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INTRODUCING OUR FIRST ISSUE OF VOICE

2017 will soon be upon us with it comes the promise of growth and change. We welcome you to the first issue of our re-named newsletter, **VOICE**. Our goal in producing the newsletter is to keep you informed of new products, educational information, helpful hints and tips, events, news and above all the ways we can support your company within the fish processing sector.

We want the newsletter to be as relevant as possible to you and would also embrace any suggestions that you may have for future issues.

SEAFOOD TECHNOLOGY TO REPRESENT VALKA IN THE UK

We are proud to announce new alliance and partnership with Seafood Technology Ltd for the distribution of the Valka Products into the UK marketplace. Seafood Technology has had a long history in the UK and is dedicated to delivering processing equipment and solutions to the Seafood Processing Industry with a clear focus on providing their customers with a range of carefully selected excellent products.

The new distribution arrangement with Seafood Technology is one that both companies are very excited about and one that going forward will offer further direct regional representation and greater support to our Valka's customers. With this in mind and in the interest of best serving our UK clients needs we are excited to partner with them to write the next chapter in Valka's journey as a provider of leading-edge solutions that help drive our customers' businesses forward.



INTRODUCING NEW STAFF MEMBERS



Andrés Ögmundsson
Project Manager



Auður Ýr Sveinsdóttir
Operations & Quality
Manager



Marteinn Guðjónsson
Service



Soffía Lárusdóttir
CFO



Þorlákur Ómar Guðjónsson
Purchasing Manager



Einar Sigurmundsson
Technical Writer



NORWAY SEAFOODS INSTALLS DUAL LANE CUTTER AND GRADER AT MELBU

The producer has invested in a dual lane Valka Cutter and Portion Grader to improve market competitiveness

Norway Seafoods and Valka recently made an agreement for the installment of dual lane Valka Cutter and Portion Grader for automatically grading and conveying portions to various product routes. The system will be implemented in December.

“We are investing in new equipment to streamline and improve our manufacturing process to meet the market demands better,” said Martin Rasmusen, the General manager at Norway Seafood’s Melbu plant. “The Valka Cutter is a vital part of that plan, allowing us not only to produce more volume but with increased yield as well as improved accuracy.” Kristjan Kristjansson is general manager at Valka AS. “We’re very pleased to have Norway Seafoods onboard. They are a demanding customer and did a detailed evaluation before choosing Valka. The contract with them confirms we’re on the right path and strengthening our position in the white fish industry in Norway.”

This year Valka introduced a new **Portion Grader** that separates pieces and automatically routes to various product channels.

Designed for portions from the Valka Cutter which are known by weight, size and shape and are gently routed to the appropriate product stream and maintaining the correct alignment.





HIGH-TECH PRODUCTION LINE TO BOOST CAPACITY OF 70-80%

Icelandic processor Lodnuvinnslan hf recently started new high-tech processing line from Valka for their groundfish operations. The system delivered, handles the volume from two filleting machines effectively boosting prior plant capacity of roughly 80% with the same staff.

