

Stop rising costs with automated transfer

Beef processors and equipment manufacturers are continuously looking to ways to keep up with demand, while streamlining the process, and producing a high quality, good tasting product.

Dovecote Park is a processor growing at a fast pace and it needed to figure out how to streamline its operation while maintaining its brand promise of providing a consistent, quality beef product.

Until now, Dovecote has been the sole supplier to high end supermarkets. In 20 years, it has grown from a workforce of 34 people to just under 800. Now a supplier to QSR, Dovecote Park needed a supplier that could provide them a preparation & forming solution and looked to Provisur for the answer.

The Provisur Technologies solution came from its legacy brands of Weiler and Formax to provide the answer. Since May 2019, the line has been in full production and Dovecote is reported to be very satisfied.

The technology

Provisur formula brought together the Weiler and Formax combination and connected them using the Feed the Former system which ensures the continuity of production at all times when needed. The Provisur system comprises the following equipment:

- Weiler OmniV Pre-Grinder
- Weiler Screw Conveyor
- Weiler Dominator Mixer Grinder
- Formax Feed the Former System
- Formax Former & Cuber System
- Formax Shuttle Conveyor

Automating a meat processing line is an answer to a tight labour market, hygiene risk mitigation and offering affordable meat products.

How it works

The technology works by transferring the raw materials through the Weiler Dominator preparation system to the Formax Former via Feed The Former system where we end with a consistent high quality end product by virtually no manual touchpoints. Using the Feed the Former system ensures continuity of high capacity flow rates without stopping. The Former hopper product height is constantly monitored and controls the flow rate of the product to the former, ensuring consistency and reassurance. Provisur can manufacture bespoke systems for the end user's needs.


ROI Example

Our customers look for return on investment (ROI) immediately from the start of production especially in reduced labour costs.

One example is a processor that installed a Provisur Feed The Former (FTF) automated materials transfer system to eight burger forming lines.

This investment meant the company was able to move four employees to other areas where help was needed. It didn't need to hire skilled staff – operation of the FTF was integrated with existing automated blending systems.

The business's production increased by 20% and run hours decreased by an hour and product loss was reduced by 7%.

To realise the same numbers without introducing automation, would have required structural changes including knocking down walls to add more lines and increasing labour costs. 

• **Visitors to Foodex in Birmingham on 30th March – 1st April 2020, Hall 19, Stand T271 can learn more.**

www.provisur.com



• Weiler Dominator Mixer Grinder with overlapping paddles.

meatmanagement.com



• Formed burgers on a shuttle/Infeed conveyor.

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Facing challenges head on

• Ian Stevenson, LMC chief executive; Richard Wright, compere; Professor Patrick Wall, keynote speaker and Gerard McGivern, LMC chairman, at the NIBL FQAS 25th Anniversary dinner.

A look at how the Livestock & Meat Commission for Northern Ireland (LMC) is supporting the meat sector.

Whilst Brexit continues to cast an uncertain shadow over the entire meat industry, the Livestock & Meat Commission for Northern Ireland (LMC) has been carrying out detailed fact-finding surveys so it is best placed to face any challenges head on.

Combined with a successful new consumer-facing advertising campaign, running one of the longest established farm quality assurance schemes in the world and spearheading the benefits of meat to Home Economics teachers and the next generation of consumers, the organisation is offsetting negatives with numerous positives to champion Northern Ireland's beef and sheep meat industry which directly employs more than 5,250 people in addition to the approximately 18,000 beef and sheep producers in Northern Ireland.

LMC's mission is to support, examine and inform the marketing and development of the industry and, funded by processors and producers, it is involved in every sector of the meat business through farmers, abattoirs and processors. The output of the Northern Irish beef and sheep meat sector for 2016 was valued at £1.1 billion, up 6.1% on 2015.

LMC chief executive Ian Stevenson said there was no escaping the fact that Brexit loomed large and he told Meat Management: "We still don't have a government which does not help local representation in the national debate."

