

EXAMPLES OF PROJECTS

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

GAINING ACCREDITATIONS - PROJECT EXAMPLES:

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

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

ACHIEVING TECHNICAL ACCEPTANCE OF PRODUCTS PROCESSES AND PREMISES - PROJECT EXAMPLES

- **Ready meals business:** - Assisted in their in business tendering process - with advice on plant layout, equipment selection, legislative requirements, operating systems and HACCP.
- **Vegetable Dip business:** - Set up a process and acidity controlling system (plus HACCP scheme) to prevent potential Botulism poisoning in an existing smoked vegetable/oil/egg dip.
- **Fish Cooker/Smoker** - Set up a fish curing salt level control system plus blast cooling regimes to avoid possible 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 processor:** - Developed and Trained a Technical /QA Manager for the site and together had the site accredited in order to achieve additional domestic and retail supply contracts.

ENFORCEMENT AUTHORITY ISSUES RESOLVED - PROJECT EXAMPLES

- **Food Exporter to USA:** - Set up labelling compliant with USFDA requirements.
- **Several clients:** - Gave support during resolution of EHO issues with hygiene, process control, training, HACCP, labelling; including early stage legal proceedings following a failure to adhere to statutory notices.
 - Labelling issues:** Claims of misleading labels - Resolved with sets of site specific labelling rules and spec systems.
 - Food safety issues:** Failure to demonstrate avoidance of Clostridium multiplication in anaerobic packs - Resolved with a system of 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 PROJECT EXAMPLES

- **Shellfish:** - Gave advice on design of plant and process to allow BRC accreditation and expansion into cooked shellfish production and the wider markets.
- **Shellfish:** - Co-ordinated design and developed the architects brief plus scale drawings for a new businesses new build crab cooking and packing facility.
- **Fish:** - Coordinated (as an employee) the design build and fit out of a complex 4000m² processing unit for primary processing, smoking, cooking and value added production, plus integrated waste treatment plant and on site laboratory.
- **Fish:** - Developed processing specs and an architect's brief with scale drawings for a scampi processor to build a 500m² fish curing, smoking and cooking plant.
- **Fish:** - Assisted Salmon processor in getting best flow, segregation and space utilisation possible from their factory extension.

PROCESS DEVELOPMENT AND IMPROVEMENT – PROJECT EXAMPLES

- **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 and yield issue in a fruit infused spirit drink process (gel was creating waste/quality issues); resolved by the application of selected

- enzymes at the appropriate stage in the process.
- **Fishing business** - Developed a low salt citric fish marinade for a fishing business that wanted to continue “fresh fish” supply over the monsoon period where fishing was impossible and freezing facilities absent.
- **Fish smoker** - Introduction of blast chilling 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 controlling and water activity level controlling process stages to improve flavour, texture, shelf life and eliminate the opportunity for growth of 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.

COST REDUCTIONS AND PROCESSING SITE CLEANING IMPROVEMENTS – PROJECT EXAMPLES

- **Several clients** - Selected more suitable cleaning chemicals for the various applications, negotiated prices and introduced correct dosing and methods / schedules for operators.
- **Food Smoker** - With a persistent product Listeria contamination issue - produced action plans with detail on improved housekeeping, improved segregation, tighter cleaning regimes and schedules; then a more effective selection of detergents and QAC based sanitisers.
- **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.

YIELD IMPROVEMENT, QUANTITY AND GIVEAWAY CONTROL SYSTEM – PROJECT EXAMPLES

- **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.
- **High volume fish packer** - Introduced an average weight control system for retail packs, 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, increased weighing and packing line speeds, increased line and staff productivity.
- **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.

MINIMISATION OR SIMPLIFICATION OF OPERATIONS/SYSTEMS

- **Shellfish processor** - A business struggling to survive and adapt to reduced staffing levels – helped to minimise systems yet remain 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.

FREEING UP MANAGEMENT TIME

- **Game processor** - Replaced and simplified a food quality/safety management system in order to attain site accreditation, at same time recruited and trained a QA/Technical manager to maintain quality and safety systems.
- **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.

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.