

A new integrated company ... with a heritage that dates back decades.

Cantrell and Gainco join forces to deliver more customer options than ever before.

Earlier this year, a significant development in the U.S. poultry processing industry brought two American equipment manufacturers together as one entity. Gainco, Inc. and Cantrell Machine Company have joined forces, combining their strengths to create a single company that benefits poultry processors in significant ways.

According to Joe Cowman, president of the newly formed entity which is now known as **Cantrell•Gainco Group**, the consolidated company is able to offer a wider range of equipment and system solutions to processors. "We've created a business with a broader portfolio of products. Together, we can deliver the increased yields and productivity our customers are seeking," Cowman says.

"Our new strength and operational synergies make us a formidable force in the market. As the industry continues to process product faster and more efficiently with fewer people, we intend to use our combined capabilities to deliver equipment and systems that are engineered to meet the changing needs of processing plants here in North America," he adds.

Georgia Roots

Both companies have Northeast Georgia roots and have been based in Gainesville for several decades. Cantrell was founded in 1972, and in recent years under the leadership of industry veterans Tony Rice and Dane Woods, it established a well-earned reputation for quality in evis-

ceration equipment along with killing/picking equipment, second processing equipment, wing segmenters and vacuum systems. Cantrell also built a significant business supplying replacement parts for a wide range of poultry processing equipment and brands – a service that continues strong today.

Likewise, Gainco, which was established in 1983, built a reputation for meat yield optimization solutions with offerings that include equipment and systems for weighing, inspection, trimming and deboning.



Precision machining is among the specialty capabilities of the combined company.



Wing Segmenter

"I think what's particularly valuable about the two firms coming together is that each company's processes and products don't overlap, but instead complement and expand what we can offer our customers," says Sid Adkins, Gainco's general manager. "When you put two such organizations together, it's as if 2 plus 2 equals 5."

As evidence, Adkins points out that each company is recognized for particular expertise in certain manufacturing capabilities – such as metal fabrication at Gainco and precision machining at Cantrell. These skills have now been brought together for the benefit of all customers.

Expertise Across the Board

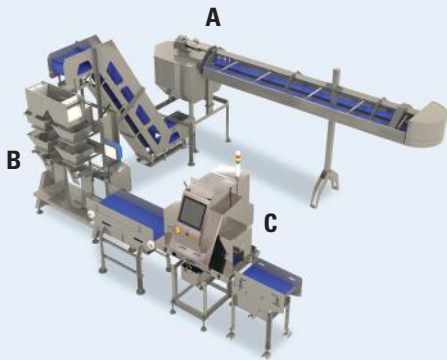
Adkins notes that the combined Cantrell•Gainco workforce is made up of employees who are subject-matter experts

Thanks to the combined expertise of the two businesses, Cantrell•Gainco Group delivers noteworthy value and efficiency across many functions on the poultry processing floor, notably:

- **Picking**
- **Evisceration**
- **Giblet harvesting**
- **Wing segmenting**
- **Whole leg deboning**
- **Vacuum transport**
- **Weighing** (*static and dynamic*)
- **Yield management**
- **Foreign matter inspection and detection**

Just as important, by working in close collaboration with customers, systems can be custom-configured to solve particular processing challenges and meet aggressive yield and throughput goals.

One example of the wide range of customized solutions that Cantrell•Gainco provides is this progression of equipment: Product flows from the wing segmenter (A) to the bagger (B), and then the product is inspected by the foreign object station (C).



in all areas of first, second and further processing within poultry operations. “That kind of experience really matters, and it shows in our ability to understand

each challenge, offer answers and react quickly to changing needs,” he says. Customers will be seeing more integrated solutions, such as Gainco baggers combined with Cantrell wing segmenters and Gainco-supplied metal detection or X-ray systems. Another example is incorporating Gainco scales and yield



Vacuum Cycling System

is designed and built according to the specific needs of an individual customer.

“The fact that all engineering and manufacturing are done in the United States means that customized design and engineering can happen quickly and with maximum flexibility,” Russell says.

The net result for processors is equipment and systems that meet precise needs and deliver the highest yields and productivity possible. Typically, it also means a lower cost of ownership.

“And there’s one other important benefit: Our all-U.S. organizational setup makes day-to-day interaction with customers easier and smoother,” Russell adds.



YieldPlus® Debone/Trim Management System

management systems with Cantrell vacuum transport systems.

It helps that the combined company’s product offerings are state of the art in terms of their design and engineering. Under the leadership of Cantrell’s Dane Woods, several products such as wing segmenters and vacuum cyclone systems for transport of products and refuse have rapidly gained traction in the market due to their exceptional performance and durability.

It’s much the same thing with several of Gainco’s flagship products, including YieldPlus® debone/trim management systems and AccuSizer® belt graders/classifiers.

Moreover, as Scott Russell, international sales manager, notes, these products have been successful because they aren’t “cookie-cutter” systems. Each one

For poultry firms seeking answers to processing challenges, contact the technical specialists at Cantrell•Gainco Group for expert advice, recommendations and solutions. Visit cantrellgainco.com or call toll-free 800-922-1232.

cg cantrell•gainco
GROUP

► *Success you can measure.™*