In September 2017, LMC released the findings of a 123-page report that it commissioned in collaboration with the Andersons Centre, a UK agricultural consultancy which provides economic and market analysis.

It concluded that if the UK fails to agree a post-Brexit trade deal with the EU and reverts to World Trade Organisation (WTO) trading conditions, Northern Ireland's beef and sheep meat output could decline by 21% with exports to the EU collapsing by more than 90%.

Stevenson commented: "The report shows that WTO trading conditions would be complex, costly and disruptive and that the most viable solution for safeguarding the future of the industry is not only a UK-EU post-Brexit comprehensive free trade agreement, but until then to have a five-year transition period with a mid-way review to avoid an interim deal simply being a stay of execution for the industry."

LMC's mission is to support, examine and inform the marketing and development of the industry.

LMC economist Seamus McMenamin added: "We export more than 60% of our lamb to Europe so it would be a big risk for us. We need that market access and trading environment. Northern Ireland has a large amount of land that can't be used for anything else but beef and lamb production so it underpins our economy."

In addition to the potential issue of rising tariffs for meat sales, McMenamin said it was also crucial for the industry to gain access to non-EU markets, a critical outlet for the parts of carcasses which UK and EU consumers do not utilise and valued at £28 million in 2016.

"Although BSE is a long way behind us, in Northern Ireland we are still locked out of quite a few markets and we are keen to access new markets in order to create the most value for all the components of the animal carcass," he added.

A major campaign

Closer to home, LMC recently introduced the second year of a three-year advertising campaign to encourage consumers to purchase more Northern Ireland Farm Quality Assured (NIFQA) beef and lamb.

LMC's industry development manager Colin Smith explained: "We launched the campaign across various media including TV, radio, outdoor, digital and online and we wanted to market our beef and lamb to different demographics. And with Brexit ahead, it is more important than ever before that consumers recognise and choose to purchase the high quality local beef and lamb produced on their doorstep."

He said LMC was delighted with the success of the ongoing campaign, the first since 2016.

In a survey of 1,026 people from across Northern Ireland, 72% said they were aware of the campaign and 53% claimed it had influenced them to purchase NIFQA beef or lamb.

Encouragingly, awareness of NIFQA beef products surged (89%) amongst respondents who had been exposed to any advertising. Similarly with NIFQA lamb products, awareness was significantly higher (85%) amongst respondents exposed to advertising.



• LMC and UFU representatives pictured launching Love Lamb Week 2018.



• LMC's Colin Smith, far left and Ian Stevenson, far right, pictured with attendees at LMC's annual teachers' conference at the Stormont Hotel, Belfast.

◀ The assurance scheme

LMC is also justifiably proud of its assurance scheme, which celebrated its 25th anniversary last year and is one of the longest established of all similar schemes, not only in the UK but worldwide. NIFQAS operates equivalence with Red Tractor and has worked closely with the British Assurance scheme since its inception.

Smith added: "It underpins a lot of our marketing work and sets standards for beef and sheep products. In the past year we have reviewed our farming standards as over 25 years the industry faces different challenges and standards evolve. For example, in the new standards introduced in June one of the areas we focused on was responsible use of veterinary medicines."

LMC at a glance

The Livestock and Meat Commission for Northern Ireland (LMC) was established in 1967 to assist the development of the livestock and livestock products industries. It collects statutory levies from beef and sheep producers and slaughterers in Northern Ireland and in return provides a range of services to the industry, and also advises the Department of Agriculture, Environment and Rural Affairs (DAERA) on matters relating to the sector.

Strategic objectives include equipping the industry with tools to encourage its commercial development, facilitating industry relationships, advising and influencing the policy making process with impartiality and integrity, being sustainable, efficient and customer-focused and promoting both a better-informed industry and general public.

It also owns and manages the Northern Ireland Beef & Lamb Farm Quality Assurance Scheme (NIBL FQAS) on behalf of the industry.


As well as giving current consumers assurances about the farm end of the production chain, including the quality of care for animals, the farm environment and, above all, producing beef and lamb which is wholesome, safe and free from unnatural substances, LMC is seeking to reach the consumers of tomorrow.

