

# EXAMPLES OF PROJECTS - LISTED BY PROJECT TYPE

To protect client confidentiality, all business names have been removed.

## GAINING ACCREDITATIONS:

Provided management services/advice/mentoring/preparation for: retailer, foodservice, BRC, SALSA, Organic, Wild Venison certification audits:

- Dived shellfish processor
- Langoustine lobster and crab processors
- Fish and Kelp processor
- Drinks (Brewery and water bottling)
- Crab cooking operations
- Fish and cheese smoking operations
- Pate producers
- Vegetable smoker/Dip manufacturer
- White fish processors
- Soup manufacturer
- Meat, Poultry and Game processors
- Pie manufacturer

## ACHIEVING TECHNICAL ACCEPTANCE OF PRODUCTS PROCESSES AND PREMISES:

- **Ready meals business:** - Assisted in their in business tendering process. Support with plant layout, equipment selection, legislative requirements, operating systems and HACCP.
- **Vegetable Dip business:** - Set up a process and acidity controlling system to prevent potential Botulism poisoning in an existing smoked vegetable/oil/egg dip. Advised on HACCP.
- **Fish Cooker/Smoker** - Set up a fish curing control system plus blast cooling regimes to avoid Clostridium perfringens and botulinum issues in both cured and cooked products.
- **Food Smoker:** - Resolved the issues behind a problematic Listeria contamination issue.
- **Scallop processor:** - Set up testing regimes for microbes and algal toxins, provided support/advice before during and after customer audits.
- **Game processors:** - Assisted in Export approvals. At another business trained a Technical Manager and together had the site accredited to achieve new supply contracts.

## SUPPORT WITH EXPORT ISSUES:

- **Chilled food exports:**
  - Argentina: Food safety issues, interpretation of regulations on ingredient lists, labelling, specification and export document presentation.
  - EU (Belgium, Denmark, France, Greece): Assisted with issues on Clostridia, Listeria, HACCP and product release; labelling and product specifications.
  - Jordan: Microbiological issues and transit controls.
  - Switzerland: Negotiating with customers on the interpretation of regulations on Listeria monocytogenes levels in food that do not support its growth.
  - USA: HACCP and labelling.

## ENFORCEMENT AUTHORITY ISSUES RESOLVED:

- **Exports:** - See above, assisting clients resolve issues with the Government Authorities in USA, Argentina, Switzerland, Belgium Denmark and France.
- **UK trade:**
  - Gave support during resolution of EHO issues with hygiene, process control, training, HACCP and labelling; to successfully avert imminent legal action.
  - Labelling issues** (several clients): Claims of misleading labels - Resolved with sets of site specific labelling rules and spec systems.
  - Food safety issues** (several clients): Failure to control Clostridium botulinum in anaerobic products, resolved with systems of salt or water activity measurement, calibration, recording and training.
  - Inadequate or absent HACCP scheme:** (drinks, meat and fish businesses): Organised training and helped set up compliant HACCP schemes.
  - Inadequate documentation:** Set simple production and product safety recording systems to tie in with HACCP and production, trained staff to operate.

## FACTORY BUILDING PROJECTS:

- **Shellfish plant:** - Gave advice on design of plant and process to allow BRC accreditation and expansion into cooked shellfish production and the wider markets.
- **Shellfish plants:** - Co-ordinated design and developed the architects brief plus scale drawings for businesses new build crab cooking and packing facilities.
- **Fish processor:** - Coordinated (as an employee) the design build and fit out of a complex 4000m<sup>2</sup> unit for primary process, smoking, cooking and value added production, plus integrated waste treatment plant and on site laboratory.
- **Fish/shellfish processor:** - Developed processing specs and an architect's brief with scale drawings for a scampi processor to build a 500m<sup>2</sup> fish curing, smoking and cooking plant.
- **Fish farmer-processor:** - Assisted Salmon processor in getting best flow, segregation and space utilisation possible from their factory extension.
- **Fish retail chain:** - Co-ordinated factory upgrade and Local Authority approval to distribute ready to eat fish (Plant design/layout/drawings, upgraded food safety systems).
- **Ready meal unit:** - Start up business – assisted with Plant design, drawings, services and fabric, equipment selection advice on processes and legal/food safety requirements.