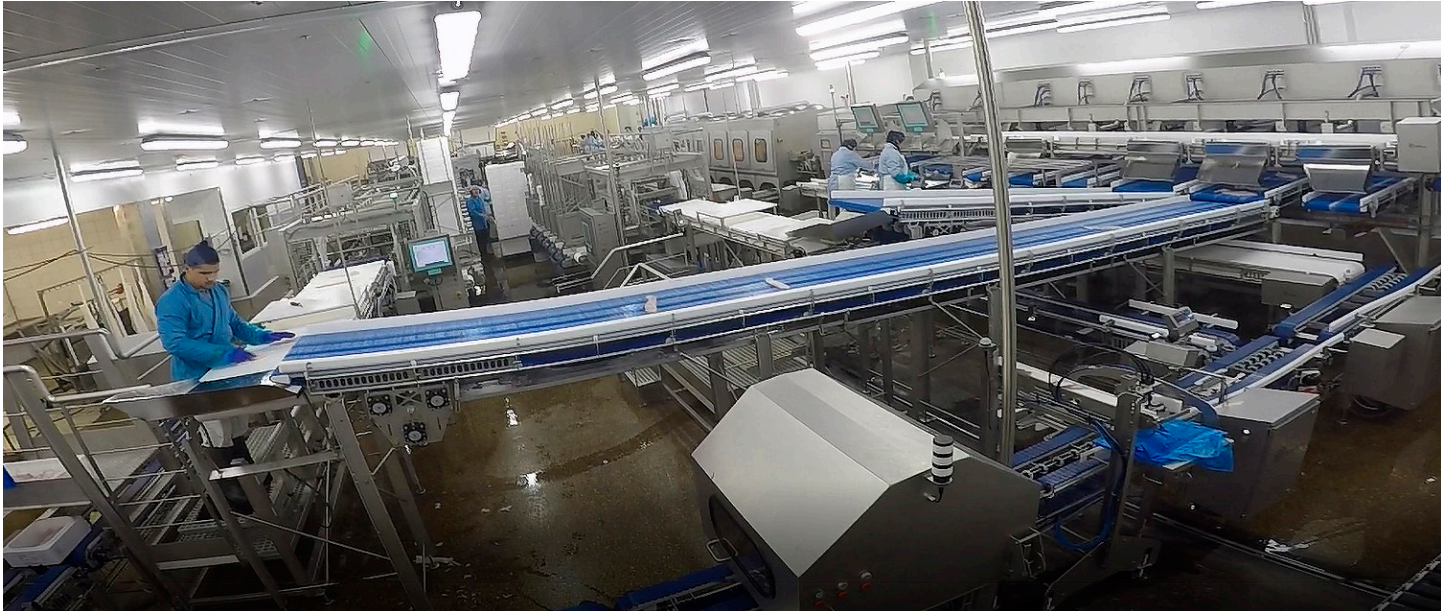
Highly automated process and accuracy in portioning

Pre-trimmed fillets are fed to the Valka system for bone removal, portioning, grading, batching and output of iced products in sealed boxes. The production line includes a double lane Valka Cutter machine, the most powerful unit that Valka has designed so far.

The range of technology included in this design will provide Lodnuvinnslan with more efficiency, better yield, and assistance in meeting the increasing market demands for a variety of portion types and boneless products.

Further increased capacity and production flexibility

Fridrik Mar Gudmundsson is the CEO of Lodnuvinnslan. “The goal is to increase the daily production from an average 23 tons to over 40 tons. With this investment we’re able to do that without additional staff,” says Fridrik Mar Gudmundsson CEO of Lodnuvinnslan. “The system and setup also allow for much more production flexibility in the production such as simultaneously processing



The production floor space is utilized well, filled with the new equipment.



The system handles over 30 ready boxes per minute

multiple species while using the same staff for both groundfish and pelagic operations,” Fridrik adds.

New standard established for groundfish processing

As previously mentioned, Lodnuvinnslan is now in a key position to meet the market’s requirement for a more variety of products. The system is able to cut the most complex cutting patterns and optimizes the cutting for each fillet based on products and orders in place. That way the raw material utilization is maximized in a way not possible before. Producing multiple products at the same time can be a complex process that has been met with the new system.

One of the largest contracts that Valka has made

The contract with Lodnuvinnslan is one of the most valuable ones that Valka has made to date and is worth over 3m EUR. “We’re very pleased that Lodnuvinnslan chose to work with Valka on this ambitious and progressive project, a decision made after thorough



Representatives from Valka and Lodnuvinnslan at the Global Expo in Brussels.

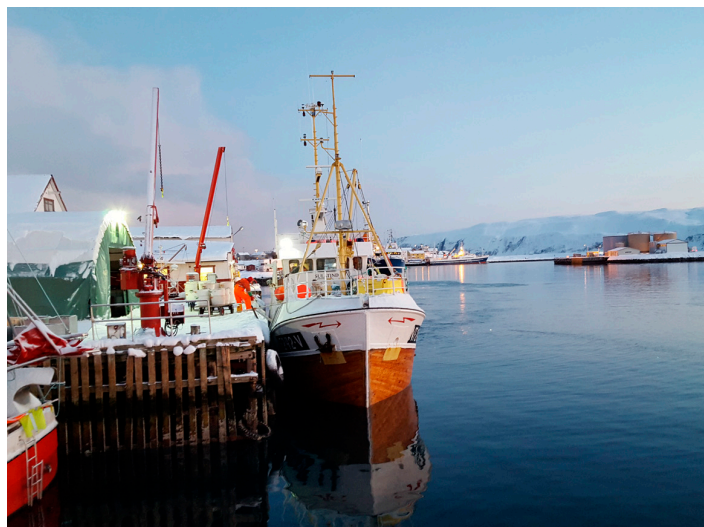
consideration,” says Helgi Hjálmarsson CEO of Valka ehf. “Lately we have been putting much effort into product development, with emphasis on automation, better handling of raw materials and products while maximizing accuracy and value at all production stages.