"We have been promoting lamb and have had some success in getting the younger generation enthused about the product," explained Smith. "We have increased the number of cookery demonstrations in schools and now have a team of nine demonstrators who have upped the number of demonstrations from 330 last year and are aiming for 350 by April 2019. We also host red meat workshops with Home Economics teachers so that they have confidence in cooking with beef and lamb. The workshops are aimed at trainee, recently qualified, less experienced or non-specialist food teachers.

On a broader scale other initiatives include taking part in September's Love Lamb Week promotion in conjunction with sister organisations in England, Scotland and Wales.

Smith added: "There are a lot of people who say they don't like lamb when in fact they have never tried it and it is also a protein that can be challenging for younger consumers so we set out to show it is a versatile and affordable meat that can be enjoyed by all the family."

Appealing to a younger tech-savvy audience, LMC has also increased its engagement on Facebook, Twitter and Instagram. Stevenson concluded: "Our fundamental issues include focusing on a competitive, profitable, environmentally sustainable industry that is moving forward. We recently played a key role in the launch of the European Roundtable for Beef Sustainability (ERBS) at the Global Conference on sustainable beef held in Ireland to support the work that is going on in the international sphere about the valuable contribution of the beef industry socially, economically and environmentally."

In a world where there is so much talk about "fake news" the organisation that is bringing beef and lamb to more tables is certainly spreading the real facts about the industry in Northern Ireland and beyond. 

Frontmatec to focus on automation and integration at IFFA

Frontmatec will present various innovative concepts and solutions for automation and integration at the 2019 exhibition in May.

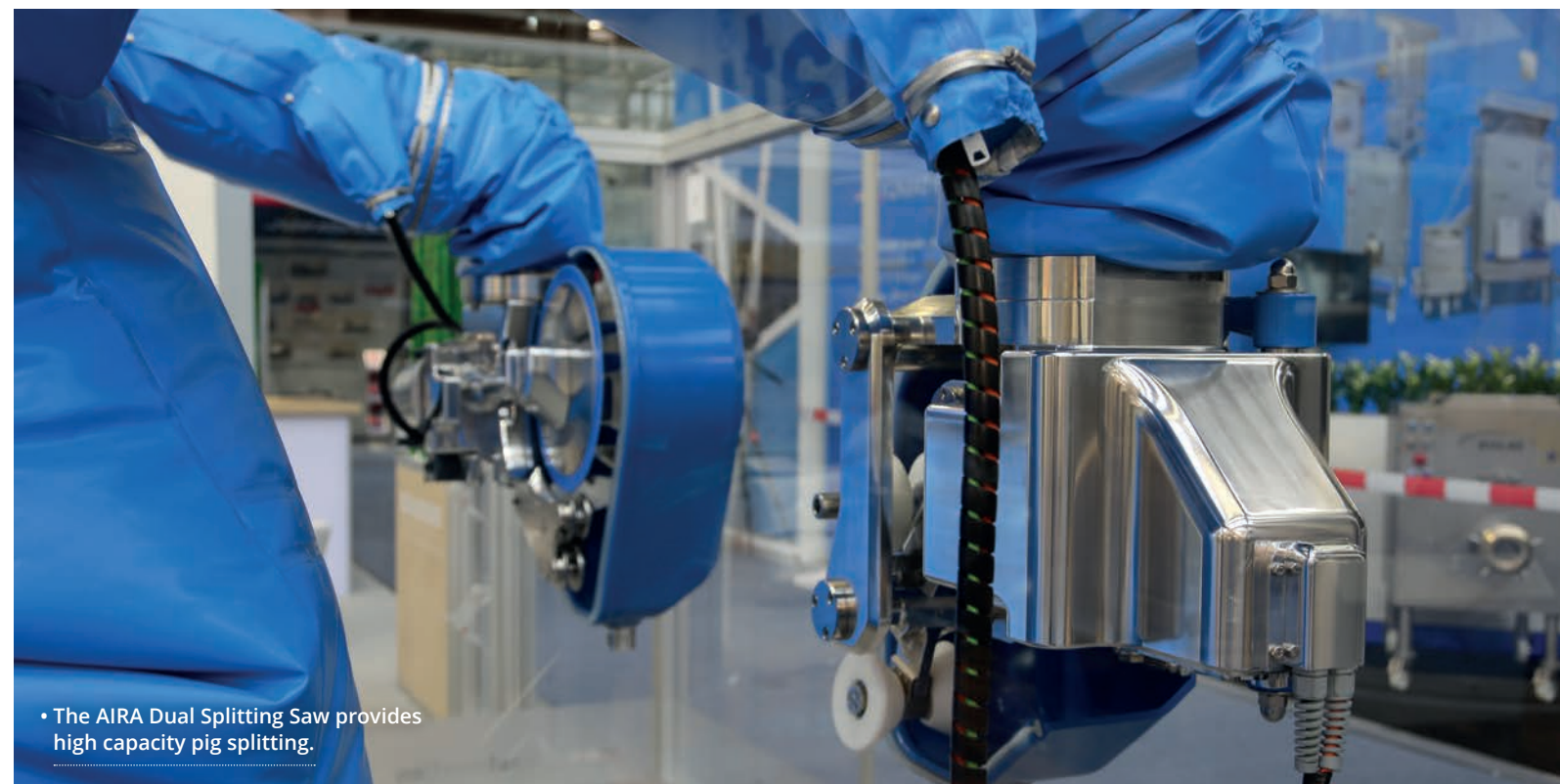
Leading global supplier of customised equipment, solutions and software for the red meat industry, Frontmatec, will participate at the IFFA 2019 exhibition offering a range of new innovative solutions.

