



# SEAFOOD INDUSTRY



*Meeting the Seafood packaging challenge  
- The Bilwinco Way*

**BILWINCO**

[www.bilwinco.com](http://www.bilwinco.com)



## FRESH FILLETS

### Challenge

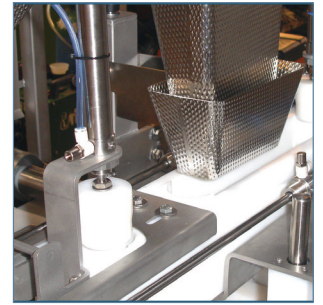
• Whole, fresh herring fillets are sticky like few other edibles. In the multihead weighing business they are infamous for causing blockages or at the very least inaccuracies due to their tendency to remain practically glued in place irrespective of the transport system.

### Solution

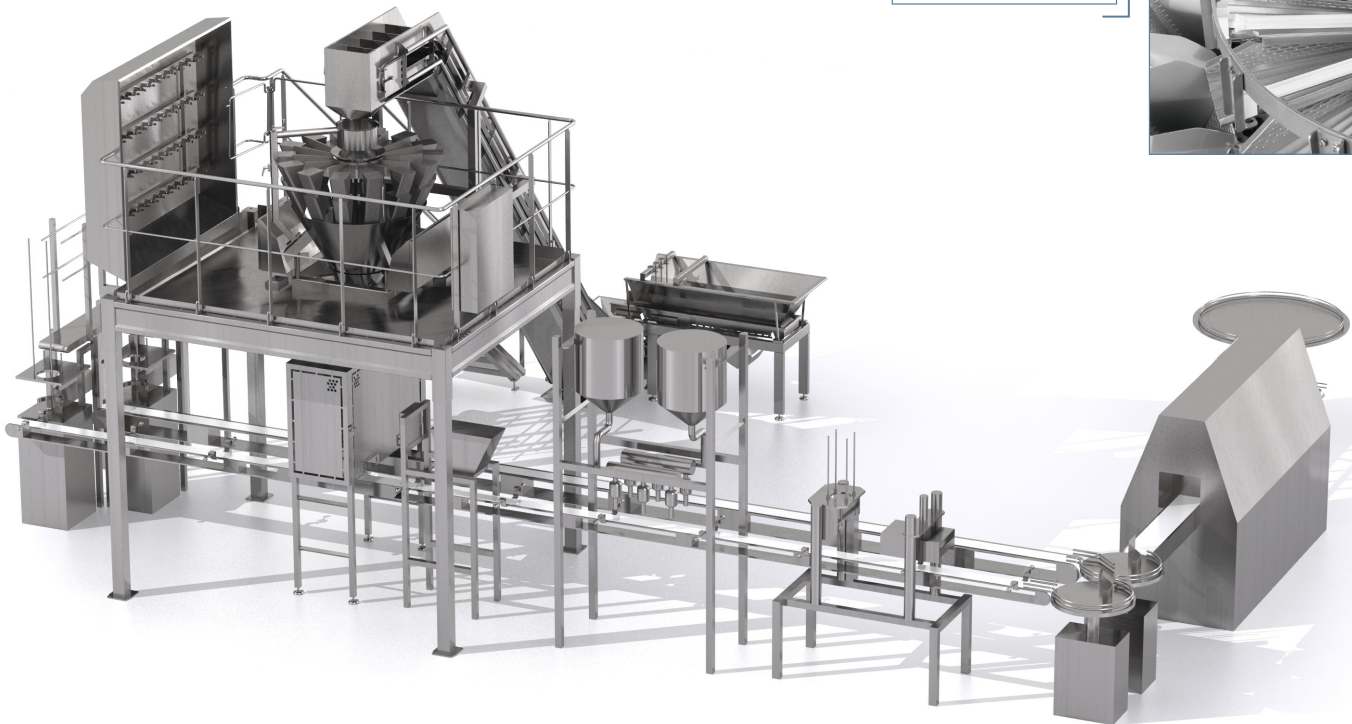
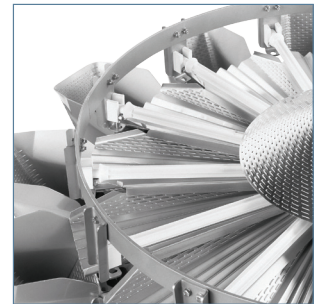
Our new radial feeder vibrators can be set to vibrate at the natural frequency of the product. When combined with our rotating vibrator rims, no herring fillet can resist the urge to move!



