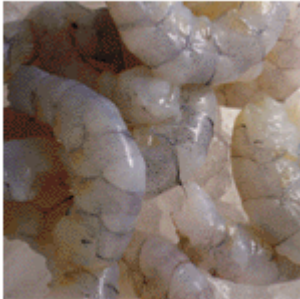


Fall 2009



Got Yield?

At Laitram Machinery, we've adopted this slogan to help us combat what we think is the largest source of waste in most plants: unnecessary yield loss.

[See how yield loss can add up](#)

Look for Laitram Machinery in 2010

**Seafood Processing
America**
Boston, MA
March 14-16

**Seafood Processing
Europe**
Brussels, Belgium
March 27-29

Continuous Improvement



At Laitram Machinery, we take pride in the skill and experience of our team members. In this issue, we highlight Brent Ledet, our Engineering Manager, who not only has extensive practical field experience, but has also been our most prolific inventor over the last 20 years. Brent's inexhaustible commitment to innovation exemplifies the Laitram philosophy of continuous improvement. We will continue to highlight such exemplary members of our team in the coming issues.

More from our General Manager

Laitram's FC Cooker Provides a 3% Increase in Yield for Frigorificos Delfin

Company: Frigorificos Delfin

Application: Shrimp cooking

Challenge: To maximize yield in the cooking process

Results: Installing Laitram's FC Cooker resulted in:

- 3% increase in yield
- 60% reduction in required labor
- Significant drop in energy consumption
- Considerably decreased cleaning time



[Read the Full Story](#)

Brent Ledet – Engineering Manager



As Laitram Machinery's Engineering Manager, Brent Ledet brings to the table 26 years of design and manufacturing experience. With 22 years of service at Laitram Machinery, he provides seafood processing expertise to customers worldwide. In doing so, Brent has visited virtually every installation in all the geographic areas in which Laitram Machinery serves customers.

[Brent's Contribution to Laitram Machinery](#)



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This month we discuss production yield and its impact on your company. While we know that you recognize yield is a critical element of your business, we are challenging the assumption that your plant has reached its maximum efficiency. We are constantly working toward improving your company's yield and product quality.

One step in the right direction is to make the determination of yield as consistent as possible in order to ensure repeatability of process and to utilize science-based, objective standards. The more scientific and objective the process, the more accurately you can identify and eliminate the problems that lead to yield loss.

I'm always interested in receiving feedback from our customers about the ways in which Laitram Machinery can better serve them. Please don't hesitate to email me at Barry.LaCour@laitram.com or call me at any of the following numbers: (office) 504.570.5200, (cell) 504.450.0304, (home) 504.837.2523.

Sincerely,
Barry LaCour
General Manager of Laitram Machinery

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Background

Based in Toledo, Spain, Frigorificos Delfin processes shrimp and crabs of various breeds and sizes for distribution to supermarkets. Their frozen seafood products are sold to European retail outlets including El Corte Ingles, as well as to global distributors such as Carrefour, Auchan, and Metro.

Problem

Previously, Delfin employed water cooking, but was searching for an alternative method that would allow them to increase yield. Their water cooker was very old and required manual labor to operate. Enrique Nieto, Delfin's Vice President, explains: "The yield was really unpredictable. Some days it was good and others, bad." Their water cooker was also difficult to clean and did not allow them to include additives such as colorants and salt. Delfin wanted a more hygienic cooking solution that would improve yield and control while decreasing energy consumption.

Solution

Delfin considered both water and steam cooking systems, but ultimately purchased Laitram Machinery's Two Section Forced

Convection (FC) Cooker with control box. Mr. Nieto chose the FC Cooker because he witnessed pre-sale cooking trials performed at Laitram's in-house testing facility that confirmed improved product yield, quality, and consistency. Mr. Nieto appreciated the FC Cooker's inherent simplicity and the high quality of the materials and craftsmanship with which it was built. He was impressed by the personalized service of the Laitram team, who he describes as "simply fantastic," and said: "We were extremely satisfied with both the professional and personal aspects of the Laitram Machinery team."