Held every three years in Frankfurt, Germany, IFFA remains the most important global trade fair for the international meat industry. It is the only trade fair in the world that covers all aspects of meat production and brings together companies to present their innovations and technologies.

With locations in Europe, America and Asia, Frontmatec offer complete concepts and turnkey solutions for the international food industry and is especially well known for its high-quality systems for the entire value chain of the meat industry – from carcass grading, slaughter lines, cutting and deboning lines, hygiene systems and control systems to logistics and packaging. All reliable solutions that create considerable value for customers.

Visitors to the Frontmatec stand at the show will be presented with the latest equipment and solutions from the Frontmatec group. On display will be novelty equipment, including a range of robots for both dressing line and cutting & deboning, new carcass grading technologies and new deboning and trimming concepts.

ITEC hygiene solutions and packaging will also be on display as will a range of CASH captive bolt stunning tools from Frontmatec Accles & Shelvoke, which includes the worlds first cartridge multi stunner.



• The AIRA Dual Splitting Saw provides high capacity pig splitting.

At IFFA 2019 Frontmatec will focus on bridging equipment solutions, data acquisition and utilisation, by applying different automation concepts and technologies. Several solutions will be on display to showcase a variety of concepts for production processes in the meat industry, under the banner *Automation and Integration*.

A highlight will be the Frontmatec GOSystems software – a manufacturing execution system for managing production key performance indicators, such as yield, throughput, quality and labour efficiencies, plus traceability and optimisation of ordering, packaging and palletising processes

Besides GOSystems, visitors can experience the Frontmatec S2 SCADA software – a effective tool for increasing uptime and throughput offering fast problem solving, localisation of breakdowns and faults, and preventive maintenance.

Individual carcass data

Obtaining data besides carcass weight is crucial in a modern slaughterhouse, as it provides valuable information of the raw material that is to be processed. At IFFA several grading solutions will be displayed, including the Frontmatec AutoFom III™ described as the most accurate and fastest fully automatic pig carcass grading system in the world.

For cattle Frontmatec will reveal the new Beef Classification Center – BCC-3™ the company's next generation of objective online grading system and yield prediction of beef classification. The BCC-3 makes a complete 3D image of the cattle carcass and, based on advanced multi-view stereo imaging, it grades in conformation and fat cover classes that allows the slaughterhouse to process each carcass for an optimal yield.