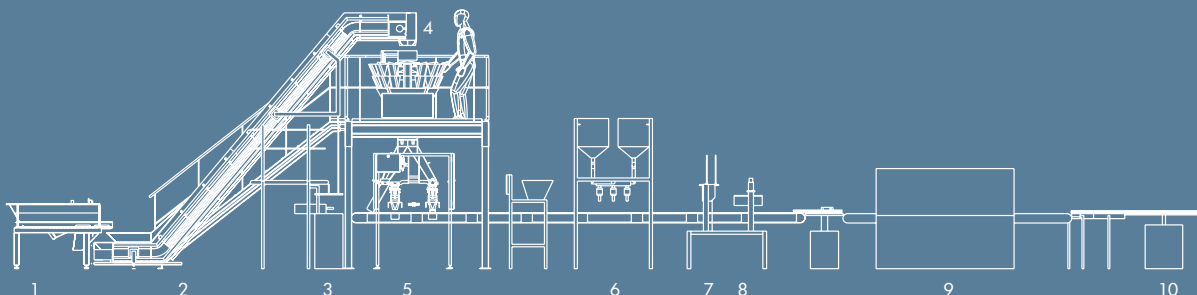
A unique Bilwinco distribution tool for placing seafood in cups, comprising a piston to compress the product into the cup



Fresh fillets are sticky like few other products. The Bilwinco Linear Drive radial feeder vibrators, in combination with the rotating vibrator tray rims, will keep even products as sticky as fresh fish fillets moving uniformly into the accumulating hoppers



- 1) Storage Hopper
- 2) Infeed Conveyor
- 3) Bucket dispenser
- 4) Multihead weigher with rotating tray rims
- 5) Distribution tool
- 6) Brine dispenser
- 7) Lid dispenser
- 8) Lid press
- 9) Bucket cleaning unit
- 10) Packing table



