

## EXAMPLES OF PROJECTS - LISTED BY CLIENT TYPE

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

- **Agriculture development**
  - **Aquaculture support service provider**
  - **Aquaculture business**
  - **Aquaculture/processor business**
  - **Aquaculture by product exporter**
  - **Asian fried snack producer**
  - **Breweries**
  
  - **Bakeries**
  
  - **Catering establishments**
  - **Chain of hostels**
  - **Cheese Smokery**
  - **Cheese manufacturer**
  
  - **Confectioners**
  
  - **Contract caterer and ready meal supplier**
  - **Crab, Lobster and Prawn Processor**
  - **Crab Cooking operation**
  - **Crab dressing plant**
  - **Dairies (milk/cheese/cream/butter)**
  - **Several Crab processors**
  - **Dived/creel caught shellfish packer**
  - **Exporter to Australia**
  - **Exporters to the Americas**
  
  - **Exporter to Belgium and Denmark**
- Provision of mentoring and training programme (food safety and processing) for small scale farm-processed food developments
  - Assisted a new business with new business tendering documents, procedures and handbooks.
  - Provided training and advice on HACCP based Food safety management systems
  - Provided brief advice on process flows and determining layouts for a chilled, frozen, raw, smoked, cooked 15,000m<sup>2</sup> fish process plant.
  - Assisted client (defendant in court) as a witness with reports on relabeling of by-product activities, traceability and EC plant approval.
  - Assisted with alternatives to the use of preservatives to extend shelf life to enable entry to retail markets
  - Provision of Quality assurance and HACCP systems and training in order to retain or attain accreditation.
  - Provision of guidance on achieving SALSA certification
  - Advice on building relationships with Local authority inspectors and improvement of Food Safety management systems.
  - Development of a Manufacturing format of HACCP based on Cooksafe for small bakeries with 100s of product types.
  - Setting up complete Food Safety management systems.
  - Setting up suitable/workable traceability systems for small bakeries with large ranges of product types
  - (Hospitals/hostels/hotels/schools/carehomes) - HACCP and food safety training.
  - Advice on kitchen areas shared with guests.
  - Set up Training, QA systems and HACCP to help prepare for site certification and retailer approval.
  - Assistance with improving microbiological standard of soft cheeses
  - Improving segregation (allergens/microbial contamination) Listeria awareness training, use of more appropriate sanitisers.
  - Assistance with Supermarket approval application
  - Gave advice on reducing giveaway with a simple low cost Average weight controlling system.
  - Assisted with the development of a range of compostable packaging suitable for chocolates
  - Setting up complete Food Safety management systems.
  - Improved production processes on a chilled soup product – improved quality and safety whilst increasing the recommended shelf life by 60%..
  - Client wanting a BRC compliant cooking facility for its shellfish. Gave guidance on site layout, process flow, services, design and control requirements before start of building project.
  - Mentoring/provision of QA systems in order to attain accreditation and supply existing cooked raw material for retailer product.
  - Assistance and report provision following Salmonella scare on exported material (air/condensate flows and panel design/layout of areas)
  - Upgrade to Food safety management system, plant and operating practices (with emphasis on Listeria) following issues with authorities.
  - HACCP training and advice
  - Drew up plans, and architects brief for a complete new cooking and packing plant on a new site, assisted with equipment selection.
  - Set up Algal toxin and microbiological quality testing scheme. Provided support for customer audit. Employed 3<sup>rd</sup> party trainer.
  - Investigation into Australian import restrictions on Aquaculture products
  - North America: Set up product labelling compliant with USFDA requirements and resolved USFDA HACCP issue.
  - South America: Presented export food safety documentation(Brazil and Argentina), resolved ingredient labelling confusion over regulation.
  - Microbiological (Clostridia) issues on chilled vacuum packed fish – action plans presented to eliminate the issues.

