

## ALSUM PRODUCE GET THE EXETER MAKEOVER

Exeter Engineering has recently completed a major renovation with Alsum Produce of Wisconsin as they refurbished their potato packing facility in Friesland. Alsum Produce packs a variety of potatoes including fingerlings, c-size and organics and wanted to renovate their facility to increase throughput and improve their efficiency and flexibility.

Exeter initially installed a new holding bin system, allowing Alsum to pre-grade and size the potatoes, and then store them in holding bins prior to packing. A twelve lane, twenty drop Accu-vision system was fitted, which is equipped with an eight lane hollow-heart detector, giving Alsum the ability to detect not only surface defects but also internal defects. Of the twelve-lane Accu-vision system, four lanes are set-up specifically to grade small potatoes, with the remaining eight for large produce. Once the produce has been sorted for quality, shape, size and colour it is then stored in one of the twenty-four holding bins.

The holding bins are fed using a gentle automated infeed conveyor system, in which the conveyors start at the bottom of an empty bin and gradually raise and scan across the entire length of the bin as it is filled. This gentle system can be used on all the varieties that Alsum pack, and ensures that any product damage is kept to a minimum.

Exeter has installed the system in such a way that any one of the twenty-four holding bins can distribute product to each of the five separate packaging lines, to maximise efficiency across the facility. With the help of Exeter machinery, Alsum have been able to double the rate at which they can unload their trucks, without having to change their truck unloading equipment or increasing their building size.

Boomer Batchman, Exeter Engineering's General Manager commented, "We are delighted with the renovation at Alsum Produce, and very pleased to see that Exeter machinery has made such a big difference to their throughput. We have been told that they can now size, grade and store virtually every variety of potato in multiple combinations of size, colour and grade, which has vastly improved their packing capabilities."



## RUSSET PACKERS SUN-GLO REAP THE REWARDS OF EXETER EXPERTISE

Idaho based potato packers Sun-Glo opted for Exeter Engineering's experience and expertise when they recently renovated their potato packing facility in Rexburg. Sun-Glo specialises in packing Russet potatoes, and to help achieve their aims of improved throughput and higher efficiency chose to install a twenty-four lane, 14 drop Accu-vision system.

The Exeter Accu-vision system is capable of sorting products based upon size, colour, shape and quality, and the system installed at Sun-Glo then distributes the sorted produce into holding bins, prior to packing. The holding bins can then distribute the already graded produce to the packing lines, helping Sun-Glo to achieve their aim of a more efficient and flexible packing system.

A spokesman for Sun-Glo commented, "We are very pleased with the excellent work that Exeter Engineering has done for us. The installation has gone very smoothly and we are delighted with the results that we are now able to achieve."



## LIVE GRADING OF LUXURY PRODUCE BY EXETER

Exeter Engineering, highly reputed for their expertise in the fresh produce industry recently installed this same technology sizer/grader on an oyster farm to size and grade 'live' oysters.

With over 30 years experience in the design and manufacture of handling and sorting equipment for citrus fruits, salads and root crop vegetables, Exeter have shown the know-how to handle unusual shaped items gently whilst maintaining high throughputs.



# NEWS

SPECIAL  
EDITION

EXETER ENGINEERING INC. NEWSLETTER FOR PMA 2009

## WORKING TOGETHER WITH HERBERT

Exeter Engineering have been successfully delivering world class handling solutions to their American customers for more than 30 years in the citrus and fresh produce industries. A recent alliance with UK manufacturer Herbert Engineering reinforces our strength in the American market as we now offer a wider range of washing and sorting solutions.

At the PMA event, Herbert and ourselves will be showcasing the new Auto-sort 2000. Developed in conjunction with our UK technology partner Herbert Engineering, the Auto-sort 2000 is an optical sorting system, designed to detect defects in potatoes and other produce using the latest vision technology.

Exeter is also excited to be launching a new range of washing equipment, suitable for handling a range of fresh produce which includes potatoes, carrots and parsnips. The new Herbert 16.4ft Barrel Washer has been designed and manufactured as part of this range. Herbert is renowned as being one of the best in the industry at developing and supplying equipment to the vegetable industry.

This new 16.4ft Barrel Washer has already been installed in several major European Freshpack and Processing Plants where it has been a great success, and we have every confidence that the product will prove to be just as successful in the US market.

Our long-term association with Herbert Engineering means we fully understand their machinery and technology giving Exeter the confidence to sell, maintain and service this new range of robust products. Exeter's President, Jeff Batchman comments "This is a really exciting move for us both and will benefit our customers to whom we can now offer a full range of equipment from intake to packing".



In June, Exeter instigated a trip with Herberts to see potential customers in Colorado and Idaho Falls having identified a need for the Herbert type of pre-soak and washing equipment in the potato sector in the States. The visit by Andy Hubble, Export Sales Manager in June enabled Herbert to get first hand, up to date information on the methods and practises being used in the US and also to see some of the latest technology from Exeter in operation.