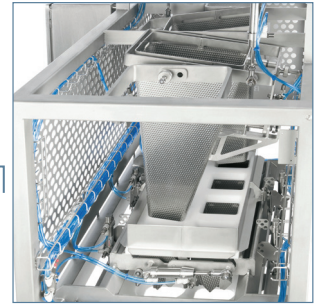
## FRESH SHRIMP

### Challenges

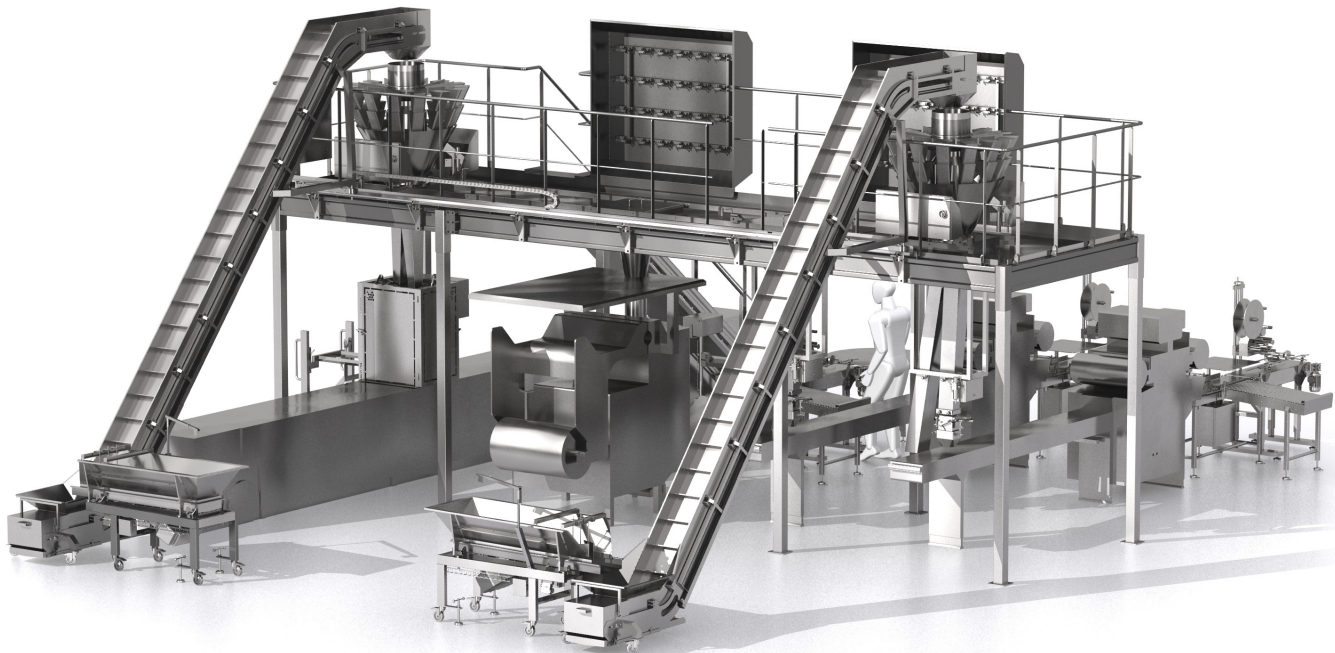
- Boiled, peeled shrimp is almost as sticky as herring fillet – but it has an entirely different natural frequency. When processed with a weigher that is optimised for herring chances are that blockages will occur.
- Lines processing only one product must be stopped intermittently for cleaning in order to maintain hygiene levels.

### Solution

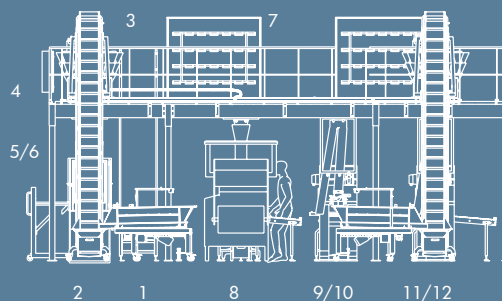
The Bilwinco Revolution Series allows for customised radial feeder vibrator setting, so that your line can be packing herring fillets in the morning and shrimp in the afternoon, both at unsurpassed efficiency levels. And due to the refined design of the multihead weigher and the improved cleanability the changeover time is up to 50% lower than for competing weighers.



Custom designed Bilwinco distribution tool for thermoformer



- |                     |  |                                   |                         |                      |                   |
|---------------------|--|-----------------------------------|-------------------------|----------------------|-------------------|
| 1) Storage Hoppers  | 3) Multihead weighers                      | 5) Thermoformer distribution tool | 7) Washing station      | 9) Tray filling tool | 11) Check weigher |
| 2) Infeed conveyors | 4) Platform with rails for MHW positioning | 6) Thermoformer                   | 8) Vertical form filler | 10) Tray sealer      | 12) Labeller      |