### PRODUCT AND PROCESS DEVELOPMENT OR IMPROVEMENT:

- **Pate manufacturer** - Developed a range of high quality ambient stable (heat/pressure sterilised) pates to help client export trade.
- **Meat Processor** - Developed simple methods to use up by product and create additional products requested by client customers.
- **Drinks processor** - Resolved a pectin gel (yield/quality) issue in a fruit infused spirit drink by the application of selected enzymes at the appropriate stages in the process.
- **Fishing business** - Developed a low salt citric fish marinade to enable a continued “fresh fish” supply over the monsoon, where fishing was impossible and freezers absent.
- **Fish smokers** - Introduced blast chill procedures to reduce the risks of spoilage and reduce potential for growth of pathogens from heat tolerant spore forming bacteria.
- **Fish curers** - Introduction of salt level controls and water activity level controls to improve flavour, texture, shelf life and reduce the risks from Clostridium botulinum.
- **Prawn processor** - Introduced controlled sulphite dipping process to prevent melanotic blackening in Nephrops norvegicus.
- **Vegetable Dip business** - Set up a process and acidity control system (plus HACCP scheme) to prevent potential of Botulism poisoning in an existing smoked vegetable based dip.
- **Contract caterer** - Improved production processes on a chilled soup product – to improve quality and safety whilst increasing the recommended shelf life by another 60%..

### COST REDUCTIONS - PROCESSING SITE CLEANING IMPROVEMENTS:

- **Food Smoker** - With persistent Listeria issues - produced action plans (housekeeping, segregation, cleaning method/schedule), introduced appropriate sanitisers.
- **Several meat/fish clients** - Selected more suitable cleaning chemicals for the various applications, negotiated prices and introduced correct dosing and methods / schedules for operators.
- **Salmon Smoker** - Trained and developed a hygiene team, applied a “key performance indicator” bonus programme based on swab results and chemical/water usage; installed a foam detergent and sanitiser application system to control water and chemical usage/concentrations and to give a better microbial reduction rate.

### COST REDUCTIONS - YIELD IMPROVEMENT, QUANTITY AND GIVEAWAY CONTROL SYSTEMS:

- **Several clients** - Rationalised hot smoking /cooking regimes to retain flavour and appropriate pasteurisation levels but increase yield, at the same time introduced rapid chilling to avoid potential multiplication of pathogens from heat tolerant bacterial spores.
- **Meat Processor** - Developed simple methods to use up by product and create additional products demanded by client.
- **Fish processor** - Improved the utilisation of by product (trimmings) by developing the pate making process, resulting in higher factory yield and better overall prices.
- **Drinks processor** - Improved processing yields in a soft fruit sprit drink process via use of enzymes introduced at the appropriate stages in the preparation process.
- **High volume fish packer** - Introduced an average weight control system, with a payback period of less than 4 months; it: ensured records were maintained for legislative purposes, reduced giveaway by approximately 2.5g per pack, made savings of approx 1-2% of selling price. It also increased the weigh-pack line speeds and staff productivity.

### MINIMISATION AND SIMPLIFICATION OF OPERATIONS/SYSTEMS , FREEING UP MANAGEMENT TIME:

- **Shellfish processor** - A business struggling to survive and adapt to reduced staffing levels – helped to minimise systems to assist in their remaining both legal and solvent.
- **Fish and meat processor** - A client with an unmanageable range of processes. Helped rationalise range, gave guidance on low and high risk area segregation and critical food safety issues. Provided systems and guidance for HACCP and helped prepare client for their certification, EHO and retailer audits.
- **Several clients** - Setting up a staff development plan and training staff to take on tasks previously carried out by more senior staff.
- **Several clients** - Management of Technical issues on a contract basis – site visits and support set at the appropriate level, taking pressure off management/owners.
- **Game processor** - Replaced and simplified a food quality/safety management system at same time recruited and trained a Technical manager to maintain quality and safety systems.

### BESPOKE STAFF TRAINING:

- **Game processor** - Trained a QA/Technical manager to take full ownership of quality and food safety management and site accreditation.  
- Introduced Pest control training, set up so that client could operate their own Pest management system.
- **Several clients** - Provision of “Technical management training programmes” for those about to take on the role in small to medium businesses.  
- Setting up staff development plans and training staff to take on tasks previously carried out by more senior staff.  
- Developed and presented a wide variety of short courses designed around the needs of each business – examples: Plant Food Hygiene and operating standards, Theory and practice of Cleaning, Factory traceability, Product labelling, Internal auditing, water activity testing, sampling procedures.