- **Exporter to Jordan**
  - **Exporters to France**
  - **Exporters to Russia**
  - **Exporter to Dubai**
  - **Exporter to Switzerland**
  - **Exporters to Americas**
  - **Fish/shellfish processor**
  - **Free range meat and poultry supplier**
  - **Flavoured spirits manufacturer**
  - **White fish processing plants (several)**
  - **Frozen whitefish foodservice supplier**
  - **Fish processor**
  - **Fishing business India**
  - **Fish pate manufacturer**
  - **Farmed salmon processor**
  - **Fruit juice maker/bottlers**
  - **Game processors (several)**
- Assistance in resolution of claims - caused by mishandling of product in transit and elevated microbiological levels
  - Product detained by customs due to lack of HACCP for a particular product/process variety – assistance with new HACCP.
  - Assistance in Salmonella scare on cooked crab.
  - Acted as specialist witness – for defendant Local Authority action against by product exporter – EC plant approval and labelling repacks.
  - Provided advice on the repacking of fish product and EC coding labelling to a second business also exporting to Russia
  - Assistance with specification and agreement on course of action over microbe issues and rejections
  - Negotiated with client’s customer over interpretation of EU regs on Listeria limits in foods proven not support its growth.
  - Developed client (and their government authority) compliant specifications, redeveloped HACCP to permit USFDA acceptance
  - Acting as witness and report provision (from a food safety and quality perspective) for legal proceedings involving buildings issues.
  - Development of value added recipes to broaden the product range.
  - Helped resolve yield and gel formation issues in vodka based soft fruit drinks, via the use of enzymes applied at critical stages of the process.
  - Mentoring and introduction of systems for SALSA certification.
  - Provided technical support for getting Microwaveable ovenable fish in sauce range into clients client
  - Coordination of complete factory re design re build, coordination of waste plant and Laboratory build. Setting up Technical, QA, Laboratory, Development, Training and Hygiene teams. As part of the management team: introduced new products, processes and equipment. Gaining approval to supply Tesco, Morrison, Asda, Coop and others. Attainment of accreditations: EFSIS, BRC higher, Kosher, Freedom foods, Organic. Projects carried out as employee/director of the business prior to setting up Food Technical Services.
  - Set up fish curing and marinating system so that hotel businesses could be supplied “fresh” during the monsoon season.
  - To supplement their existing range of short life chilled premium pates - development of ambient stable long life (high temp/pressure treated) premium pates to enable sales to export/ambient storage markets.
  - Provided advice on process and material flow plus space utilisation for factory extension project. Provided site drawings.
  - HACCP guidance and training and what constitutes appropriate monitoring and recording of the CCP Pasteurisation step
  - Advice on hazards associated with molds, how some microbial hazards are controlled by acidity and others by adequate pasteurisation
  - Processor of salmon, venison and poultry – set up HACCP system so that site could attain export and MHS (Government) approval.
  - Advised on appropriate shelf life limits for ready to eat cooked game birds
  - Set up complete quality and food safety management system to attain accreditation. Recruited and trained a Technical Manager to handle SALSA and Wild Venison Scheme audits and all quality management. With 3<sup>rd</sup> party assistance for training – had the site set up to manage their own preventative pest control programme and retain site quality accreditation.

