipment. We have delivered four of our premium solutions to their

production operation ensuring them optimal performance every day. Why did they stay with Fomaco?

- **MUTUAL LEARNINGS AND COOPERATION**  
= **CAPACITY GROWTH WITHOUT DELAYS**
- **MINIMAL DOWNTIME**  
= **MAXIMUM PRODUCTION EFFICIENCY**
- **A TRUSTWORTHY BUSINESS PARTNER**  
= **WORRY-FREE OPERATION**

The Fomaco philosophy is that we are not only a stainless steel supplier. We sell knowledge, experience, technical excellence and our service levels aim to be the best in the industry. We have strived to practice this philosophy when working with VEGA in every step of their

development process and as a result we are fortunate that they turn to Fomaco every time a new investment is required. No matter the supplier, production malfunctions will occur, and because minimal downtime is essential, it is vital that help is close at hand. Fomaco has the size and capacity to keep every promise we make so that VEGA can trust us to be there immediately when technical assistance is needed.

VEGA will continue to grow and as we cannot predict all future needs, we have to listen, watch and learn in reciprocal development with VEGA. This way we can continue to develop the necessary technical solutions before the actual need arises, so that VEGA will experience no growth-delays and be assured that they have the most innovative and effective machinery on the market.





