

## CASE STORY / YIELD BOOST PROJECT

# Yield Boost at La Comarca Meats in Lorca, Spain (2022-2023)

La Comarca Meats is a subsidiary of the meat holding company, La Comarca Food Group. With a strong focus on the industrial meat sector and international meat markets, La Comarca Meats operates from its state-of-the-art facilities in Lorca. These premises include a cutting plant and a cold storage, boasting cutting-edge technology and innovative automation. The entire setup is designed with a clear vision of internationalization, aiming to expand the group's activities.

La Comarca Meats has been a valued customer of DMRI for some time, and we have enjoyed successful cooperation on various projects. Recognizing the crucial impact of cutting and deboning yields on the company's profitability, Alberto Santamaría, COO at La Comarca, made the strategic decision to initiate the 'Yield Boost' project with DMRI in 2022.

DMRI's Yield Boost project has a major goal of increasing the value of carcasses by improving yields at the cutting and deboning floor. The project runs for one year and requires no investment in new equipment. It is based on a Success Fee concept that measures the real improvement in yields compared with the company's baseline. This concept ensures a continuous positive cash flow for the company throughout the project.

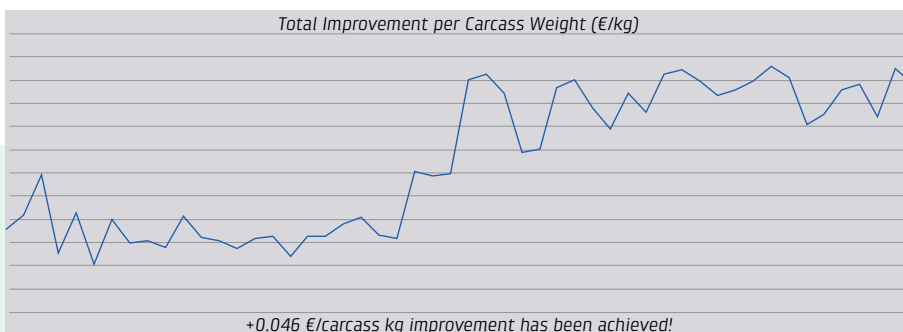
Our experience shows that organizations in the meat industry often lack the knowledge to utilise their product specifications fully and consistently and maximise profits for each one of them. Yield Boost project provides an effective solution to this challenge. The system is based on two fundamental pillars:

- The implementation of a systematic procedure for continuously monitoring the deviations from the specifications on the production lines, with immediate adoption of corrective actions when they are detected.
- The adoption of a continuous improvement system based on yield and economic outcome indicators, derived from the actual production in the cutting and deboning room and reference sales prices.

DMRI provides all necessary training and coaching for managers, supervisors and operators on how to improve yields and keep the focus. Ongoing yields and deviations are objectively monitored by DMRI's Yield Manager & Yield Inspector software tools.



DMRI consultant conducting a cutting test



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#### CONTACT

**Jesús Siles**  
Business Manager  
Process Design & Operations  
M [jsil@dti.dk](mailto:jsil@dti.dk)  
T +45 72 20 11 05

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→ [dti.dk/yield-manager-&-yield-inspector](https://dti.dk/yield-manager-&-yield-inspector)



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# Statement: La Comarca

“Ensuring controlled yields in the cutting and deboning room is a fundamental aspect, perhaps the most important, within the operations of a meat industry. After several years since the launch of the new cutting facilities, we realized it was time to enhance their performance with DMRI, with whom we had previously collaborated on other projects. Using our product specifications as a benchmark for the maximum achievable yield, DMRI consultants offer a fresh perspective on how to carry out the cutting to achieve this goal, and they introduce new techniques to achieve more with less. Their system revolves around maintaining the production staff’s continuous focus on yields, reinforced by specific controls on the production lines and a tracking system based on the objective measurement of yields, where the weight of the products is compared with the weight of the carcasses used to produce them. Achieving stable yield increases while meeting specifications simultaneously is quite a challenge, but with effort and the assistance of DMRI, we have made significant improvements”.



COO of La Comarca  
Alberto Santamaria

Thanks to the successful implementation of the Yield Boost program and the dedicated efforts of La Comarca Meats' staff, the project exceeded expectations, resulting in substantial economic gains and notable improvements in value and product quality. Throughout our collaboration, La Comarca Meats embraced new work methods, and their management diligently focused on Key Figure Management, leading to more consistent and improved meat cuts.

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**ABOUT US** Reduce your environmental impact and boost your business. Partner with us to fully utilise your resources and minimise production waste without compromising product quality and food safety. Based on our extensive R&D programmes and 70 years of experience in the international meat industry, you will be able to draw on our unparalleled services.



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