

Laitram Machinery Successes Abound

Customers are spreading the word across continents about Laitram Machinery's high-quality, high-performance equipment.

This story begins with a Guatemalan shrimp processor who uses Laitram's AG70 Grading System in his operations. Pleased with the performance of the grader, this processor speaks very highly of Laitram Machinery's equipment to Frigorifico Delfin, a Spanish seafood producer. Frigorifico Delfin, located in Madrid, supplies seafood to markets in Spain, Italy, and Portugal.

Frigorifico Delfin passes on the favorable review to Sakis Hatzisotiriou, an owner of Aquatrade, Delfin's main supplier of Mediterranean shrimp.



Laitram service technicians monitor the Model A Line during installation.

Aquatrade is a Greek company that specializes in the processing and distribution of all types of fresh and frozen fish and seafood. The company, established over fifty years ago, supplies high-quality products to the Greek market and many other EU countries.

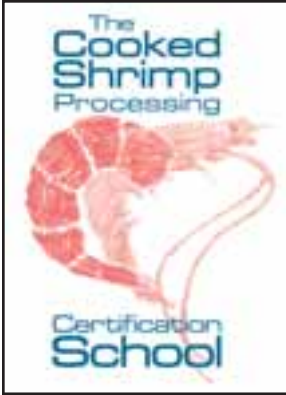
Aquatrade processes approximately 350 tons of shrimp per year. Interested in how Laitram's automated equipment could improve his operations, Mr. Hatzisotiriou visits Laitram Machinery to learn about Laitram's line of shrimp-peeling equipment.

The quality of the peeled shrimp is very important to Mr. Hatzisotiriou. After Aquatrade peels and packages its shrimp,

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Cooked Shrimp Processing Certification



For the third year in a row, we welcomed guests from around the world for the Cooked Shrimp Processing Certification School at our headquarters in New Orleans, Louisiana. Thirty-one attendees from the U.S., Canada, United Kingdom, Denmark, France, Philippines, and Ecuador arrived on Monday, February 18, to participate in three days of seminars and hands-on training for best

practices in warm and cold water shrimp cooking.

The annually held Cooked Shrimp School is dually hosted by Laitram Machinery and the Aquatic Food Products Lab of the University of Florida. With our 3,750-square-foot (348 m²) wet test facility to perform shrimp-cooking trials and the lively backdrop of New Orleans for entertainment, Laitram Machinery's campus provides an ideal setting for shrimp cooking instruction.

There are many facets to compliance with FDA regulations on cooking, and perspectives and practices vary globally. It is the goal of the school to inform the participants of up-to-the-minute research and regulations and to provide a forum for discussion and sharing of best practices. Past attendees



Mesa Labs' real-time data logger, the Micropack IV, being used during the shrimp cooking trials.

of the school have even sometimes discovered that their processes do not fully comply with regulations. From following HACCP to sanitation guidelines, determining when a shrimp is considered fully cooked can be difficult.

Curriculum

This year, the school attracted a diverse group of attendees from all aspects of shrimp processing, including processors, quality control personnel, and buyers and retailers of shrimp. Several companies contributed to the curriculum with presentations: Air Liquide led a discussion on the proper freezing of shrimp. Mesa Labs presented its real-time data logger, the Micropack IV. And CEM Corporation presented its equipment that, in a two-minute test, measures moisture in cooked shrimp products.

In the past, courses and demonstrations focused only on warm water shrimp processing. This year, the school was extended by a half day in order to include discussion of cold water shrimp processing and also to allow more time for question and answer sessions.

Laura Garrido is a Seafood Specialist Program Coordinator at the University of Florida.



ion School Getting Better Every Year



Students removing their shrimp samples from Laitram's Forced Convection Cooker.

After coordinating the Laitram Machinery Cooked Shrimp Processing Certification School for two years, Laura realized the need for a disbursement of technical information to cold water shrimp processors, who are located, by their trade, in more remote, less-inviting regions of the world than warm water processors. Laitram, in cooperation with the University of Florida, endeavored this year to provide those cold water processors with the information they need to help them improve yield while maintaining the safety and the quality of their product.



