

The Conveyor

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HIGH PERFORMANCE LOADING SYSTEMS
DRAKE

NUNNSENSE

Drake has Entered T2

PROCESSING EQUIPMENT DIVISION OF
THE MIDDLEBY CORPORATION



As many of you know, I am a competitive runner and endurance athlete. I make many analogies to my staff and children between planning and training for a marathon, to running a business (my staff) and preparing for life (my children). The goal must be established far in advance, a plan put in place as to how to get there, and a thorough execution of the plan must be followed or the goal will never be met.

two transitions to the next discipline, referred to as T1 and T2.

Using triathlon as an analogy for Drake, we have just entered T2. Our company was just acquired by The Middleby Corporation and will transition into the Processing and Packaging Technologies Group of Middleby. T1 took place in 2005 when Drake was sold to Fulham and Company, who recently sold the business to Middleby.

What you may not know is that my real passion (outside of work of course) is Triathlon. I love the strategy of planning to race in 3 sports versus just one.

Fred Drake formed this business in 1983 and it “grew up” here in the mountains of Virginia. It was believed to have been ready to tackle a big race in the early 2000s, but needed to go back into training. By early in 2005, the first leg of the race had been successfully completed, and it entered T1 in August of that year.

A week ago, I competed in a full Ironman. This was the culmination of a 20 week training program that involved countless hours of swimming, biking and running. For those of you not familiar with an Ironman competition, it begins with a 3.8 Km swim in the ocean (2.4 miles) followed by a bike race of 180 Km (112 miles) that then transitions to a 42.2 Km run (26.2 miles) also referred to as a marathon.

Drake then grew both organically and through a series of acquisitions it made over the last few years. It has now reached a point in its life where the next logical step was to become part of a much larger organization that can leverage all synergies to the betterment of both itself and its mutual clients. We have now entered T2 and are ready for the marathon that ensues.

If you ever attend one of these events, (not recommended) you may hear an athlete’s name being announced as having “entered T1 or T2”. Every stage of the triathlon is timed and each athlete is ranked. This includes the




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Drake has become part of Middleby's Processing and Packaging Technologies Group. As you are already aware, this division of Middleby is focused on producing technology directed to the food and meat processing industries and is a major global entity this field.

This transition will be record fast as we have trained and rehearsed it for months. During this rapid transition and into the marathon we will undertake, Drake will remain committed to the products and services you have come to rely on from us, and much more is in store.

The training is complete and the plan is in place. We look forward to working with you during the race.



Stephen Nunn

We Bid June Hall a Fond Farewell!



*June on Retirement-
"Looking forward to travel, the beach,
travel, the beach, travel...did I mention
the beach?"*

June will be retiring from Drake's Accounting Department at the end of this year. Along with her duties as an accountant, she has generously contributed to a number of Drake's teams. June's community theater background has served her well planning corporate events this year. Although she often works behind the scenes, her performance at our spring open house delighted the children in attendance.

A graduate with honors from Mary Baldwin College, many people do not know that she also served in the U.S. Army Reserve for 11 years rising to the rank of Staff Sergeant. This probably provides insight into her efficiency and attention to detail!

Welding Quality Standards

The manufacture of Drake Loaders requires proficiency in both GTAW and FCAW welding. Stringent codes govern each of these welding processes. Using the American Welding Society's American National Standards Institute (ANSI) Drake has chosen to establish quality standards ensuring the highest level of loader integrity.



*Guided Bend Test
(Root & Face Welding Coupons)*



Flux Core Arc Welding (FCAW) creates the structural frame of Drake Loaders. Specifically, staff initiatives were developed in accordance with ANSI standard AWS D1.6/D1.6M:2007. The manual states, "this code covers welding requirements applicable to stainless steel structures and weldments subject to design stress".

Multiple years in the industry are necessary to achieve the level of welding excellence required for this certification. Areas of testing include, but are not limited to, visual inspection and guided

bends. Bend testing is done in both the horizontal (one in 2G) and vertical (one in 3G) positions.

