



Modern onboard production with new technology

10.01.2019

- Founded 2003
- Headquarters in Iceland & subsidiary in Norway
- Valka has around 90 employees
- In forefront of developing progressive equipment, software & system solutions for the fish processing industry.
- Valka has sound operations and has been growing fast during the past few years.

MISSION STATEMENT

“Our mission is to increase customers productivity, with a range of products and solutions”



RAW MATERIAL

- Raw Material grading
- Traceability management



PROCESSING

- Pre-Trimming
- Cutting
- Weighing
- Routing
- Ice Dosing
- Labelling
- Packing
- Process Monitoring



PRODUCTS

- Product management
- Inventory control
- Contribution monitoring
- Planning against Sales Orders

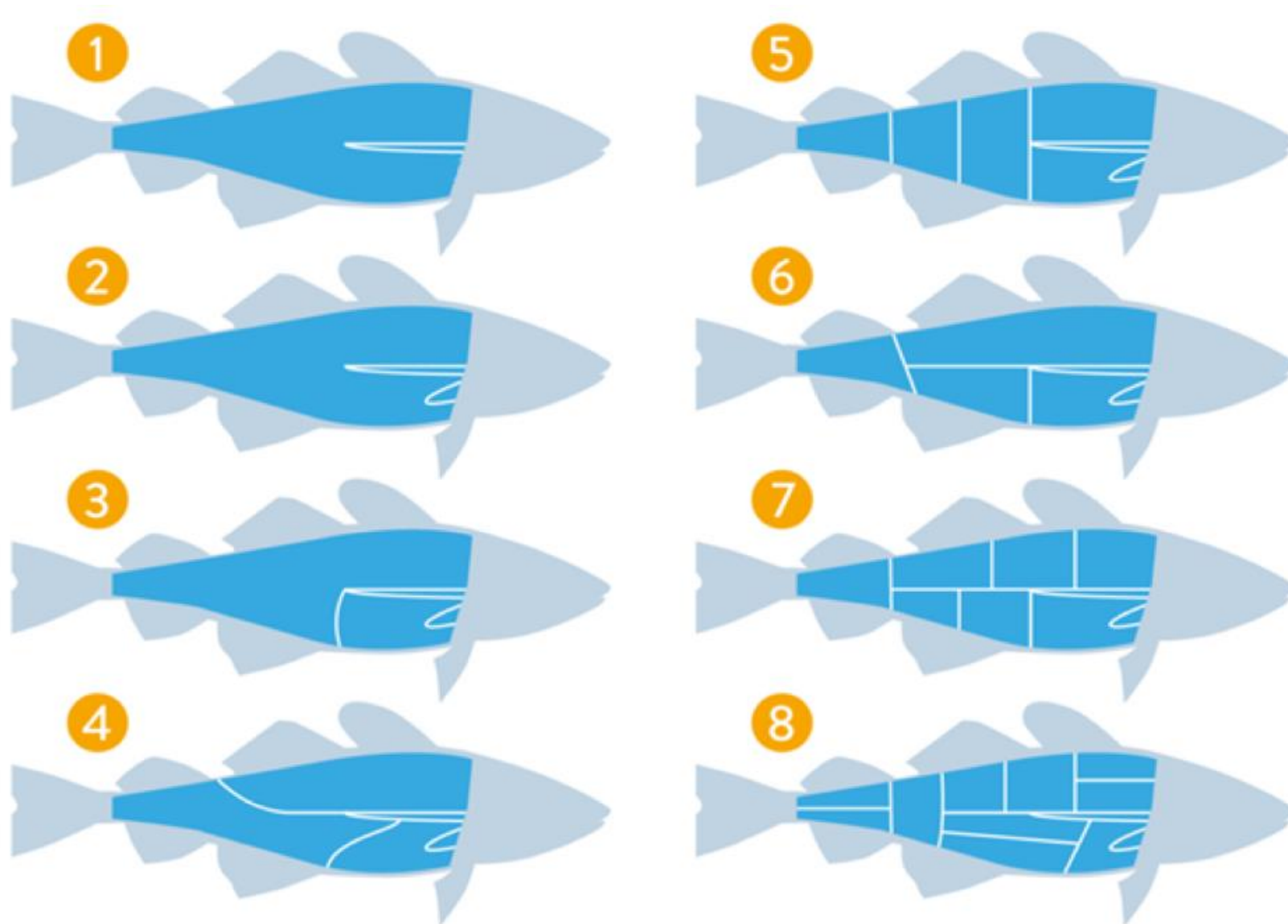


SALES

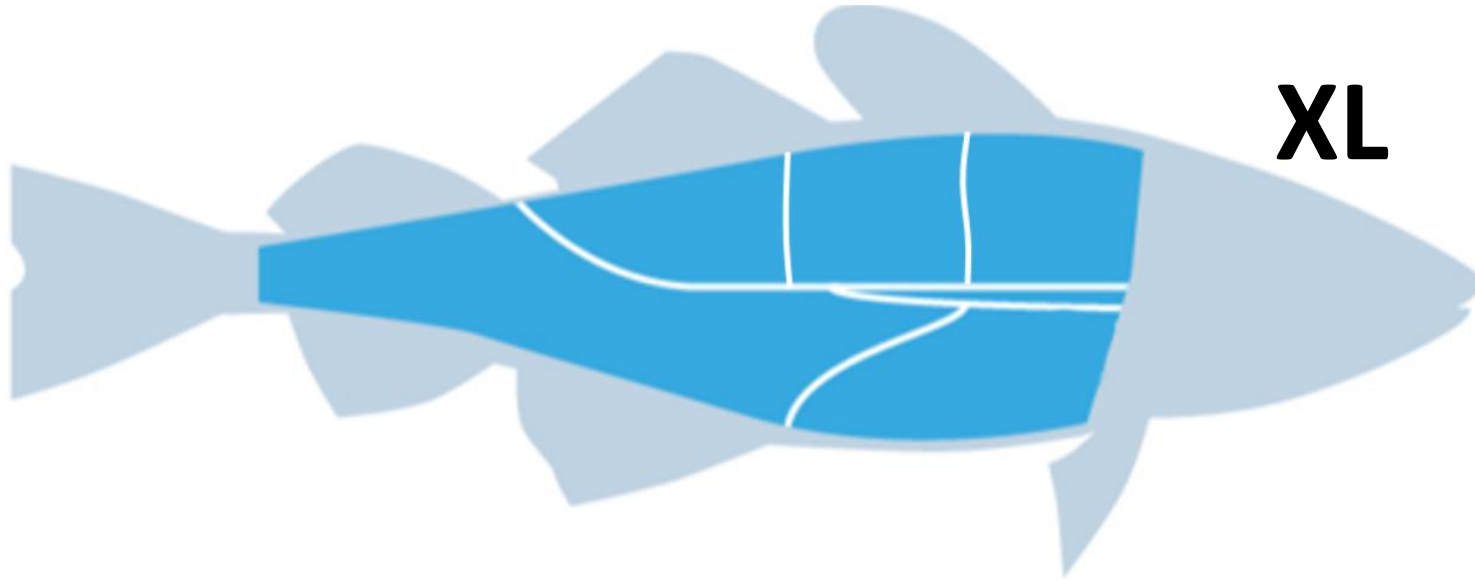
- Order & Client handling
- Price & Cost handling
- Dispatching & Document handling
- Customer self service
- Logistics management