Laura Garrido from the University of Florida (far left) leads the group in exercises for guarding shrimp quality and yield.

One Cooked Shrimp School participant from Mida Trading remarked on the wealth of information and expertise that is available at the school: "I think that the best advantage of this group is their academic background. They are not selling you anything except their passion for the improvement of the seafood industry. I think knowledge is useless unless it is transmitted and shared."


Hands-on learning sessions included topics such as "Assuring FDA Compliance" and "Assuring Cooked Shrimp Product Yield & Quality." Cooking trials were performed on Laitram Machinery's FC Cooker, which features a unique, patented forced convection process of

cooking to provide processors with better-looking and better-tasting shrimp. Attendees viewed the recent improvements made to the Cooker design, which include multi-zone cooking, PLC technology, and enhanced data management.

"Being in quality [control], I didn't know a lot about shrimp processing. What I liked about the Cooked Shrimp School is that I've learned about shrimp peeling, proper cooking, safety, phosphates, proper testing, moisture, etc. It is a great course—I would recommend it," said participant Allison Williamson of Gorton's.

Extracurricular

Laitram provides shuttle transportation for participants from the school campus to their hotel in downtown New Orleans. In the evenings during the three-day event, participants had time to take advantage of the food, entertainment, and culture that the "Big Easy" has to offer. Day two of the school culminated with a social at Pat O'Brien's, the world-famous New Orleans bar and restaurant. At the close of the school, each participant received a formal "Certificate of Course Completion" that is recognized by various state and federal authorities as well as commercial interests around the world.

Scheduled dates for the 2009 Cooked Shrimp Processing Certification School are March 10-12. Please visit www.laitrammachinery.com for more information. 



Laitram Machinery Successes

the shrimp is sold to companies like Frigorifico Delfin, which then sells the packaged product in supermarkets and restaurants. Although Aquatrade previously employed manual labor to hand-peel its shrimp and thus ensure high quality, the ever-increasing need for higher throughput demanded excessive labor expenses.


So, Aquatrade purchases a warm water shrimp-peeling system from Laitram Machinery, which includes an Automated Feed System and two Model A Peelers. Technicians from Laitram travel to Greece to ensure that the state-of-the-art installation of the system, including a catwalk for the equipment, runs smoothly. Laitram also teaches Aquatrade how to change the rollers in the peelers in order to minimize maintenance and downtime.

“The installation went very well, and the people from Laitram were very helpful,” said Mr. Hatzisotiriou.

Today, a year and a half after installing the peeling system at Aquatrade, Mr. Hatzisotiriou is very pleased with the quality of the machinery as well as the quality of his peeled shrimp. The automated system has improved his operations. And, most importantly, his customers are satisfied with the final product.



Frigorifico Delfin, Aquatrade’s customer, is so pleased with the quality of the peeled shrimp and the performance of the Laitram Machinery equipment that the company purchased a Laitram cooker and chiller in 2007.

Neither Frigorifico Delfin nor Aquatrade hesitate in recommending Laitram Machinery equipment to others. And Laitram Machinery is committed to providing the products, service, and expertise to continue these stories of success. 

How Can We Better Serve You?

One of the significant advantages of doing business with Laitram Machinery is our focus on service. We strongly believe that service is an extremely important part of providing ongoing value to our customers, and we take great pride in the programs that we offer to keep your equipment operating at full potential.

As Laitram Machinery’s Service Manager, I am asking for your feedback about our services. Please know that I am always available to discuss your ideas for ways in which Laitram Machinery can strengthen its relationship with our customers through better service.

Whether you’re interested in creating a customized service package, scheduling a plant visit, or telling us about other ways that we can provide you with better service, please call or email me at 504-570-5201 or philip.leblanc@laitram.com. I look forward to hearing from you.

–Philip LeBlanc
Service Manager

EVENT CALENDAR

Seafood Processing Europe 2008

April 22-24, 2008

Parc des Expositions

Stand number 5561

Brussels, Belgium

www.europrocessing.com

The Cooked Shrimp Processing Certification School

March 10-12, 2009

Laitram Machinery Headquarters

Harahan, Louisiana USA