- **Gin Distillery (New)**
  - **Government departments**
  - **Grain driers, storage and distribution**
  - **Health service central catering operation**
  - **Kelp and Fish processor**
  - **Live shellfish exporter**
  - **Livestock farm and butchery**
  - **Meat processors**
  - **Meat and Fish Processor**
  - **Multinational fish processing business**
  - **Multinational salmon business**
  - **Packaging manufacturer**
  - **Ready Meals provider**
  - **Retail chain**
  - **Preserves manufacturer**
  - **Sausage manufacturer**
  - **Salmon processor**
  - **Sandwich manufacturer**
  - **Smoked Meat Cheese and Fish supplier**
  - **Smoked Garlic & Vegetable dip business**
  - **Soup and Pie manufacturer**
  - **Spring water bottling plant**
  - **Shellfish importer- exporters**
- Advice on HACCP Sources of information on distilling/bottling hazards, staff HACCP training.
  - Advice to researchers on control of Listeria in cold smoked salmon.
  - Advice to Local authority on control of botulinum in cooked vacuum packs of meat/ fish.
  - Advice to Local Authority (relating to their inspected site) on use of phosphate in shellfish – health and whether or not a process step be ccp
  - HACCP training
  - HACCP training
  - Developed a complete set of systems and HACCP programme for the salmon processing/cooking and kelp curing/packing business.
  - Gave advice on clients move into new premises and set up QA system to enable SALSA certification and have QA managed by a 3rd party.
  - Assistance with feasibility study - (processing, food safety/quality, layout, flow, equipment and costs of building shellfish cooking plant in UK+ROI.
  - Assistance with segregation layout and sanitisation in order to convince local authority that Hazards had been reasonably minimised.
  - Cooked meats, pies, sausages, ready meals manufacturer - Preparation of systems and HACCP for site accreditation.
  - Factory layout and operational procedures across a multi risk site producing ready to eat, raw ready to cook and butchery (all on farm)
  - 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. Helped prepare client for the next certification EHO and Tesco audits.
  - Provision of technical guidance for a new large scale new fish cooking project - new product new process and new factory development.
  - Following supermarket suspension of a site due to “management failure” -developed action plans - assisted with facing customer, training, And mentoring support, and improved product stability via processes/quality/safety/HACCP - assisted in Management recruitment, regained the contract with a more competent team.
  - HACCP training and use of prerequisite programmes
  - Provided advice on plant location, design, segregation, equipment, systems and legislative requirements for setting up the service.
  - Handled upgrades for Local Authority approval to distribute ready to eat fish (Plant segregation, production flow processes, food safety system).
  - Provided process/layout/air handling design advice for smoking operation planning to upgrade from SALSA to BRC certification
  - Mentoring employee of the processing operation to enable their internal auditing.
  - Assessment of ability to achieve BRC certification – progress report/action plan.
  - Advice on long life (anaerobic preservative free products) with regards to botulinum control, also on alternatives to hydrogenated veg. oils.
  - Large newbuild plant – gave advice the questions the design team should be asking – before starting to set layout/design. Guidance on the expectations of retailers and authorities on the plant/processes and controls of certain hazards..
  - Provided advice and reports/drawings/schedules on plant layout and segregation.
  - Resolution of a Listeria issue. Ongoing provision of technical advice and development of Food Safety management systems.
  - Set up acidity control system to avoid Botulinum risk in vegetable dips. Set up QA systems/HACCP to prepare for SALSA retailer approval audits.
  - Gave advice on cooling best practice and allergen segregation controls. Mentoring: meeting the requirements for certification/UK retailer.
  - Review and set up of quality assurance and safety system in order to attain accreditation and supply a UK wide food retailer. Ongoing support.
  - Provision of witness services for court case against subcontractors defective work.
  - Development of Food safety management systems for Food safety certification and Marine sustainability certification

- **Shellfish - Prawn and Scallop Processor**
  - **Shellfish processor**
  - **Several Wild Shellfish Processors**
  - **Scampi manufacturer**
  - **Seafood smoker**
  - **Seafood smokers (several)**
  - **Start up soup business**
  - **Trout and Trout pate processor**
  - **Vegetable packers and processors**
  - **Vegetable processors and curer**
  - **Water and spirit bottling plants**
  - **Whisky Distillery (New)**
- Provided advice to a failing business with minimal resource - regarding retaining local authority approval with minimal systems.
  - Provided technical support to develop HACCP system for a new crab/shellfish process plant being built alongside main plant.
  - Provided HACCP guidance – to enable release of impounded cooked frozen shellfish products from an import nation customs.
  - Provided support during Local authority questioning over HACCP and assistance over the CCP decision making process and detail on hazards.
  - Provided QA, HACCP and staff training systems to assist clients attain UK retailer business and SALSA certification.
  - Provided procedures to reduce prawn melanosis.
  - Drew up brief and specification for a new fish cooking/smoking plant on the existing site, assisted with costing and equipment selection.
  - Provided advice on processing/safety systems.
  - Provided technical guidance and processes for fish curing and fish cooling to reduce Clostridium botulinum and perfringens hazards.
  - Gave food labelling advice and provided a “DIY training package”. Helped them through their “EHO difficulties”.
  - Gave advice/support during impending prosecution for food safety contraventions (which was subsequently averted).  
Contract now includes ongoing part time technical management.
  - Site now has accreditations for SALSA and Organic and a staff and product development programme
  - Assisting with NPD process and guidance on technologies of cook in pot – to enable safe long life with minimal factory expenditure
  - Mentoring and provision of QA/Food safety advice/systems in order to attain Organic and SALSA certification to supply UK retailers.
  - HACCP training
  - Assistance with internal auditing, System and HACCP reviews and preparation for BRC audit,
  - Improvement acidity control and CCP validation procedures on pickled vegetable.
  - HACCP training
  - Advice on HACCP and sources of information on distilling/bottling hazards, staff HACCP training.

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LINK10 Example projects - by client type 140521