Results

Since installing the FC Cooker, Delfin has experienced a notable 3% increase in yield and improved product consistency. Mr. Nieto told us: "The control box has been a key factor in the increase in product quality; it allows us 100% control, which translates into a much more consistent product." Delfin's Two Section FC Cooker is able to handle 520 kilograms of shrimp



per hour with shrimp sized both 40/60 and 60/80. They report that their FC Cooker is much easier to clean than their water cooker, with a decrease in cleaning time of approximately 15 minutes per shift. Additional results include a dramatic decrease in energy consumption and a substantial labor reduction from 5 to 2 people operating the line every shift.

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customers.

Brent's history of patents spans almost as long as his career. His first patent, issued for laser cut sprockets in 1991, changed the way abrasion resistant sprockets are manufactured and is still the process in use today. Of his most recent patent for the Laitram Forced Convection (FC) Cooker, Brent says: "The idea came from observing low temperature water cooking. I wanted to find a way to take advantage of the benefits of low temp cooking while leaving behind the disadvantages of water cooking."

According to Brent, the addition of a touch screen control box took the FC Cooker to the next level by making its operation user friendly. "I like to make the comparison to an ATM; unless you're an elite hacker and access the system through sophisticated means, you're not going to be able to steal someone else's money through the ATM. Similarly, with the FC Cooker's control box, you can't make a mistake, you can't take anything out of the wrong account, and you can't withdraw more than you have in your account. The technology is very sophisticated, yet it's extremely easy to use."

Brent, along with other Laitram Engineers Brian Trapani, Byron Falgout, Hua Pin Khor, and Territory Manager Fam Kow Mung, recently gave seminars on shrimp cooking techniques and best practices in Indonesia, which he deemed "a big success," as upwards of 90 shrimp industry leaders were in attendance. He has been a regular guest speaker at the bi-annual Cold Water Prawn Forum in London, as well as an organizer of Laitram's

Shrimp Cooking School where he joins Dr. Steven Otwell from the University of Florida in conducting hands-on training at Laitram headquarters in New Orleans. He hopes to expand these seminars to other regions and is enthusiastic about the possibility of conducting a similar shrimp cooking school in Asia.

Tapping into his experience commissioning new equipment worldwide, Brent visits regularly with reps abroad in order to give presentations on cooking methods at customer visits and perform factory walk-throughs to help companies identify opportunities for improvement. He uses what he learns from customers to assist Laitram's programmers in identifying software improvements, proving that, in his own words: "I haven't taken my hands off the equipment just because I'm the Engineering Manager."



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In a typical plant that processes 6,000,000 pounds annually and sells the final product for \$3.00 per pound, 1% yield equals \$180,000 in profit.

How much money do you lose in your plant because of unnecessary yield loss?

Annual Production	Selling Price		Value of Yield					
	\$	per lbs	0.5%	1.0%	2.0%	3.0%	4.0%	5.0%
4,000,000	\$	3.00	\$ 60,000	\$ 120,000	\$ 240,000	\$ 360,000	\$ 480,000	\$ 600,000
6,000,000	\$	3.00	\$ 90,000	\$ 180,000	\$ 360,000	\$ 540,000	\$ 720,000	\$ 900,000
8,000,000	\$	3.00	\$ 120,000	\$ 240,000	\$ 480,000	\$ 720,000	\$ 960,000	\$ 1,200,000
10,000,000	\$	3.00	\$ 150,000	\$ 300,000	\$ 600,000	\$ 900,000	\$ 1,200,000	\$ 1,500,000
12,000,000	\$	3.00	\$ 180,000	\$ 360,000	\$ 720,000	\$ 1,080,000	\$ 1,440,000	\$ 1,800,000
14,000,000	\$	3.00	\$ 210,000	\$ 420,000	\$ 840,000	\$ 1,260,000	\$ 1,680,000	\$ 2,100,000
16,000,000	\$	3.00	\$ 240,000	\$ 480,000	\$ 960,000	\$ 1,440,000	\$ 1,920,000	\$ 2,400,000
18,000,000	\$	3.00	\$ 270,000	\$ 540,000	\$ 1,080,000	\$ 1,620,000	\$ 2,160,000	\$ 2,700,000
20,000,000	\$	3.00	\$ 300,000	\$ 600,000	\$ 1,200,000	\$ 1,800,000	\$ 2,400,000	\$ 3,000,000

We can identify the factors contributing to yield loss in your plant and we have the solutions to help you overcome them. [Contact your local Laitram representative](#) to learn more about optimizing your plant and to begin realizing greater yield.