## CANNED SEAFOOD

### Challenges

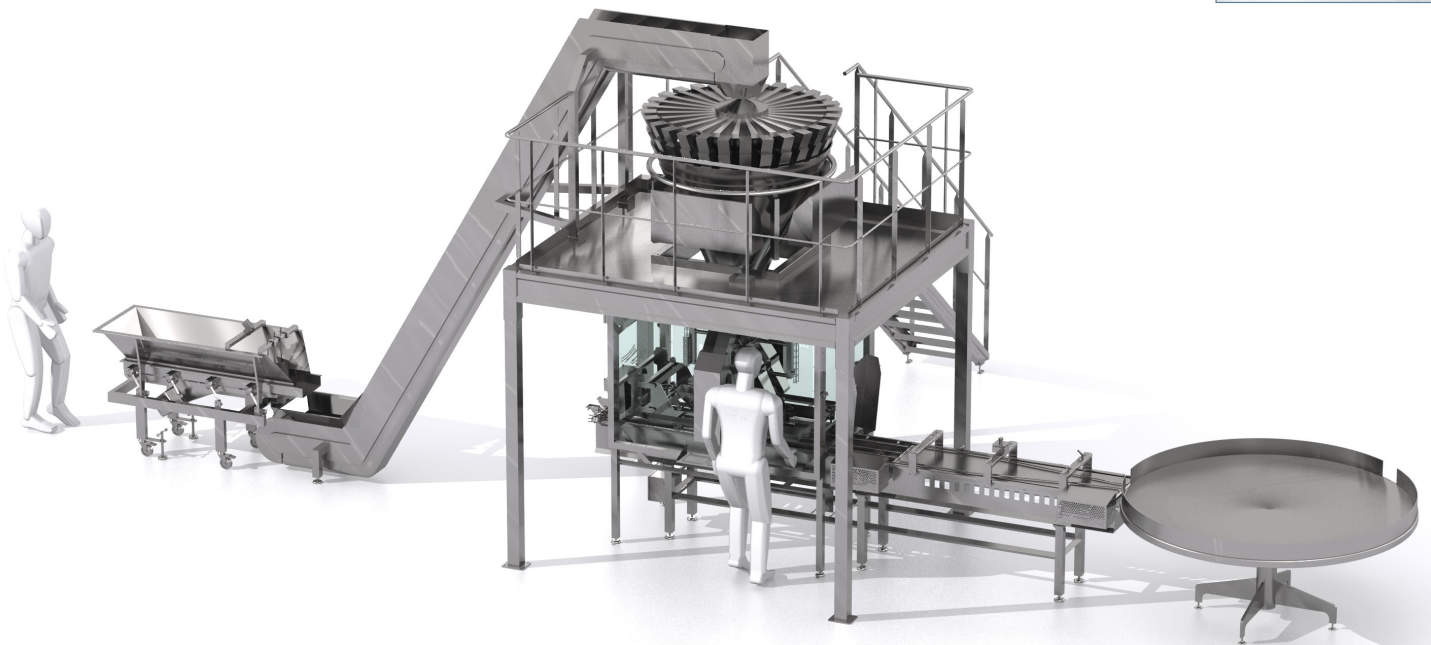
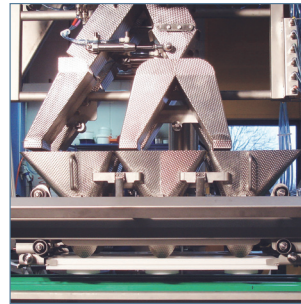
- Cans and tins come in all shapes and sizes, and most packaging lines handle several product and packaging changeovers during a typical day.
- Many canned and tinned seafood products are sticky, fragile or just plain difficult to handle.

### Solution

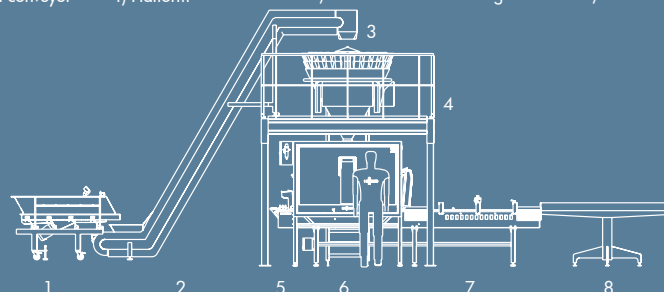
Bilwinco designs the filling tools individually for each receptacle, and makes sure that product and packaging changeovers are smooth and quick. The Bilwinco Revolution Series multihead weighers are purpose-built for frequent changeovers, with their superior hygiene and cleanability compared to pre-vailing designs. All our weighers can be delivered with a variety of internal surfaces, optimised for your products.

