

# CASE STUDY

I-Cut 36



## Pinneys of Scotland

Pinneys of Scotland is a part of Uniq Prepared Foods. The Pinneys of Scotland operation based in Annan is the largest processor of Scottish salmon in the UK.

In addition to its traditional smoked salmon and salmon fillets, they also supply a growing range of value added seafood based products including pates and mousses, fresh salmon and seafood dishes. Pinneys has a growing business in the fish ready meals sector with products such as Thai Prawn Curry and Smoked Salmon Risotto.



## Two for one for Pinneys of Scotland

**Replacing an old water jet cutter with two I-Cut 36 from Marel has allowed Scottish salmon producer Pinneys to produce more efficient, more flexible and environmentally better.**

Having used a DSI water jet cutter for many years the initial plan was to change like for like. But with a price tag close to GBP ½ million the management team at Pinneys decided to look for alternatives.

“We have been buying equipment of former Scanvaegt International for years and years and with the merger of all the companies in Marel we could think of no better one to ask for an alternative to the old machine,” Facilities Manager Mick Craig says and adds: “Their first suggestion was to test the I-Cut 36 and after seeing the result there was no doubt that this was the replacement we were looking for.”

### Superb versatility and flexibility

With a throughput of approximately 22 tonnes per day the equipment at Pinneys stand trial every single day. After installing the first machine it soon became clear that the benefits were so plentiful that it was well worth investing in a second one. Now Pinneys have one portion cutter doing standard vertical cuts and another doing 45 degree angled cuts for different presentation of the salmon.

“The two I-Cut portion cutters are by far living up to our expectations. We are getting extremely accurate portions in a consistent and hassle-free manner. The machine is well constructed and very easy to operate which is very handy as we change products quite frequently during an average day,” Production Manager Steve Marr states.

### The Marks & Spencer expert

Pinneys of Scotland's biggest customer is British super store Marks & Spencer. Pinneys produce a wide range of ready-to-cook and ready-to-eat products for the 450 store chain of warehouses.

“Marks & Spencer is in many ways a dream customer,” Technical Director Herluf Thun-Rasmussen says. “They are innovative, want only the best and are always on the look-out for new exciting taste variations and types of products. This means that we are not only producing salmon for them but also white fish and shellfish.”

### Environmental benefits

The I-Cut 36 operates totally without water. And as a result the change from the water jet cutter to the I-Cut's has been a considerable saving on this.

“We spend GBP 390,000 each year on water alone so any savings here can be transferred straight to the bottom-line,” explains Herluf Thun-Rasmussen and adds: “We are also an environmentally conscious company and we are always trying to not only produce smarter and more efficient but also in a responsible and sustainable way.”