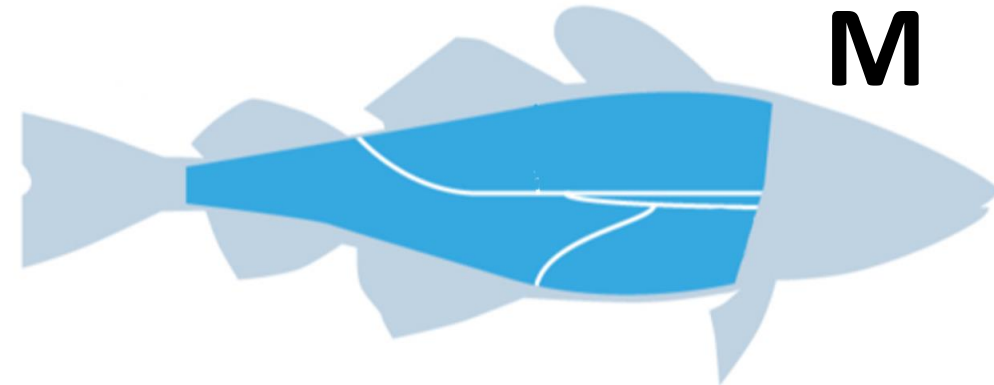
<https://vimeo.com/valka/whitefish>



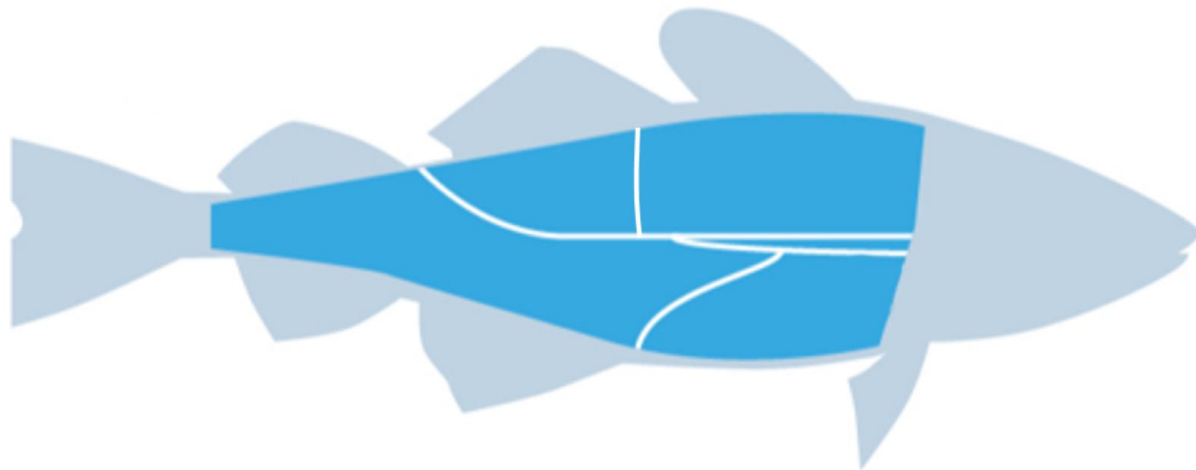
What is practical onboard?



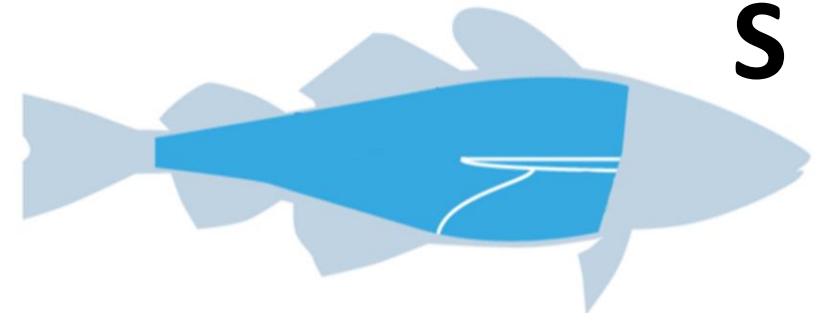
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RAMMOEN™

GRANIT

 MØREFORSKING

 **FHF** FISKERI- OG HAVBRUKSNÆRINGENS
FORSKNINGSFOND

 Valka

Ramoen (water cutting machine)



Granit (water cutting machine, portion grader)



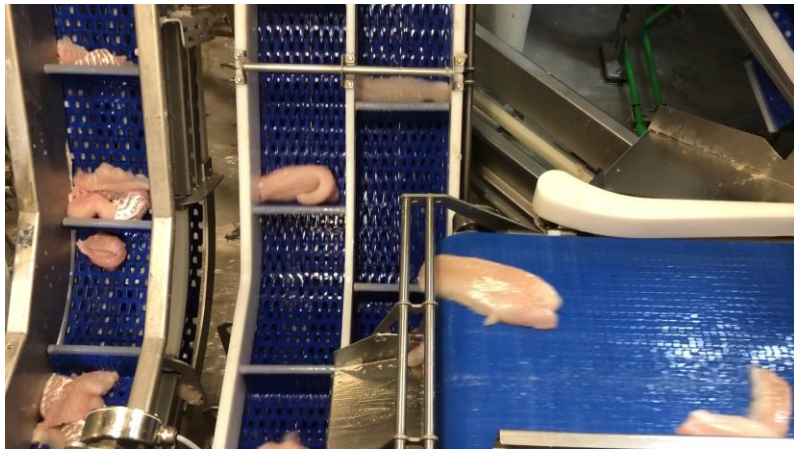
Sólberg (water cutting machine, portion grader)





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RAMMI

- It has been proven that the system works in maritime environment
 - In 2018 the machines were used to produce 3.758.024 fillets to boneless products onboard these three boats. In terms of raw material it was 5.500-6.000 tons of round fish, mostly cod.
 - Volume was not equally distributed between boats.
- All critical components are working well
- Some unexpected mechanical issues
- Rather complex equipment means
 - 4 shifts
 - Not all boats have continuous production
- High price of H/G cod is challenging
- Market response have been good but the prices should be higher
- Quota conversion factors play a critical role in the economics