NEW APPROACH TO GRADING AND PACKING OF WHOLE COD

Båtsfjordbruket AS has installed fully automatic Valka system for grading whole fish into tubs and packing to EPS boxes

Båtsfjordbruket AS has for over 30 years been fortunate in working with the local fishing fleet as one of Finnmark's largest sourcing station for groundfish as well as operating fillet production plant. "The sourcing and distribution of whole cod involve establishing a good working relationship with both the local fishermen and the fleet as well as our customers and provide them with the best possible service and products," says Frank Kristiansen General manager of Båtsfjordbruket.

Traditionally all packing of fresh white fish in Norway has been done manually, and that was also the case in Båtsfjord, something that Frank Kristiansen and his co-workers wanted to modernize. He had seen innovative grading and packing solutions that Valka had delivered to the salmon industry and after some brainstorming, Valka offered Båtsfjordbruket a modified version of such a system. A flexible system for simultaneous packing of multiple



Frank Kristiansen, General Manager of Båtsfjordbruket

The production floor space is utilized well, filled with the new equipment.



species at speed up to 150 fishes a minute. Whole gutted or H/G fish is fed to the grading system by 1-2 operators. From there the fish is either packed directly to EPS boxes, sent to manual packing or tubs.

The automatic packing includes automatic box dispenser, automatic weighing, label applicator and ice dosing for both bottom and top ice. The manual filling station is for the largest fish or products in small volume and integrated with the automatic packing line, so the box dispenser, weighing, labeling and ice dosing are automatic.

The tub packing is fully automatic and can pack simultaneously into six tubs. The entire system is controlled with Valka's RapidFish software.

To further improve the process Valka and Maritech AS collaborated to integrate landing notes from Maritech's Sluttsedel system into RapidFish. "This has already proven to be a good decision for us; the system is working as expected and we saw benefits from the very start", says Frank finally.

CONGRATULATION RAMOEN!

The world's first water-jet Cutter on-board a vessel

A new milestone in processing was achieved when Ramoen the 75 meter long factory trawler owned by Ramoen AS went for its first fishing trip in late October. At the moment this ship is state of art in the Norwegian fisheries sector", said Egil Skarbøvik captain.

The ship is indeed exceptionally well equipped including the cutting edge Valka Water-Jet Cutter for automatically cutting pin-bones and portions.

Atle Vartdal is one of the ship owners. "Producing finished serving pieces on board helps the fish get a higher value when it leaves Norway than if it had been exported decapitated and frozen abroad. The robots are thus helping to secure value creation and prevent workplace flagged out of Norway."

Valka congratulates Ramoen AS with the new ship. We're both happy and excited to be a part of this breakthrough moment in the fishing industry.





SLAKTERIET STREAMLINES WITH NEW SALMON GRADER AND PACKING SYSTEM

Slakteriet automated their Floro plant for doubled capacity and increased efficiency with a new Valka whole fish grader- and packing line.

Norwegian Salmon producer Slakteriet installed Valka grading and packing system for salmon, including automated ice-dosing, labeling and box handling system. With the new line, Slakteriet was able to double their production capacity, to 120 fishes per minute and lower their per unit production cost. “We have dramatically increased the production and have a more efficient operation,” says Kristin Bergstøl Hansen, Managing Director at Slakteriet.

When choosing the system we saw Valka as a modern and innovative company. They presented us a complete solution that has proven to be very beneficial, with more automation than we had have and that gives us much more flexibility in the production.

Greater adaptability with advanced technology

The new Valka grading and packing system fully automate the production process from gutting to palletizing. The system allows Slakteriet to better adapt to the customer needs and provides the flexibility to switch production according to the demand that day quickly. Ole Johan Eilertsen is the Development Manager at Slakteriet.



“We need to be quick to respond if the harvesting is not as expected or if orders changes. The Valka system is user-friendly and gives us the production oversight needed to adapt to the market demand easily”.

Complete process oversight

The whole system, from harvesting to dispatching will be operated with Valka’s RapidFish software, including the new SCADA module that provides actionable insight critical to the production process. “The integrated management system gives us the information we need in real time and a nice feature is that all system errors are graphically displayed. That helps to keep the system downtime low”, adds Ole.