

# Vegpro

A yield control system supplied by factory profitability experts Marco is bringing important savings to Kenyan fresh vegetable specialists Vegpro at their pack house within the Nairobi International Airport complex.

Every night, dedicated cargo planes take off from Nairobi with their holds full of Vegpro's fresh beans, spring onions, bok choy, okra and the growing selection of prepared vegetables and stir fries, that have been freshly harvested and packaged within 24 hours, bound for supermarket shelves across the UK, Europe and the US. (In the UK, Marks and Spencer, Sainsburys and Tesco are three of Vegpro's prominent customers.)

The Marco Trac-IT system has improved productivity and reduced overpack giveaway by between 5 and 10%, translating directly to bottom line improvements in this highly competitive industry. The giveaway savings of several tonnes per week, have the added bonus of translating directly into reduced freight costs, which are based on actual shipped weight rather than printed pack weights.

Vegpro Kenya is one of the nation's top produce exporters, operating seven farms within a two-hour drive of the airport and exporting around 250 tonnes per week.

Every morning, trucks full of freshly-picked vegetables drive to the airport. Here, inside Vegpro's 3000 square metre air-conditioned pack house, strategically located within Jomo Kenyatta International Airport, more than 1,000 workers wash, sort, trim and dice the 25 plus varieties of vegetables before they are rushed onto planes. This efficient operation within the airport is highly effective in ensuring that there is no break in the "cool chain", before the produce arrives crisp and fresh in European stores the next day.

**To learn more about Vegpro click here**

Marco's system features their innovative automatic optimization (AO) software, which constantly monitors individual packer's pack weight trends. Unbeknown to the packers, the software automatically adjusts the pack target weights on an ongoing basis, within preset tolerances to optimize pack weight. The system has a proven track record in packhouses around the world, reducing giveaway down to fractions of a gram per pack, whilst ensuring no underweight packs get through. For Vegpro, these savings, for instance, are equating to an average of one spring onion in a pack typically containing ten to twelve vegetables.

Vegpro's James Cartwright is delighted with the yield control system and as he concludes:

"We operate a dynamic packing operation where time is of the essence to maintain all-round freshness. We have to balance speed with accuracy and pack appearance. The Marco system allows us to maintain this delicate balance with the benefits of significantly reduced giveaway and improved productivity."



**MARCO**  
Productivity Improvement Experts



## United Kingdom

Marco - Enterprise Way - Edenbridge - Kent - TN8 6HF  
Telephone - +44 (0) 1732 782380  
E-mail: [info@marco.co.uk](mailto:info@marco.co.uk) - Website: [www.marco.co.uk](http://www.marco.co.uk)



## Netherlands

Marco - Sprendlingenpark 23 - 5061 JT Oisterwijk  
Telephone: +31 (0) 13 522 0435  
E-mail: [info@marco.co.uk](mailto:info@marco.co.uk) - Website: [www.marco.co.uk/nl](http://www.marco.co.uk/nl)



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