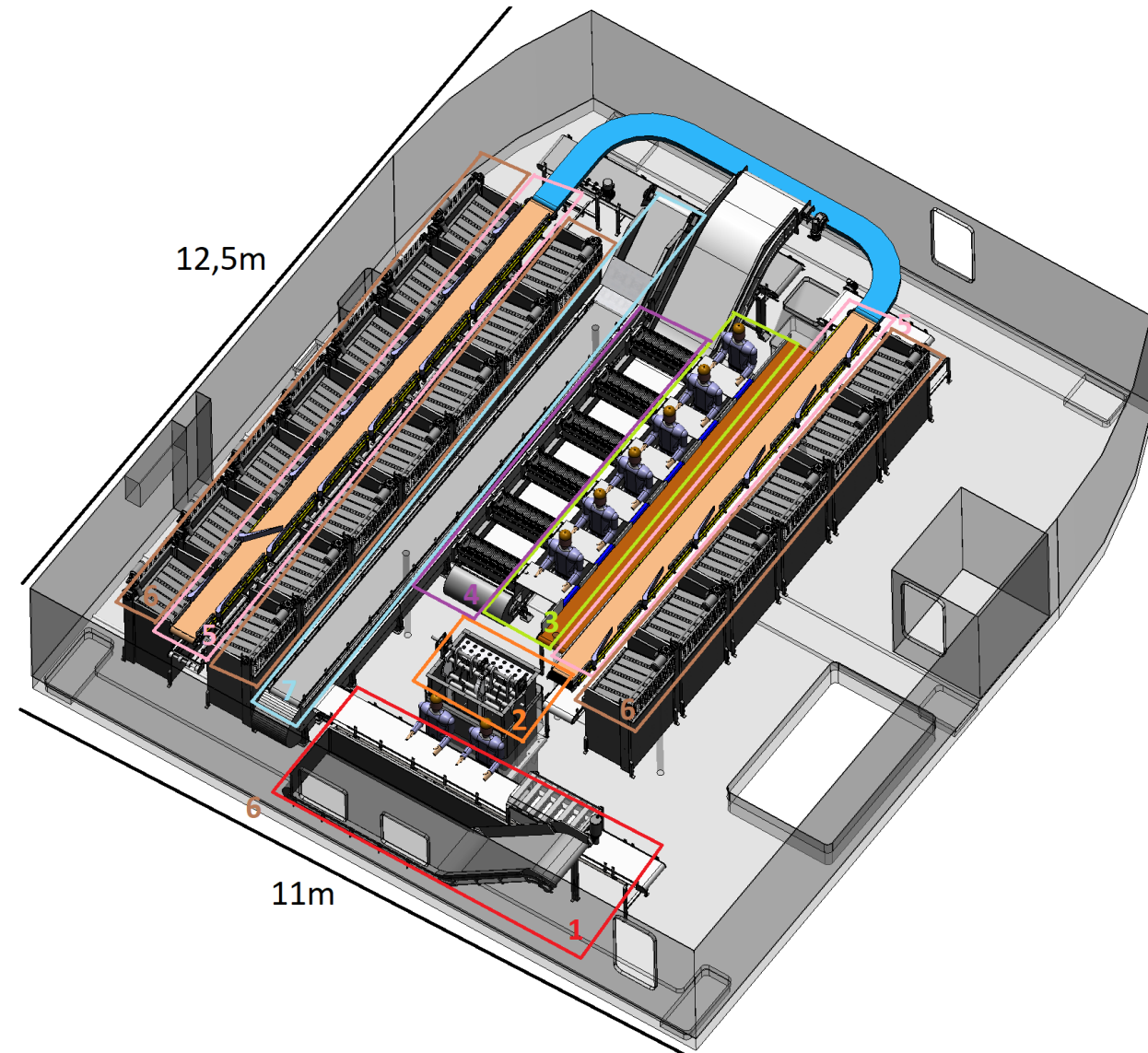
- Onboard produced fillet products are better than products from thawed cod
- Best fish in the world deserves high premium price
- Find the correct product mix
- Continuous production
- Focus on marketing
- Don't forget about the saithe