As a direct result of the tour, Eagle Farms and Larsen Farms, took up Herbert's offer of a reciprocal visit to Europe in August to see what the future could hold in machinery and in particular washing and sorting technology. Accompanied by Jeff Batchman the group visited three of the largest players in the European potato sector.

Firstly at Nedato in Holland they saw Herbert's latest installation of two high output washing and destoning intake lines which have integrated electronic sorting systems (the Auto-Sort which is a direct result of Herbert & Exeter's close technological collaboration).

Then, in Scotland they visited Branston Abernethy site, one of three packing facilities in the Branston Group. They witnessed first hand the more typical UK boxed approach to handling potatoes and the use of short multiple lines with high speed packing technology. Their recent addition to the facility is the Herbert Auto-sort which is showing very positive results, particularly on crop with a high reject content.

Also in Scotland they were able to see probably the largest single volume packing operation in Europe. Albert Bartlett and Sons HQ is situated in Aidrie and houses 22 lines each capable of packing comfortably 15 tons per hour, a massive capacity by any standard. The complete plant layout was conceived by Herbert and although phased at installation it represents Herbert's largest single project to date.

Both visits further cemented the relationship between the two companies and both are confident that the type of washing and sorting technology used back in Europe to great effect will certainly form part of the US potato packhouses future plans.



VISIT US AT  
STAND 1882

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We are the exclusive U.S. licensee for equipment from R.J. Herbert Engineering, Europe's largest vegetable equipment manufacturer.

# Washer Feature

## NEW BARREL WASHER AT PMA 2009

Herbert is able to provide an extensive range of auger based Barrel Washers, available in mild and stainless steel with cleaning capacities of up to 50tph. All Herbert Barrel Washers are food quality stainless steel as standard, with mild steel construction offered as an option.

Models capable of washing potatoes, carrots, parsnips and beetroot are available and with 4 different barrel lengths in the range, Herbert can provide a washer to suit their customer's individual requirements.

Visit the Herbert and Exeter stand 1882 at PMA to see the newly launched 16.4ft Barrel Washer, capable of throughputs of up to 50tph.



## NEW WASHLINES FOR NEDATO IN HOLLAND

Herbert install new Intake De stoning and washing lines at Major Dutch pack house within challenging deadline met by Herbert installation team

One of Herbert Engineering's major European projects was recently completed with the installation of two new de stoning and washing lines at the Nedato pack house near Rotterdam in Holland. Herbert was able to deliver and install the two lines within a tight schedule to meet Nedato's needs to keep operational.

Nedato is a Dutch potato-growers' organisation, and is a major player organisation for the cultivation, collection and marketing of potatoes. With an annual turnover of 300.000 tonnes a year, Nedato is among the top potato companies in the Netherlands and Europe. Nedato's need to keep operational and continue to process 'table' fresh pack potatoes (35%) and potatoes for the processing industry (65%) was of paramount importance.

Herbert's European office based in Eindhoven oversaw day-to-day operations. The original project was proposed to increase productivity and efficiency of washed potatoes. Capacities have increased by 20% as a result of the installations bringing together the very latest high tech equipment from Herbert Engineering. The project has been a tremendous success for the customer and Herbert. This latest project reinforces Herbert's excellent reputation in fresh vegetable washing in Europe.



# Auto-sort Feature

## HERBERT LAUNCH AUTO-SORT AT PMA 2009

Herbert Engineering is delighted to have the opportunity to display its flagship Auto-sort 2000 at the PMA event in California, alongside long-term technology partner Exeter Engineering.

The Auto-sort 2000 is an optical sorting system for washed potatoes, capable of sorting potatoes ranging in size from 35mm to 85mm at a capacity of up to 30tph. As a result of the roller transport mechanism in the Auto-sort, each tuber is graded individually through a 360° rotation, giving highly accurate defect detection of between 75% and 95%.

The Herbert Auto-sort is extremely cost effective as its simple construction leads to reduced maintenance while the exceptional accuracy in electronic grading leads to reduced labour costs.

The Auto-sort 2000 will be on display at PMA on stand 1882 – please come along and see the flagship Herbert machine at the Herbert and Exeter stand, and meet some of the Herbert and Exeter teams.

## OPTICAL SORTING FINDS ITS FEET IN FINLAND

Herbert Engineering has enjoyed great success in Scandinavia over recent years and has gained strong credibility in the area of electronic grading.

Herbert's vision based defect detection has been embraced in countries such as Finland, where reduction of labour costs is always a priority. By working with agents and customers in Scandinavia, Herbert developed their entry level Auto-sort specifically for this market, which offers capacities of up to 20tph.



## REMOTE BACK-UP AVAILABLE FOR AUTSORTS

To support their Auto-sort machines around the world, Herbert has recently launched their new Auto-sort Remote Support Package.

This new technology allows a fully trained Herbert technician to take control of the system and keyboard of a customer's Auto-sort remotely, allowing them to detect potential problems and make the necessary adjustments resulting in reduced call-out charges and long term ongoing support costs for the customer.

Having already undergone extensive trials at Herbert's manufacturing facility, the Remote Support Package is available immediately to both new and existing Auto-sort customers.