Let robots do the work

At IFFA, experts from AIRA and Frontmatec will offer advice on robotic solutions and where best to automate in the process line.

Several robot solutions will be demonstrated, including the AIRA Dual Splitting Saw which provides accurate high capacity pig splitting. A major new launch from AIRA will be the introduction of robots into the cattle dressing lines. On the stand, a full scale working Cattle Splitting Saw prototype will also be displayed.

For the cutfloor, the Frontmatec Robotic Chine Bone Saw will be on display at IFFA in a completely new configuration with



• Complete controlled management of trimmings for meat is possible with the Frontmatec Trim Sorting Line.

automatic transport of the cut off chine bone and automatic separation of loin and belly, using a new developed band saw.

The high speed Pork Single Rib Puller with automatic pulling of single ribs with robots, uses X-ray technology to detect the ribs' position on each individual belly, the information is sent to a PLC. This automatic solution offers better ergonomics and working environment, as well as labour savings and a high consistent capacity.

Flexible hanging and deboning

A new modular built hanging deboning concept for efficient and ergonomic deboning of pork leg or pork shoulder will offer individual solutions for each unique customer. Several automatic and semi-automatic functions can be integrated as well as in-line tray conveyors, offering a fast and reliable intra logistic solution.

Complete controlled management of trimmings from pork, beef or lamb is possible with the Frontmatec Trim Sorting Line. By optimising yield management, value of trim output can be improved by building dedicated portions into pre-determined batches. The line is highly automatised and offers full control of fat percentage even for the smallest of batches.

The unique Frontmatec loin 2D trimming machine was recently re-designed and has been technically updated. This machine individually measures each loin, classifies it, and each trimming is done individually by 8 individually shaped cutting knives and pressure wheels for different product types, which improves yield and reduces labour cost.

Hygiene systems

The company will also feature its popular and highly effective range of hygiene equipment and processes at IFFA, including the ITEC Star Clean lane walk through hygiene station plus cleaning and sterilisation machinery.

Representatives from every business unit of the group will be present at the Frontmatec stand. Visitors looking to arrange an appointment to find out more about the Frontmatec range can pre-book a meeting with an expert by visiting the Frontmatec website.

www.frontmatec.com

**Visit Frontmatec at IFFA,
May 4 to 9 - Hall 4.0,
stands E04 and E16**





For over 25 years, Maritime Cargo Services (MCS) has thrived by adhering to a simple commitment: an exceptional freight-forwarding service at a competitive price.

As a committed sponsor of the Meat Management Industry Awards and now the Women In Meat Industry Awards, UK-based freight forwarding company Maritime Cargo Services (MCS) is rightly proud of its integral role in the meat management sector. MCS is a strong advocate of women working in the meat trade, with women comprising two thirds of its workforce. This comes as little surprise with partner Emily Shelley playing a key role in the company's burgeoning success.

Shelley said: "MCS is proud to support the Women in Meat Industry Awards. All our employees demonstrate meticulous attention to detail - it is how we outperform the opposition. This, together with the development of our MOATS tracking system, a bespoke software designed to manage every element and contingency in the shipping process and meet the evolving requirements of shippers, gives us our unrivalled edge."

Paperchase

With many British meat traders currently looking to capitalise on the post-Brexit opportunities opening in both import and export markets, staying on top of the onerous customs requirements of shipping meat - fresh or frozen - requires a specialist hand, according to Shelley.

She explained: "Every shipment must be accompanied by a set of paperwork which includes a Bill of Lading (B/L), rather

like an airline ticket in that it shows the shipper name, the vessel the shipment will travel on, the date on board, and the quantity, weight and description of the goods being shipped. It also shows legally who the buyer and seller are; not least it is the document of title: namely he who holds the B/L owns the cargo. In addition, paperwork must include a commercial invoice showing payment and shipment terms, a Packing List (inventory), and there can be a number of other documents too, proving the provenance and health status of the goods.

