## **Neptune Dynamics Limited**

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## Marketing Profile

Neptune Dynamics was formed in 1975 specifically to design and manufacture specialized equipment and machinery for the fish and food processing industry. In recent years, the company has specialized in the development of machinery for the herring roe industry and, since 1987, has sold over 125 Neptune HD1S Herring Sex-Sorting Machines in Canada and abroad. Neptune has also developed automated equipment to assist in the detection of defective cans through the screening lines instituted by Canadian salmon canning companies and most of the canned salmon exported from Canada has been inspected using Neptune equipment. This experience has been extended to other low-acid foods, such as canned mushrooms, and in 1992 several machines were delivered to the People's Republic of China for canned mushroom inspection.

Neptune equipment is assembled and test run at the Neptune shop prior to shipment to the customer. The company technical staff provide extensive start-up assistance and training. Neptune has agents in Holland, the U.K., Japan and Eastern Canada. In 1991, Neptune started the development of a new automatic roe herring removal machine. The machine has since proven itself and orders have been received for more than 20 machines which will be in operation for the 1994 season in British Columbia. The company plans to sell this machine overseas, specifically Japan and the U.K.

Neptune has devised a number of custom machines to improve individual customer's processing operations, including such diverse areas as shrimp cooking, oyster culture handling, salmon butchering equipment, asparagus orientation equipment and a system to pack fish in target weight boxes. Neptune maintains and intensive R&D program with particular emphasis on computer control of simple machinery for more efficient production. A networked CAD system, computerized manufacturing controls and a small but efficient machine shop all contribute to Neptune's rapid introduction of modern technology to the fish and food processing industries worldwide.

## Products/Services Available for Export:

Herring Sex Sorter (HD1S)
Automated Herring Roe Extractor (RHO)
Computerized Can Scanner (CCS)