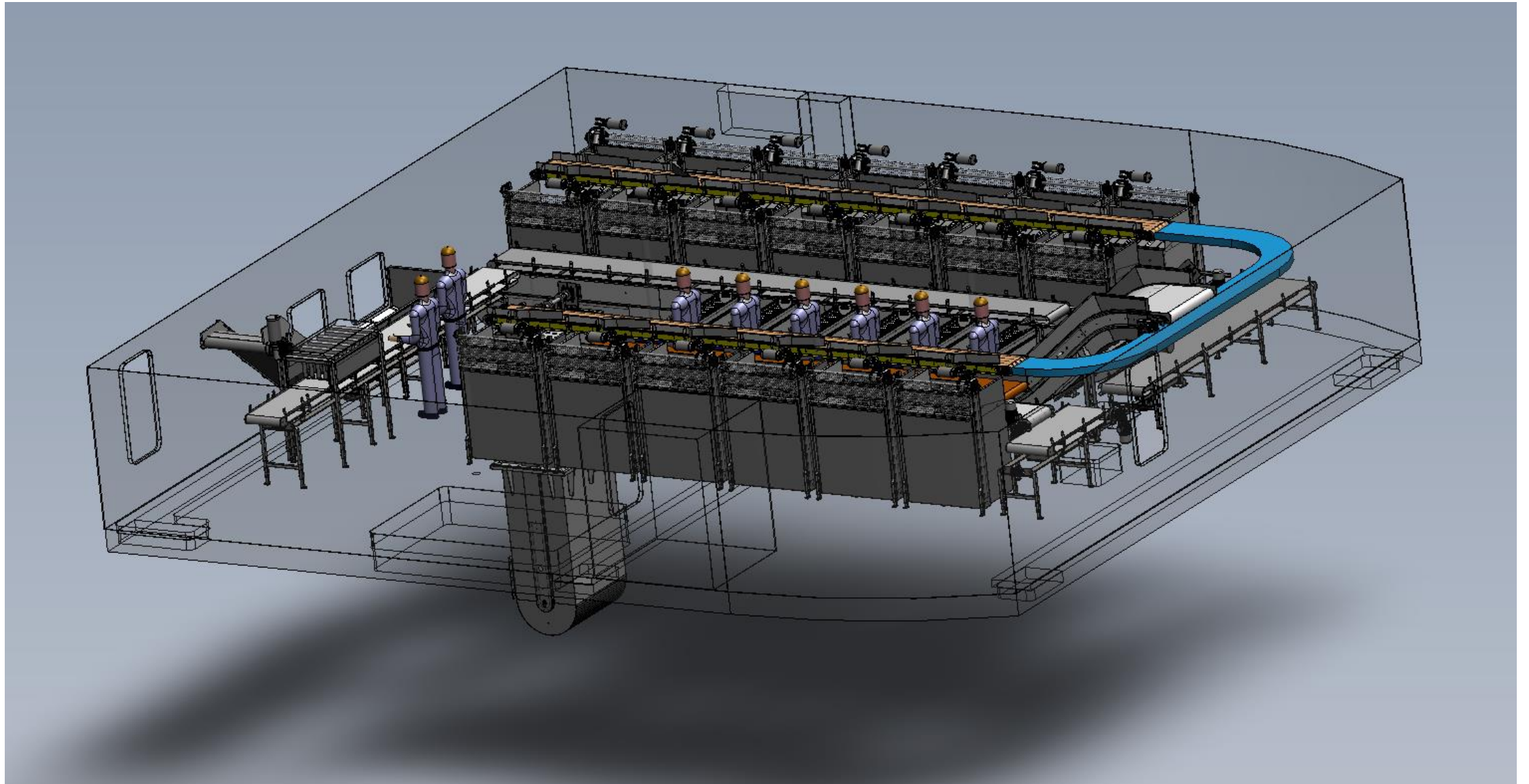
Other onboard projects



New trawlers (complete factory deck)



1. Delivery from chute + stunning.
2. Bleeding
3. Gutting
4. Visual inspection.
5. Grading
6. Chilling
7. Redfish (Sebastes) chilling.



•BLEEDING:

All catch can be bled in 45 minutes, each individual fish should be bled less than 30 minutes from being removed from trawl. Each fish is bled for a specific, customizable time (15 min optimal).

•SIZE AND SPECIES DETECTION:

Each fish is individually inspected by a camera and its species and size/weight is calculated.

•GRADING:

Fish is graded by size and species into a batch of 350kg. For example, 350kg of cod 2-4kg.

•CHILLING:

Each and every individual batch is chilled for a specified, calculated amount of time to reach core temperature of -1°C.

•BATCH DELIVERY TO FISH HOLD:

Fish is delivered in whole, pre-chilled batches down to fish hold. The 350kg of cod mentioned above are delivered as a 350kg batch, chilled to -1°C down to fish hold and into a tub. All logistics controlled by the system.

•REDFISH/SEBASTES SIDE CHANNEL:

A special side channel for chilling hard-to-handle products that cannot be treated in the same manner as bottom fish. Redfish/Sebastes is also chilled and delivered to fish hold without interfering with other processes.