And with the BW Revolution Series Linear Drive radial feeder system even the most difficult and/or sticky product will be moving along at top speed!

The continuous motion distribution tool accurately and expediently apportions the product onto the cans



- |                    |                     |                                   |                           |
|--------------------|---------------------|-----------------------------------|---------------------------|
| 1) Storage hopper  | 3) Multihed weigher | 5) Can dispenser                  | 7) Can alignment conveyor |
| 2) Infeed conveyor | 4) Platform         | 6) Continuous motion filling tool | 8) Can buffer             |



# THE BILWINCO WAY

Bilwinco supplies complete packaging solutions for the Seafood industry. But we are more than a supplier of weighing and packaging solutions; we are your innovative business partner through every step of the process, from idea to operational packaging line.

Key arguments for a Bilwinco solution to your packaging needs:

- LESS GIVEAWAY – direct weighing ensures 20-30% less giveaway compared to traditional weighers
- HIGHER CONSTANT THROUGHPUT of difficult products with Linear Drive vibration (Patent pending), keeping productivity high and product quality unmatched
- LOWEST COST OF OWNERSHIP(COO) on the market



## TURNKEY PACKAGING SOLUTIONS

At the heart of the matter lies our conviction that you know your products, and your markets, better than anyone else. Our task is simple; we listen, we observe and then we operationalise your knowledge, by building packaging lines matching your expectations - we call it the Bilwinco way.

## OPERATIONALISING YOUR KNOWLEDGE

Our packaging lines consist of a custom-built Bilwinco weighing line combined with the packaging and sealing solution of your choice. Our strength is our intimate knowledge of the available packaging solutions and how they interact with our state-of-the-art multihead weighers. By choosing us as your turnkey contract supplier you eliminate many of the expensive variables inherent in the process. You define the task at hand once, to one partner, and we design the whole packaging line. Once the line is operational you have only one service number to call; ours.

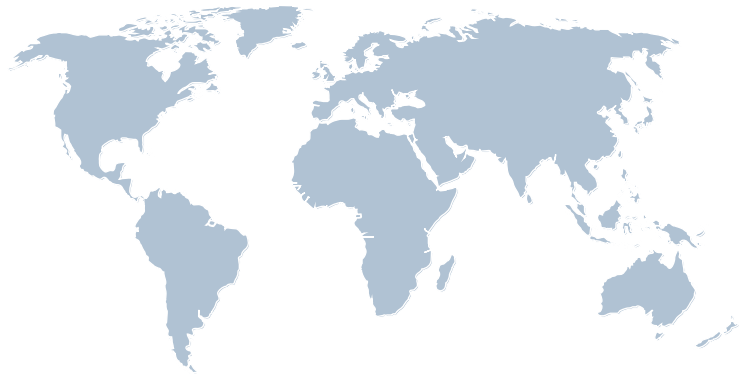
G R E A S Y  
S T I C K Y  
F R A G I L E

The weigher is the pivotal unit in the multihead weigher packaging line. The speed and efficiency of the weigher defines the the gross output of the entire line – and we are multihead weigher experts! The Bilwinco Revolution multihead weigher series is state-of-the-art technology from start to finish and the only weigher that excels with greasy, sticky or fragile foodstuffs. We have accomplished this without using abrasive mechanical aids. Practical tests have shown gross productivity increases of up to 10-15% compared to our competitors when processing difficult products.

The improvements are accomplished through refinements of every step of the operational process, not least the improved hygiene, which in itself amounts to up to 50% less downtime for cleaning during product and distribution tool changeovers – particularly important in hygiene-sensitive industries such as seafood.



Bilwinco has been a market leader in the weighing and packaging industry since 1955. At our company headquarters in Skanderborg, Denmark, we develop and build individual solutions for our customers worldwide. Our experience is your guarantee that a Bilwinco packaging solution is always tailored to your particular demands.



#### Contact us

At Bilwinco we have people specialised in packaging solutions for the Seafood industry. We are eager to begin the dialogue with you which will ultimately result in the perfect packaging line for your Seafood products. May we suggest that you give us a call!



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