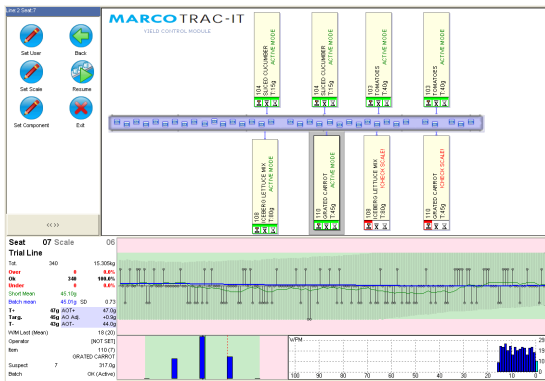




Improving Yield



A Guide to Improving Packhouse Profits by 10%

What is the fastest and most effective way of boosting packhouse profits?

Unnecessary product giveaway during the fruit and vegetable packing process significantly affects profits. Pack-house operators have to strike a fine operational balance between packing speed and accuracy; whilst in parallel meeting pack weight legislation and ensuring fresh produce is presented in tip top condition. Individual fruits and vegetables, by their nature, vary in size and weight, further compounding the problems of maintaining accurate and consistent pack weights. Marco's experience shows that with some fresh produce, giveaway can be as high as 17%.

Effective yield control can overcome these problems, dramatically reducing this giveaway, improving productivity and maintaining pack quality. But it isn't just product giveaway that can eat into your profits. Over weight packs cost more to transport, especially via air freight, further adversely affecting profits and endorsing the importance of yield control management.

Effective Yield Control leads directly to:

- Reduced giveaway
- Improved quality
- Improved productivity
- Reduced waste
- Reduced transport costs
- Reduced pack-house labour
- Increased profits.

The key to successful Yield Control is to implement a system that is easy to use by operatives, yet provides management with comprehensive real time pack weight data from the pack-house floor.

The Marco Yield Control Module has been specifically developed to provide comprehensive data that allows you to measure and control your packing process. A key advantage is that it can be implemented as a standalone module within existing pack-house structures and will provide a rapid return on investment.



MARCO
Productivity Improvement Experts



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How does it work?

The Marco system uses the company's operator friendly LineMaster weighing stations that deskill the manual packing process. The simple-to-use traffic light system guides operators as they pack, ensuring individual target weights are kept within very close tolerances. The clever part of the system is the automatic optimisation (AO) software operating quietly in the background. This continually monitors pack weights at individual stations and adjusts target weights to keep the average pack weight right on target. The operators are oblivious to these subtle changes and continue to pack consistently to the 'green light'. If target weights do deviate outside standard preset limits, the supervisor is immediately alerted so that rapid remedial action can be taken.

- Operator ID
- Number of packs completed per unit time/ per operator
- Total quantity of product allocated to any particular line
- Actual amount packed at each workstation
- Pack weight trends by operator
- Rapid access to electronic traceability
- Yield data by batch run/total production

Conclusion

On-site trials have shown that the implementation of an effective Yield Control System can provide an ROI (return on Investment) within one growing season and improve packhouse profitability by an average of 8-10%. In particular the Marco Yield Control System has achieved these results in many installations around the world, for further information and case studies detailing these solutions please email: info@marco.co.uk

Answering a small number of questions can help determine what would be required to improve your pack house profitability. If you would like to email answers to these questions listed below, Marco will provide a no obligation report outlining what levels of improvement you may be able to make within your operation. This feedback is based on the data Marco have collected over 25 years of supplying yield control systems to the fresh produce sector.

1. What produce do you pack?
2. How long in days is your packing season?
3. How many hours do you pack on those days?
4. How many packing staff do you assign to packing within your season?
5. What type of packs do you use? ie clam shells/flow wrapped punnets etc
6. How many different types of packs do you use and what are the pack sizes?
7. Do you know what your current levels of over-pack are?



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