Robert Bamburg, Production Supervisor, recently became a Certified Associate Welding Inspector (CAWI) with the American Welding Society. "The exam leading to AWS Certification is a rigorous and complete review that challenges the candidate's skills on factual knowledge of welding fundamentals, and the ability to use codes and standard", according to the AWS. With Robert on site, continual inspection will be possible.

At publication, these welders have completed FACW Procedure Certification:

- Allen Coffey, Team Leader*
- Darryl Craft, Qualifying Welder
(Certified the Procedure)*
- Shane Coyle*
- Ralph Bennett*
- Wayan Rata*

Congratulations to all!

Growing Thailand Market



annual GDP was 7.8%. The production and export of food represents the majority of this figure. Within the 64 million person population, the labor force has a 1% unemployment rate.

While the great majority of these hot dogs are placed in bags, the use of thermo former equipment is increasing. The improved shelf life and package appearance has growing consumer appeal in this market.

Drake has installations and representation in over 40 countries throughout the world. Global service requires the ability to be flexible and responsive to each customer's particular production needs.

In Asia, Thailand is one of the fastest paced economic growth leaders. According to the U.S. Department of State, the 2010

The growing demand for processed food has led to an opportunity there for the advanced technology and sanitation Drake equipment offers. We are a part of loading the estimated 640 tons per day of hot dogs currently being packaged in Thailand. Projections indicate a 20% rise in production in 2012 with continuing growth in the next 5 years.



*Drake's New BL-600 Bagger Attachment
(To see the brochure select the image)*



Tim Shrader & Luciano Gandossi

It was great to see so many of you at Process Expo. Luciano, Tyrone, and Tim have been working on requests received there. We hope you enjoyed the latest in food processing on display at Process Expo and found it to be beneficial to your organization. If you were unable to attend, please select the link below for a quick video visit.



Steve Nunn at the Ribbon Cutting



Sally Ratcliffe assisting at a cooking demonstration



**Drake's New
LS-600 & BL-600**

**Select the Button for a
Video Visit to our Booth
at Process Expo!**



COMMITTED TO

Quality & Continuous Improvement Part 2

Drake has recently begun the use of "Quality Teams" to address repetitive quality issues in production as well as warranty issues at our customer sites. The issues are assigned to small, diverse teams from several departments. A typical team will consist of sales, engineering, production, and service personnel.

The goal of these teams is to find a quick resolution to an issue and to create process changes, procurement changes, or new testing procedures that will prevent a defect from reaching our customers. The team rosters consist of the employees performing



the work that have an intimate knowledge of the processes. These employees are given the authority to design the best solution for the task at hand. A PDCA (Plan-Do-Check-Act) course of action is used to ensure the new process has eliminated the problem. If the solution ultimately proves to be unsuccessful, a new course of action will be initiated to alleviate the quality problem. One of our recent teams redesigned an assembly to use 58% fewer manufactured parts without sacrificing the functionality of the product. Bottlenecks in production were eliminated by reducing the large number of CNC lathe and mill parts on this assembly and cutting the required labor hours by 31%.

Drake has always performed final product tests on new and rebuilt equipment, but this process is also getting a facelift with the addition of a new team. A group of assembly and service personnel were chosen to evaluate the "Drake Acceptance Test"



in an effort to continually improve the quality of the final product.

Although quality at the source is our goal, we recognize that even the best parts have to be tested when the assembly is complete. Recent service technician reports, customer satisfaction surveys, and warranty issues will be evaluated by this team to constantly improve the reliability of the new loaders, reduce the installation time, and improve the overall value of a Drake Loader to our customers. The ultimate measure of our success will continue to be a successful installation along with a satisfied and profitable customer.

Mike Sullivan



*Best Wishes for a Very
Happy Holiday Season
from the Drake Team!*