"Similarly, meat licences have a high value and the EU-wide meat trade and control system, TRACES, and its associated veterinary certification requirements, is not something that can be overlooked. Because of these factors, our customs team has to be highly trustworthy and know precisely how to navigate exacting customs requirements.

Investing both time and training into shipping paperwork has enabled us to offer intelligent and 100% trustworthy team service and support to our customers.

"Our MOATS system is also highly responsive,' continues Shelley. "Unlike other systems, it can be tailored. We purposefully avoid a 'one size fits all' model (which would be much easier to have developed), so we can accommodate intricacies like invoices being split, being issued on set days, or incorporating particular reporting fields, to suit our clients' needs. Managing a system that doesn't use the same process for every client isn't necessarily straightforward, however, we've learnt it delivers a superior product to the customer."

Brexit tremors

There are no answers as yet for what the customs arrangements following the Brexit deadline of March 29, 2019. A recent Institute for Government paper cited four key objectives for future trading relationships which underpin current government negotiations, each designed to focus on minimising border checks:

1. Reducing or eliminating tariffs
2. Minimising non-tariff barriers through regulatory equivalence or mutual recognition
3. Limiting administration for importers, exporters and customs authorities at the border
4. Fostering consistency, co-operation and communication between customs authorities in different nations.

Any 'deep and comprehensive' free trade agreement would look to make significant progress against all four of these objectives, however, the Government's position paper on future customs arrangements focuses just on the third and fourth objectives.





Almost all the EU's major trading partners – Canada, Japan, South Korea and the United States for example - have some form of agreement that aims to facilitate trade in customs and increase security co-operation. However, the different agreements between the EU and its major trading partners only reduce - rather than remove - friction. Any potential UK deal starts from a point of no friction and looks to limit the introduction of checks and border activity - it will be unlike any other deal the EU has negotiated with a third country. It goes some way to explaining why the negotiations are so protracted.

The Government is now focusing on building a deep customs co-operation agreement. These types of agreement aim to align border processes, facilitate information sharing between customs authorities and reduce the paperwork burden for traders. As one example, the UK's continued membership of the Common Transit Convention, which simplifies border crossing for goods in transit and involves non-EU countries, would give the UK access to key EU systems and limit the paperwork for those importers and exporters who operate across numerous borders.

Founder Rob Shelley summarises: "Our clients demand swift transit, and to ensure this you must show you are competent at processes, so each step of the chain is smooth. If the UK implements customs clearance at its borders (with EU goods this is not currently required), when we leave the EU, it could mean an eightfold increase in customs workload, so you begin to understand why businesses worry about queues, delays and cargo backed up at ports. If borders are not going to be frictionless, we



• Rob Shelley.


need to prepare our systems now. In reality we are expecting a new retrospective system to be used to deal with this massive increase in workload."

Trusted source supporting meat in transit

Wise meat producers most often choose to work with experienced freight forwarders for precisely this reason: customs documentation can be a minefield, and working with a specialist shipper which oversees the transit of goods between the UK and overseas customers or suppliers significantly reduces the risks associated with inaccurate paperwork. One reason clients choose MCS is due to their deep industry knowledge, hard work, committed and experienced personnel, and a company ethos of outperforming the opposition which demands the pursuit of service perfection.

Shelley continues: "We were one of the first freight forwarders to gain Approved Economic Operator (AEO) status. It's an internationally-recognised quality mark indicating that your role in the international supply chain is secure, and that your customs controls and procedures are efficient and compliant. It also requires solid financial stability. Being on top of customer paperwork is essential. AEO status requires being crystal clear about the product you are shipping."

"Our clients demand swift transit, and to ensure this you must show you are competent at processes."

MCS has many strings to its bow, not least the assurance of swift port passage, strong and enduring relationships with port health authorities, access to a vast network of trusted hauliers, and a proven capacity of sourcing last minute high speed availability. MCS moves fresh and frozen meat for the meat industry's biggest names - and for good reason: MCS is ultra-reliable and has an unbeaten ability to make savings for clients by avoiding demurrage. 

www.maritimecargo.com